AT A GLANCE...

Business After Hours ....... July 11
Exchange Bank
1720 S. Ohio • 5-7pm

Business After Hours ....... July 25
Heart to Heart Home Health Care
204 S. Santa Fe • 5-7pm

Details inside!

PASS IT ON!
- Human Resources
- Communications
- Sales
- Staff Break Area

KKOA LEADSLED SPECTACULAR GLIDES INTO TOWN!
See Page 4
From the CEO

The cover story this month is the KKOA Leadsled Spectacular and much like many businesses in this community, they started small with a clear vision and unique value proposition. Also, like many of those businesses they have grown to be nationally known in their industry and have benefited from the support of Salina along the way!

Much like the KKOA Leadslead Spectacular, by all objective measures, the American economy is going strong. Wages are growing steadily for the first time in a decade, while national unemployment has dropped to 3.6%. The state of Kansas unemployment rate is 3.5% and Saline County’s is 2.9% for the month of May 2019, which is up slightly from 2.4% at this time last year.

In addition to the low unemployment numbers, the most recent survey results from the MetLife & U.S. Chamber of Commerce Small Business Index indicate that 68.9% of small business owners in the Midwest region have a positive outlook on the future of their business. That survey also revealed a growing confidence among America’s Main Street businesses. Talking to many local Salina businesses and main street businesses too, I can tell you the sentiment is the same…at least, once the Santa Fe street scape is completed!

One goal now is to keep optimism high by continuing to surround small business with resources and opportunities that help them succeed. Small businesses are the lifeblood of our economy. They represent more than 99% of all employers, account for nearly half of all private sector workers, and produce more than 60% of new jobs. As a reminder, there are numerous state, local, and chamber resources that have the ability to help not only the mom and pop shop but 500 employee “small business” as well. The chamber will continue to be your main resource and connection point to those resources and act as an extension of your team when working with state or local departments. We also continue to monitor regulatory policies and work with partners across the community to keep Salina top of mind to both our federal and state representatives.

While low unemployment and high confidence don’t necessarily equate directly to success across the community, they do tend to lend a strong foundation and outlook to the future. Everywhere you look in Salina right now, you will see into orange cones, construction hats, and fresh dirt being turned. There is over 300 million dollars of capital investment happening or scheduled to happen soon in our community, in addition there were 2,209 unique job posts and fresh dirt being turned. There is over 300 million dollars of capital investment happening or scheduled to happen soon in our community, in addition there were 2,209 unique job posts by 713 companies in just the last 30 days in Saline County.

One of those posts was for our organization; we were able to add Latron North to our team. Latron has over 20 years of workforce development experience and will be working hard to address the workforce challenges and begin implementing the Imagine Salina recruitment campaign as well.

This is an exciting time of opportunity for Salina and the chamber will focus efforts to help our businesses achieve success.

Best regards,

Eric L. Brown
President/CEO
Salina Area Chamber of Commerce
Leadership Salina 2019

In partnership with The Kansas Leadership Center, Leadership Salina hopes to inspire citizens to engage more, care more, and risk more on behalf of the community. The program educates participants on how to do that more effectively, and connects people to create strong networks oriented toward improving Salina. The program consists of seven full-day sessions, plus a day at the Kansas Leadership Center in Wichita. Attendance at all sessions is required.

The program accepts up to 30 participants, and tuition is $500 per person, and includes materials, meals, social functions and the day in Wichita. Tuition may be paid by a business or organization for a participant, or by the individual. A limited number of partial scholarships are available.

Applications are now being accepted and are available at salinakansas.org/leadership-salina.html or the Chamber office. Application deadline is August 1, and classes will run August through November.

Contact LaCrista Brightbill at the Chamber, (785) 827-9301 or lbrightbill@salinakansas.org for more information.

Leadership Alum Tour!

Please join us for our Leadership Alum Tour at Great Plains Manufacturing on July 10th at 11:30am. Please RSVP by emailing lbrightbill@salinakansas.org. ALL Leadership Salina graduates are welcome to attend no matter what year you graduated. Hope to see you all there! This will be the last tour before we kickoff the 2019 Leadership Class schedule. Please make sure to wear closed toe shoes.

BE Wealth at Waddell & Reed celebrated moving to a new location, 1041 S Ohio St, with a ribbon cutting!

KANcycle, a program of OCCK, Inc. Transportation, powered by Zagster, Inc. & sponsored by Blue Cross Blue Shield of Kansas celebrated the launch of a new bike-share program with five locations in Salina with a ribbon cutting!

