

CHAMBER CONNECTION

A Monthly Publication of the Salina Area Chamber of Commerce

JANUARY 2018 Volume 58, Number 1

SkyWest

AIRLINES®

UNITED EXPRESS



AT A GLANCE...

Business After Hours January 11
Fierce Athletics and Training
5-7pm • 100 E. Avenue A, Suite C

Junior Leadership
Applications Due. January 11
Chamber Office
5pm • 120 W. Ash

Business After Hours January 25
Kansas State Polytechnic
5-7pm • 2310 Centennial Road

Business
Seminar January 10, 17, 24, 31
Dale Carnegie Series
Visit Salina Annex
3-6:30pm • Visit Salina Annex – 120 W. Ash

Chamber Annual
Meeting/Banquet January 30
Tony's Pizza Events Center
5:15pm • 800 Midway

Details inside!

ON OUR WEBSITE...



When you see this icon, it indicates that more information can be found on our website. Watch for it in all our publications!

PASS IT ON!

- Human Resources
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SKYWEST AIRLINES SELECTED TO PROVIDE SERVICE AT SALINA See Page 4

Salina

Area Chamber of Commerce

OFFICIAL PUBLICATION

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SDI AND CHAMBER

Downtown News

By Penny Bettles, Salina Downtown, Inc.
pbettles@salinadowntown.com • 825-0535



A look back to some of Salina Downtown's greatest moments in 2017!

The 68,500 square foot Salina Fieldhouse opened in July of 2017! The Fieldhouse hosts several youth and adult programs as well as many tournaments throughout the year!



Salina Downtown, Inc. introduced a new event in October of 2017! The SaWINEa Downtown Wine Walk was a tremendous success. With a sold-out crowd, six Kansas wineries, one hoppy local brewery, and very excited merchants, we're sure to make this an annual event!

In 2017 the SDI/BID Board of Directors hired Spencer Griffin as the Downtown Aesthetic Specialist. Spencer is tasked with helping keep downtown aesthetically pleasing for business owners and pedestrians alike! If you see Spencer



toddling around in the work truck, be sure to say hello!

In 2017 the Salina Downtown Christmas committee purchased 50 sparkly snowflakes to hang on the pedestrian light poles during the holiday season! We are fundraising to purchase 50 more in 2018!



GREAT THINGS ARE COMING IN 2018

A lot of exciting changes are coming to Salina Downtown in 2018, be sure you are up to date on construction happenings, street closures, annual events and more by following us via:

Salinadowntown.com

Facebook.com/salinadowntown

Monthly Newsletter

(text SalinaDowntown to 22828 to join our email list)



Ribbon Cutting



Summers, Spencer & Company celebrate with a Chamber ribbon cutting!

Junior Leadership 2018 Applications Due

The Chamber's Junior Leadership Salina program is beginning its 31st year, and is open to members of the junior class at Central, South, Sacred Heart, Ell-Saline, Southeast of Saline High Schools, Salina Christian Academy, St. John's Military School, and home school students. A maximum of 20 participants will be chosen. Dress for the program is casual, and students with special needs can be accommodated.

Sessions will include informative presentations by a variety of area leaders, tours, panel discussion and dialogue between participants and program presenters. Each session will be held in the evening and will last two to three hours. Attendance is mandatory for all sessions.

The objectives of the program are:

- To develop knowledge about the community
- Develop and encourage use of personal leadership skills
- Stimulate interest in becoming involved in community activities and assuming leadership roles

Application forms are available at the Chamber office, 120 W. Ash, at each school, or can be completed and submitted online at www.salinakansas.org. Just click on the "Chamber" tab on the home page; Go to Chamber programs and scroll down to Junior Leadership Salina. Application deadline is Thursday, January 11, 2018. Tuition is \$100; however, participants are asked to pay only \$25. The remaining \$75 will be underwritten by sponsorships from the business community and other interested individuals.

Topics and dates for the 2018 program are:

- "Orientation and Chamber of Commerce" February 5
- "Local Government" February 21
- "Education" March 5
- "Business, Finance & Industry" March 12
- "Putting the U In Community" March 26
- "Leadership Skills" April 2

For more information, contact LaCrista at the Chamber, lbrightbill@salinakansas.org or 785-827-9301.

