

CHAMBER CONNECTION

A Publication of the Salina Area Chamber of Commerce

August 2021 Volume 61, Number 5



entertainment



art



kids



SMOKY HILL RIVER FESTIVAL CELEBRATES 45TH ANNIVERSARY!

See Page 3

AT A GLANCE

- Business After Hours August 5
Tri-Rivers Fair & Rodeo
800 The Midway (Tony's Pizza Events Center)
5-7pm
- All Breeds Junior Dairy Show . . August 12-14
Saline CO Livestock & Expo Center
Kenwood Park
- Business After Hours August 19
Salina Emergency Aid Food Bank
255 S. Chicago
5-7pm
- Smoky Hill River Festival Sept. 2-5
Oakdale Park

Details inside!



food





Salina

Area Chamber of Commerce

OFFICIAL PUBLICATION

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From the CEO



Eric L. Brown

Has it ever been more difficult to find employees and fill positions in the Salina area? Based on feedback from membership and what I've experienced in my 10 short years with the Chamber, the short answer to the above question is No.

We hear every day from our member businesses and organizations – of every size, from every industry sector – that they're facing unprecedented challenges trying to find both a quantity and quality of employees to fill jobs. When businesses do not have enough employees, they are forced to reduce hours, scale down their operations, and in a lot of cases, it can affect the quality of the product or service provided, the production levels, and ultimately the bottom line.

The latest data and surveys reveal a national workforce availability crisis that is getting steadily worse. But just how widespread is this problem? And what can be done to address the problem?

Consider the national trends: There were 8.1 million vacant job openings in the United States – a record high – in March 2021, the latest month for which data is available. That's up more than 600,000 from February. In Saline County, just short of 1,700 jobs are currently open.

The Saline County June 2021 unemployment rate was 4.2% or approximately 1,200 unemployed individuals, roughly 1.4 available workers per opening. Except for June's 2021 labor report, since September 2020 countywide there have been two jobs for every one worker looking.

In several states and several industries, including hard-hit sectors like education and health services as well as professional and business services, there are currently fewer available workers than the total number of jobs open.

Nationwide data paints a broad economic picture and provide a foundation that outlines the local challenges, but don't necessarily directly apply to our local economy. The national statistics show that we are not unique – note 90% of industry associations indicate their members are struggling to find qualified workers.

Locally, as outlined in the Development Opportunity Profile highlighted in this newsletter, two of our top economic driver sectors – healthcare and manufacturing – are struggling to fill positions due in large part to a lack of housing opportunities. When housing developers didn't have access to the full scope of development incentives in 2014/2015, it slowed down the annual residential builds and has exasperated the need that currently exists. As a community we are playing catch up, and the difference today is a clearly defined need for all levels and types of housing options for the current and future workforce in Saline County.

However, Saline County and the City of Salina deserve recognition for dedicating significant financial and staff support to address our workforce housing issues as they work with at least 10 developers on projects in various stages of the development process.

In addition to addressing housing, continued focus on workforce development and our talent pipeline needs to be a priority. Salina has done a better job than most through the work of the school districts and post-secondary schools to connect their graduates to high demand jobs.

The last thing we can all do is continue to share the story of Salina and all the fantastic quality of life amenities that currently exist and that are on the way. Civic and community pride of place goes a very long way in helping those looking in from the outside appreciate Salina as a truly great community.

Best,

HERE'S HOW TO CONTACT OUR CHAMBER STAFF

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Smoky Hill River Festival 2021 Set for September 2-5 *Event Highlights Announced*

Salina Arts & Humanities recently unveiled highlights for the **45th Anniversary Smoky Hill River Festival**, scheduled for Sept 2-5 in Oakdale Park. Focal to the Festival's 2021 offerings to many local and regional fans, is its new website, riverfestival.com, on which many exciting entertainment, arts, kids, Food Row, and admission details are found. General Festival hours are Thursday 4-10pm, Friday and Saturday 10am-10pm and Sunday 10am-5pm.

River Festival highlights as organizers count down to Labor Day weekend, include:

Afternoon and evening stage-act headliners

Cowboy Mouth (Friday), Phantom Blues Band (Saturday) and Sunset Sinners (Sunday). Other top acts include SunDub from NYC, That 1 Guy, returning from Las Vegas, and Jarabe Mexicano from San Diego. Roving and Arty's Stage acts include Up, Up & Away balloon artists from Kansas City and Magic Bubbles from San Francisco.

More than 130 visual artists from 19 states will exhibit and sell their work at the Festival's Fine Art & Craft Show. On-site Demonstration Artists feature five Salina



artists including Julie Cates, also designer of the 2021 Festival T-shirt. More than 20 site-specific, outdoor Art Installations delight and surprise Festival-goers around every corner, across Oakdale Park.

offers art lovers and collectors a chance to sign up for special perks including admission to the Thursday night PREMIERE cocktail party, a Friday-morning preview hour of art show shopping and more. Sign up by calling (785) 309-5770.

Brand-new for Festival 2021 is the **Riverside area**, formerly the Bravo stage and area, featuring talks with Festival artists, musicians, writers and other creatives. The Game Show Party, hula lessons with Martika Daniels and hands-on art making are other Riverside activities.

Artyopolis kids' fun for 2021 includes Creation Crossing make-and-take crafts, Button Boulevard, Game Street, Lego Lane, Mistical Oasis, Paintchoo Plaza, Arty' Stage acts and more. Artyopolis hours are Friday & Saturday 10am-6pm, and Sunday 12n-4pm.

