

CHAMBER CONNECTION

A Monthly Publication of the Salina Area Chamber of Commerce

DECEMBER 2018 Volume 58, Number 12



AT A GLANCE...

Business After HoursDecember 6
Saint Francis Ministries
405 E. Iron Ave. • 5-7pm

Details inside!

PASS IT ON!

- Human Resources
- Communications
- Sales
- Staff Break Area

**ROB RIGGLE TO SPEAK AT
CHAMBER ANNUAL MEETING** See Page 4

Salina

Area Chamber of Commerce

OFFICIAL PUBLICATION

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Don Weiser

From the CEO

2019 Annual Banquet Speaker

It is with great pleasure and excitement that we have announced Rob Riggle, Marine Corps veteran, comedian, actor, writer and producer as our 2019 Annual Banquet speaker.

The Chamber has a long-standing tradition of securing high profile speakers for our annual banquet, like President Ronald Reagan (at the time serving as Governor of California), President Gerald Ford, Elizabeth Dole, Tommy Lasorda, First Lady Barbara Bush, Dick Cheney, Fran Tarkenton, Lou Holtz, Gen. Colin Powell, Prime Minister John Major, President George H. Bush, Cal Ripken, Jr., Mike Huckabee and Dayton Moore just to name a few. Rob joins that long line of high profile speakers.

As a matter of fact, the Salina Area Chamber of Commerce has the distinction of having the largest attended annual banquet of any Chamber of Commerce in the United States. That was 6,000 attendees when Alaska Governor Sarah Palin spoke in 2010.

In addition to the featured speaker, the banquet provides an opportunity to review highlights of our accomplishments in 2018, and our program of work for 2019. This is integral in choosing a speaker. At times we've been asked why we've chosen particular speakers. Simply, this event is a Chamber membership event rather than a public event. Because we have a message to share with our members, an important part of that decision is to have someone that many people will want to see, which means more members will hear our message.

A false narrative that we often hear is that this event is a fund-raiser for the Chamber. That is just not true. In fact, we would certainly not be in a position to bring the level of speakers we have to Salina without the generous support of our Platinum, Gold and Silver sponsors each year. I want to thank them all for making this level of an event possible. You will see those companies featured at the banquet, and I encourage you to thank them as well.

Looking back at the many annual banquets I've been involved with, some highlights certainly come to mind. Working with the Secret Service and Scotland Yard was certainly not a typical day in the office. The frenzy that came with the announcement of Gov. Sarah Palin was, while expected, beyond anything we could imagine. It has been an honor and privilege to work with all of our speakers, and their staffs to bring interesting and relevant programs to the membership.

You will see details about the banquet and how to get tickets in the cover story of this issue of Chamber Connection. The quick answer is, contact Sandy Cole at scole@salinakansas.org or 785-827-9301 to buy your tickets and tables. See you there!

Sincerely,

Don L. Weiser
President/CEO
Salina Area Chamber of Commerce

HERE'S HOW TO CONTACT OUR CHAMBER STAFF

- | | | |
|---|--|--|
| Don Weiser, President/CEO
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dbryant@salinakansas.org |
| Sylvia Rice, Visit Salina Director
srice@salinakansas.org | | Donna Smith, Office Assistant
dsmith@salinakansas.org |



Chamber Ribbon Cuttings



The Voo, 249 N. Santa Fe, celebrated its new look.



AAMCO Transmissions and Total Car Care opened in Salina at 2221 Tulane Ave.



Long McArthur, 3450 S. Ninth, invited guests out to see their new remodel.



Big Brother Big Sisters celebrates the opening of their new Little Library in front of the office at 500 Kenwood Park Drive.



Holiday Greetings

from your staff at the Salina Area Chamber of Commerce!

Don, Eric, Sandy, Sylvia, Tiffany, Jo Ann, LaCrista, Clare, Kyle, Delta, Donna and Allison



SculptureTour
ISALINA

People's Choice Voting closes 12-31-2018. Pick up brochures for your family and friend group from a downtown business, enjoy the exhibit on Santa Fe and Iron Avenues, vote for your favorite sculpture and drop your completed ballot off back at a downtown business, the SDI office or Visit Salina.