BC Hempz, LLC, located at 232 S. Santa Fe, celebrated their open house with a ribbon cutting!

Sky Gymnastics and Trampoline Park located at 1820 S 9th St. celebrated their opening with a ribbon cutting!
For the 15th consecutive year, Salina has welcomed the Kustom Kemps of America (KKOA) Leadsled Spectacular to town! This event has grown and evolved tremendously since its beginnings in Thomas Park with a few hundred cars. Impossible to miss as they cruise through the community, KKOA’ers are a unique and fun group of visitors!

On Thursday evening, is the 9th Annual Spectacular Sundown Cruise where hot-rodgers parade downtown. Bring your lawn chairs and your kiddos and enjoy this free sampling of the beautiful rolling artwork that is KKOA. The cruise will begin at 7:30pm and is free and open to the public. Due to streetscape construction on Santa Fe, the parade route will take place along Seventh St. again this year.

The main event, the Kustom Hotrod Show & Shine, makes Oakdale Park the koolest place to be, where an estimated 1800+ Kustom Kemps, Hotrods, Drag Machines and their drivers will descend upon their annual nationwide Leadsled Spectacular event Friday, Saturday and Sunday July 26-28. While the show will feature the great ol’ school cars, the featured events are a BIG part of the fun.

At the big Show and Shine you’ll see Hollywood celebrities, Pin Up & Lookers Beauty Contests, Vintage Spoke-tacular Bicycle Show, legendary Hall of Fame kustom car builders, automotive vendors, pin stripers, swappers, Model Car & Truck Spectacular, and food vendors. Two stages features Live Rock & Roll and Rock-A-Billy music. Don’t miss top-chopping cars on site at the Backyard and Godzilla Garage. On Sunday, cash awards and the “Top 25” coveted awards will be presented at the Spectacular Awards Ceremony.

The Spectacular Ol’ School Vintage Market Place returns for its fourth year at the show. This vendor expo features vintage, repurposed and retro home goods, vintage 40’s, 50’s boutique dress apparel, jewelry, watches, kitchen appliances, home architectural salvage décor, windows, trim, fencing, patio furniture, and anything old, used or kool! The market place will be held at the Saline County Expo Center (4-H Building) Friday-Saturday July 26-27.

Always a BIG draw of the event is the “Run-Whatcha-Brung Friday Evening Drags” south of Dean Evans Stadium just off Markley Road. Drags start at 5pm and run until dusk. Watch 100s of hotrods, kustoms, and special exhibition drag cars making 1/8 mile passes down the legendary old airport runway, where they staged professional drag races in the 50s. Admission is $10 per person.

Don’t miss the big rock ‘n roll show at the Stiefel Theatre on Saturday night with one of America’s top Elvis tribute artists – Victor Trevino, Jr. Also appearing is Ann Margret tribute artist Rachel Cyprus. The show is Saturday night, July 27 at 8pm. Tickets are $28, sold on a first-come first-served basis. It will be a “Viva Las Vegas” tribute night to remember.

Admission to the show is by day pass, available at the gate: $15 on Friday, $18 on Saturday, and $12 on Sunday. Kids 12 and under are FREE. Show hours at Oakdale Park: Fri. 9am-4pm, Sat. 9am-5pm, Sun. 9am-2pm. Spectators should park at the Tony’s Pizza Events Center, and enter via the north bridge. For more information, contact KKOA: (417) 847-2940, by email: kkemps09@centurytel.net or visit the website: www.kustomkempsofamerica.com.
Visit Salina is pleased to host the 2019 NBC Hap Dumont 9U State Championship Baseball Tournament July 11-14 at the East Crawford Recreation Area.

After submitting a proposal, Salina was selected to host the tournament in 2019. Eric Blasdel, NBC Hap Dumont Baseball cited the following as reasons why Salina was selected. “Salina has the professional expertise, facilities, lodging and amenities to host this State Championship. Additionally, Salina has the perfect location for our young teams to meet centrally at the intersection of I-70 and I-135, right in the middle of Kansas. This paired with the willingness for Visit Salina to serve as host of the tournament and coordinate with the Salina Parks and Recreation Department as well as local baseball staff and volunteers makes Salina an ideal choice for the NBC Hap Dumont 9U State Championship Baseball Tournament. We’re looking forward to what Salina can do!”

The tournament is expected to welcome more than 20 teams. Many parents and fans will attend and be exposed to Salina’s restaurants, hotels, shopping and other attractions. Initial estimated Economic Impact to Salina for the event is $227,500.

