

CHAMBER CONNECTION

A Monthly Publication of the Salina Area Chamber of Commerce

MAY 2020 Volume 60, Number 4

Smoky Hill
Silver

THINK
SALINA
FIRST



Salina
Area Chamber of Commerce

WWW.THINK67401.COM

AT A GLANCE...

In accordance with guidelines from federal, state and local officials to practice social distancing, Chamber events and programs are temporarily suspended. Watch your email for ongoing bi-weekly updates from the Chamber announcing rescheduling of these services.

CHAMBER ANNOUNCES THINK67401 T-SHIRT FUNDRAISER

See Page 3



Salina

Area Chamber of Commerce

OFFICIAL PUBLICATION

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Eric L. Brown

From the CEO

Even with the Stay at Home Executive Order being lifted, it remains a difficult time. That is undeniable. It is in these difficult times that the ingenuity of Salina County business owners and public officials must be harnessed to arrive at a solution that balances the health and safety of individuals and the general social and economic welfare of Salina and our region.

The federal government took unprecedented steps to support employers and individuals during the current shutdown. The Paycheck Protection Program, Economic Injury Disaster Loan, Families First, and stimulus monies were a good and swift first step, but with all legislation passed quickly, there will be additional rulings and modifications of the programs during implementation. However, there are still businesses and individuals that will remain under distress during any phased or gradual reopening.

Under the Paycheck Protection Program, Congress authorized forgivable loans equal to 2 ½ times monthly payroll for businesses with fewer than 500 employees. The SBA is using thousands of banks to process applications and distribute the money Congress appropriated. The local lender community that services the SBA loan programs helped Kansas rank 3rd out of the 50 states with 26,245 loans that equaled \$4.3B. Our local financial institutions should be commended for the long hours and hard work they put in to help local businesses with a much-needed funding opportunity. CARES Act 3.5 was passed late last week and included additional funding for the Economic Injury Disaster Loan and the Paycheck Protection Program, and it is forecasted to run out quickly based on the backlog in funding applications. It would be no surprise if some of those applications are from local businesses that could desperately need it.

Given early indications of the way the CARES Act is being implemented across the country and the staggering unemployment figures continue to underscore the need for bridge funding to keep more Americans on the job and more businesses afloat during the coronavirus economic crisis.

Without businesses and their employees, the ability of our federal, state, and local governments to weather this economic storm will be debilitating. Understanding that the overall public health and maintaining safety is paramount but this is truly a double-edged sword scenario because without tax creating projects, jobs, services, and properties then there are significantly less funds for all of the basic needs of local government including public safety, infrastructure, and the oversight of regulations and ordinances.

FROM THE CEO Continues on Page 3.

HERE'S HOW TO CONTACT OUR CHAMBER STAFF

- | | | |
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The billion-dollar question that has not been answered is: What will a return to work look like under the phased reopening? That is the question weighing heavily on the minds of government leaders, public health officials, employers, and their employees, and those striving for the delicate balance of staying safe and making ends meet. Opening our economy is a question that begs more questions. The gradual, phased-in, reopening will vary by factors such as location, sector, business type or size, and the health status of workers. It also will require continued social distancing, expanded use of personal protective equipment, and other counter measures all of which may be a strain on businesses that are still reeling from the past month.

A return to work and our economic re-opening boils down to the ‘Four C’s’ of cash, customers, communication, and confidence. Public officials need to understand the importance of the Four C’s to our business community; and our business community needs to understand the importance of maintaining social distancing and following public health guidelines. Communication is paramount as well because there are no two like business owners. All have different needs, fears, employees, and what is good for the goose isn’t always good for the gander. Together, confidence can be built and all involved can continue to follow the data to thoughtfully guide decisions to ensure a resurgence in cases doesn’t happen.

From Blue Skye Brewery producing sanitizer, to Vortex Valves and Kansas Wesleyan University producing face shields for the medical community, to KSAL hosting a Cruise on Santa Fe to raise funds and food donations, to Bravo Sliders and Bites providing meals to the elderly, this list could go on and on but it is just a short snippet of how our businesses and organizations that have always made Salina a great community continue to go above and beyond in a time of great need. As consumers, I’d like to challenge everyone to think locally and Think Salina First when you decide to make your next purchase and go above and beyond for the small businesses right now! Go to their websites, social media pages, or better yet send them a message or pick up the phone. These businesses have sponsored hundreds of thousands of your shows, teams, drives, fundraising auctions, projects, sculptures, soup suppers, meals, poker runs, and so much more and now, more than ever, local businesses need our support!

