

CHAMBER CONNECTION

A Monthly Publication of the Salina Area Chamber of Commerce

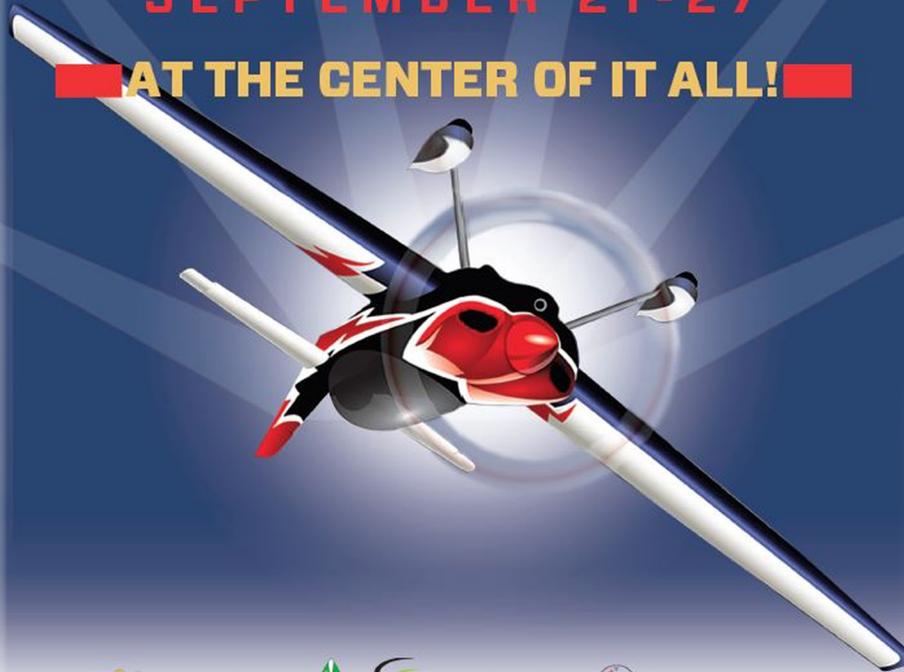
SEPTEMBER 2019 Volume 59, Number 9

SALINA  KANSAS

U.S. NATIONAL AEROBATIC CHAMPIONSHIPS

SEPTEMBER 21-27

AT THE CENTER OF IT ALL!



VisitSalina

AVFISHT



SALINA Airport
Authority



Ford LONG McARTHUR

AT A GLANCE...

Business After Hours September 5
Big Brothers Big Sisters of Salina
500 Kenwood Park Dr. • 5-7pm

Business After Hours September 19
First Bank Kansas
2860 S. Ninth St. • 5-7pm

Business After Hours September 26
Occupational Health Partners
2265 S. 9th St. • 5-7pm

Details inside!

PASS IT ON!

- Human Resources
- Communications
- Sales
- Staff Break Area

U.S. NATIONAL AEROBATICS COMPETITION IN SALINA

See Page 4

Salina

Area Chamber of Commerce

OFFICIAL PUBLICATION

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Eric L. Brown

From the CEO

There are a lot of economic data points that we track and, in some cases, manage at the Salina Area Chamber of Commerce.

One of those tasks is reporting cost of living data to the Council for Community and Economic Research (C2ER) three times a year for their quarterly cost of living index reports. These reports are generally the most widely used and well known of the data used to compare the cost of living of 257

urban areas around the U.S. So how does Salina stack up with the rest of the country? The most recent report had Salina's cost of living at 83.3. Salina's index is roughly 16.7 percent below the U.S. average of 100. The report uses various categories to make that determination. Here are our individual scores in those categories: Grocery - 86.3; Housing - 65.5; Utilities - 105.2; Transportation - 100.2; Health Care - 100.6; Miscellaneous Goods/Services - 85.0.

Donna Smith on our staff is responsible for collecting this data and sometimes it can be a tedious task, but it is an important dataset to be able to compare ourselves to other communities across the nation. In addition to gathering data from public sources, multiple private businesses gather and report the prices of a variety of products ranging from a chunk light tuna, to a loaf of bread or extra virgin olive oil, to the cost of a haircut or the cost of a can of tennis balls.