Follow the Salina Chamber and Visit Salina on Facebook.



< 140



Visit Salina

Today is the inaugural "Purple Friday" in Salina. This is a cooperative promotion between Kansas Wesleyan University and Kansas State University Polytechnic Campus. Every Friday, wear purple to support your local universities, and receive discounts at restaurants and businesses around town. Learn more at www.salinapurplefriday.com. #SalinaPurpleFriday



Visit Salina shared Salina Airport Authority's post.

Great news for Salina!!



Salina Airport Authority
December 22 at 12:05pm

SkyWest Airlines Selected to Provide United Express Service at Salina, KS



SkyWest Airlines Selected to Provide United Express Service at Salina, KS

WEB-EXTRACT.CONSTANTCONTACT.COM



Visit Salina

Visit Salina and the Salina Parks and Recreation are extremely pleased to announce a partnership with USSSA Basketball in their decision to bring it to the House! – in confirming the USSSA Midwest Crossroads Regional Championship at the Salina Fieldhouse, June 1-3, 2018!

Teams interested in participating should register here --> <http://bit.ly/USSSAMidwestCrossroadsRegionalChampionships>

https://youtu.be/5Ju_MH2Jx9o



USSSA Basketball Midwest Crossroads Regional Championship 2018 To Be Played In Salina, Kansas

YOUTUBE.COM



SkyWest Airlines Selected to Provide United Express Service at Salina

Flights to Both Denver and Chicago O'Hare to Start April 2018

The United States Department of Transportation selected SkyWest Airlines, Inc to provide Essential Air Service flights at the Salina Regional Airport, Salina, KS. The airline will operate as United Express using 50-seat Canadair Regional Jet (CRJ-200) aircraft. Operating as United Express, SkyWest will provide Salina and the North Central Kansas Region with flights to United Airlines' Denver (DEN) and Chicago O'Hare (ORD) hubs. Flights will provide seamless ticketing, connectivity and baggage transfer on United Airlines.

The DOT's SkyWest selection is for a two-year contract term starting April 2018. SkyWest will replace Great Lakes Airlines, which has served Salina since June 14, 2016.

Salina Mayor Kaye Crawford commented, "The selection of SkyWest Airlines marks the beginning of a new era in air service for Salina. United Express jet service to both Denver and Chicago opens a world of travel opportunities for all of North Central Kansas residents."

Tim Rogers, A.A.E., Salina Airport Authority executive director stated, "There are few greater contributors to economic development than quality air service. United Express service operated by SkyWest to both Chicago and Denver will increase trade activity to and from Salina and North Central Kansas by enabling faster and easier movement of passengers to more locations. Quality air service helps with business recruitment, business retention and quality of life."

"Quality air service helps with business recruitment, business retention and quality of life."

**Tim Rogers, A.A.E.,
Salina Airport Authority
Executive Director**

"We're pleased that SkyWest was selected by the DOT and Salina to provide quality, reliable service as United Express," said Greg Atkin, SkyWest's Managing Director of Market Development. "We look forward to providing Salina travelers the comfort and convenience of the 50-seat jet, with access to these key United hubs and hundreds of destinations beyond."

Information on flight schedules, fares and SkyWest's start date will be available by mid-January.

If you would like more information about this topic, please contact Tim Rogers at 785-827-3914 or email at trogers@salair.org.

SkyWest Airlines is a wholly-owned subsidiary of SkyWest, Inc. (NASDAQ: SKYW). As a leading air service provider offering global access to millions of people each month, SkyWest partners with the world's largest network carriers including United Airlines, Delta Air Lines, US Airways, American Airlines and Alaska Airlines. With a fleet of 423 aircraft,

SkyWest's more than 12,700 aviation professionals operate more than 2,000 flights each day to 237 destinations throughout North America. SkyWest is known for its industry leading workforce, exceptional leadership team, and continued solid operational and economic performance. The airline is headquartered in St. George, UT.