Close the Amazon tab and Think Salina First!

President/CEO
Salina Area Chamber of Commerce

Temporary Salina Airport Schedule Announced



Operated by SkyWest Airlines

Following guidance from the U.S. Department of Transportation United Express flights, operated by SkyWest Airlines, have been reduced to one flight per day, effective immediately. The Reduction in service is a reaction to the COVID-19 pandemic that has

resulted in a 95% drop in passengers across the nation. The one daily United Express flight will connect Salina area travelers to United Airline’s Denver Int’l Airport hub. SkyWest will operate a single flight per day service through June 30, 2020.

“The reduction in schedule at the Salina Airport is an appropriate response in light of the COVID-19 pandemic,” said Salina Airport Authority executive director Tim Rogers. “Daily passenger numbers have dropped to single digits and are not expected to increase until Summer,” he added.

The temporary flight schedule for Salina to Denver regional jet flights is:

- Salina (SLN) to Denver (DEN) Departure time 9:13am Flight 5072
- Denver (DEN) to Salina (SLN) Arrival time 9:41pm Flight 5053

MJ Kennedy Airport Terminal Building Hours are Monday through Friday 7:30am-5:00pm, 8:45pm-10:45pm; Saturday and Sunday 7:30-9:30am and 8:45pm-10:45pm. Ticket counter hours are Sunday through Saturday 7:30am-9:30am.



Chamber Announces Think67401 T-Shirt Fundraiser

In conjunction with Messenger Total Promotions, an online merchandise shop at www.Think67401.com is open and began taking orders on Friday, May 1, 2020. Ultimately, the Think67401 shop will feature various products depicting messages and artwork from the Chamber. This initial opening of the shop exclusively features one very special item, a T-shirt emblazoned with our 67401 mural artwork, plus messaging to Think Salina First, and #salinastrong. The shirts will sell for \$25 in standard sizes, plus optional shipping.

As the Stay at Home order is lifted and the process of phased re-opening begins, the economic effects of the social distancing and executive orders have taken a toll on local businesses. The Think67401 T-shirt fundraiser is a great way for individuals to show their Salina pride all the while putting additional dollars back into the local economy through gift certificates! For \$25, individuals will receive a limited edition, 67401 mural shirt, PLUS a \$10 Smoky Hill Gift Certificate that you can use at the Chamber member business of your choice.

From May 1st to May 31st, every limited-edition purchase will include a bonus in the form of a \$10 Smoky Hill Silver Gift Certificate. These certificates are accepted at hundreds of Chamber member businesses across Salina. The sale of T-shirts, as well as other merchandise, will continue into the future. The Smoky Hill Silver certificate bonus will cease at 11:59pm on Sunday, May 31, 2020.

“The Chamber wanted to encourage people buying shirts to spend dollars in the local economy at businesses of their choice. Smoky Hill Silver is a great way to do just that. It’s a way for the Chamber to give local businesses a boost during a tough time while providing

a unifying message of pride in our community,” explained Eric Brown, President/CEO of the Chamber.

The 67401 mural began as a project for a group from the 2016 Leadership Salina class. In an effort to develop something tangible to support civic pride, and supported by grant and sponsorship dollars, the idea of a public mural was born. The group contracted with local artist Julie Cates to design and install the mural, which is located on the north exterior wall of Ad Astra Coffee & Books, 141 N. Santa Fe, amid a new plaza that was part of the City’s Downtown Streetscape project.



“It’s a way for the Chamber to give local businesses a boost during a tough time while providing a unifying message of pride in our community.”

Eric Brown, Chamber President/CEO



Brown continued, “Once the mural was installed, Julie Cates gave the rights for the design to the Chamber for use in promoting Salina. Merchandising has been part of the plan for some time, and through a partnership with Messenger Total Promoyions, we are ready to move forward.”

Messenger Total Promotions, 248 S. Santa Fe, will administer the online Think67401.com shop from processing orders and payments to fulfilling those orders. Shoppers will be given a choice of having shirts shipped to them at an additional cost or picking them up during specific times. Details will be available at the online shop at www.think67401.com beginning this Friday, May 1st when sales begin.

