Kansas’ Premier
All-Breed Horse Fair & Exposition

www.equifestofks.com

March 6-8, 2020

Doors Open 9am

$15/day or $35 for a 3-day Pass (12 & under free)

ADMISSION AVAILABLE ONLY AT EVENT

Chamber Annual Banquet...February 6
Tony’s Pizza Events Center
800 The Midway
Membership Reception • 5-6:15pm
Banquet & Program • 6:30pm

Business After Hours...February 13
Salina Presbyterian Manor
2601 E. Crawford • 5-7pm

Business After Hours...February 27
American Iron Cycle Works
326 N. Twelfth St. • 5-7pm

AT A GLANCE...

PASS IT ON!

- Human Resources
- Communications
- Sales
- Staff Break Area

See Page 4
From the CEO

Don’t look a gift horse in the mouth… or a horse show for that matter!

“Don’t look a gift horse in the mouth” is a saying that encourages individuals not to question the value of a gift. The proverb refers to the practice of evaluating the age of a horse by looking at its teeth. Growing up I heard this saying a lot, maybe not as many times as “Don’t take any wooden nickels,” and “Nothing good happens after midnight,” but not looking a gift horse in the mouth rings true to this day.

While the saying isn’t a direct correlation to landing a show like EquiFest - because considerable evaluation took place to make sure it was a mutually beneficial partnership for the community and show - but the gift was the opportunity to land EquiFest.

Several years ago, the City of Salina invested $13.6 million into upgrades and renovations to the old Bicentennial Center and contracted with a private management company. This resulted in Visit Salina’s ability to both retain and now recruit new shows and events to Salina. It also brought interest from corporate sponsors like Tony’s Pizza and Great Plains Manufacturing in attaching their brand to the building.

EquiFest was held in Wichita for over 18 years and most recently for four years in Topeka. The process working with the Kansas Horse Council included representatives from numerous community partners including Saline County, City of Salina, and your Chamber of Commerce. EquiFest has said the venues at Tony’s Pizza Event Center and Saline County Livestock & Expo Center offer wider green space, are centrally located at the junction of two major highways and the community is served by an airport that United Airlines flies in and out of daily.

All of these factors put Salina in a position to win this competitive process and bid. EquiFest and its vendors and guests are estimated to have a one-million-dollar economic impact to the Salina community each year; this includes hotel, food, beverage, supplies, and fuel sales to name a few.

Congratulations to all those involved in making this “gift horse” a reality for Salina; in early March, please make sure to be on the lookout for all guests and individuals that chose to call Salina home for the largest and most premier Equine Show in the state of Kansas and welcome them to the community!

Best,

President/CEO
Salina Area Chamber of Commerce
Junior Leadership 2020 Class Begins!

We have selected 23 high school juniors for the 2020 Junior Leadership class. The first session was held Monday, January 27. Sessions will include informative presentations by a variety of area leaders, business and community tours, panel discussions and dialogue between participants and program presenters. The objectives of the program are:

- To develop knowledge about the community, business, and civic engagement
- Develop and practice leadership skills and competencies as developed by the Kansas Leadership Center
- Stimulate interest in becoming involved in community activities and assuming leadership roles

The Chamber thanks the many sponsors of the 2020 Jr. Leadership program. At press time, those included:

Homewood Suites by Hilton, Salina Downtown (2)
American State Bank (2)
Hair Loft Salon (2)
Occupational Performance Corporation
Monica Bachamp, D.O., FACOOG
Hampton & Royce
Mike Ramage
Bamford Fire & Sprinkler (2)
Heritage Real Estate Advisors, LLC
Rebecca Jane’s (2)
Bennington State Bank (2)
Salina Optimist Club
Barton Bycroft, DMD (2)
Kansas State Polytechnic (2)
Smoky Hill Education Service Center (3)
Central Kansas Foundation
Kansas Wesleyan University
Smoky Hill, L.L.C.
Clark, Mize & Linville, Chtd.
KCoe Isom, LLP
Summers, Spencer & Company, P.A. (2)
First Bank Kansas
Merry Maids
The Bank of Tescott
Great Plains Federal Credit Union (2)
Mid-Kansas Title Co., Inc.
Woods & Durham, Chtd.
Mowery Clinic, L.L.C.
For EquiFest fans, the location is new! Kansas Horse Council is excited to move to Salina for EquiFest of KS on March 6, 7 & 8, 2020. This is THE Premier All-Breed Horse Fair and Exposition opening for the 23rd consecutive year, now at its new location, Tony’s Pizza Events Center & Saline County Livestock & Expo Center in Salina!