Visit www.skywest.com for more information and follow @SkyWestAirlines on Twitter.

Convention Corner

UMC ONE EVENT • Jan. 6-7 • Tony's Pizza Events Center

More than 1,000 youth and advisors from all over Kansas and Nebraska will gather for worship and fellowship at the Great Plains UMC OneEvent. This year's theme is Dead or Alive? based on James 2. In addition to captivating speakers, bands, and special guests there will be opportunities for service and fun as well as a chance to meet leaders from our camps, campus ministries, and more.

Kansas Land Surveyors • January 11-13 • Webster Conference Center

Over 250 people are expected to attend the Salina Seminar Series at Webster Conference Center, January 11-13. Attendees can earn up to 16 professional development hours. Featured speaker Charlie Tucker will present the AREMA Railroad Surveying 101 class. A special guest will

present a class on the "Science... Art of Communication," plus Danny Cahill, PS, from NBC's the "Biggest Loser." For those planning to take licensing exams, up to 20 hours of exam prep classes will be presented. Classes are taught by Steve Brosemer, PS, Rod Zinn, PS, and other professionals.

Welcome to Soil Health U • January 24 & 25 • Tony's Pizza Events Center

High Plains Journal is proud to host their first-ever Soil Health U and Trade Show event. This two-day educational program is packed with farmer-speakers and industry experts, all of whom will help attendees learn more about how to adopt soil health practices on their farm or ranch. The program and trade show is designed to suit a variety of audiences. A farmer practicing conventional tillage who wants to learn more about how adopting soil health practices can help make money should be at Soil Health U! Register at www.SoilHealthU.net



Good Sports!

Visit Salina has been busy hosting **site visits** for sports and events rights holders. Reps from associations such as USSSA, MAYB, NJCAA, and the USBA have come to see in person what Salina has to offer. In addition to the Salina Fieldhouse and the Tony's Pizza Events Center, stops on these visits include many local sports facilities such as Mabee Arena, Graves Family Sports, Bill Burke Park, Dean Evans Stadium, and the Salina Soccer Complex to name a few. Area attractions such as Rolling Hills Zoo, the Smoky Hill Museum, local restaurants and of course our lodging properties are additional highlights to show prospects while they're in Salina. "It's a fun time to sell Salina to sports and event associations," says Tiffany Benien, Sports Manager for Visit Salina. "Our location, plus new facilities, 2100+ lodging rooms, 90+ restaurants, many attractions as well as the pipeline projects and new construction have surprised and impressed our visitors." Prospective clients have provided positive feedback following their visits to Salina. The Salina Fieldhouse has already received reservations for two future events resulting from the site visits.

The annual **Kansas Tournament of Champions Wrestling Tournament** will be held on January 26-27, 2018 at the Tony's Pizza Events Center. Hosted by the Salina Kids Wrestling Club, this tournament hosts more than 1,400 youth wrestlers and 3,000+ spectators from Kansas, Missouri, Nebraska, Oklahoma, and Colorado. The Salina Kids Wrestling Club looks to continue hosting one of the premier wrestling tournaments in the state of Kansas this year and continue its streak of record breaking attendance for the ninth year in a row. Participants can weigh-in on January 26, Friday night between 6pm and 8pm. New this year there will be a girls' division. The tournament begins Saturday morning at 8:30am, and admission is free. For more information about the tournament or sponsorship opportunities, contact tournament director Rich Zimmerman at (785) 823-3987.

The **7th Annual X-Treme Gymnastics Winter Wonderland** event will be held January 27-28 at Salina Fieldhouse. Organizers expect more than 400 athletes from outside the area to compete. "We are excited to be utilizing the Salina Fieldhouse for our event. The space is going to make the event run so much better. We hope to make this a yearly event there," said organizer Sheena Torres. The tournament is open to all levels, and sanctioned by the Amateur Athletic Union (AAU). For more information contact Sheena Torres by e-mail sheenatorres87@hotmail.com.