Our thanks to the Leadership Salina Class group and funders for making the mural a possibility, to Julie Cates for her talent, vision and rights to the imagery, to Messenger Total Promotions for their partnership, and to YOU, our potential buyers! [Order](#) yours today!

#Think67401 #shoplocal #thinksalina #salinastrong

Great for Graduation, Mother's day or Any day!



Accepted at hundreds of Chamber member businesses!
To order call the Chamber (785) 827-9301





NATIONAL TRAVEL & TOURISM WEEK

MAY 3-9, 2020

National Travel & Tourism Week Celebrated May 3-9

Celebrating "The Spirit of Travel"

National Travel and Tourism Week (NTTW) is an annual tradition for Salina, for Kansas and the entire U.S. travel community. It's a time when travel and tourism professionals across the country unite to celebrate the value travel holds for our economy, businesses and personal wellbeing.



This year, the coronavirus (COVID-19) emergency is having an unprecedented impact on the travel industry and the entire economy. More than ever, the Salina travel and tourism community must come together, support each other and remind the country that even through the most difficult times, the **Spirit of Travel cannot be broken.**

The **spirit of travel** is what brings joy and memorable experiences to millions. Salina benefits from the spirit of travel, which permeates through our local businesses, unique attractions and all those who welcome residents and visitors alike with a smile and hospitality.

In honor of NTTW 2020, Visit Salina would like to remind the tourism industry employees, our peers and our local partners how vital they are to the tourism industry, to our economy in general, and to us! Visit Salina is embracing a 'digital NTTW' because even though we cannot gather together, we can connect, rallying around the #SpiritOfTravel.

To join us in honoring this phenomenal industry:

- follow our VisitSalina Facebook page throughout the week of **May 3-9** to explore and celebrate NTTW 2020.
- share photos and memories of favorite travel experiences, even here in our own backyard.
- wear **RED** on Tuesday May 5, the official color of NTTW, which symbolizes the industry's strength, selflessness and resiliency.
- support local businesses, as this will be a key factor in rebuilding Salina, our region and America. Travel and tourism-dependent businesses, 83% of which are small businesses, depend on our community's support through and after this crisis.
- enjoy and share these inspirational messages from [U.S. Travel](#) and [Kansas Tourism](#).

Businesses and workers in the travel industry were some of the first and hardest hit by the economic crisis resulting from coronavirus. U.S. Travel estimates that 30% of the total unemployed due to COVID-19 are workers related to the travel industry.

Visit Salina cheers those that are helping their neighbors, being kind, smiling and keeping a positive attitude. When the time is right, the travel and tourism industry will be integral to our nation's recovery—for the economy and American jobs. But it is the spirit of travel that will heal our country's morale.



The spirit of travel will be a necessary and prominent component of our return to everyday life and must be supported and protected. We hope you will join us in honoring the **"SPIRIT OF TRAVEL"** during NTTW.

#VisitSalina

#6740wonderful

#SpiritOfTravel

#TravelAwaits

A robust travel industry has provided significant economic benefits for the nation, in 2019:

- generating more than \$2.6 trillion in economic output, with \$1.1 trillion spent directly by travelers in the U.S.
- generating \$180 billion in tax revenue to support essential services and programs
- supporting 15.8 million jobs, including 9 million directly in the travel industry and 6.8 million in other industries.

GOOD NEWS

We want to hear and share **GOOD NEWS** about how the business community is responding to this difficult time, by stepping outside their norm, reaching out a helping hand. Be sure to tag your social media with #salinastrong to keep this message out there. Also, as things change, be sure to email Tiffany at tbenien@salinakansas.org to update your business information on the salinastrong.com website.



Salina Vortex and Kansas Wesleyan University worked together to produce [Shields for Salina](#) for frontline responders at **Salina Regional Health Center!**



Great Plains Mfg enlisted **Blue Skye Brewery & Eats** to 'brew' hand sanitizer and disinfectant spray to keep the GPM workplace safe for their employees!

IBT saw the need for training on the use of PPEs and other safety measures, and offers their expertise [here](#).

A list of **Kansas-based PPE and other COVID related supply vendors** can be found [here](#).



GOOD NEWS Continues on Page 8.

WELCOME ABOARD

New Members

KRISSY BLOCKLINGER & 2103 S. OHIO
(785) 825-4241
Associates-Allstate Agency

CLING PICKUP & DELIVERY
(785) 251-0021

RESCARE KS CENTRAL
1200 N. 4th Street
(785) 825-5825

Thank you to these renewing members! The Chamber appreciates your continued support!