C2ER has put several safeguards in place in regard to data collection and this data is very helpful to the community on determining the consumer costs of living in our area.

Here's a summary of reporting Kansas communities which was published in August 2019.

Kansas Cities	Total Score
Dodge City	94.3
Kansas City MO-KS	94.0
Manhattan	89.8
Hutchinson	90.1
Salina	83.3
Pittsburg	82.0

While participation is voluntary, we will continue to collect this data for the report. It is used by both companies and individuals considering relocation to Salina and the area. The data is available in a variety of sources and formats. C2ER has reports available for purchase. If you would like information on Salina's C2RE data, please give us a call, (785) 827-9301.

Best,

President/CEO

Salina Area Chamber of Commerce

HERE'S HOW TO CONTACT OUR CHAMBER STAFF

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In The News

ROLLING HILLS ZOO, 625 S. Hedville Rd, announced the successful birth of three Amur tiger cubs born the morning of August 14 to mother Andrea and father Dhenuka. Amur tigers are classified as an endangered species on the IUCN list. Andrea and Dhenuka came to Rolling Hills Zoo on a breeding recommendation by the Tiger Species Survival Plan developed by the Association of Zoos and Aquariums, of which Rolling Hills Zoo is an accredited member. Currently the tigers and their cubs are off exhibit and will be so for a while, depending upon how well the cubs and their parents do in the coming weeks. Congratulations to Andrea and Dhenuka!

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

KANSAS WESLEYAN UNIVERSITY has signed a comprehensive health care agreement with **SALINA REGIONAL HEALTH CENTER** that includes sports medicine, urgent care, student health care, behavioral health services, counseling and nursing care for students. A key element is the services of the Salina Regional Orthopedic and Sports Medicine's team, led by Orthopedic and Sports Medicine Surgeon, Dr. Timothy Hawkes, and Sports Medicine Physician, Dr. Matthew Pyle, who will work with KWU Head Athletic Trainer Dan O'Connell and his staff to provide support to the more than 500 Coyote student-athletes.

The **SALINA FAMILY YMCA**, 570 YMCA Drive, is proud to share that Tanya Show, Marketing Coordinator, was recently elected to the YMCA of the USA Collective Marketing Initiative Steering Committee. The Steering Committee members will guide the national YMCA marketing efforts such as the Nationwide Campaign. Tanya has served the Salina Family YMCA for over 5 years, most recently as Marketing Coordinator for the past 3 years.

BIG BROTHERS BIG SISTERS OF SALINA would like to introduce their new CEO, Amanda Otto. Amanda is a Salina native who has a passion for working with individuals of all ages. For the past 24 years, she has been part of a local, family owned business, Clark Wellness. Amanda has served on a few area non-profit boards over the years and enjoys being part of the Salina community. She will use her strong skills in marketing, entrepreneurship, public relations, and recruiting to help BBBS grow in its mission to defend the potential of every child in Saline County.

Angela Holt, CFP, BFA, APMA, a financial advisor with **IRONSTONE WEALTH ADVISORS**, 645 E. Crawford E6, a private wealth advisory practice of Ameriprise Financial Services, Inc. in Salina, recently obtained the Behavioral Financial Advisor professional designation

Chamber Ribbon Cuttings



Credit Union of America celebrates the opening of their new branch located at 582 S. Ohio with a ribbon cutting!



The Chamber had a ribbon cutting to celebrate our new member, **Junk in the Trunk** at 147 S. Fourth Street.

from Kaplan University and think2perform. Holt successfully completed the rigorous requirements including training and an exam, teaching ways to mentor clients in financial decisions, and how those are influenced by psychology and neuroscience.

The Applied Aviation Research Center at **KANSAS STATE UNIVERSITY POLYTECHNIC**, 2310 Centennial Road, has partnered with Simlat, an unmanned aircraft systems simulation company, to provide beyond visual line of sight simulator training. As part of a partnership with KS Dept of Transportation, the simulators will initially be used to train partners involved in the Unmanned Aircraft Systems Integrated Pilot Program through the Federal Aviation Administration. With a large focus on beyond line of sight operations, participants in the course will receive a comprehensive training experience on both simulation and live flight events.



