A Monthly Publication of the Salina Area Chamber of Commerce

JANUARY 2016   Volume 56, Number 1

NEW NAME, NEW LOOK, GREAT COMMUNICATION  See page 4

CHAMBER CONNECTION

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

AT A GLANCE...
Business After Hours . . . . January 14
Kansas Wesleyan University, 5-7pm
Ribbon Cutting . . . . . . . . January 21
Smoky Hill Rehabilitation, 2pm
Business After Hours . . . . January 28
Salina Regional Urgent Care Clinic, 5-7pm
SAYP Annual Kick-Off Event . . . . January 21
Salina Bicentennial Center, 6-8pm
Chamber Annual Banquet . . . . . . February 4
Salina Bicentennial Center, 6pm
Details inside!
Meet the Board!

The Salina Downtown Inc. Board of Directors is an all-volunteer organization made up of thirteen local business enthusiasts and downtown property owners. In August of 2015 the Mayor appointed new members to the Salina Downtown Inc. Board of Directors - three new members Mindi Davidson, First Bank Kansas; Tyler Paulson, Hays Academy of Hair Design; and Lee Legleiter, Hampton and Royce - and two re-appointed members, Brian Richardson, Occupational Performance Corporation; and Dan Martin, ISG Technology. These five join incumbent board members: Wayne DeBey, The Flower Nook (Treasurer); Laura Underwood, Laura’s Antiques & Internet Sales (Secretary); Bob Protzman, Alpha Media (Past President); Pat Beatty, Overland Property; Monte Shadwick, Blue Skye Brewery & Eats; and Dagney Stromberg, D.C., Gentle Touch Chiropractic.

Dan Martin was elected by his peers as President in September.

“I’ve been at ISG Technology for 24 years, beginning in 1991. Though currently the Senior Account Manager, I’ve held several positions in both sales and management over the years. Seven or eight years ago I reached the point where I really felt I needed to give back some so I began looking at different local charity organizations and researching their leadership and missions. My first board was with Child Advocacy and Parenting Services (CAPS) and thoroughly enjoyed the experience working with Carolee Jones and the staff at the office. During that time, Phyll Klima approached me about the SDI board and potentially joining it. After a couple of discussions and putting in my application, I was elected to the board in the fall of 2012. I’ve always worked downtown so I was familiar with the area though actually knew little about SDI as I was not a business or property owner. With all of the recent changes in business promotion for Salina, and the real and proposed building projects for downtown specifically, it is an exciting time to do what we can to both promote downtown and bring new businesses to it.”  Dan Martin, SDI Board President

OPERATION: Decorate Downtown!

Do you LOVE decorating for the Holidays? Did downtown holiday decorations leave you feeling less than satisfied this year?? Then YOU are just the person we are looking for!! Help us plan, raise funds and execute OPERATION: Decorate Downtown for the 2016 Holiday Season. If you or someone you know has an abundance of holiday cheer, please email Penny Bettles at pbettles@salinadowntown.com to join the 2016 Christmas committee.

Donations are also welcome! Please mail check payable to: Greater Salina Community Foundation MEMO: Downtown Holiday Fund P.O. Box 2876 Salina, KS 67402-2876

Managing Director

During the December Salina Downtown, Inc. monthly board meeting, the Board of Directors named Penny Bettles the Managing Director for the Salina Downtown, Inc. office. The Board also authorized the hiring of a part-time administrative assistant. Resumes can be sent to gosalina@salinadowntown.com
**Meet the Staff!**

Allison Webb joined the Chamber in October of 2012. In the beginning, the majority of her time was spent in support of Visit Salina’s preparation and hosting of Sports and Special Events. Her responsibilities also include Social Media communications for Visit Salina and the Chamber by managing Facebook, Twitter, Pinterest and other outlets. She is responsible for managing the Chamber website and the membership database. In May 2014, Allison and her husband Daniel relocated to the Atlanta, GA area where she continues many of her responsibilities as a part-time ‘telecommuter’ for the Chamber. While we miss her on-site for our sports events, as well as her enthusiasm and smile around the office, she continues to do a great job in all her other areas for us.