According to Tiffany Benien, Visit Salina, “This will be a BIG weekend for Salina as the KS ASA/USA 12U State Softball Tournament is also held on the same weekend at Bill Burke Park. Salina has a tradition of local people, organizations and businesses that support baseball and softball. The support is not only for local teams, but also helping to provide the manpower and amenities necessary to host tournaments. Other vital partners to the event are the Salina Parks & Recreation Department. It is our intent to provide these tournaments with exceptional expertise and customer service.”

KS ASA has been utilizing Bill Burke Park annually for decades and generating significant visitor spending. On an annual basis, KS ASA has hosted 2 to 5 USA Softball Tournaments in Salina. The KS ASA/USA 12U Class C State Girls Fast Pitch Softball Tournament will also be held July 13-14 at Bill Burke Park. This event is estimated to generate $175,000+ in economic impact for the Salina community. Let’s play ball!

If you’d like to learn more about the NBC Hap Dumont 9U State Championship Baseball Tournament go to www.kansashapdumontbaseball.com and for KS ASA & USA Softball information go to https://gfp.tournamentusasoftball.com/67/

A favorite group, Kansas Seed Industry will be here July 24-25 with 150 attendees. Kansas Association of Insurance Agents will meet at the new Hilton Garden Inn Hotel & Convention Center July 28-30 with 110 attendees. We always enjoy having KAIA in the 67401!

A very special group, yet to be revealed, traveled to Salina for a site visit with Jo Ann McClure and partners about a potential convention. This event would involve at least 1,000 visitors. If Salina is selected as the host city, we would welcome them in 2020! This would be a terrific piece of business for Salina. Let’s all think positive thoughts, shall we? Stay tuned! In fact, Jo Ann has conducted 21 site visits and follow-up meetings for potential convention groups since the first of the year. Go Jo!
ECONOMIC DEVELOPMENT

Chamber Announces Latron North as Talent Initiatives Specialist

The Salina Area Chamber of Commerce is pleased to announce the hiring of Latron North as Talent Initiatives Specialist. In this role, he will lead the Chamber’s workforce development department and the implementation of the Imagine Salina program of work. Imagine Salina focuses on two overarching initiatives; they are workforce development and business expansion and retention.

“Latron possesses 20 years of experience in workforce development and employment services that include assisting, strategizing, and supporting businesses on best practices in recruitment and retention of employees.” said Eric L. Brown, Salina Area Chamber of Commerce President and CEO. “In addition, he has experience with assisting transitioning military personnel find quality career opportunities and a deep knowledge of federal and state funded incentive programs. We are excited for him to join the team and he will be a big asset to not only our organization but to our members and the community overall.”

North is originally from Kansas City, MO, relocated to Salina in his formative years and graduated from Salina Central High School. After graduation, North served in the Marine Corps, attended graduate school at Eastern Missouri and was employed with South Carolina Employment and Workforce department as a Program Administrator until 2013. He boomeranged back to Kansas at that time and most recently was employed by the Kansas State Department of Commerce as an Employment and Training Specialist. Latron can be reached at the Chamber, by email lnorth@salinakansas.org or by phone (785) 827-9301.

Partner News 1 Vision Aviation

The Salina Airport Authority (SAA) has announced that the largest hangar at the Salina Regional Airport, Hangar 959, has been leased to 1 Vision Aviation. 1 Vision is currently headquartered in Sioux City, IA, and is FAA certified FAR part 145 repair station. The company is a complete maintenance, repair, and overhaul facility which provides all manner of airframe inspections and repairs as well as power plant work on many types of large air carrier sized aircraft.

In addition, 1 Vision has a General Aviation division with both maintenance and avionics capabilities that is planned to be incorporated into the Salina operation. This division will work on smaller private planes up to and including corporate type aircraft. 1 Vision is operating at 100% capacity in Sioux City and has a growing list of airline customer contracts necessitating the expansion to Salina.

Upon startup the company has immediate plans to employ 50 workers when it occupies H959 July 1, with expectations to employ up to 450 within three years. The company’s job numbers will grow as new airline business is contracted. A significant benefit in attracting a company within the aviation maintenance niche is that most positions require very specific skills. This means hiring will primarily come from outside Salina’s current manufacturing base. This also presents a great opportunity to Kansas State Polytechnic graduates.

In a special meeting The SAA board approved financing for $2.6 million in repairs and improvements to H959 in support of 1 Vision’s expansion project. Other details will be announced, including plans for a welcome and introduction of 1 Vision Aviation to the community.