Rob Riggle to Speak at Chamber Annual Meeting



Actor/comedian/writer/producer/director Rob Riggle has been a staple in comedic films and television for more than 15 years. Riggle is known for his memorable characters in comedy hits like “The Hangover” and “Step Brothers,” as well as his stints on “Saturday Night Live” and

as a correspondent on “The Daily Show with Jon Stewart.” Additional credits include “The Other Guys,” “21 Jump Street,” “22 Jump Street,” “Dumb and Dumber To” and, most recently Universal’s “Night School” with Kevin Hart. He also recently appeared in Warner Bros.’ war drama “12 Strong” and Open Road Films’ “Midnight Sun.” On the small screen, Riggle currently created and stars in Sony Crackle’s “Rob Riggle’s Ski Master Academy.” For his voice-over talents, he earned a 2012 Emmy nomination for Outstanding Voice-Over Performance for Disney’s “Prep & Landing: Naughty vs. Nice.”

As he broke into comedy, Riggle was still on active duty with the United States Marine Corps, which he initially joined at the age of 19. Rising through the ranks, Riggle served in various countries including Albania, Kosovo, Liberia, and Afghanistan. Lieutenant Colonel Riggle retired from the Marine Corps Reserve, having served 23 years total (9 years active duty, 14 years in the reserves) and earned more than 22 medals and ribbons.

“...the annual meeting committee sought to...present a laid back, entertaining banquet speaker and Rob Riggle is the perfect choice,”

Mark Ritter, 2018 Chamber Chairman

“This year, the annual meeting committee sought to vary from the traditional politics and sports, and present a laid back, entertaining banquet speaker and Rob Riggle is the perfect choice,” stated Mark Ritter, Chamber Chairman.

Born in Louisville, KY, and raised in Overland Park, KS, Riggle attended Shawnee Mission South High School and graduated from the University of Kansas with a B.A. in Theater & Film. He later received a Master’s in Public Administration from Webster University. He currently resides in Los Angeles with his wife and two children.



An update on Imagine Salina campaign!

Imagine Salina

TURNING WHAT IF INTO WHAT IS



Learn more at www.ImagineSalina.com or contact Don Weiser with questions at 785-827-9301

Graduation 2018

The 2018 Leadership Salina Class graduated at the Salina Country Club on Wednesday, November 14. The five groups comprised of Leadership class members presented their community projects as part of the evening event. Congratulations to the entire class, and particularly to Clare Riordan, our Visit Salina Tourism Information Manager.





Convention Corner

Jo Ann McClure, Visit Salina Convention, Meetings & Military Manager will attend the Kansas Society of Association Executives (KSAE) Annual Conference and Expo in Topeka. KSAE is the 'association of associations', and strong relationships with its members are crucial to our success in re-building our convention market. Jo Ann will be promoting Salina as a destination for meetings and conventions, featuring all assets of interest to the meeting planner and association executive directors...venues, experiences, and the services provided by Visit Salina. This year there is a lot of buzz about the exciting projects in Salina, including the Downtown Streetscape, Homewood Suites, The Alley, and Old Chicago, among others.

Good Sports



Salina has been ALL about football lately! The Kansas Wesleyan University Coyotes advanced to post-season play this year, hosting the opening round game Nov. 17 where they beat Langston University, 15-9 at the Graves Family Sports Complex. The 'Yotes were again victorious against Dickinson State on Nov. 24, 43-40. KWU will play Benedictine

College, Atchison, KS on Dec. 1, again with a home field advantage, with a 1pm kickoff. The winner of that game advances to the NAIA National Championship in Daytona Beach, FL, Dec. 15. Roll 'Yotes!

Visit Salina was thrilled to also host the KSHSAA 2A State Football Championship game on November 24 at Salina Stadium. The brand new press box, concession, and ticketing areas provided a wonderful improvement to the overall fan experience this year for the Riley County Falcons and the Phillipsburg Panthers. The weather was perfect, and the Panthers were victorious in grabbing the state crown, with a final score of 27-0.



WELCOME THESE VISITORS!