Allison graduated from the University of South Carolina Aiken in 2008 with a B.A. degree in Communications and a minor in Business Administration. Allison and Daniel enjoy spending time with their dog Sam. They have a love for traveling and new adventures! Her interests include: concerts, gymnastics, biking, running, and watching the Carolina Gamecocks play.

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**Hayley Morrical joins Chamber staff**

Please help us welcome Hayley Morrical as the newest member of the Chamber staff! She joined the team in January of 2016 as the Membership and Community Relations Associate. In this new position, her job duties will be split between membership services and workforce development, including the organization and facilitation of membership programs such as Business After Hours, Leadership Salina, Leadercast, Annual Banquet and the Salina Business Hall of Fame. In addition, Hayley is also responsible for oversight of the Salina Area Young Professionals organization and assisting with workforce development projects.

Hayley is a proud native of Salina’s Swedish neighbor, Lindsborg. She graduated from Baker University with a B.S. in Business Management in 2015. She keeps busy in her free time by weight lifting or running with her dog Svenska, cheerleading, riding through Saline County on horseback, traveling, and when all else fails, Netflixing.

Welcome to the staff, Hayley!
Say hello to our renamed monthly newsletter, “Chamber Connection” and our enhanced salinakansas.org website. Over the past few months, subtle feature changes have been introduced into our monthly newsletter, and the Chamber is pleased to announce the name change, launched with this issue, both in print and online.

Our conversion to an updated and enhanced website has been underway for some time. The projects share a goal of better serving membership and individuals interested in learning more about Salina and the surrounding area.

In 2006, SACC launched our first modern website and since that time the monthly newsletter has shared the same title as the website address. Simply stated, the Chamber is business, professional, and individual people working together and making connections to make the Salina community a better place to live and work. The updated website and newsletter are intended to reflect the Chamber’s efforts towards those ends.

The new website, which has been many months in the planning, has been updated with many new features including being mobile friendly! The update process still has some tweaks to come, and of course we will continue to update regularly with new events, program and project updates and news from our members and partners. Please take a moment and navigate through our new website!

Richardson elected Chamber Chairman for 2016

Brian Richardson, CEO for Occupational Performance Corporation (OPC), has been elected 2016 Chairman of the Board of Directors for the Salina Area Chamber of Commerce. Brian holds degrees in both Business Administration and Management from Emporia State University. Prior to joining OPC in 2005, Brian worked in commercial property development and communications. Brian also owns Richardson Developments (RD) LLC, with mixed use properties in Salina and other Kansas communities and Richardson Petroleum LLC with interests in Central and Western Kansas and Southeast Texas.

Brian enjoys giving back to his community, serving on Boards of Directors and the Executive Teams for both the Chamber and Salina Downtown Inc. He is currently a member of the Salina Economic Development Council Board and serves as the Administrative Board Chairperson for his church. With his passion for baseball, he has served as the head coach of local American Legion teams, traveling clubs, and continues today with his own boy’s competitive teams. Over the last four years, Brian has led the efforts to build a new fieldhouse in downtown Salina which is scheduled to begin construction in the spring of 2016. He and his wife of 23 years, Julie, have three kids, Jera (18), Brogen (15), and Brooks (11).

“I am honored to be serving as the Chairman of this year’s Chamber Board. I thank the membership for their support and look forward to working together in 2016 to build an even stronger community in which to do business!”

Other officers elected for 2016 include Mark Ritter, Crown Distributors LLC, Vice Chairman; Guy Walker, Blue Beacon International, Chairman-Elect; Trey Mowery, Central National Bank, Treasurer; and Frank Hampton, Hampton Financial, Immediate Past Chairman.