Food Row is a 'must stop' part of the Festival for many. New foods for 2021 include frog legs, meatball sliders, coconut shrimp, bacon-wrapped sausage on-a-stick and soft pretzels. Food vendors are open all 3.5 days of the Festival.

For the first time, **Admission** to the 45th Anniversary River Festival is by **weekend Wristband** which are \$15 in advance, and \$20 at the gate, available in 21 cities starting Monday, July 26. Daily Wristbands are \$10, sold only at the gate. Children 11 and under get in free. See a list of all local or regional Wristband Retailers at: <https://www.riverfestival.com/participating-retailers/>.

Catch the best summer celebration around, by experiencing the arts, River-Festival style, Sept. 2-5 in Salina, KS! For more details, visit riverfestival.com or call (785) 309-5770.

For needed accommodations, please call Amanda Morris at Salina Arts & Humanities at (785) 309-5770 between 8am-Noon and 1-5pm. Every effort will be made to accommodate known disabilities. For material or speech access, please call at least five working days prior to the event.



Salina Arts & Humanities, a department of the City of Salina, has served a unique role as an arts advocate and resource partner since 1966. The Smoky Hill River Festival, Horizons Grants Program, Smoky Hill Museum, Arts Infusion Program in schools, Community Art & Design, and Creative Connections are among the programs of Salina Arts & Humanities, located at 211 W. Iron Avenue in Salina.



artists including Julie Cates, also designer of the 2021 Festival T-shirt. More than 20 site-specific, outdoor Art Installations delight and surprise Festival-goers around every corner, across Oakdale Park.



The River Festival's Art Patron Program

Highlights from Saline County's Development Opportunity Profile

Provided by: e2 Entrepreneurial Ecosystems and Network Kansas

Whether a community or a region is successful over time – or not – depends upon the commitment and choices of its leaders and people, and the investments they make in their development.

cohort change from 2000-2010 was in 10-14 year olds, and 15-19 year old. All other categories from 20-59 years old saw a loss, with the age group of 25-29 seeing the most significant drop at 10%.

Healthcare & Social Assistance, Manufacturing, Government (to include Public Education), and Other Services/Public Administration. Healthcare, Social Assistance, Manufacturing and Government also are in the top three employment drivers for Saline County, as well as Retail Trade and Hospitality/Tourism.

Development Opportunity Profile

Saline County, Kansas



As Deepak Chopra says, “When you make a choice, you change the future.” Making the right development choices is a prerequisite for achieving community and regional prosperity. The best way to make the right development decisions is to commit to a thoughtful and robust assessment of your region’s opportunities. By taking the time to discover and better understand your region’s genuine development opportunities, you will make smarter investments and enhance your region’s potential for greater prosperity.

POPULATION TRENDS

The 2010 population of Saline County was 55,606. If current population trends continued (out migration and drop in birth rate), then Saline County will continue to see a .47% decline rate per year, with 2025 projected population of 53,221. It should also be noted that the only positive age

EMPLOYMENT TRENDS

“Labor earnings to total personal income” is a good proxy for how dynamic or robust an economy is. Across the country, the share of labor earnings (active work) relative to total personal income has been dropping reflecting both an aging and stagnating economy. A healthy labor-earning rate is in the range of 60 to 70 percent. For communities with a Labor Earnings Ratio that has been consistently dropping, there should be concern about the vitality of a community’s economy. Saline County’s percentage has dropped from 76.7% in 1970 to 63.1% in 2019.

ECONOMIC DRIVERS

Every community, region or state is shaped by certain economic drivers that generate income. Using data on total earnings by industry, Saline County’s top drivers include: Retirees,

COMMUTERS

Outbound commuters (e.g., live in Saline County but work outside of the county) is our community’s 7th most important economic driver based on household earnings realized in 2019. This part of our economy has grown from \$51 million in 1990 to \$136 million in 2019 in household earnings. However, as a regional employment hub, we have more workers living outside of the county coming into the county for work. This regional workforce is critical to meeting your economy’s workforce needs (e.g., growing from \$107 million in 1990 to \$253 million in 2019). On most days nearly 7,700 workers living in your community commute outside of your community for work representing about 30% of your county’s resident workers. Another 12,000 workers living outside of the county and coming into the county for work represent about 40% of your county’s workforce.

Based on this information and other data, our likely development opportunities include:

1. Area spending captures to increase local venture competitiveness and recapture spending leakages.
2. Capitalizing on the growing numbers of Baby Boomers retiring to our community.
3. Outbound commuters have embedded entrepreneurial development opportunities in creating bedroom communities related development and entrepreneurial opportunities when they end their commute.
4. New resident attraction and retention with migration trends moving from urban to rural.
5. As a transportation corridor, services and tourism development opportunities continue to exist for Salina.

Interested in learning more about development opportunities, or seeing the full Development Opportunity Profile with expanded data and graphs? Contact Renee Duxler, Economic and Workforce Development Director at rduxler@salinakansas.org or calling 785-827-9310 x127.



Airport and industrial center economic impact benefits Saline County

By **TIM UNRUH**
Salina Airport Authority (reprinted with permission)

The year 2020 was filled with economic challenges due to the global pandemic. Salina Regional Airport and Airport Industrial Center took some hits as well but survived and emerged thriving as this year unfolds.

The area that dominates western Salina demonstrated meaningful economic growth during a time of difficulty.