During a report at the June Chamber Board of Directors meeting, SAA Executive Director Tim Rogers credited this “big win” in business recruitment to the strong partnerships between many agencies in addition to the Salina Airport Authority, including the City of Salina, Saline County, Salina Community Economic Development Organization, Kansas Department of Commerce, Kansas Department of Transportation, the Governor’s Military Council and your Salina Area Chamber of Commerce. Kudos to all involved!

New Members

WILLY’S VAPE SHOP
William Farley • 1120 W. Crawford • (785) 307-6730

ROSEWOOD SERVICES, INC.
Tammy Hammond • P.O. Box 1321, Great Bend, KS (620) 786-5430

GAYLE MARTIN
(785) 493-1994

AT STAKE MINISTRIES
Norm Jennings • 1159 W. Crawford Street, Brookville, KS • (785) 225-6899

EDWARD JONES- COLBY BERTRAND
Colby Bertrand • 1502A E. Iron • (785) 823-5133

FAIRFIELD INN & SUITES
Claudia Franco • 2455 Virginia Ave • (785) 515-5333

MILLWOOD REALTY – PAM LYTHE
Pam Lytle • 1101 S. Ohio St • (785) 819-0632

INSPIRE HEARING CENTER
Nicole Samuelson • 1130 E. Cloud Street Ste. B (785) 539-3504

NEVER SURRENDER MMA
Sam Kleinbeck • (520) 220-7339

In The News

LAKewood DISCOVERY CENTER, 250 Lakewood Drive, has installed a new sensory garden for all visitors to enjoy. This garden addition is handicapped accessible and features wheelchair gardens for folks to interact with plants that stimulate the senses through touch, taste, and smell. The entire sensory garden area is designed to stimulate all senses and enjoy the outdoors while reducing stress and creating a place to relax and observe. For more information about Lakewood Discovery Center, call (785) 826-7335.

HAMPton INN OF SALINA, 401 W. Schilling, was recently named to the Hilton Wall of Fame for 2018 3rd and 4th quarters. They also received 2018 Hall of Fame status, ranking them in the top 15% of 1,345 Hamptons nationwide. The ranking is based on Overall Guest Survey Scores/ranking, Quality Assurance inspection reports and Total Quality Service. Monica Balthazor is the General Manager. The hotel is an S&B Motels property, Stanley Weilert, owner. Hampton is a product of Hilton, which celebrates its 100th Anniversary this year.

PRAIRIE LAVENDER FARM, rural Bennington, KS, had a great turnout for their 12th Annual Lavender Festival on Saturday, June 15. More than 1,200 attendees enjoyed the event this year. Owner Mike Neustrom said the almost perfect weather made for a great day, and
MEMBERSHIP NEWS

7

to meet

Colby Bertrand of Edward Jones

as you read excerpts from our 5-minute/5-question interview.

Can you please give us a three sentence summary of your personal background?

Born and raised in Salina, I attended Ell-Saline High School and Kansas Wesleyan University for both undergraduate and graduate school. I spent 13 years with ElDorado National Bus prior to starting my own Edward Jones branch office. I enjoy spending time on the sports fields and courts with my family and friends!

What is it about your business that is unique and special? What separates you from your competitors?

At Edward Jones we are all owners and we believe owners think and act differently from employees. They demonstrate pride and desire to strive for excellence. Our core values say it all; our clients’ interest come first and we believe in a quality-oriented, long-term investment philosophy. We separate ourselves apart by partnering with our clients for the long term and truly valuing that relationship by helping our clients achieve their dreams financially.

Read the complete article at https://www.salinakansas.org/take-5.html

“We are purpose-built to make our clients’ lives stronger.”

Penny Pennington: Managing Partner Owner: Colby Bertrand
Address: 1502A E. Iron • Phone: 785-823-5133
Email: colby.bertrand@edwardjones.com

Ambassador of the Month

The June Ambassador of the month is Cindy Short, Mortgage Loan Officer with Exchange Bank, has been an Ambassador for close to a year. “Cindy does a great job of connecting with our members. I am very glad to have her on our team,” said LaCrista Brightbill, Membership and Community Relations Director. Cindy will receive a $25 Smoky Hill Silver gift certificate for her work! Congratulations Cindy!

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.

In June, MCCOWNGORDON hosted the grand opening of its new headquarters in downtown Kansas City and revealed its new brand during a celebration of their 20th anniversary. Founded in 1999, the firm has grown from its two founders to more than 400 associates, three offices and work throughout the Midwest from South Dakota to Oklahoma. Go to www.mccowngordon.com to learn more.