2016 Legislative Issues Meetings

- February 20
- March 19
- May 21

Mark your calendars now. Watch for details in February Chamber Connection!
**Good Sports!**

Sanctioned by the Amateur Athletic Union (AAU), Salina is host to the *Xtreme Gymnastics Winter Wonderland Competition* January 23-24, 2016. Featuring all levels, more than 450 gymnasts are expected to participate and more than 250 of those athletes are coming from out of town. The event will be held at St. Mary’s Grade School. For more information contact Sheena Torres by e-mail sheenatorres87@hotmail.com

The annual *Kansas Tournament of Champions* wrestling tournament will be held on January 30, 2016 at the Salina Bicentennial Center. Hosted by the Salina Kids Wrestling Club, this tournament hosts more than 1,400 youth wrestlers and 3,000+ spectators from Kansas, Missouri, Nebraska, Oklahoma, and Colorado. The Salina Kids Wrestling Club looks to continue hosting one of the premier wrestling tournaments in the state of Kansas this year and continue its streak of record breaking attendance for the seventh year in a row. Participants can weigh-in on January 29, Friday night between 6pm and 8pm. The tournament begins Saturday morning at 8:00am, and admission is free. For more information about the tournament or sponsorship opportunities, contact tournament director Rich Zimmerman at (785) 823-3987.

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**Convention Corner**

**2016 No-till on the Plains Winter Conference**

“Celebrating Our Past, Transforming Our Future”

The Salina Bicentennial Center will welcome the No-till on the Plains Winter Conference January 26, 27 & 28. This conference has been bringing experts together with producers and farm product and service providers for many years to share the concept of no-till farming.

“No-till on the Plains has continued to provide the platform for farms, ranches, and their respective families and businesses to go beyond the basic implementation of no-till practices for conservation. With their future vision, they have provided many opportunities for people to not only better implement no-till practices, but to do so in a regenerative manner that creates a sustainable future for soils, plants, animals, and most importantly people.” Joshua Dukart- Bismarck, North Dakota

**High caliber speakers featured during conference**

Kofi Boa started his professional career as a cocoa agronomist and later worked for the Crops Research Institute (CRI) of the Council for Scientific and Industrial Research in Ghana as an on-farm research scientist. He worked on the Ghana Grains Development Project where he had the opportunity to do a bit more no-till research and extension. When the project ended for the CRI in 2003, he became completely independent to push for what he believes in – No-till farming.

Kofi met Howard Buffett of the Howard G. Buffett Foundation in 2007 and formed an immediate friendship. He established the Center for No-till Agriculture at Amanchia in the Ashanti region of Ghana in 2012 to permanently illustrate the evidence and benefits of No-till farming and to teach other farmers the processes. In 2013, the HGB Foundation uplifted the Center and now the center attracts people from all over Africa. “I see public interest growing in No-till farming in West Africa and more especially in Ghana and I am committed to continue showing the evidence and benefits so as to build farmers interest and confidence in the technology for massive adoption, says Dr. Boa.”

Among the many sessions offered, Jill Clapperton, Principal Scientist and Co-Founder, Rhizoterra, Inc., Spokane, WA will present “Soils Impact Food Quality and Nutritional Value”. Terry Fleck, Executive Director of Center for Food Integrity in Gladstone, MO, will present “Cracking the Code on Food Issues”.

For more information or to sign up to attend the Winter Conference go to http://notill.org/events/2016-winter-conference or call 785-210-4549.

**Kansas Land Surveyors** will meet in Salina, January 7- 9 for their annual professional development conference. More than 300 people are expected to attend. This year’s featured speaker is Gary Kent, PS. His professional development topics are “Managing your Business,” “Kansas Ethics and Standards,” and “ALTA/ACSM Land Title Surveys.” Other speakers/sessions and registration information can be found by going to www.salinaseminarseries.com.
In The News

The SALINA BOARD OF REALTORS® announces the 2016 Officers and Directors of the Salina Multiple Listing Service, Inc. are: President Gabe Grant, Vice-President Owen Freiburger, Sec-Treasurer Melanie Regnier, Directors John Bossemeyer, Morgan Powell and Past President Mary Kindlesparger. The Great Plains Association of REALTORS®, Inc. announces 2016 Officers: President Rick Satern, President-elect Jeannine Byers-Long, VP-Treasurer Charles Ross, Directors Connie Blanke, Delores Dalke, Steve McCullough, Wayne Rathbun, Chris Rost, Roger Sell, and Past President Amber Renfro.

