CHAMBER PRESIDENT/CEO WEISER ANNOUNCES RETIREMENT

See Page 4

AT A GLANCE...

Business After Hours . . . . . January 17
Christ Cathedral
138 S. Eighth Street • 5-7pm

Project Open Business Workshop . . . . January 29
KSU Polytechnic Campus, Tech Center 118
2310 Centennial Road • 5:30-8:30 PM

Project Open Business Workshop . . . . January 30
KSU Polytechnic Campus, Technology Center 119
2310 Centennial Road • 5:30-8:30 PM

Business After Hours . . . . January 31
Kansas Beach Hospitality & Events
9881 W. Pleasant Hill Road • 5-7pm

Details inside!

PASS IT ON!

- Human Resources
- Communications
- Sales
- Staff Break Area
From the CEO

After a little over four decades of service with the Salina Area Chamber of Commerce, the past four and a half years as President and CEO, I have decided to retire effective May 1, 2019. This was not an easy decision. I want to thank the Chamber Board of Directors and the Chamber Leadership for having the confidence in me to help lead this dynamic organization. It has been an honor and a privilege to serve over the years and be associated with such a forward thinking organization.

My timing has been mindfully engineered. One of my major goals as President and CEO of the Salina Chamber was to address and strengthen our Workforce Development and Business and Retention and Expansion programs. This year, we initiated a five-year, $1.6 million Imagine Salina Initiative to address those issues. It was very important to me that this Initiative receive solid footing, organize plans, and for the work to begin, which it has. Thanks to the support of many members, this is now in place. This capital campaign and the program of work it makes possible, will be a game-changer for Salina in the coming years. I believe in the project very strongly, and I also have great confidence in the Chamber staff, Board of Directors and the many involved volunteers from the business community to implement and achieve success in workforce development, and retention and expansion of existing businesses.

My Salina Chamber career has been fulfilling and exciting, and I’ve enjoyed seeing and helping this community grow and prosper. It has truly been a pleasure to be a part of that. I have also had the honor to work with so many dedicated volunteers. Creating relationships and working with Chamber staff members has been a reward in itself. It is time for me to enjoy a quieter life, by spending time with my family.

It has been a wonderful 43 years with the Salina Chamber. I am thankful that Lynne and I chose Salina those years ago. We raised our family here, and we are fortunate to have our children and grandchildren here also. We love this community, love this organization, and see great things for the future of Salina.

As the saying goes, always leave a place better than you found it. I hope in some way I am leaving the Salina Area Chamber of Commerce a little better than when I came here.

Thank you again for the honor and opportunity to serve as your President and CEO of this great organization.

Sincerely,

Don L. Weiser
President/CEO
Salina Area Chamber of Commerce
Project Open Announces Partnership with Kansas State Polytechnic!

The Chamber is excited to partner with Kansas State Polytechnic on this great outreach effort and offer business training workshops. This partnership affords Project Open more consistency, training options, and adds the collective resources of one of the state’s largest public post-secondary institutions!

Below are the training workshop descriptions, information on the Kansas State University Instructional Team, and the training schedule through May 2019.

1) Basics of Marketing, Management, and Strategy - Focused training on essential information to assess the feasibility of your ideas to start or grow your business. Those completing this step will have the base knowledge of the components of a standard business plan.

2) Financial Basics and Tools - Training geared to accurately calculate future sales and costs, determine working capital needs, and prepare for the future needs of new and existing businesses.

Instructional Team

Training will be delivered by the team of Kathy Brockway, Fred Guzek, and Sue Guzek; all three faculty members of Kansas State Polytechnic. They bring substantial commercial experience and strong academic credentials to the program. All three have served as consultants to Fortune 500 clients as well as smaller businesses, and offer a total of over 60 years of business experience and over 40 years of teaching experience to our program. Kathy Brockway holds a B.S. in Business Administration and an M.S. in Accountancy, and has earned certifications as a Certified Public Accountant, Certified Management Accountant, and Certified Financial Manager. Fred Guzek holds a B.S. in Earth Science, a Master’s in Public and Private Management, and a Ph.D. in Business Administration (Marketing). Sue Guzek holds a B.A. in Modern Language, a Graduate Certificate in Proactive Leadership, and an M.S. in International Project Management.