A look at the numbers shows an increase of nearly \$130 million (just shy of \$1.3 billion) in the center’s total economic impact on Saline County in 2020, according to a study from the Docking Institute of Public Affairs at Fort Hays State University.

“If you’ve been following what’s going on at the (Salina) Airport Authority, they’ve obviously brought in some new business, which have brought employees with them,” said Preston Gilson, Ph.D, of El Dorado, senior policy fellow at the Docking Institute. He prepared SAA’s economic impact summary report, and has done so for several years. Data was collected from survey responses of tenants in the airport and airport industrial center, and public and private data sources. The airport and airport industrial center is home to more than 100 businesses and organizations.

Courtesy Salina Airport Authority

[Click here to view the full report.](#)

The business activity “results in spillover, or multiplier effects,” Gilson said, influencing expansion of ancillary businesses.



Expansion breeds expansion, he said, mentioning the Schwan’s Company new 400,000 square-foot expansion and others in the airport industrial center, and not far away, the Salina Downtown Revitalization.

“One of the things about good things happening is that they are contagious,” Gilson said. “One person sees someone doing something and they think ‘I can expand my business.’ People feel a bit more confident as we’re coming out of the pandemic, that they can do these kinds of things even better.”

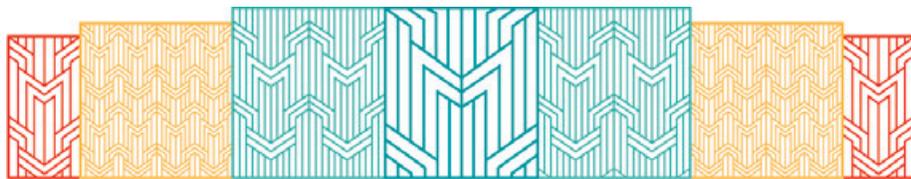
Business on the whole was repressed, he said, but the affect at the airport and airport industrial center wasn’t as great.

“Most of the people working at the airport and airport industrial center are essential workers. They were not laid off,” Gilson said. “The pandemic didn’t have as major of an effect as the hotel business, restaurant business and travel business.

The airport and airport industrial center grabbed a slightly bigger piece of Saline County’s Gross Regional Product, from 41 percent to 42 percent over 2019, growing job numbers from 5,996 to 7,005 last year; and from 14 percent to 17.6 percent of the county’s employment.”

Average annual wages went from \$58,000 to \$58,450, while annual hourly pay rose from \$28 to \$28.10. Those figures “show how critical this area is to all of Salina and Saline County,” said Mitch Robinson, executive director of the Salina Community Economic Development Organization. “The continued economic growth shows the importance of the Salina Regional Airport and Airport Industrial Center,” he said. “It’s a major driver for our economy.”

Total Economic Impact on Saline County	
Total Economic Impact Private businesses, public education institutions, military units, governmental units, and nonprofits.	\$1,297,934,889
Percent of Saline County GRP	42%
Total Employment Direct, indirect, and induced	7,005 jobs
Percent of Saline County Employment	17.6%
Average Annual Wage/Salary	\$58,450
Average Hourly Wage	\$28.10



SALINA DOWNTOWN

WHAT'S HAPPENING DOWNTOWN?

- August 6 First Friday
- September 1 Storywalk Opens
- September 3 First Friday
- September 11 Feast on Fe



RIBBON CUTTINGS



[Synergy HR Solutions, LLC](#) celebrated opening in Salina with an official Ribbon Cutting. Synergy HR Solutions is a Human Resources consulting firm that is dedicated to helping organizations develop and streamline their Human Resources functions and

processes. They work closely with companies to create opportunities, profits, policies and procedures to prevent potential litigation expenses. They specialize in employee relations, policy compliance, risk management, DISC assessments and all your HR needs.



[The Yard](#), 138 S. 4th, celebrated their grand opening with a First Look and Ribbon Cutting. Open 5 days a week, they are your complete indoor/outdoor baseball & softball training facility including 5 batting cages, 5 pitching lanes, a college sized infield, HitTrax technology & a pro shop, offering 20% off all Rawlings gear every day. Find out the latest info on our upcoming camps, lessons, the exclusive College Track Program & more by following them on Facebook, Instagram & Twitter!



[Holm Buick GMC](#), 651 S. Ohio St, celebrated opening in Salina with a Business After Hours and Ribbon Cutting. In February of 2020 Tim and Brenda Holm completed the purchase of Bennett Autoplex INC. dba Holm Buick GMC from the Bennett family who have owned and operated the business in its current location for five decades. The Holm family business originated in Ellsworth in 1969 by Tim's parents, George and Betty, and has also included the purchase of Racy Chevrolet in Abilene in 1983. The Holm Family has owned and operated GM dealerships in the area for 50 years. They are starting their second year and are excited to be part of the Salina community.



At [ResCare](#), 2100 S. 9th Street, the mission is to make a difference in people's lives and communities. We look forward to expanding in Salina to become a leading provider of home and community-based health services for complex populations.



[Blush and Blossoms Co.](#), 109 S. 5th, celebrated the grand opening of their new storefront with a Ribbon Cutting! Blush and Blossoms is a one of a kind floral experience and their clients are their "Why". They specialize in event design, specifically weddings. They work with brides all over the United States and create beautiful floral arrangements. Now with the expansion of a store, they are offering clients everyday flowers that are beautiful and high quality.