Tickets are available on site at EquiFest of KS, and by going to the Tony’s Pizza Events Center Box Office window. Prices are $15/ day or $35 for all 3 days. Kids 12 & under are free! Doors open at 9:00am daily.

The 2020 lineup is set, and schedules are posted! Get details at www.equi festoks.com or check us out on Facebook. We are super excited to feature headliner clinician Chris Cox, and billboard chart topping singer, songwriter, Ms. Adrian “Buckaroogirl” Brannan. Don’t miss the original TravAlum Ranch Rodeo competition at 7pm nightly on Friday & Saturday, where 12 teams compete for the buckle. On Saturday afternoon, we’ll feature some living legends in the horse industry at our Legendary KS Horseman’s workshop panel. Come see a farrier competition, Battle of the Breeds, Fort Riley Commanding General’s Mounted Color Guards, a breed showcase, pack mules, draft hitches, saddle seat and versatility ranch class demonstrations, plus live horse workshops in Kenwood Hall, near the Kiddie Corral and the Old Time Photo booth. Oh, and we can’t forget the Mounted Shooting competition on Friday and Saturday. You’ll want to check that out and then stop by to visit these folks who also performed in a new family fun adventure movie, The Lost Treasures of Jesse James…get your picture with them in the 4H building at EquiFest of KS! Plus, don’t miss Cowboy Poetry & Music, some fine western art and a silent auction to boot!

You’ll find wall to wall shopping inside and out, great food and a whole lotta fun! EquiFest of Kansas is the primary fundraiser for the Kansas Horse Council.

About Kansas Horse Council & EquiFest of KS: The mission of Kansas Horse Council is to provide the Kansas equine industry with leadership and direction through education, promotion and public policy advocacy. Our primary fundraiser is EquiFest of KS, a 3-day equine expo of extraordinary proportions with world renowned clinicians, workshop presentations, arena demonstrations and competitions, incredible shopping offered - all equine themed, from home décor, clothing, tack, jewelry, nutrition needs, as well as outbuilding and equipment to make chores and travel easier! You’ll find information on equine services, as well as organizations and associations to get involved with. We promote our KHC Foundation which exists to provide educational scholarships to equine enthusiasts continuing their secondary education. To learn more and to join, visit www.kansashorsecouncil.com.
Salina to Host First Ever KSHSAA Girls State Wrestling Tournament!

Salina is excited to host the first ever Kansas State High School Activities Association (KSHSAA) Girls State Wrestling Tournament. On Thursday, February 27, 132 girls will compete at TONY’S® Pizza Events Center. There will be 11 weight classes with 12 wrestlers to qualify in each bracket. These competitors will represent 146 Kansas Schools with girls participating.

“The KSHSAA is excited to host the inaugural Girls State Wrestling Championship in Salina on February 27, 2020. Salina is an amazing host for this event, as Visit Salina and the TONY’S® Pizza Events Center takes a great deal of pride in hosting events, which is especially true with the inaugural event. We are excited for girls to have this opportunity, as we have seen a great increase in girls’ participation,” Mark Lentz, KSHSAA Asst. Executive Director stated. “The people of Salina and the city continue to welcome the KSHSAA member schools, athletes and fans each year. We look forward to great hospitality from a welcoming community for the Girls’ Tournament and the return of the 4A State Boys’ Tournament.”

Following the Girls Tournament, Salina is also proud that the Class 4A State Wrestling Championship Tournament will return, February 28-29 at the TONY’S® Pizza Events Center. 2020 will mark Salina’s 14th anniversary as host to the 4A Boys’ State Tournament. More than 224 wrestlers from 54 4A Class schools, PLUS coaches, media, officials, staff, volunteers and some very enthusiastic wrestling fans will attend.

The 4A Boys’ 2-day event creates an estimated $702,200 annually in economic impact to the Salina community. The 1-day Girls’ event is estimated to generate $160,000 in economic impact. This provides a combined estimated benefit to the Salina economy of $862,200. Tickets for State Wrestling will be available at the TONY’S® Pizza Events Center Box Office throughout the event.