Project Open Business Training Workshops
In Partnership with Kansas State University Polytechnic Campus and Salina Area Chamber of Commerce

2019 Schedule

January 2019 Training:
Tuesday, January 29, 5:30-8:30 pm & Wednesday January 30, 5:30-8:30 pm
Location: KSU Polytechnic Campus, Technology Center 118 (1/29) and Technology Center 119 (1/30)
Instructors: Kathy Brockway and Sue Guzek

February 2019 Training:
Tuesday, February 26, 9:00 am -12:00 pm & 12:30-3:30 pm
Location: KSU Polytechnic, Technology Center 151
Instructors: Kathy Brockway, Sue Guzek, and Fred Guzek

March 2019 Training:
Saturday, March 23, 9:00 am -12:00 pm & 12:30-3:30 pm
Location: Salina Chamber of Commerce
Instructors: Kathy Brockway, Sue Guzek, and Fred Guzek

April 2019 Training:
Tuesday, April 23, 5:30 - 8:30 pm & Wednesday April 24, 5:30-8:30 pm
Location: KSU Polytechnic, Technology Center 118 (4/23) and Technology Center 119 (4/24)
Instructors: Kathy Brockway and Sue Guzek

May 2019 Training:
Tuesday, May 14, 1:00-3:00 pm & Wednesday, May 15, 1:00-3:00 pm
Location: KSU Polytechnic, Technology Center 118
Instructors: Kathy Brockway, Sue Guzek, and Fred Guzek

Created in 2009, Project OPEN provides entrepreneurial education and business support to existing business owners/operators or entrepreneurs looking to start a business in Saline County. Project OPEN includes Entrepreneur Training, Business Development Services, and Grant and Loan Funding. Since 2010 Project Open has funded 32 different projects for a total of $270,363. The average loan amount is $8,449 at 2.24%.

For more information, questions, or to register for the classes, please contact Eric Brown at 785.827.9301 or ebrown@salinakansas.org.
After 43 years of service with the Salina Area Chamber of Commerce, President and CEO Don L. Weiser recently announced to the board of directors he will be retiring effective May 1, 2019. Weiser spent the last 4 ½ years as the president and CEO of the Chamber.

Don first joined the Chamber staff in 1975 as Executive Assistant to then President Bob Whitworth. Through his 43-year career with the Salina Chamber, Don has served in numerous capacities. After serving in an interim position in late 2014/early 2015, he was officially named President/CEO in April 2015.

Don graduated from the University of Kansas with a degree in Journalism, and after a stint in radio/television in Western Kansas and Western Missouri, he and his wife Lynne moved to Salina. They have remained in the community since, raising their two daughters Melissa and Laura, and now a third generation call Salina home.

“The 43 years of my Salina Chamber career have been very fulfilling and exciting, and I’ve enjoyed seeing and helping this community grow and prosper,” stated Weiser. “It has truly been a pleasure to be a part of that. I have also had the honor to work with so many dedicated volunteers. Creating relationships and working with Chamber staff members has been a reward in itself. It is time for me to enjoy a quieter life, by spending time with my family. I am thankful that Lynne and I chose Salina those years ago. We have raised our family here, and we are fortunate to have our children and grandchildren here also. We love this community, love this organization, and see nothing but great things ahead for the future of Salina. The Salina Chamber has been and will continue to be a positive force in the growth and development of this community.”

Regardless of who was at the helm, Don has been the ‘face’ of the organization, particularly for the membership. He has dedicated his professional life to the Chamber, and to Salina. Always a professional yet humble advocate for the business community, he loved saying this about the Salina Chamber “Doing the things most people think just happen!”

Joyce Volk, 2019 Chair of the Salina Chamber Board of Directors offered these comments. “Don has always been the City of Salina and the Chamber’s biggest cheerleader. His intimate knowledge of the membership and their businesses will be greatly missed. Don always made building relationships a priority. I and the Board of Directors wish Don and Lynne the best. He deserves it.”

2019 Members Elected and Appointed to Chamber Board

Last month, Chamber members elected four new members to the Salina Area Chamber of Commerce Board of Directors. These four elected members will serve 4-year terms:

- Jane Gates, Stiefel Theatre for the Performing Arts
- Maria Rapp, DC, Chiropractic Wellness Center
- Bonnie Sanderson, Woods & Durham, Chtd.
- Gary Stansberry, Salina Blue

Chair-Elect Joyce Volk, Joyce Volk Insurance, has also appointed two new board members to serve 2-year terms:

- Jeff Maes, ComPro Realty
- Susan Trafton, Tony’s Pizza Events Center

All six new board members officially began their terms in January 2019. Congratulations, and welcome to the Chamber board!
Marquee Welcomes