[Auntie Rita's Jamaican Cuisine](#), 145 S. Santa Fe Ave, Suite 100, celebrated their relocation to downtown Salina and the beginning



of year 3 of being in business with a Ribbon Cutting. They are growing and excited for the new location on south Santa Fe! Owner, Kavelle, loves bringing some of his heritage and culture to the heart of the Midwest through food!

[First Tee Joe Milbradt Pavilion](#), 2500 E Crawford St, First Tee Salina and the Salina Municipal Golf Course celebrated the grand opening of the Pavilion with a Business After Hours and Ribbon Cutting. Mr. Milbradt was long-standing member at Salina Municipal and an ardent supporter of First Tee, which is celebrating its 20th year of programming in Central Kansas.



[Scooter's Coffee](#), 2055 S Ohio St, celebrated their grand opening with a Ribbon Cutting. Scooter's has been brewing up delicious brewed coffee, Espresso Blenders, smoothies and pastries since '98.



The [City of Salina](#) held a Ribbon Cutting to celebrate the new Automated Waste Collection Trucks!





56TH ANNUAL AG SHOW HIGHLIGHTS AUGUST AGAIN!

The 56th Kansas All Breeds Junior Dairy Show will be held at the Salina County Livestock and Expo Center on August 12, 13 and 14, 2021. The show is co-sponsored by the Agriculture Division of the Salina Area Chamber of Commerce, Kansas Dairy Commission, and the Kansas Dairy Association, in cooperation with Kansas State University Research and Extension. On average, 98 animals are entered each year, from about 40 Kansas dairy families.

The event is an opportunity for young showpersons from across the state of Kansas to come together to share their love of dairy animals, and the industry as a whole. It's also a time-honored tradition for many ag families. Youth compete in a variety of show ring events at varying levels, including: the Skill-A-Thon, Fitting and Showing, and Breed Judging. But it doesn't stop there. The Quiz Bowl on Friday tests them on an intellectual level as well.

Several Memorial Awards are presented during the show. The W. Harold Skelly Leadership Award honors a long-time Salina volunteer. The Wendell Morrison Memorial Trophy for Herdsman (Clean Stall Trophy) is provided by the Morrison family to commemorate his work in the show and in 4-H. The first place winner of the County Herd Competition receives the T. Hobart McVay Memorial Traveling Trophy for one year. Through his life's work Kansas became known worldwide for exceptional Holstein bloodlines.

Your Chamber provides event support in the areas of contacting judges and superintendents for the show, obtaining sponsorships, mailing info to all 4-H exhibitors, printing of the results show books for exhibitors, assisting in show setup, sanitization, teardown, people to work serving lunch and banquet meals, and bookkeeping for the event. The Chamber is proud to be a part of an event that typifies the hard work and importance of the ag industry in Kansas. Learn more about the event [here](#).



BLUE COAT

Ambassadors

The newly formed Blue Coat Ambassadors are a group of community volunteers that help the Salina Area Chamber of Commerce at Business After Hours, Ribbon Cuttings, and membership services. Please help us welcome the following volunteers:

- **Jeni Adams - Bank of Tescott**
- **Valerie Andrews - BE Wealth**
- **Hank Boyer - HCB Management Services**
- **Rob Carlson - Smart Insurance**
- **Angie Davis - Heritage Real Estate Advisors**
- **Cami Dinkel - Big Brother Big Sisters of Salina**
- **John Elmore - Volunteer**
- **Cara Emig - First Bank Kansas**
- **Dusty Farris - Sunflower Bank**
- **Mark Freel - Evergy**
- **Audrey George - Design Central**
- **Andrew Gutierrez - Blue Cross Blue Shield of Kansas**
- **Bobby Hieronomus - Clean Team**
- **Sier Hieronymus - Clean Team**
- **James Lambert - Retired**
- **Lani Newton - Sunflower Bank**
- **Kathy Schwerdtfager - Bank of Tescott**
- **Cindy Short - Credit Union of America**
- **Amber Slater - Evergy**
- **Amanda Wilson - Sunflower Bank**

If you are interested in joining the
BLUE COAT AMBASSADORS
 please contact
LaCrista Brightbill or Ashley Finan
 for more information.



take to meet

Salina Spine, Sport & Rehab

Owner: Seth Myers

Email: sethmyers@salinaspine.com



**SALINA SPINE
SPORT & REHAB**
FEEL BETTER. FASTER

What service/product do you provide?
Chiropractic, Rehab, Sports Medicine

When did you start your business and why?

I started my business in the fall of 2020 just after moving back home to Salina from practicing in Texas. I decided to start my own business because I felt like there are

services that I could offer in Salina that aren't currently available for treating musculo-skeletal injuries.

Anything else you would like the community to know?

I have 5 sisters and growing up we were all very heavily involved in sports. We didn't plan it, but half of us siblings even played sports for Kansas Wesleyan University, and I even stuck around to play a season for the Salina Bombers arena football during their inaugural season.

What is something that no one knows about you?

An interesting fact some people might not know is that I enjoy competing in CrossFit competitions and I spend a decent amount of time training for that.

Tell us a memorable experience that you've had in your business:

For me, I get a big smile when in only a few visits patients are telling me I've helped them resolve their injury and get back to doing the things they enjoy. Just recently I had an older gentleman who had been dealing with low back pain for many weeks come in for care. In three visits he was telling me he was over 100% improved and now he can get ready for a big camping trip he had planned thanks to me.

Why is being a Salina Area Chamber of Commerce member important?