• Thursday all day admission - $9 for students and $11 for adults
• Friday all day admission - $9 for students and $11 for adults
• Saturday all day admission - $9 for students and $11 for adults

Weight classes, brackets and updates will be posted online at KSHSAA.org. For more information about KSHSAA State wrestling, including volunteer opportunities, contact Tiffany at Visit Salina, 827-9310 x130, tbenien@salinakansas.org or Kyle at 827-9310 x136, kylew@salinakansas.org

Overtime Victory

Capitalizing and leveraging the use of the KSHSAA Thursday through Saturday event setup, the USA Wrestling Elementary State Championships & Kansas 6&U Championships with competitors up to 12 years of age will piggy-back on the KSHSAA events. Approximately 600 youth wrestlers will compete at the TONY’S® Pizza Events Center on Sunday, March 1.

James Cook, Event Manager is enthusiastic about the event, “Salina and the TONY’S® Pizza Events Center have what we need to make our tournament a success. We’ve looked at other sites in the state and Salina continues to come out on top as the place to be. We’re excited to host this event and welcome young wrestlers from throughout the state that will provide excellent competition in Salina!”
Heritage Hall is now Great Plains Manufacturing Convention Hall

Spectra, the provider of venue management at the TONY’S® Pizza Events Center, and the City of Salina, announced the renaming of Heritage Hall within TONY’S® Pizza Events Center to Great Plains Manufacturing Convention Hall.

The renaming is part of a new 10-year, $500,000 agreement with a long-time local Salina business, Great Plains Manufacturing, Inc., a subsidiary of internationally recognized brand Kubota. The partnership agreement and name change took effect January 1, 2020, with all-new facility branding to be in place by June 2020. The Hall is approximately 18,000 square feet and is used as a multi-purpose room within the facility to host conventions, private events, and meetings.

“We’re grateful to be partnering with Great Plains Manufacturing, a brand that, for the last 40 years, has continued to invest in Salina’s culture and promote job growth in Central Kansas. The long-term commitment that Great Plains Manufacturing is making to our community will allow us to make some much-needed updates to the space formerly known as Heritage Hall. The renovations will allow us to continue to attract new convention tourism business to Salina,” said Spectra’s Susan Trafton, general manager of the TONY’S® Pizza Events Center. “We’re creating great experiences in Salina, and we’re excited to work with the people from Great Plains Manufacturing to further enhance these experiences.”

“As an organization, Great Plains is committed to supporting local initiatives and investing in our community. This partnership is just another way for us to give back,” said Linda Salem, President and CEO of Great Plains Manufacturing. “We hope that our support in this endeavor will ultimately draw more events and tourism to the city of Salina.”

About the TONY’S® Pizza Events Center:

TONY’S® Pizza Events Center opened on July 1, 1979. The $6.5 million facility obtained its bonds in 1976 hence the original name, the Bicentennial Center. The center contains a 7,500 seat multi-purpose arena and Heritage Hall, a 25,000 square foot convention and exhibition facility. Heritage Hall underwent a $2 million renovation in 2010. Then from 2013-2016, the center completed a $13.1 million renovation.

About Great Plains Manufacturing:

Great Plains Manufacturing, founded in 1976, employs over 1,500 people worldwide. It encompasses five divisions: Great Plains Ag, which manufactures seedbed preparation, nutrient application, and seed placement equipment, and other farm implements; Land Pride, which manufactures grounds maintenance tools such as mowers, rototillers, rotary cutters, dirt-working equipment, and construction equipment attachments; Great Plains International, which sells the company’s products worldwide; Great Plains Trucking, which operates a nationwide fleet of flatbed trucks; and Great Plains Acceptance Corporation, which finances the company’s products. Now a Kubota company, Great Plains Mfg., Inc., is headquartered in Salina, Kansas.

About Spectra:

Spectra is an industry leader in hosting and entertainment, partnering with clients to create memorable experiences for millions of visitors every year. Spectra’s unmatched blend of integrated services delivers incremental value for clients through several primary areas of expertise: Venue Management, Food Services & Hospitality, and Partnerships. Learn more at SpectraExperiences.com. Follow Spectra on Facebook, Instagram, Twitter and LinkedIn.

Chamber Benefit Highlight

WE WANT TO HEAR FROM YOU!

Chamber Connection newsletter

The Salina Area Chamber of Commerce releases a monthly publication, the Chamber Connection. Members are encouraged to share events, promotions, anniversaries, and exciting news in our featured “In the News” section, FREE of charge! Contact Ashley Finan, Membership Recruitment and Retention Director, to submit your news and highlights.

Social Media

Did you know that the Salina Area Chamber of Commerce has a very active social media following? If you have an event, promotion, anniversary, or any exciting news, let the Chamber know and we will help you promote the news on our social media platforms!