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 board of trustees of SALINA REGIONAL HEALTH CENTER, has authorized a $1 million contribution to the field house project planned for downtown Salina. Board members approved the measure after discussing merits of the project’s ability to promote health and wellness in the community and provide affordable options for team recreation. The project also promises to make a positive impact on the local economy. The 2015 Saline County Health Needs Assessment identified childhood obesity as a leading health issue facing the community. “At Salina Regional Health Center, we are committed to improving the health of our community. The field house will provide more recreational activities for our youth and help teach them the value of healthy lifestyles,” said Micheal Terry, president and chief executive officer of Salina Regional Health Center.

DESTRO MEDIA, announces their selection for a national award. Their Moonshine Sessions Poster Design was chosen as Merit Winner in HOW International Design Awards. This highly selective and well-regarded competition sponsored by HOW magazine recognizes excellence on a global scale. HOW’s editorial and design team—along with representatives of Pentagram, Anagrama, and VSA Partners—evaluated more than 1,000 entries and selected winning projects that demonstrated an ideal mix of concept, strategy and execution. Entries were judged by project type (e.g., apps, posters, packaging) rather than by industry or region. All Merit winners will be featured in the Spring 2016 issue of HOW magazine and will be spotlighted on HOWdesign.com. Contact Destro Media at matt@destromedia.com or 785-648-0208.

SALINA REGIONAL HEALTH CENTER is pleased to announce that Crystal Bertrand has rejoined the WellPlan staff at COMCARE. Crystal is a Registered, Licensed Dietitian, and Certified Diabetes Educator. She has a dual degree in Dietetics and Public Health Nutrition from Kansas State University. Crystal has completed CDR Certificate of Training in Childhood and Adolescent Weight Management and completed CDR Certificate of Training in Adult Weight Management. The main focus of practice for Crystal includes diabetes management, lipid management, weight management, eating disorders and obesity. Crystal is located at our Santa Fe and Elm Street locations. Please call 785-452-3244 for an appointment.

KANSAS WESLEYAN UNIVERSITY’S Feed My Starving Children (FMSC) MobilePack happens at the Student Activities Center on Sunday, January 17th, and Monday, January 18th, 2016. There are two ways to be a part of this great event, to donate toward their $38,500 goal to provide 175,000 meals, or to be one of the 800 volunteers needed on-site. To donate or volunteer please go. http://www.fundraising.fmsc.org/SalinaKansas. To learn more, please contact Linda Ourada at 785-452-9638 or ljourada@cox.net or Cameron Jackson, cameronj@kwu.edu

The VOLUNTEER CONNECTION announces the next USDA Emergency Food Assistance Program Commodities Distribution will be Wednesday, January 13, from 12:00 noon – 2:00 p.m. The Salina distribution will take place in the 4-H Building in Kenwood Park. Items to be distributed include: Whole Kernel Corn, Mixed Fruit, Peas, Peanut Butter, Grapefruit Juice, Egg Noodles, Cereal Corn Squares, UHT Milk, Fresh Apples and Dried Cranberries. Recipients must meet the established income guidelines and provide proof of Saline CO residence, of all monthly household income and a valid ID for all people living in the home. Recipients are also encouraged to bring sacks or boxes to carry the commodities home. For more information, contact The Volunteer Connection at 785-823-3128.

New Members

DOUGLAS PRODUCTION GROUP
PO Box 1361 • Wichita, Kansas 67201
Kirk Longhofer
(316) 768-4824 kirkdpg.net

NO PLACE LIKE HOME
640 Scott
Carol Roker
(785) 820-7050 roker.carol@gmail.com

DESTRO MEDIA
764 Osage
Matt Stewart
(785) 648-0208 matts@destromedia.com

MID KANSAS TOOL & ELECTRIC
314 W. Cloud
Steve Albrecht
(785) 825-6287 stevealbrecht77@yahoo.com

LAUNDROMUTT
1322 E. Iron
Todd Michaelis
(785) 826-1500 freshlooks salina@gmail.com

CRICKET
1661 S. Ohio
Bill Long
(785) 404-1818 billlong@gmail.com

SALINA FENCE COMPANY
623 Carl • Jason Mann
(785) 822-2018 jmann@ksfap.com

ALLPAK BATTERY
845 N. Broadway
Jacob Peters
(785) 825-2288 allpakbattery3@gmail.com

NUTRIMOST KANSAS
711 Roach
Danielle Cohoon
(785) 577-9248 d.cohoon@live.com

MINNEAPOLIS GARAGE DOOR, LLC
470 Meadowlark Drive, Minneapolis, KS
Rome Witt
(785) 392-5427 garagedoor master@yahoo.com
Meet Chamber Member Bonnie Bays, Owner of Fun Foods 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?