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<tr>
<th>Event</th>
<th>Dates</th>
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<tr>
<td>Kansas Land Surveyors</td>
<td>January 10-12</td>
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<tr>
<td>MAYB Tournament</td>
<td>January 12-13</td>
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<tr>
<td>USSSA Basketball Midwest Winter Showdown Tourn.</td>
<td>January 18-20</td>
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<tr>
<td>Soil Health U and Tradeshow</td>
<td>January 23-24</td>
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<tr>
<td>Salina Kids Wrestling Club Tournament of Champions</td>
<td>January 25-26</td>
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<tr>
<td>X-Treme Gymnastics Winter Wonderland AAU Tourn.</td>
<td>January 26-27</td>
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Good Sports

The annual Kansas Tournament of Champions Wrestling Tournament will be held on January 26, 2019 at the Tony’s Pizza Events 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 ninth year in a row. Participants can weigh-in on January 25, Friday night between 6pm and 8pm. The tournament begins Saturday morning at 8:30am, and admission is free. For more information about the tournament or sponsorship opportunities, contact tournament director Rich Zimmerman at (785) 823-3987.

The 8th annual X-Treme Gymnastics Winter Wonderland event will be held January 26-27 at the Salina Fieldhouse. This is their second year to host the event at the Salina Fieldhouse. Organizers expect over 425 athletes from outside the area to compete. The tournament is open to all levels, and sanctioned by the Amateur Athletic Union (AAU). Event organizer Sheena Torres said, “We are excited to again be utilizing the Salina Fieldhouse for our event! The space helps to make the event run smooth. We are excited to make this a yearly event at the Fieldhouse!” For more information contact Sheena Torres by e-mail at sheenatorres87@hotmail.com.

Dollars & Sense

Recent groups Visit Salina worked with and the estimated visitors’ spending they created in the community:

<table>
<thead>
<tr>
<th>Event</th>
<th>Dollars</th>
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<tbody>
<tr>
<td>Fast Pitch Masters Softball Clinic</td>
<td>$6,320</td>
</tr>
<tr>
<td>Prairie Long Rifles</td>
<td>$24,232</td>
</tr>
<tr>
<td>Sacred Heart Holiday Classic</td>
<td>$50,944</td>
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</tbody>
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Measuring Visitor Impact

Wichita State University has conducted a study to determine what the appropriate multiplier for tourism spending is for the Salina area. That immediate multiplier rate was determined to be 1.6, meaning that for every $1.00 spent directly by a tourist/visitor for lodging, meals, entertainment, retail, and so on, our economy is actually impacted $1.60. We believe this to still be a conservative estimate, and we are now using this in calculating our estimated visitor spending. If you have any questions, please contact Sylvia Rice at Visit Salina – srice@salinakansas.org or 785-827-9310, ext. 138.
2018 Kansas Economic Report Highlights

The Kansas economy failed to show any significant growth in 2017 with a major factor being the continuing struggles in the agriculture sector. There were some positive economic indicators in 2017 while data from the first half of 2018 suggests the economy is growing again. One of the positive data sets is that both wages and personal income grew in Kansas during 2017. Average weekly wages grew in Kansas from $849 in 2016 to $868 in 2017. Since inflation in the Midwest remained at a relatively low 1.7 percent, inflation-adjusted wages also grew representing an increase in purchasing power for Kansans. In addition, export sales grew in 2017 for the first time since 2013, increasing 10.7 percent to $11.2 billion.

Saline County Highlights
In 98 counties, the unemployment rate decreased from 2016 to 2017. Saline County’s employment rate dropped by 0.5% to an average of 3.2%.

The labor force increased in 19 counties from 2016 to 2017. There were nine counties that had labor force growth of one percent or greater, including Saline County.

Average weekly wage increased in 90 counties in 2017 including Saline County. Inflation adjusted average weekly wages gave Kansans in those counties more money to spend on additional goods and services.

For the complete report visit https://klic.dol.ks.gov/gsipub/index.asp?docid=744
In The News

The goal for “FEED MY STARVING CHILDREN – FMSC” has increased to 217,000 meals still at 22 cents per meal per child to live. Donations are still welcomed, and needed. More meals means more money needed. To donate go to http://give.fmsc.org/salina click donate. Donation questions, contact Linda Ourada 785-452-9638, lindalaptop@cox.net. This MobilePack needs 1,000 volunteers to pack the meals, with 500 people working 2 hour shifts. You can volunteer online at https://give.fmsc.org/salina - click volunteer, select a time slot, create an account with password and follow the step by step directions. It all happens during Martin Luther King weekend “Day of Service” - Sunday, Jan 20th: 2-4:00 pm, 4:30-6:30 pm and Monday, Jan. 21st: 9-11:00 am, 12-2:00 pm, 2:30-4:30 pm. Volunteer questions, contact Dirk Hutchinson, 785-452-5912, dirkth@cox.net. Please consider being part of this project!