I've lived in a handful of other cities and pretty soon you realize it's the small businesses and everyday folks that really keep the community going and it's those same people you want to support. So for me, being a member of the Salina Area Chamber of Commerce is a way to stay involved in the community and show support to local Salina businesses,



See the entire interview, and others, posted at:
<https://www.salinakansas.org/take-5.html>

take to meet

Networks Plus

Owner(s): Blue Valley Technologies in Home, KS

Email: aarmstrong@bluevalleyinc.net



NETWORKSPUS

What service/product do you provide?

Networks Plus offers comprehensive cybersecurity and managed IT services for businesses. From Microsoft 365, to cloud infrastructure, to network engineering, and on to the latest in cybersecurity software and support - we offer resources, solutions, and best practices to help your business be proactive in today's cyber environment.

When did you start your business and why?

Networks Plus started in Manhattan in the early 1990's as a simple break-fix operation. It was purchased by an Internet Service Provider, Blue Valley Technologies, in 2014 to help meet their business customer needs.



Since 2014, we have grown our footprint, product portfolio, and cybersecurity offerings exponentially.

Anything else you would like the community to know?

Everything we do is devoted to the success of our partners. We take pride in understanding the details of your company, and help you balance best IT practices with your businesses' priorities. No cookie cutter, take-it-or-leave-it approach with us!

What is something that no one knows about you?

Not only do we employ highly-skilled and certified technicians, but we also have a Certified Ethical Hacker on staff to keep us on our toes. :)

See the entire interview, and others, posted at:
<https://www.salinakansas.org/take-5.html>



take to meet

Kansas Public Media Center Inc.

Board members of this non-profit: Phil Black, Ann Knowles, Johnna Vosseller, Gary Swartzendruber, and Don Wagner
Email: phil.kpmc@gmail.com

What service/product do you provide?

Our mission is: "Using all available media, bringing Kansas communities together by creating and presenting independent programs and services that inform, educate, enlighten, and enrich the public and provide civil discourse essential to democracy in Kansas." Since the start of the pandemic, we've found funding to help the Depot in Bennington turn into a live-streaming venue for musicians, storytellers, poets, and other live performers. (see photo) We've been a partner with the Kansas Leadership Center in the Kansas Beats the Virus program which has helped groups and organizations meet the challenges of the pandemic and to encourage people to get vaccinated. We have several documentaries planned that we believe highlight good things done in Salina. However, these require some funding to pay for time and equipment. So, we've written several grants and continue to search for grants that will help us meet our mission.

When did you start your business and why?

We started Kansas Public Media Center because we wanted a new and more agile nonprofit in the Salina/Saline County media sector. For example, we wanted to expand beyond the region, where appropriate, while staying true to our roots. Most of us were formerly associated with Access TV of Salina (now Salina Media Connection) and we wanted to move in a different direction.

Anything else you would like the community to know?

We do not have an office per se because in the new media world, as many of you already know, brick and mortar spaces aren't always necessary. Instead of renting or purchasing space we have embraced mobility, lowering our overhead, allowing us to do more for less. While we have expensive video cameras, since we're streaming to Facebook, we use refurbished iPhones that connect wirelessly to an iPad. Software allows us to stream via the chosen equipment, on the fly. We even have a "Wiral" system, a cabled mechanism that runs back and forth remotely while

holding the iPhone. These steps to lower overhead and great flexibility allow the board to choose projects we want to take on.



See the entire interview, and others, posted at:
<https://www.salinakansas.org/take-5.html>

WELCOME ABOARD

New Members

THE GARAGE

134 S. 4th
Michelle Peck • (785) 826-5073
seama.org

MODERN WOODMEN OF AMERICA

1606 E. Iron Avenue
Sally Brungardt • (785) 822-7109

OFFICE OF U.S. CONGRESSMAN TRACEY MANN

121 S. 4th Street, Suite 205
Reid Petty • (785) 370-7277

RIND & GRIND

617 E. Crawford
Neil Bhakta • (316) 209-6345

SCOOTER'S COFFEE

2055 S. Ohio
Jessica Gillette • (620) 245-4696

MAGNA DRY OF CENTRAL KANSAS

Todd Clark • (620) 282-2267

RENT ONE

1123 W. Crawford
Steve Swenson • (785) 827-1800

COOL CONSTRUCTION

108 N. Broadway
Kevin & Stephanie Cool • (785) 820-7547

CEDAR RIDGE DEVELOPMENT

Kevin & Stephanie Cool • (785) 822-2352



THANK YOU to these Chamber members who continue to support our programs through their membership renewal!