Marquee Welcomes

December 1	Fast Pitch Masters Softball Clinic
December 8-9	Prairie Long Rifles, Inc. 26th Annual Living Historic Fair
December 16	Sacred Heart Holiday Classic Basketball Tournament
December	Hunters
December	Shoppers

Dollars & Sense

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

KSHSAA 5A/6A Volleyball
\$580,630

Sacred Heart 5K Run
\$26,200

Frosty 5K & Snow Glow Run
\$68,720

KWU Post Season Football & Soccer games
\$118,720

KSHSAA State 2A Football
\$300,200

PMCA Tank Management
\$4,800

KS Pupil Transportation Board
\$2,100

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.

2018 Kansas Economic Report Highlights

The Kansas economy failed to show any significant growth in 2017 with a major factor being the continuing struggles in the agriculture sector. There were some positive economic indicators in 2017 while data from the first half of 2018 suggests the economy is growing again. One of the positive data sets is that both wages and personal income grew in Kansas during 2017. Average weekly wages grew in Kansas from \$849 in 2016 to \$868 in 2017. Since inflation in the Midwest remained at a relatively low 1.7 percent, inflation-adjusted wages also grew representing an increase in purchasing power for Kansans. In addition, export sales grew in 2017 for the first time since 2013, increasing 10.7 percent to \$11.2 billion.

Saline County Highlights

- In 98 counties, the unemployment rate decreased from 2016 to 2017. Saline County's employment rate dropped by 0.5% to an average of 3.2%.
- The labor force increased in 19 counties from 2016 to 2017. There were nine counties that had labor force growth of one percent or greater, including Saline County.
- Average weekly wage increased in 90 counties in 2017 including Saline County. Inflation adjusted average weekly wages gave Kansans in those counties more money to spend on additional goods and services.

For the complete report visit <https://klic.dol.ks.gov/gsipub/index.asp?docid=744>

New Members

TALLGRASS FINANCIAL LLC

Michael Hernandez
227 N Santa Fe Suite 300
785-200-6960

ROBBY'S FAMOUS CHEESECAKES LLC

Robert Finnell
156 S Santa Fe • 785-820-7204

KATY ENGLAND REALTOR

631 E Crawford • 785-819-6617

SANITY BOUTIQUE

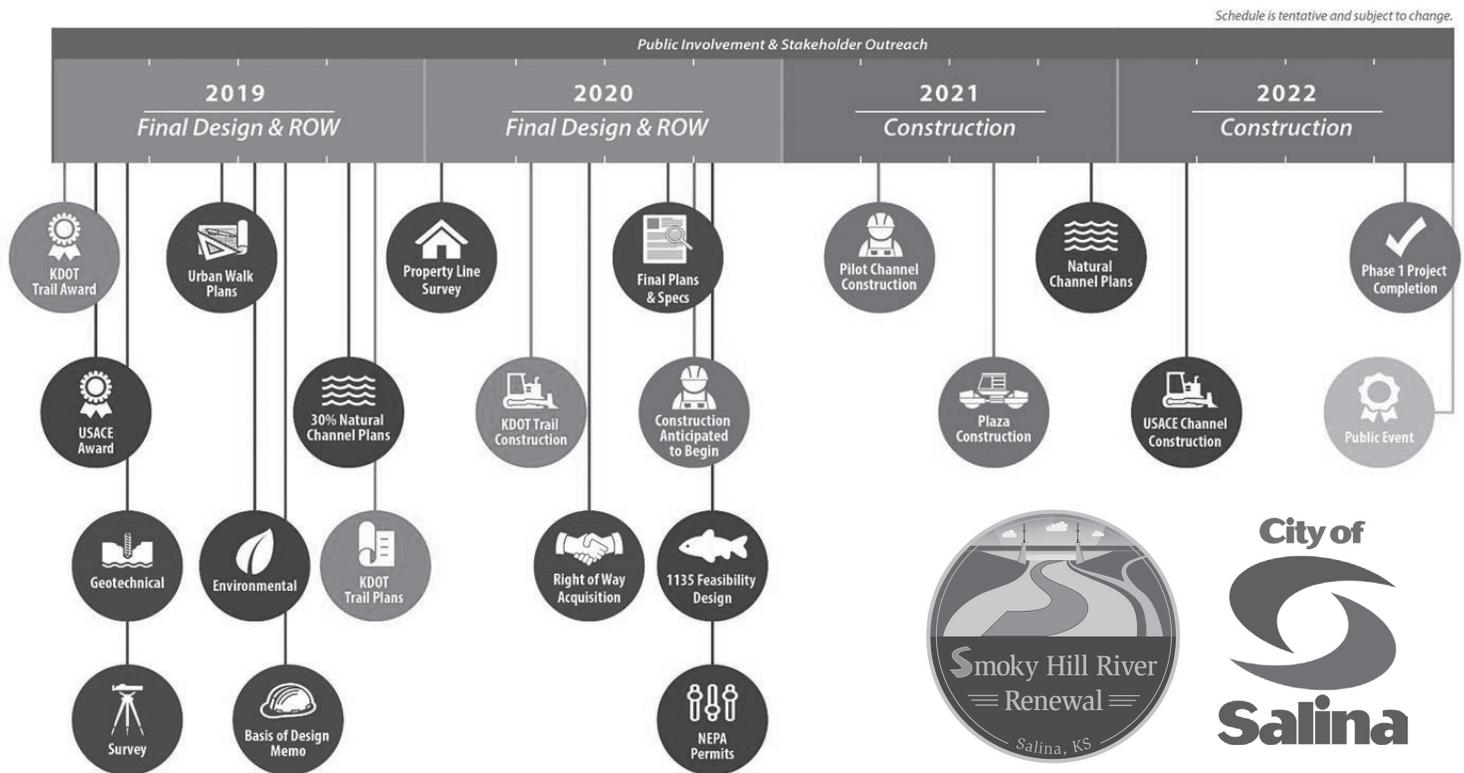
Lori Perez
135 S. Santa Fe • 785-833-2131