S&B MOTELS announced special employee awards for 2018 at their recent staff Christmas Party. For the COURTYARD BY MARRIOTT OF SALINA, Harley Inversion, Front Desk Supervisor, was named Front of House Employee of the Year, and Maria Gardea, Housekeeping Manager, was awarded Back of the House Employee of the Year. At the HAMPTON INN, Andrea Guilford, Night Auditor, was Front of the House Employee of the Year, and Kenneth Ellixson, Maintenance, was named Back of the House Employee of the Year. For HILTON GARDEN INN, Elizabeth Rodriguez won the award for Back of the House Employee of the Year, and Kim Mein was named Front of the House Employee of the Year. Gala Boyd, Sales Manager of the Hilton Garden Inn, received the award for S&B Motel Employee of the Year overall, for the three hotels. Congratulations to all!

OCCK TRANSPORTATION announced 2018 Driver Safety Recognition Awards, honoring 27 drivers with more than 85 years of combined safe driving. The program is designed to distinguish and honor OCCK Transportation drivers who have proven their skill in avoiding accidents and consistently perform their jobs in a safe and efficient manner. Recipients exemplify professional driver standards and a commitment to safety. One Year Awards: Richard Anderson, James Bean, James Brockway, Mark Garner, David Hicks, Elizabeth McCormick, Timmy Morris, Clark Shenk, Dennis Smith, Mark Stokes, and Melinda Wolfe. Two Year Awards: Tawne Heard and Mike Nicholson; Three Year Awards: William Arehart, Terrell Green, Shelley Hanchett, Trudy Morton and Kenneth Waldman; Four Year Award: Jaimie Winholz; Five Year Awards: Debbie Dragoo and Susan McMahan; Six Year Award: Jason Tiekeng; Seven Year Awards: Rena Bishop, Joseph Dickinson, Timothy Dickinson, and Daniele Whitaker; Eight Year Award: Larry Holmgren.

KANSAS STATE UNIVERSITY’S POLYTECHNIC CAMPUS is offering $500 scholarships to first responders interested in attending the small unmanned aircraft systems, or sUAS, commercial remote pilot training course in 2019. The available scholarships reduce the overall course cost by 50% and still cover the fee for the Federal Aviation Administration written exam at the completion of the course. The sUAS Commercial Remote Pilot Training includes three days of instruction and the FAA exam, with course topics including airspace, meteorology, weather, UAS performance, loading and center of gravity, and Part 107 instruction. The scholarships are available to law enforcement, fire and emergency management organizations. The course schedule and online registration is at https://ksu-uas.com/suas-commercial-pilot-training/. Individuals and organizations interested in UAS training should contact Professional Education and Outreach at profed@k-state.edu.

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.

S&P Ambassadors of the Year!

Marjie Anderson and Kristin Van Wie are Co-Ambassadors of the Year for 2018

Both ladies blew their first year as an ambassador out of the water and brought in a total of 32 new members! They each will receive two tickets to the annual banquet where they will be recognized. Thank you for all your hard work!!
Christ Cathedral
138 S. Eighth Street
January 17
5-7pm • $5 per person or Fast Pass

Historic Christ Cathedral has been a presence in Salina’s downtown since 1910. The Cathedral is a church of the Episcopal Diocese of Western Kansas, and is a shining example of Gothic revival architecture and home to some of the most beautiful stained glass in the country. The Episcopal Church has been part of the history of Salina, involved in the founding of St. Johns Military School, Ashby House, and Saint Francis Ministries. Today the Cathedral family has an active presence in the community and supports a number of other ministries in Salina.

Kansas Beach Hospitality & Events
9881 W. Pleasant Hill Road
January 31
5-7pm • $5 per person or Fast Pass

Kansas Beach Hospitality & Events is a rural venue that specializes in hosting weddings and receptions, and also welcomes business gatherings, graduation parties and high school events. The Beach house was transformed to a vacation rental in April 2016 with the venue updated for receptions in September 2016. Come out and tour Kansas Beach and find out for yourself why they love what they do.

Last year, $3,500 was given away.

$ It Pays to Attend $

Come on out, network with fellow Chamber members and discover all that Christ Cathedral and Kansas Beach Hospitality & Events have to offer.

Order your 2019 “Business After Hours” Fast Pass Now!

Order your 2019 Business After Hours Fast Pass now. Just contact Delta at the Chamber, 785-827-9301 or via email at dbryant@salinakansas.org and she can fix you up! It’s a REALLY great deal!