- Bell Memorials, LLC
- Brookdale Salina Kirwin
- Central National Bank
- CES Systems
- Cleaning Lady
- Davis & Associates
- Diamond Transfer
- Eggers & Zimmerman Law & Mediation
- Exchange Bank
- Hays Academy of Hair Design
- HCB Management Services
- Home Builders Association of Salina, Inc.
- Horizon Farm & Ranch Realty, LLC
- Huseman Veterinary
- Interim Healthcare of Salina
- Congressman Roger Marshall
- Miracle Ear
- Mokas Coffee, Inc.
- Olive Garden
- Pickel & Bruckner, LLC
- PrairieLand Partners
- S.M. Hanson Music, Inc.
- Schwerdtfager Masonry, LLC
- South 40 Lodge
- Suburban TV & Appliance Center, Inc.
- Team Employment, LLC
- XWE Entertainment/Wrestling LLC



In The News

Because of the COVID-19 Pandemic and the economic impact felt by many, **OCCK TRANSPORTATION** will continue free fares for all public transit services, including CityGo, 81 Connection, Paratransit and City of Abilene through the month of May. Counties served include: Saline, Ottawa, Cloud, Republic, Jewell, Mitchell, Lincoln, Ellsworth, Osborne, Smith, McPherson, Marion, Dickinson, Clay. Follow OCCK Transportation on Facebook or go to www.salinacitygo.com for more information as it becomes available.

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**.

CENTRAL NATIONAL BANK has promoted Miranda Tabor to field manager. Tabor will be managing the Salina market in this new role. She is active in the community as the co-treasurer for the Salina Innovation Foundation and a volunteer with Visit Salina. Congratulations Miranda!

FAMILY HAIR FLAIR recently celebrated 5 years of business at their Lincoln, KS location. Their Tescott location celebrated 32 years of business. Congratulations on two very successful salons!

HEARTLAND DERMATOLOGY AND SKIN CANCER CENTER is pleased to welcome Brandon Litzner, MD, a board certified dermatologist along with two physician assistants. In addition to Dr. Litzner, Heartland is proud to announce that Ashton Youngers, PA-C and Danielle Gemignani, PA-C have joined the team. Both are board certified from the NCCPA.

KSAL'S CLARKE SANDERS recently semi-retired from his radio career of nearly four decades. Sanders will no longer be a full-time host of "Friendly Fire" or "The Clarke Sanders Show". He began with KSAL in 1985, ten years into his career. He plans to still host trips and do some sports play-by-play. The Chamber and Visit Salina congratulate Clarke, and thank him for his many hours of volunteer service to our organization!

take to meet

Salina Ortho

as Kallie Burgardt answers five questions about their organization:



Tell us about your business. What makes it unique or special in comparison to your competitors?

- *Our differences add up at Salina Ortho. We pride ourselves in providing all those extras that make us unique and different with respect to the orthopedic care you would like to receive.*
- *As a private practice we bring a more personal level of care to our patients. Our highly regarded relationship with Salina Surgical Hospital gives us added capabilities to reach, treat and serve our patients.*
- *Experience Counts! With over 45 years of orthopedic service our providers are ABOS Board Certified.*
- *We are where you live, work and play. Including outreach clinics, for most patients, we are a short drive away.*
- *As we move forward, how can we continue to keep compassion and quality at the forefront of everything we do? In remaining patient-focused, we ensure that when other professionals join us, they share this view.*

Historically, how has the demand in this area been for your product or service?

- *High Demand. We treat patients from the ages of newborn to 100. Our service line has expanded over the last five years to include Physical Therapy, Occupational Therapy and Durable Medical Equipment related to Orthopedics.*

How has your operation changed in the face of the COVID-19 pandemic?

- *Our primary focus always has been and always will be the patient. Our surgical approach the last couple of months are patients that need essential and emergent surgery. We continue to see patients for fractures and post-operative care. Even with the pandemic, accidents, falls, and pain still occur. Salina Ortho is open and available to help meet those patient's needs. Moving forward we understand that this pandemic has affected our patients, and many are in pain and need surgical care to relieve pain. We are eager and are working closely with Salina Surgical Hospital to achieve this.*

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

Don't miss!