Marquee Welcomes

January 5-7	Great Plains UMC Youth
January 9	High Plains Journal Sorghum U
January 11-13	Kansas Land Surveyors
January 18-20	Salina Inv'l Basketball
January 24-25	High Plains Journal Healthy Soil U
January 26-27	Kansas Kids Wrestling TOC
January 27-28	X-Treme Winter Wonderland Gymnastics

JUN 1-3
DEADLINE
MAY 24

USSSA
Midwest Crossroads
REGIONAL
CHAMPIONSHIP
2018

\$250
ENTRY FEE

SALINA FIELDHOUSE
140 N 5TH STREET | SALINA, KS 67401

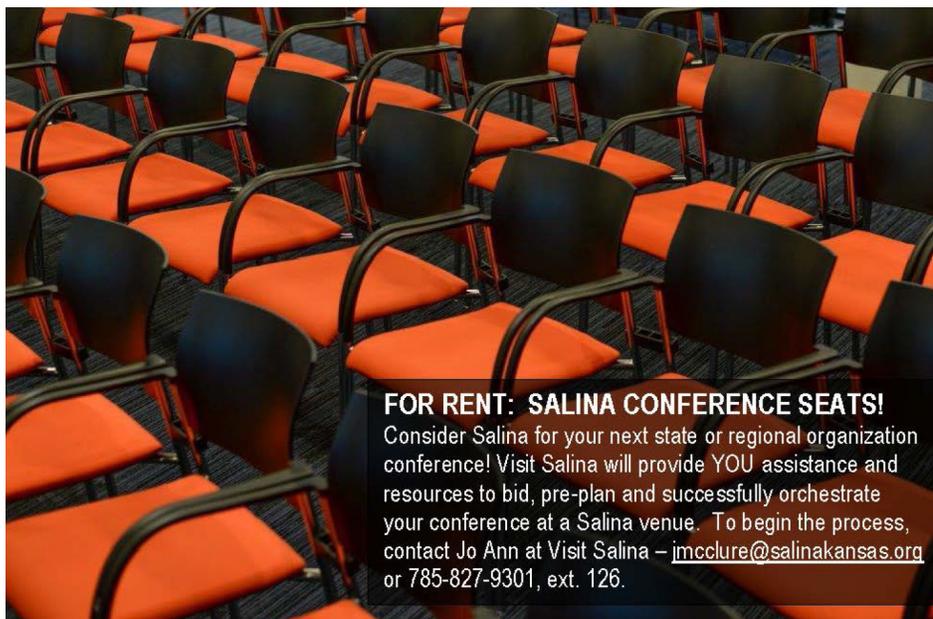
6 COURTS UNDER ONE ROOF!

BOYS & GIRLS | GRADES 3RD-12TH
3 GAME GUARANTEE
LIVE GAMEPLAY MONITORS
ALL TEAMS QUALIFY FOR NATIONAL CHAMPIONSHIP

JAMES TAYLOR - NATIONAL BASKETBALL DIRECTOR
JAMES.TAYLOR@USSSA.COM | 561-988-8758
WWW.USSSANATIONALBASKETBALLCHAMPIONSHIPS.COM

USSSA to 'BRING IT TO THE HOUSE!'

Visit Salina and Salina Parks & Recreation are excited to announce our partnership with USSSA in hosting the Midwest Crossroads Regional Championship, June 1-3. James Taylor, USSSA Basketball ED said, "Salina's location at the intersection of I-135 and I-70 is ideal for attracting teams from Nebraska, Oklahoma, Texas, Missouri, Colorado and of course Kansas." Teams will have the chance to face new opponents in their quest for the title and those championship rings! Sign your team up today!



FOR RENT: SALINA CONFERENCE SEATS!
Consider Salina for your next state or regional organization conference! Visit Salina will provide YOU assistance and resources to bid, pre-plan and successfully orchestrate your conference at a Salina venue. To begin the process, contact Jo Ann at Visit Salina - jmcclore@salinakansas.org or 785-827-9301, ext. 126.

Did You Know? Tourism activity brings in \$556 million in state and local government revenues. Each household in Kansas would have to pay \$500 to generate this revenue.