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Salina to Welcome the U.S. National Aerobatics Competition



The world's largest aerobatic club will become part of Salina's 'airscape' when flyers land here to compete in the U.S. National Aerobatics Competition

are required to be members of the parent organization, the EAA. 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 Fédération Aéronautique Internationale; Lausanne, Switzerland. FAI is the world governing body for all sport aviation competitions and record attempts. IAC represents the United States at meetings of the FAI Aerobatics Commission (CIVA) which establishes rules worldwide for aerobatic competitions.

at Salina Airport Authority (SAA). The event will take place September 21-27 with more than 250 people involved in this competition, along with talented pilots and a vast array of aerobatic aircraft. They are all here for the sole purpose to compete and win the National event hosted.



Although the event itself is strictly for those involved in the competition – flyers, support crews, judges, etc. – there are a couple of opportunities for the community to get a glimpse. The public is invited Wednesday, September 25 to SAA's Hangar 606, 2630 Arnold Court, (watch for event signs) from 8am–5pm to see the aircraft, meet and talk with pilots and watch the competition. Then, on Friday, September 27 from 3–5pm, join us at Fossett Plaza, 2035 Beechcraft Road, where there will be a viewing of the 4-Minute Program flights that include smoke.

The International Aerobatic Club, Inc. is a division of the Experimental Aircraft Association, Inc. All IAC members





Three-Year Partnership Brings Golf Tournament to Salina

Some of the top golfers in the Midwest Section of the Professional Golfers Association of America competed at Salina Country Club in the First Annual United Airlines Pro-Am on August 2nd. Salina Country Club was the host for the event for the first time since 2015, when it was known as the Heart of Kansas Pro-Am. The tournament features groups of one professional and three amateur players. The winning professional received two first-class tickets on United Airlines for round trip travel to a United destination in North American or the Caribbean. The winning low gross and low net amateur winners will receive one round-trip ticket from Salina Regional Airport to either Denver or Chicago. The tournament is scheduled for August 14, 2020 and August 18, 2021, with United Airlines continuing as the title sponsor of the event.



2019 Leadership Salina Class Holds First Session

Leadership Salina kicked off the 2019 class with 34 students at Webster Conference Center on August 14th. Part of the day was spent on the Webster Center Ropes Course, as seen in the photos below. The class will meet every other Wednesday until November 20th. The Class of 2019 includes:

- Debra Adams - *The Bennington State Bank*
- Rosa Banuelos - *American Red Cross*
- Amber Barratti - *Edward Jones*
- Rachel Bieker - *Salina Area Technical College*
- Carl Bowden - *The Land Institute*
- Diane Budke - *Central National Bank*
- Sier Hieronymus - *The Bank of Tescott*
- Melinda Foster - *First Bank Kansas*
- Jessica Fuller - *Greater Salina Community Foundation*
- Jessica Goubeaux - *Great Plains Manufacturing, Inc.*
- Erica Green - *Central Kansas Mental Health Center*
- Kasey Hanney - *Tony's Pizza Events Center*
- Erin Hayes - *First Bank Kansas*
- Bobby Hieronymus - *Brookdale Salina Kirwin*
- Katherine Jester - *First Bank Kansas*
- Kristin McAllister - *Bank VI*
- Amanda Miranda - *Eagle Communications*
- Nancy Nickell - *Eaglecrest- Midwest Health*
- Latron North - *Salina Area Chamber of Commerce*
- Melanie Ohlson - *The Bennington State Bank*
- Katie Pembleton - *Common Thread Coaching & Consulting*
- Gretchen Perez - *Sanity Boutique*
- Loni Pruitt - *CKF Addiction Treatment*
- Claudia Quezada-Commerford - *Excel at the City*
- Sydney Reich - *Sunflower Bank, N.A.*
- Hillary Richards - *Woods & Durham, Chtd.*
- Carolyn Robinson - *First Bank Kansas*
- Cindy Short - *Exchange Bank*
- Trail Spears - *Great Plains Manufacturing, Inc.*
- Klint Spiller - *Kennedy Berkley Yarnevich & Williamson, Chtd.*
- Shelby Strickland - *Big Brother Big Sisters*
- Miranda Tabor - *Central National Bank*
- Kelsey Walker - *Salina Family YMCA*
- Kellyn Zamora - *Sunflower Bank, N.A.*