Contact Ashley Finan, Membership Recruitment and Retention Director, to learn how you the Chamber can help you boost your news at (785) 827-9310 x132 or afinan@salinakansas.org

WELCOME ABOARD

New Members

CLUB CARWASH-BROADWAY
665 S. Broadway
(833) 416-9975

CLUB CARWASH-MARKETPLACE
2675 Marketplace
(833) 416-9975

EDWARD JONES-AMBER SHIPPY
1828 S. Ohio
(785) 825-6905

Dale Carnegie Course
April 22-June 10 (Wednesdays); 1-4:30pm
Salina Chamber/Visit Annex -120 W. Ash
Investment: $1,895*

Chamber Members save 15%
Contact: Dales Carnegie – Kansas Heartland
Amanda Eilders
(785) 587-7717 or (785) 320-2753
amaillers@dalecarnegie.com
MEMBERSHIP NEWS

In partnership with global testing service Pearson VUE, SALINA AREA TECHNICAL COLLEGE, 2562 Centennial Rd, is now offering the Kansas Real Estate Licensure Exams on campus. The real estate exam testing is available on Monday afternoons, and throughout regular office hours on Tuesday through Thursday. To arrange to take the real estate exams, a person must first complete Kansas Real Estate training. Testing must be scheduled and paid for through Pearson VUE. For more information about the real estate exams and other testing services available at Salina Tech, contact Educational Services Coordinator Lara Duran at (785) 309-3111 or Testing Services Specialist Shonell Edwards at (785) 309-3136.

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.

MOWERY CLINIC, 737 E. Crawford St., is pleased to welcome nurse practitioners Ashley Forshee, APRN, Amy Radtz, APRN, and Tawni Lehecka, APRN to Mowery Walk-In Clinic. Mowery Walk-In Clinic is open Monday-Thursday from 8am-5pm and Friday 8am-Noon. Individuals do not need to be an established patient at Mowery Clinic to utilize the Walk-In Clinic. No appointment necessary. For more information, visit moweryurgentcare.com or call (785) 827-7261.

SALINA AREA TECHNICAL COLLEGE
Automotive Program will soon be welcoming a new member! LONG MARTHUR, 3450 S. Ninth Street, along with Ford Motor Company, is donating a Ford Focus to the college’s program. Both Ford and Long McArthur are excited about this partnership and the opportunity to supply a modern vehicle for students to learn on. Congratulations!

In The News

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Salina Presbyterian Manor
2601 E. Crawford
Thursday, February 13
5-7pm • $5 per person or Fast Pass
Salina Presbyterian Manor’s mission is to provide quality senior services guided by Christian values. As a full-service Continuing Care Retirement Community (CCRC), they offer Salina area seniors independent living, assisted living, memory care, long-term and skilled care. Please join them for wine and hors d’oeuvres, tours and hear all about Salina Presbyterian Manor.

American Iron Cycle Works
326 N. Twelfth
Thursday, February 27
5-7pm • $5 per person or Fast Pass
American Iron Cycle Works is Salina’s locally owned motorcycle repair shop. They provide a variety of services from service, repair, parts, engine rebuilds, all the way to building you a custom motorcycle. Their mechanics are motorcycle enthusiasts with over 25 years’ experience repairing all makes and models.

Come on out, network with fellow Chamber members and discover all that Salina Presbyterian Manor and American Iron Cycle Works have to offer.

$ It Pays to Attend $
For reservations call (785) 827-9301 or email dsmith@salinakansas.org

DOOR PRIZES (MUST BE PRESENT TO WIN)
$250 CASH ATTENDANCE DRAWING

Salina Area Young Professionals

The Salina Area Young Professionals started off the new year with their annual kick-off event at the Prescott-Foley House. The group enjoyed drinks, appetizers from Bravo Slider N Bites, networking, and a presentation from this year’s Steering Committee! This event was free to all and well attended. Many of the attendees were able to renew their membership while others signed up for their first year! Thank you to all who attended – there is a lot to look forward to this year!

The first Lunch Club of 2020 will be Thursday, February 13th at Olive Garden! Come network with your fellow YPs and enjoy some pasta and breadsticks over the noon lunch hour! We hope to see you there!

Are you interested in being more involved in the Salina Area Young Professionals group? Look no further! We are looking for individuals to join our team! The following positions are currently open:

Social Crew Co-Chair - Civic Engagement Chair - Civic Engagement Co-Chair - Membership Co-Chair. If you are interested in any of the open positions, visit our website for more information: www.salinakansasyp.com. We would love to have you on our team!