In The News

BENNINGTON STATE BANK, 2130 S. Ohio, recently recognized Mike Berkley for 50 years in banking. Berkley graduated from Tescott High School in 1957, and from the University of Kansas in 1961 with a degree in accounting, and then in 1964 from KU's law school where he served on the Kansas Law Review. In 1967, Berkley and his siblings purchased the Bennington State Bank (BSB) from their prior generation of relatives. Over the past 50 years and under Berkley's leadership, BSB has grown in asset size from \$5 million to \$700 million, with 7 locations and more than 100 employees. The bank has consistently rated a 5-star bank and in 2014 was selected as one of the top 100 performing banks in the US by SNL Financial.

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**.

SAINT FRANCIS COMMUNITY SERVICES has announced that Bill Whymark has been named their Chief information Officer. Bill brings more than 20 years of experience to the role, having held analytical leadership positions with global entities including Northwest Airlines, IBM, General Electric and GE Capital. He holds an MBA in marketing research from the University of Pittsburgh's Katz Graduate School of Business, as well as a Ph.D. in marketing sciences.

Doug Williams has joined **THE BANK OF TESCOTT**, 600 S. Santa Fe, as Chief Credit Officer. Williams moved to Salina from St. Louis where he worked for Rabo AgriFinance, an agricultural lending firm. His expertise is in credit and nonfinancial risk with a focus on restricting and collection of ag loans nationwide. Williams has been in the banking industry for more than 14 years.

KANSAS WESLEYAN UNIVERSITY announces that Trisha Peta, assistant professor in their department of Business and Accounting, has completed her doctorate in business administrations from California Southern University. Her bachelor's degree is in economics with a business minor from the University of Kansas and her Master of Business Administration is from Argosy University.

New Members

GEISLER ROOFING AND HOME IMPROVEMENT
1001 E. Crawford
Mike Peterson
(785) 819-5048
mike@geislerroofing.com

THE SAINT FRANCIS FOUNDATION
405 E. Iron
Rev. David Hodges
(785) 823-2036

JENNI'S LIQUOR
11989 W. Old Hwy 40
Brookville, KS 67425
Jenni and Jerry Jones
(785) 342-0410
Jennijojones5@gmail.com

SMG UNLIMITED, LLC
711 Roach
Scott Gordine
(785) 714-0205
scott@smgunlimited.com

TK'S SMOKEHAUS - SALINA
117 N. Santa Fe
Terry Kinderknecht, Frankie Kline
(785) 714-0020
tk9274@gmail.com



Legislative Issue Meetings Scheduled

In an effort to keep area citizens informed on state legislative activity during the 2018 state legislative session, the Chamber will host a series of Legislative Issue Meetings with our local Saline County Legislative Delegation. The meetings will be held Saturday, February 17, Saturday March 17, and Saturday May 19. They will be held from 8:30-10am at the Chamber's Visit Salina Annex, 120 W. Ash.

Senator Randall Hardy, and Representatives Steven Johnson, Diana Dierks, and J. R. Claeys, have been invited to attend. The format of the meetings will consist of opening remarks from the legislators, written questions from the audience, and closing remarks from the legislators. The meetings are sponsored by AT&T, and are open to the public free of charge.

2018 "Business After Hours" *Fast Pass* is on sale now!

For \$40, the pass will gain you admittance to all Chamber After Hour events throughout the year.

To order your 2018 *Fast Pass*, contact Delta at the Chamber office, 827-9301 or email dbryant@salinakansas.org





**JANUARY 10 in SALINA - DALE CARNEGIE COURSE
CONFIDENCE. COMPETENCE. ENTHUSIASM.**

When you look at successful people, what do you see? *Confidence. Competence. Enthusiasm.* They're engaged in all aspects of their work and life, inspiring others as they lead by example.

In a results-oriented business environment, accomplished leaders know that engaging their teams is critical to achieving goals. Research tells us that teams who are enthusiastic, inspired, confident and empowered are considerably more likely to engage in achieving organizational goals. Dale Carnegie has been inspiring and transforming leaders for more than 100 years. The results are even more relevant today.