Marquee Welcomes

- September 14 Never surrender MMA
- September 18-22 Fire & Iron Motorcycle Club Rally

Dollars & Sense

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

Jaded Thunder
1300 ppl • August 1-15 • \$3.5 million

SCC Couples Inv Golf Tour
August 2-3 • \$26,520

KS Sport Hunting Assoc
25 ppl • \$3,480

NASA
100 ppl • August 16-19 • \$555,200

UAS Tech Forum
250 ppl • August 20-23 • \$102,000

War of the Wheels Roller Derby
August 23-25 • \$91,440

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.

Education and Career Military Fair

On August 13th Latron North, the Chamber's Talent Initiatives Specialist, participated in the Education and Career Military Fair event at Ft. Leavenworth. With over 60 vendors, Latron connected and issued information regarding



Salina quality of life and job opportunities to service members leaving the military, along with other social service agencies that assist with transitioning services and programs. On August 20th, Latron facilitated the Ft. Riley Military Installation KEEP program (Kansas Employment Exploration Program). Manufacturers from Salina held a job expo on Ft. Riley, giving service members the opportunity to gain more insight



about Salina and the job and career opportunities that we have to offer. Several service members accepted tour opportunities with the manufacturers. The recruitment of military personnel and college graduates to choose Salina is the focus, and participation in these types of events will impact Salina businesses and employers with individuals that possess talents and skills in certain training or occupations that can benefit specific industries.

Partner News

OCCK to host 29th Annual Employment Expo at Central Mall

The 29th Annual Employment Expo is scheduled for Thursday, October 10th from 10:00 a.m. to 2:00 p.m. at Salina's Central Mall. The event is jointly sponsored by a partnership between The Salina Area Chamber of Commerce, Central Mall, Rocking M Media, Eagle Communications, Salina Human Resource Management Association (SHRMA), Salina Regional Health Foundation, Project Search, KansasWorks, and Workforce Solutions of OCCK, Inc. The event will feature regional employers looking to hire employees to fill their open positions. Area employers have the opportunity to set up a booth to talk about hiring needs both now and in the future for their business. Attendees are encouraged to bring applications and conduct on-site interviews. Job applicants are expected to come from all over the area. Eagle Communications will have a live remote on site and some employers will have the opportunity to voice their hiring needs live during the expo.

Prospective employees are encouraged to attend to learn more about the hiring needs of business, brush up on their job search skills, and network with others. KansasWorks will also have their mobile unit available that day.

This event is an incredible opportunity for hiring businesses to reach multiple job seekers at one time and booths are now available. To reserve a booth, please contact Shanna Sowers at 785-827-9383 ext 176, or ssowers@occk.com.

New Members

HOMWOOD SUITES SALINA

Michelle Jensen • 115 E. Mulberry • (785) 826-8222

BT SALINA WHOLESALE LIQUOR

Bret Hartman • 2300 Planet Ave. • (785) 825-4212

CB SALINA WHOLESALE LIQUOR

Bret Hartman • 115 N Ohio Street • (785) 833-7102

SKY TRAMPOLINE PARK

Ryan Bulson • 1820 S. 9th St. • (785) 491-1118

SALINA REGIONAL ECONOMIC OUTLOOK CONFERENCE



SALINA ★

JOIN BUSINESS PROFESSIONALS IN YOUR COMMUNITY

2019

SALINA, KS

Thursday, October 31, 2019
11:00 AM - 2:00 PM
 Salina Country Club
 2101 East Country Club Road

WHAT TO EXPECT

Business and community leaders will talk about relevant economic issues that will impact local businesses and communities, including economic conditions, economic drivers for the state and regional economies, and general expectations over the coming months. Topics will include labor demand, costs, and wages. A local presenter will provide an in-depth analysis of the local economy.