I go the extra mile to make sure Fun Foods is fresh, tasty, and affordable.

In general, how is demand for your product or service?

Demand is good, who doesn’t like to eat good food at a fair price?

How long have you been in business and why are you operating in the Salina region?

I have been in business six years and love that I can bring Salina fun and food! Slatter, the dancing bear will come to your event too!

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!

Quinley takes helm of SAYP

The crux of Salina Area Young Professionals organization’s mission statement is to recruit and retain young talent and also help cultivate the next generation of community leaders. SAYP is thrilled to announce their 2016 President, Kevin Quinley. As President of SAYP, Kevin duties include serving as the official spokesperson; presiding at all SAYP Steering Committee meetings, overseeing responsibilities of all crew leaders, guiding SAYP’s calendar of activities and serves as the primary liaison with Chamber staff.

Kevin Quinley is a Salina native, graduating from Salina South in 2007 and from Fort Hays State University in 2012 with a degree in Business Marketing. Kevin is a financial advisor with the Ebert-Stein Group at W addell and Reed, and enjoys helping people achieve their long-term financial goals. Kevin is currently on the board of Salina Child Care Association, and active in Big Brothers Big Sisters of Salina. He is married to Brianna, a Registered Nurse at Salina Regional Health Center. In his free time, if the weather is just right, he likes to play a round or two of golf.

Please help us welcome Kevin Quinley as the 2016 SAYP President! For more information please contact us at yp@salinakansas.org or 785-827-9301.

Two Board Members Appointed

Two persons have been appointed to two-year terms by incoming Chairman Brian Richardson.

Appointed were: Debra Blomquist, Accessible Home Care, LLC and Tina Lewis, Salina Housing Authority. The two appointed directors join returning and newly elected board members to form the 2016 Board:

The new directors have taken office as of January, 2016.

Chamber Annual Meeting

February 4

Tickets still available!

Contact Sandy Cole at scole@salinakansas.org or call 785-827-9310, ext 123.
Kansas Wesleyan University
100 E. Claflin Ave.
Thursday, January 14
5-7pm • $5 per person

Join us at Kansas Wesleyan University at their premier athletic venue. Enjoy a fabulous appetizer buffet, catered by Sodexo, in the Student Activities Center, a venue available for your next luncheon or corporate event. After the reception, at no additional charge you are invited to stay for the KWU Coyotes basketball games. Complimentary tickets are available at the reception if you would like your family to join you for the game. KWU Women tip-off at 6pm & Men at 8pm. See you there! Go ‘Yotes!

Salina Regional Urgent Care Clinic
2265 S. Ninth St. (west of Central Mall)
Thursday, January 28
5-7pm • $5 per person

We are proud to introduce the area’s premier urgent care facility, Salina Regional Urgent Care Clinic. If you or a family member has a sudden illness or injury that doesn’t require an emergency room visit, but needs immediate attention, trust Salina Regional’s brand new urgent care clinic. Open daily and includes onsite lab, x-ray services and physician oversight.

Come out, network with fellow Chamber members & check out what Kansas Wesleyan University & SRHC Urgent Care Clinic 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

Right place. Right reason. Right now.
salinakansas.org

Celebrating 25 Years of Excellence!
You’re invited to celebrate
Sylvia Rice
and 25 years of service
With the Salina Area Chamber of Commerce
January 7, 2016
4pm to 6pm
Chamber Annex, 120 W. Ash, Salina

Smoky Hill Silver
For ALL your Holiday Giving!
Accepted at more than 1,200 businesses!
Call 827-9301

The perfect gift... any day!