DALE CARNEGIE COURSE in SALINA

Wednesdays: Jan. 10 - Feb. 28 | 3:00 PM - 6:30 PM
Salina Area Chamber of Commerce - Visit Salina Annex
120 W. Ash Street, Salina, Kansas

In this course, you'll learn to strengthen interpersonal relationships, manage stress and handle fast-changing workplace conditions. You'll be better equipped to perform as a persuasive communicator, problem-solver and focused leader. And you'll develop a take-charge attitude initiated with confidence and enthusiasm.

Click here to learn more or to register today:
<http://tiny.cc/salinacourse>

Salina Area Chamber of Commerce Members Save 15%
with Promo Code: **salinachamber2018**



For more information, email
Lindsey.Solida@DaleCarnegie.com
or call (785) 320-2753.

Chamber Annual Meeting & Banquet to be Royal Event!

The Salina Area Chamber of Commerce has announced that open gallery seating is being made available for their Annual Banquet and Membership Meeting, Tuesday, January 30, featuring Dayton Moore, General Manager of the Kansas City Royals. Cost of the gallery seating, located on the north side of the arena, is \$25 per person. Children 18 years and younger will be admitted free with a paying adult. No dinner will be served with gallery seating.

The banquet will be held in the Arena of the Bicentennial Center. Dinner tickets are still available. They are on sale now to Chamber members for \$60 per person, and \$85 per person to the general public. A membership reception will be held from 5-6:15pm in Heritage Hall of the Center. A silent auction of Royals memorabilia will take place at the membership reception!

The banquet will begin at 6:30pm with a plated dinner on the floor of the arena. The program will begin at approximately 7pm with remarks by outgoing Chamber Chairman Guy Walker, incoming Chairman Mark Ritter, and the address by Dayton Moore.

To order dinner or gallery tickets, persons can call the Chamber at (785) 827-9301, email [Sandy Cole, scole@salinakansas.org](mailto:scole@salinakansas.org), or stop by the Chamber office, 120 W. Ash.

Find me on

facebook

Search for us at
Salina Chamber
and
Visit Salina

BUSINESS *after* HOURS

REFRESHMENTS • TOURS • DOOR PRIZES

Fierce Athletics and Training

100 E. Avenue A, Suite C

Thursday, January 11

5-7pm • \$5 per person or Fast Pass
(\$40 in 2018)

Fierce Athletics and Training is a cheerleading institution that focuses on teaching tumbling and safe stunting techniques in a fun environment. They would like you to check out their newest facility, meet a few members of their Titans and Oracles teams, and watch them in action. See for yourself just what their "Cheerleaders" are all about!

Kansas State Polytechnic

2310 Centennial Road

Thursday, January 25

5-7pm • \$5 per person or Fast Pass
(\$40 in 2018)

Kansas State University Polytechnic provides learners with the opportunity to pursue innovative education, applied research, practical field experiences, and professional lives. Their move to a polytechnic campus solidifies their promise to provide a small campus atmosphere with a professional learning environment. Come on out and hear about all of the educational program they offer.

Last year we gave away
\$4,600! It pays to attend!!

\$ It Pays to Attend \$

Come on out, network with fellow Chamber members and discover all that **Fierce Athletics and Training** and **Kansas State Polytechnic** have to offer. For reservations, call (785) 827-9301 or email dsmith@salinakansas.org.

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

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

**Salina**
Area Chamber of Commerce

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

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please correct directly on the label and return to Chamber of Commerce. Thank You!

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Right place. Right reason. Right *now*.

salinakansas.org

 **Salina Area** NEWS
YOUNG PROFESSIONALS

Check it out at <http://www.salinakansasyp.com>

01.16.18 • SAYP 2018 KICKOFF EVENT

5-8PM • SALINA COMMUNITY THEATRE, 303 E. Iron

Come checkout what the YPs have planned for the New Year. There will be fun, food, prizes, and drinks! You do not have to be a member to attend.



Congrats to the winners of the Ugly Sweater Contest and the Bake-Off Contest at the YP Christmas Party held at BEL Tree Farm!