- ▶ 24/7 Travel Center
- ▶ Ace Hardware Home Center
- ▶ Allure Downtown Salon
- ▶ American State Bank
- ▶ Arrow Printing Company
- ▶ Bob's Pawn Shop
- ▶ CB Salina Wholesale Liquor
- ▶ Child Care Aware of Kansas
- ▶ Cintas Fire Protection
- ▶ Citywide Storage
- ▶ Construction Rental, Inc.
- ▶ Courtyard by Marriott Salina
- ▶ Credit Union of America
- ▶ Delta Dental of Kansas
- ▶ Discover Dental Center
- ▶ Drains Plus, LLC
- ▶ Eggers & Zimmerman Law & Mediation
- ▶ Family Animal Care
- ▶ Family Hair Flair
- ▶ First Presbyterian Church
- ▶ Garcia Masonry, LLC
- ▶ Glass Masters
- ▶ Gourmet To Go/Loft Catering
- ▶ Great Plains Periodontics & Implant Dentistry, PA
- ▶ GSI Engineering, LLC
- ▶ H.D. Lee Mercantile Lofts
- ▶ Hall Contracting, Inc.
- ▶ Hampton Inn
- ▶ Hannebaum Grain Co., Inc.
- ▶ Hardman Company, L.L.C.
- ▶ Randall Hardy
- ▶ Hillside Liquor
- ▶ Holm Buick GMC
- ▶ Homewood Suites by Hilton Salina Downtown
- ▶ Inspire Hearing Center
- ▶ JAB IT PC
- ▶ JCRP Consulting
- ▶ Kaw Valley Engineering, Inc.
- ▶ KCoe Isom, LLP
- ▶ Kohl's Department Store
- ▶ L & L Advisors
- ▶ Lady in Red
- ▶ LaQuinta Inn & Suites
- ▶ Lauck Insurance Agency
- ▶ Longhorn Steakhouse
- ▶ Lowe's Home Improvement Warehouse
- ▶ Lundgrin Dental Associates
- ▶ Marshall Motor Co., Inc.
- ▶ Meridian Media, LLC
- ▶ Merry Maids
- ▶ Midwest Hearing Aids, Inc.
- ▶ Midwest Music, Inc.
- ▶ Mowery Clinic, L.L.C.
- ▶ NC-Flint Hills Area Agency on Aging
- ▶ Prairieland Market
- ▶ ResCare KS Central
- ▶ Residence 600
- ▶ Russell's Restaurant
- ▶ Salina AM AMBUCS
- ▶ Salina Blueprint & Micrographic Systems, Inc.
- ▶ Salina Journal
- ▶ Salina Planing Mill, Inc.
- ▶ Salina Regional Home Medical Services
- ▶ SalinaHomes.com - Morgan Powell
- ▶ SalinaUsedCars.com
- ▶ Sam's Club
- ▶ Scientific Engineering
- ▶ ServiceMaster of Salina
- ▶ Stardust Trophy Company
- ▶ State Farm - Robert Pruet Agency, Inc.
- ▶ Super 8 Motel
- ▶ Taco Bell
- ▶ Taco Bell of East Salina

Smoky Hill
Silver

Back to School

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Commerce to Order!
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NETWORKS PLUS will be holding two upcoming training events on cybersecurity. The first event will be a free lunch and

learn on August 13th at Martinelli's Little Italy in Salina titled "How I Would Hack You". The speaker will be our very own Certified Ethical Hacker and Technology Director, Jerry Horton. Seats are limited, and it is first come first serve! Register for this event at www.networksplus.com/TRAININGS Join Networks Plus for our first "TechFest" in Manhattan on October 28th and learn about all things cybersecurity for your small to medium business! This half-day conference will feature speakers from the U.S. Department of Homeland Security, Watchguard Technologies, KnowBe4 Security and Training Solutions, and more! Register at www.networksplus.com/techfest.

An exciting offering at **PRAIRIELAND MARKET** is the CSA Program. CSA stands for Community Supported Agriculture, and it's all about connecting you with the people who grow your food.



When you sign up for a CSA share, you sign up for fresh, healthy food grown by farmers who live, work, and shop in your own community. If you've been to the farmers markets here in town, you've probably met most of them! The food in your shares is seasonal and fresh from the farm. Each pick-up is a little different than the last! Don't like beets? Allergic to onions? No fear! Just trade them out for something else when you pick up. Going on vacation, or just need a break? You can put your subscription on hold any time from your online account. Our job is to make eating locally grown food easy. Find out all the details and how to subscribe on our [website!](#)

GOT NEWS?

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



THE GREATER SALINA COMMUNITY FOUNDATION has awarded more than \$90,000 in scholarships to area students for the upcoming academic year. This includes 17 scholarships that are being renewed for recipients from previous years. Overall, the

foundation manages 80 scholarship funds, which were established by donors to support students pursuing higher education. More information about the scholarship program can be found at www.gscf.org/scholarships.

KANSAS WESLEYAN UNIVERSITY

has hired alumnus Kiefer Storrer as Head Debate/Forensics Coach. He takes the reins from longtime Coach Gary Harmon. Storrer's experience includes coaching Glendale (AZ) CC to a first ever national championship, and receiving the Collie-Taylor Fellowship Award, an annual peer-run award showcasing coaching excellency and contributions to the forensics community. He worked with Harmon for KWU's 2020-2021 season which was online, and very successful with three national titles and several national placements. Congratulations Coach Storrer!



EXLINE, INC. is proud to make two staff announcements. Kevin Einhaus is now the Division Manager of Parts Sales. Kevin has been with Exline, Inc. for 19 years and is committed to the vision and goals of Exline by creating business relationships and partnerships with customers and suppliers while providing high quality new/reconditioned parts for all OEM slow and high-speed reciprocating engines. Kevin believes that Exline is known for providing excellent customer service while serving its customer base with high quality parts for their normal maintenance needs or a complete major overhaul. Kevin enjoys spending time with his 20-year-old twin boys, playing golf and cards, and watching KU Basketball, KC Chiefs, and KC Royals. A fun fact about Kevin, he has a twin sister who also has a set of twins. His twin boys and her twin girls are only 6 months apart. Call Kevin at (785) 452-5970 for more information on our parts services. He would love to hear from you! Or email him at k.einhaus@exline-inc.com.