Registration \$95
(\$120 after September 24, 2019)

Learn More and Register
 www.Salina.cedbr.org

Events Hosted by



CEDBR
Center for Economic Development and Business Research



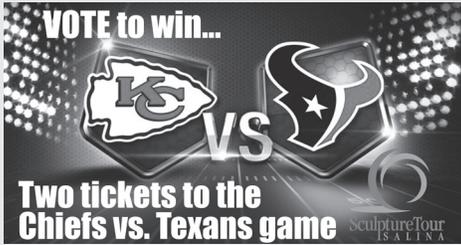
WICHITA STATE UNIVERSITY

NEW THIS YEAR!



Included in the price of the conference is a subscription to the CEDBR forecast booklets (\$100 value), which are in-depth publications and reference guides on regional and state-wide economic conditions in Kansas: **Kansas Economic Trends** (available at event) and **Kansas Economic Update** (mailed in February).

CONTACT US FOR MORE DETAIL AT (316) 978-3225



SculptureTour Salina Ballot Contest Announced!

Are you ready for some football? SculptureTour Salina is kicking off the football season with a Chiefs/Texans Ticket Giveaway! Vote for your favorite sculpture now through September 31st for your chance to win:

- * Two tickets to the Kansas City Chiefs vs. Houston Texans game on October 13th at 12:00 pm at Arrowhead Stadium in Kansas City
- * \$50 Smoky Hill Silver (great for gas money!)
- * \$20 Gift certificate to Blue Skye Brewery & Eats

All qualified ballots cast now through September 31st marked with "KC Chiefs" will be entered for a chance to win the Chiefs/Texans Ticket Give-away, courtesy of SculptureTour Salina and Blue Skye Brewery & Eats. The winner will be announced on Thursday, October 3rd.

SculptureTour Salina ballots are available at many of the downtown businesses, and at the Salina Chamber and Visit Salina offices at 120 W. Ash. Please deposit your completed ballot at Blue Skye Brewery & Eats, 116 N. Santa Fe in the ballot box by September 31st for your chance to win! Don't forget to mark it with "KC CHIEFS"!

SculptureTour Salina (STS) is in its ninth year of installing a public art exhibition in downtown Salina. This year, sixteen sculptures are ready and waiting for you to tour the exhibit and cast a ballot for your favorite piece. No art knowledge is required, and voters of all ages are encouraged to participate!

take 5 to meet

Tyler Gallagher, owner of Seraphim Bread

Hello, I am Tyler Gallagher, owner of Seraphim Bread, an artisan bakery and sandwich shop in downtown Salina.

We are an independently owned, grassroots shop specializing in seasonal gourmet bread products using quality local ingredients. Raised in Salina since a child, I have returned to my hometown with over 15 years of culinary experience, which include high ranking positions at some top independent restaurants in Kansas City. What I have learned apart from an incredible apprenticeship from some of the region's best chefs is a love for local sourcing and communal development within the food culture. I



opened Seraphim Bread in January of 2018 in the purpose of bringing the love of food back to Salina and central Kansas. Bread and wheat are symbolic to our state and are also the cornerstone of all food culture, so I began a very small bread bakery with very little capital in order to create a unique and fun food scene that iconize our lovely city.

My main goals for the bakery are to present the highest quality bread and food, increase our local food scene, build better partnerships with local farmers and ranchers with the food system, and be a leader in development in the culinary community. Along with our retail breads, sweet rolls, croissants, quiches, and sandwiches, we also provide products for other local businesses like Martinelli's Little Italy, Blue Skye Brewery & Eats, Prairieland Market, Ad Astra Books & Coffee House, and the Renaissance Café. In September, I will be participating as a chef for the third year in the Feast on the Fe dinner, led by Salina Food Works Foundation. We have also been involved with USD 305's culinary program by mentoring high school interns and teaching culinary classes out of the Salina Public Library's CLASS program.