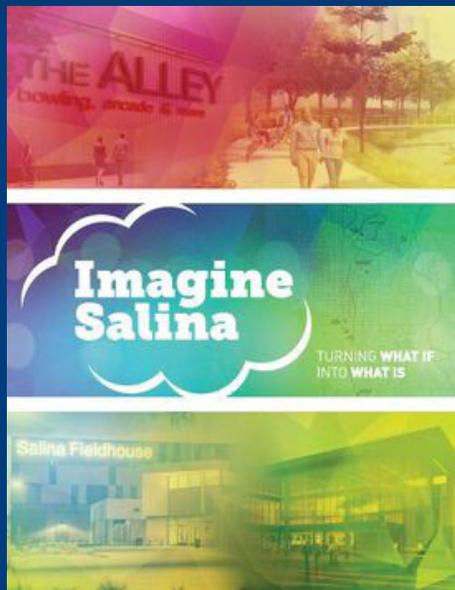
A series of online zoo adventures for your Stay in Place entertainment!

See them all on the zoo's Facebook page!



Change, change, everywhere change

SculptureTour Salina has postponed the early May UNwrap celebration to unveil the 2020 exhibit downtown. A new date has not yet been determined. Stay tuned for more information as it becomes available.



Now Hiring!

Despite the current circumstances, there are employment opportunities in Salina. [Click here](#) to find out more.



120 W. Ash, P.O. Box 586 • Salina, KS 67402-0586
785-827-9301 • fx 785-827-9758 • www.salinakansas.org

HELP US KEEP YOUR ADDRESS CORRECT If address is wrong in any respect, please correct directly on the label and return to Chamber of Commerce. Thank You!

Right place. Right reason. Right *now*.

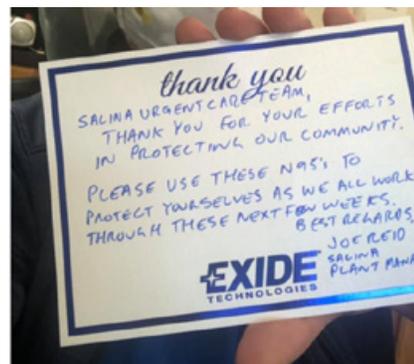
salinakansas.org

GOOD NEWS continued

Food Bank: With 192 years of combined business in Salina, Larry Marshall, **Marshall Motors**, North McArthur, **Long McArthur**, and Mike Money, **Money Automotive** partnered to make a \$15,000 donation to the **Emergency Aid Food Bank**. These business leaders recognize we are stronger together!



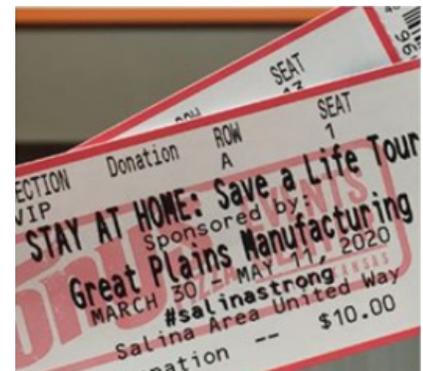
Thanks to a \$1 million grant from **Sam's Club**, emergency assistance is being provided to small businesses.



Exide Technologies donated N-95 masks to help protect frontline medical personnel! Bottled water was donated to these heroes by **Bennington State Bank!**

Tony's Pizza Events Center and Great Plains Mfg teamed up to 'sell tickets' to the STAY AT HOME: Save a Life Tour. For each \$10 donation, a limited-edition ticket for the event will be mailed to the donor, and Great Plains Mfg will match donations up to \$5,000. The 'event' will benefit the **Salina Area United Way COVID-19 Fund**.

How can YOU make a difference? Check out these ideas under ["How to Help"](#).



Chamber**NET**

Next mailing is June 1st



ChamberNET is an inexpensive, direct mail marketing service provided by the Chamber. It is a very cost-effective vehicle to promote your product or service. Don't miss this opportunity to reach a large market with your powerful message.

Here are the details to participate:

- Provide **1,100** 8.5" x 11" flyers (not folded) to the Chamber office, 120 W. Ash. The Chamber reserves the right to refuse information, if necessary.
- Cost is \$125 per first page, \$50 per additional attached page, and \$60 per separate additional pages. New members get their first *ChamberNET* mailing free.

Your Chamber will collate the flyers and mail them to the entire Chamber membership.