THE FLOWER NOOK, 208 E. Iron, has some exciting artists’ work on display and available for purchase in their regional art gallery. Several artists are featured in a beautiful thrown pottery exhibit. Exhibits also present exquisite inlaid wood creations, ‘zentangle’ inspired paintings, uniquely painted leather jewelry, and much more. Follow them on Facebook, Twitter, Instagram and Pinterest, and for more info call (785) 827-0351.

EXCHANGE BANK announces the appointment of Clark Renfro as Market President for its Salina facility at 1720 S. Ohio. Renfro is former president and board member of UMB – Salina, and is a former executive and board member of Bennington State Bank. Renfro is a Kansas native and was raised in Salina. Prior to moving back to Salina in the fall of 2003, he spent 15 years in the Denver/Boulder area working with Fortune 500 clients worldwide in finance, marketing and business development.

CATHOLIC CHARITIES OF NORTHERN KANSAS Annual Fundraiser is July 21, from 5pm to 7:30pm at the Salina Country Club. Anonymous donors are matching gifts up to $100,000. Help turn $100,000 into $200,000! Make your donation today and give the Gift of Hope to families in crisis. Kevin Carrico will emcee the evening of a social time, cash bar, dinner, and a live auction. Make donations or reservations: at www.ccnkns.org, (785) 825-0208, ext. 215 or jwarner@ccnkns.org.

added thanks to Visit Salina for helping promote the event. For more information about Prairie Lavender Farm, call (785) 488-3371.

SALINA SYMPHONY has named Dr. David Littrell as interim conductor for the 2019-2020 season. Littrell retired in 2018 as a distinguished professor of music at Kansas State University, where he conducted the University Orchestra and taught cello and double bass. For more information, contact the Salina Symphony, (785) 823-8309.
Exchange Bank
1720 S. Ohio
Thursday, July 11
5-7pm • $5 per person or Fast Pass
Exchange Bank invites you to join them at their first Business After Hours in their new location. They would love to tell you about the many benefits they offer as well as show off their beautiful, brand new facility. They are ready to invest in this community and you! So come on out and meet the friendliest bank employees in town.

Heart to Heart
Home Health Care
204 S. Santa Fe
Thursday, July 25
5-7pm • $5 per person or Fast Pass
Heart to Heart Home Health Care looks forward to sharing their mission providing paraprofessional services to clients in their place of residence. They recognize the value of the aged and disabled and are committed to providing quality care while keeping them safe from injury. Come on out, meet their staff and hear all about their many services such as grooming, meal preparation, companionship, housekeeping, medication reminders, and more.

So far this year, $2,700 has been given away.
$ It Pays to Attend $
Come on out, network with fellow Chamber members and discover all that Exchange Bank and Heart to Heart Home Health Care have to offer.

For reservations call (785) 827-9301 or email dsmith@salinakansas.org

DOOR PRIZES (MUST BE PRESENT TO WIN)
$100 CASH ATTENDANCE DRAWING
$500, $500, $1,000 MEMBERSHIP DRAWINGS

Sayp NEWS
www.salinakansasyp.com

Salina Area Young Professionals

This summer is particularly active for the members of the Young Professional group! Last month, YPs gathered for an evening to learn about the ins and outs of Community Board Leadership. A panel of 5 local leaders discussed the fundamentals of board leadership, as well as board position availabilities in Salina. This event was well attended and received lots of great feedback.

In June, the Social Committee hosted a member’s exclusive Mixology 101 event. YPs met at The Voo to learn how to make tasty and unique cocktails! YPs were instructed on how to create some of the bar’s famous signature drinks and were able to taste each of their creations. This event filled up fast and even brought in some new YP memberships!

This month, YPs will meet at Webster Conference Center on July 20th at 1:30pm for the Ropes Course event. Members are able to sign up for either a high or low ropes course with the option for an additional rock climbing wall. There is still time to register if you would like to participate! Visit the YP Facebook page for more information.

The Social Committee invites you to join their new book club! Join YPs in the co-working space at the Temple on July 15th to discuss ways to access the book and meet others in the book club! There will be drinks and snacks! Read at your own pace, then plan to meet again in August to discuss the full book. RSVP to yp@salinakansas.org.

Last month, YPs met at Chipotle for their monthly Lunch Club. With the beautiful weather, YPs were able to fill the outdoor patio. Next month’s Lunch Club will be Friday, July 12th at Blue Skye Brewery and Eats from 12-1pm.