CHAD LYMAN has been named Director of Operations, Field Mechanical Services. Chad has worked for Exline, Inc. for 25 years! Chad believes that the goal in the Field Mechanical Services division is to serve our customers around the world with world class mechanical services, striving to maintain our reputation of providing value added services and exceeding customers' expectations. Exline, Inc., Field Mechanical Services has experience in many industries including natural gas, refinery, marine, mining, agriculture, heavy industrial and power generation. Chad and his team are proud to represent a company that is committed to unmatched service of our customers critical equipment and affiliation with a company that remains a family owned going on 6 generations, where the employees are treated as family too. A fun fact about Chad is he still holds his high school bench press record in the 148 lb. weight class with a bench press of 275 lbs! Call Chad today at (785) 826-5579 or email him at c.lyman@exline-inc.com for more information regarding Exline's Field Service opportunities.



COOL CONSTRUCTION/ CEDAR RIDGE DEVELOPMENT LLC

Kevin and Stephanie Cool, owners of Cool Construction and Cedar Ridge Development, LLC announce their purchase of Cedar Ridge and Cedar Point housing developments from Bob Haworth. Located in East Salina off Cedar Ridge Drive, the lots enjoy proximity to Great Life Golf and Fitness, Salina Municipal Golf Course, The Berkley Family Recreational Area, Barkley Dog Park, and walking trails. Lot sizes vary from 17,770 to 29,990 sq ft in the Cedar Ridge Area, which has 33 lots available for sale now, at prices ranging from \$44,000 to \$88,000 depending on lot size and location. Cedar Point, pending final plat approval, will have 22 lots ranging in size from 10,700 to 24,800 sq feet. Cool Construction has created an alliance with several premier builders to be part of their Preferred Builder Partner Program. Kevin Cool has been in the construction industry for over 25 years and is a Class A Licensed Contractor. Their focus is residential construction and remodeling, but they have also taken on large commercial projects such as the Hilton Garden Inn. Cool Construction has four full time employees, each bringing at least 17 years of experience in the construction industry. Reach out to sales@cedarridgedevelopment.com to learn more.



U.S. NATIONAL AEROBATIC CHAMPIONSHIP RETURNS TO SALINA!

The 2021 U.S. National Aerobatic Championships (nationals) are scheduled to be held 19-24 September. The aerobatic box (a designated area competitors must fly within) will open for practice on Thursday 17 September through the end of the contest. The International Aerobatic Club (IAC) is once again organizing its annual aerobatic competition to crown the U.S. National Aerobatic Champions in four categories of skill level; Sportsman, Intermediate, Advanced and Unlimited. Each category contains aerobatic maneuvers that challenge the pilots and increase in complexity. Within each category, a pilot flies one or more flight programs. Each flight receives a total score from the judges. The category winners are determined by ranking each pilot's combined total scores for all flight programs. IAC organizers, led by contest director Doug Bartlett, are anticipating a record turnout of over a 100 pilots for nationals this year! In addition to the pilots, their families and the aerobatics judges will travel to Salina from all across the country to participate in the event. The 2019 competition saw 85 pilots battling for the national titles during a five day period in their debut at the Salina Regional Airport. The IAC had planned on returning in 2020, but had to cancel because of COVID-19 restrictions nation-wide. Bartlett along with his advance-prep team have been planning the event for over a year and are excited to be returning to Salina. The contest headquarters will be located in Hangar 606, which is the same used in 2019. Working with Salina Airport Authority has been a pleasure and continues to be a great partnership for the IAC. Convention Sales Manager, Jo Ann McClure continues to guide the organizers toward many supportive businesses in the city who provide services conducive for running the competition successfully. Among airport businesses being utilized are Schilling Aviation Services and AV Flight.

Visit_IAC_Plane photo

The national champions will be crowned on 24 September during a banquet at Tony's Pizza Events Center. The competition can be watched from the Fossett Plaza near the airport. The International Aerobatic Club, Inc. is an independent corporation (although often referred to as a division of Experimental Aircraft Association, Inc.). The IAC is also



a division of the National Aeronautic Association and is responsible for the administration, management, and promotion of the sport of aerobatics in the United States under the applicable regulations of the Federation Aeronautique Internationale; Lausanne, Switzerland.

The SHM Street Fair is Back!



The Smoky Hill Museum will host their 2021 Street Fair on Saturday, September 25. Everyone was disappointed to not be able to present this event in 2020, and we are looking forward to bringing the event back to the community. This year begins with the traditional parade down Santa Fe, a fan favorite for sure! The rest of the fun-filled day will be spent both inside the museum, and in the areas surrounding it. Staff is working hard to bring a great line-up of entertainers throughout the day, and plans are underway for an amazing chili cook-off. Most importantly, there is an emphasis on

bringing a strong history element to all aspects of the Street Fair. In 2019, an "Old West" area was introduced, and there is an intention to shift the event entirely to that format. In general, the crafts, activities and entertainment will be centered on elements of the early "Old West" days of Kansas. Mark your calendars now for the SHM Street Fair, September 25! You won't want to miss it. See you there!





Dollars & Sense

Leonard Cyre Memorial Baseball Tournament

\$332,480

SAYSI Youth Baseball and Softball Tournaments

\$58,460

Salina Summer Slugfest Fast Pitch Softball Tournaments

\$277,000

The Kansas Grand Slam Tournament

\$620,370

Hap Dumont 9U State Baseball

\$151,790

Salina Comic Con

\$121,200

Kansas NCS/IFA Fast Pitch State Championship

\$152,636

MAYB Basketball Tournament

\$47,260

Kustom Kemps of America (KKOA) - Leadsled Spectacular Car Show

\$1,470,000

MAYB Basketball Tournament

\$54,600

American Legion "A" State Tournament

\$196,792

Marquee Welcomes

August

4-8 Tri-Rivers Fair vendors, participants and fans!