The deadline to have your flyers to the Chamber office is **5pm, Friday, May 22!**




Salina
Area Chamber of Commerce

Right place. Right reason. Right *now*.

★ **Kustom Kemps Of America© (KKOA) ★**

★ **40th Annual LEADSLED SPECTACULAR Car & Truck Show★**

Salina, Kansas, Oakdale Park - July 23-24-25-26, 2020

2000+ Hotrodding Entrants, and 1,000's of Spectators

★ **Proudly Presents the 5th Annual★**

Vintage Flea Market Spectacular

★ **July 24-25, 2020 ★ Salina, Kansas★**

Inside air conditioned 4-H Expo Center & Kenwood Hall, next door to Oakdale Park, & Salina Water Park.



Vintage interior, and exterior Home Decor!

Classic & Retro Furniture, Clothing, Jewelry, lights, fans, Watches, Architectural Salvage, Colored Sinks,

Tubs, Stools. Cabinets, Porch posts, old Fencing, Patio sets, Statues, Books, Mags, Window's & doors

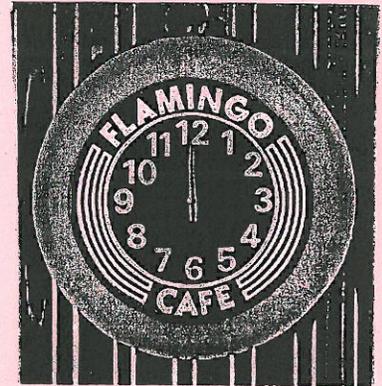
Pictures, Radio's, TV's. Kitchen applicancies, Automotive Tools, used parts, tires and wheels

Collectables, Bathroom & Bedroom mirrors, etc. etc.

Entries accepted at door, with space available.

Move-In: Thur. 8:a-5p,...Move Out: Sat. 5p-6p

Spectator Hours:...Fri. 26th, 9a-5p,...Sat. 27th, 9a-5p, (No Sunday)



★ **Vendor Space! \$30.00 First 10' x 10' \$15.00 Ea. Additional 10' ★**

Previous Vendor Feedback! Excellent, clean facility, I'll be back.

Info. and Salina Event Director: Barb Young 785-452-5272, email: byoungkst8er@gmail.com

★ **Vintage Flea Market Vendor Agreement★**

(No Subletting of Space Please - Electricity is on a first come, first serve basis - No Refunds Please)

We hereby apply for vendor participation in the KKOAs Leadsled Spectacular Vintage Home Decor Marketplace. It is our/my understanding that our participation is subject to all conditions and regulations governing the event and its production. Enclosed is our check, MO, Visa/MC, made payable to the KKOAs. All space must be paid in full, before set-up. Spaces allotted on a first paid, first served basis. No reservations held without payment. In consideration of the acceptance of the right to participate, entrants, participants, and spectators, by execution of this entry form, release and discharge Kustom Kemps of America, City of Salina, County of Saline, State of Kansas, and their officials and directors, employees, agents, representative and servants, and anyone else connected with management or presentation of the 2020 Leadsled Spectacular Vintage Flea Market Spectacular, of and from any and all known damages, injuries, losses, judgements, and /or claims from any cause whatsoever that may be suffered by any entrant to his person or property. Further, each entrant expressly agrees to indemnify all of the foregoing entities, firms, persons, and bodies, of and from any and all liability occasioned or resulting from the conduct of entrants or any participant assisting or cooperating with entrant and under the direction or control of entrant. All federal, state, and local laws governing retail sales tax must be followed. I do understand the rules and regulations of the show and will comply. I realize that failure to comply may result in expulsion from the show. Please Print Clearly.

✧ **Vendor Name:** _____ **No. of Booth spaces** _____

(2) vendor passes per booth Attended by: (name) _____

Style Products (est.): _____

Address: _____ **City:** _____ **State:** _____ **Zip:** _____

Phone: _____ **E-mail:** _____

Payment Form: Check _____, **Visa/MC#:** _____ **Exp.** _____ **CCV CODE** _____

Signature (required to participate): _____

Please make checks payable to KKOAs and return this agreement w/payment to:

KKOAs, 26 Main, Cassville, MO 65625-9400, Phone: 417-847-2940

E-Mail: ktemp09@centurytel.net, Web: www.kustomkempsofamerica.com

★ **Thanks For Re-purposing The Vintage & Retro Days Culture**