The future for Seraphim Bread is to grow in both a bakery and restaurant and become an icon for Salina and the central Kansas region. I believe it is imperative for more local businesses to open and prosper as this is what creates the soul and identity of our city. If more quality independent businesses succeed, then the region will take notice and we can grow as a city, an industry, and an economy; and it starts with a simple loaf of good bread.

Ambassador of the Month



Cindy Short

The August Ambassador of the month is Cindy Short, Mortgage Loan Officer with Exchange Bank, has been an Ambassador for a year. "Cindy does a Fantastic job welcoming new members and helping them through the process of joining the Chamber. I don't know what I would do without her!" said LaCrista Brightbill, Membership and Community Relations Director. Cindy will receive a \$25 Smoky Hill Silver gift certificate for her work! Congratulations Cindy!

BUSINESS *after* HOURS

REFRESHMENTS • TOURS • DOOR PRIZES

Big Brothers Big Sisters of Salina

500 Kenwood Park Dr.

Thursday, September 5

5-7pm • \$5 per person or Fast Pass

Big Brothers Big Sisters of Salina invites you to their Business After Hours event to meet their new CEO and learn how their team ignites, empowers, and defends the potential of every child in Saline county. Parking available on the north of their building and south of their parking lot. Drinks and appetizers provided.

First Bank Kansas

2860 S. Ninth Street

Thursday, September 19

5-7pm • \$5 per person or Fast Pass

First Bank Kansas invites you to come see their expanded and newly remodeled branch on S. Ninth Street. They are growing and have nearly doubled the size of this location to better serve you! At First Bank Kansas, they are proud to be your local community bank that offers exceptional service and leading-edge banking products. Come find out why they recently were voted the Best of the Best in three categories in the 2019 Salina Journal Best of the Best contest!

Occupational Health Partners

2265 S. 9th St.

Thursday, September 26

5-7pm • \$5 per person or Fast Pass

Occupational Health Partners (OHP) invites you to see their new location inside the Salina Regional Urgent Care Center at 2265 S. 9th Street. OHP is Salina Regional Health Center's Occupational Medicine clinic, providing services including worker's comp acute injury care and case management, post offer/pre-placement physicals, prework/job-specific screenings, drug/alcohol testing, DOT physicals and more. Their providers Kelly Yoxall, MD, Medical Director of Occupational Health Services and Melissa Mincks, PA will be available to meet and talk with chamber members about services.

Come on out, network with fellow Chamber members and discover all that Big Brothers Big Sisters of Salina, First Bank Kansas, and Occupational Health Partners 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**



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Salina Area Young Professionals

The Salina Area Young Professionals are winding down on their summer activities and getting prepared for another busy fall. Last month, YPs wrapped up their newest book club meeting, discussing the likes, dislikes and takeaways from the readings of the past month. The event was well attended, and readers reported fantastic feedback. The Social Committee is planning another book club event, tba.

The August Social was held at Johnny Rotten's Burger Bar and Winery. YPs met for a classic Thirsty Thursday and enjoyed drinks and mingling with fellow YPs. There was a 'New Faces' drawing to help entice new members to attend the social events.

Join us for SAYP's 3rd annual **Party with a Purpose** on Friday, September 6th at 6PM! This year, the Love Chloe Foundation, Emergency Area Food Bank of Salina, Ashby House, and Alzheimer's Association will battle it out via Lip Sync Battle for the large cash prize and the coveted championship belt. This is a great event that you won't want to miss!

Mark your calendars for YP's last summer social of the year in Oakdale Park for a family friendly cookout, September 26 from 6-8pm. YP will provide dinner, snacks, and yard games to wrap up the summer. Bring your coolers and lawn chairs, and YP provides the rest. Please RSVP to help give us a head count. Email your total number of guests to yp@salinakansas.org

August Lunch Club was at Bogey's and YPs enjoyed the nice weather on the patio. The next Lunch Club will be at Gourmet to Go. Check out our Facebook Page for more information!

Interested in becoming a YP? Now is your chance! Memberships are ½ price for the rest of the year! Go to salinakansasyp.com to sign up today!