8-12 New/returning students, teachers and staff!

12-14 Dairy Show judges, participants and ag families!

September

2-5 Smoky Hill River Festival artists, performers, vendors and fun seekers!

15-30 Nat'l Aerobatic Championship pilots, staff and awe seekers!

WHY ADVERTISE IN CHAMBERNET?

Deadline: August 16, 2021

NEW MEMBER BENEFIT

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

FREE

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1,100 flyers, four (4) times a year	1,100 flyers, four (4) times a year
\$500+ printing costs	\$2,200+ printing costs

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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.



Tri-Rivers Fair

Rides Into Town!

The Saline County Expo Center and Tony’s Pizza Events Center will serve as the headquarters for the Tri-Rivers Fair, August 4-8, 2021. The ‘official’ kick off will be the Parade on Tuesday, August 3 at 7pm on Santa Fe, from Elm St. to Prescott. This year’s theme is “Barn to be Wild”.

This year’s Rodeo will be August 4 & 5 in the Tri Rivers Stadium. Gates open at 6:30pm and action begins at 8pm. To commemorate this as the last year at the Stadium, Wednesday Night Rodeo admission will be by free-will donation. Tickets will be needed for Thursday night and are \$6 in advance and \$7 at the gate for adults, and \$3 in advance and \$4 at the gate for children 6-12 years of age.

A Community Showcase of local talent will take place in the Great Plains Manufacturing Convention Hall, inside Tony’s Pizza Events Center (TPEC). On Thursday, a Pedal Pull event – a qualifier for the Kansas State Fair – will happen on the south side of TPEC. Registration is at 5:45pm, and the Pull is at 6:30pm, and is for ages 4-13.

Pee Wee Showmanship is in Barn #2 on Friday, August 6 at 2pm. This is a “Just for Fun” activity for kiddos ages 2-7 years. The purpose is to



encourage families to come to the Fair, give kids an opportunity to participate and win a ribbon, and to allow non-farm families a chance to connect with the animal world.

A fair-goer favorite is always the Demo Derby, which is Friday and Saturday, August 6 & 7 at 8pm. Adults are \$8 in advance and \$10 at the gate, and Kids 6-12 are \$3 in advance and \$4 at the gate. On Friday and Saturday nights a Beer Garden will be in Tri-Rivers Stadium at 10pm, with Soul Preachers playing Friday and Paramount playing Saturday.

The Draft Horse Pull is Saturday at 7pm in Ag Hall. Tickets are \$6 in advance and \$7 at gate for adults, and kids 6-12 are \$3 in advance and \$4 at the gate. Of course the kids look forward to Ottaway Amusements Carnival, Wednesday through Sunday at 6pm!

Advance tickets for feature events are available at Salina Dillons, Vanderbilts and Tractor Supply as of August 1st. Advance tickets are also available at the Fair Office the week of the Fair, for purchase by cash or check. No cards accepted.



The U.P. Big Boy is steaming its way through Kansas once again! If you love trains, this is a MUST SEE! Big Boy is due to arrive in Salina September 2 at approximately 6pm from Abilene. Salina gets to have this massive piece of machinery with us overnight at the site of the old depot, 400 N. 13th, until 9am on September 3 when it leaves here for points west – Ellsworth and beyond! Don’t miss this opportunity to see transportation history!



STEERING COMMITTEE

OPENINGS



SAYP

We would love for you to join us!

Are you an energetic, passionate young leader who loves the community and wants to be more involved? The SAYP Steering Committee is looking to fill the following roles:

- Business Connections Co-Chair
- Membership Co-Chair

Contact LaCrista at lbrightbill@salinakansas.org for more information!

BUSINESS HOURS after HOURS

Thursday • August 5

Tri-Rivers Fair & Rodeo
800 The Midway
Tony's Pizza Events Center

5-7pm - \$5 per person or Fast Pass



Tri-Rivers Fair and Rodeo is popular for locals, particularly rural families, to showcase their livestock, horticulture, and home economic talents. Join us for BBQ and refreshments and as usual, each BAH attendee will receive one admission ticket to the CPRA approved rodeo that evening at the Grandstand AND one admission ticket for the Saturday evening Draft Horse Pull in Ag Hall, courtesy of the Tri Rivers Fair!

Thursday • August 19

Salina Emergency Aid Food Bank
255 S. Chicago



Salina Emergency Aid Food Bank is celebrating 50 years of service to the community. From warehouse to garden, they are excited to show you all that they have done and will continue to do for those in need. Come enjoy tacos, tours, and trivia about how the Food Bank has been "Filling Pantries...Filling Lives" for 50 years!

Download the

SALINA 67401

App!



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Salina Chamber of Commerce



Visit Salina



Imagine Salina



COME OUT AND SEE WHAT Tri-Rivers Fair and Rodeo and Salina Emergency Aid Food Bank have to offer!

Save these BAH dates!

September 16

Salina Vortex

September 23

Christ Cathedral

REFRESHMENTS – TOURS – DOOR PRIZES

\$ It Pays to Attend \$

**DOOR PRIZES (MUST BE PRESENT TO WIN)
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For reservations call (785) 827-9301 or email dsmith@salinakansas.org