XWE ENTERTAINMENT/WRESTLING LLC

Duncan Curtis
316-516-1938

Partner News Smoky Hill River Renewal project

Recently, a public meeting was held to provide an update on the River Renewal project. See the graph below that provides the project timeline.





In The News

After 22 years with Waddell & Reed, Tony Jennings has joined the Wealth Management team at **L&L ADVISORS**. L&L Advisors works with Charles Schwab providing an elite variety of retirement planning and wealth management services, along with a full line of brokerage insurance products. Contact Tony at 785-823-2158 or tony.jennings@lladvisors.net

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**.

TRINITY UNITED METHODIST CHURCH will host Salina Community Area MobilePack with Feed My Starving Children (FMSC) on Martin Luther King Day Weekend, January 20 & 21st. Volunteers are needed to pack 100,000 meals for people around the world. Donations are welcome at <https://give.fmsc.org/salina> MobilePack #1901-219EA. For more information, contact Linda Ourada at lindalaptop@cox.net or 785-452-9638.

FIRST UNITED METHODIST CHURCH, 122 N. 8th, will host "A Taste of Christmas", Saturday December 8, 10am-4pm. The UMW Bakery will have cookies, breads, candy and other holiday items for sale. New is the Christmas Café where you can enjoy spiced cider, cinnamon rolls, bierocks and hot dogs. Specialty baskets will be on sale, along with the UMW A Taste of Love cookbooks. Children can decorate a cookie and watch a Christmas movie while parents shop.

For ten days in October, locally-owned travel center **24/7 TRAVEL STORES** donated 5¢ for every gallon of gasoline sold at its stores to their local food banks. 24/7 Travel Stores has ten locations across nine cities, spanning the state of Kansas: Goodland, Colby, WaKeeney, Hays, Russell, Salina, McPherson, Abilene and Maple Hill. The amount raised across all locations totaled \$23,917.24, and \$3,936.19 was presented to the Salina Emergency Aid Food Bank. The funds raised during the event can be used however the food banks wish - whether for operating costs, perishable groceries or other needs. Thanks to 24/7 Travel Stores!

take 5 to meet

BEL Tree Farm

It's the most wonderful time of the year and the BEL Tree Farm is the perfect place to pick out your Christmas tree with complimentary hot cider and popcorn plus each child receives a free Christmas ornament. The BEL Tree Farm is now open and will be offering horse-drawn hay rides through the first weekend of December. Their property features a wood-heated store front with fresh wreaths, tree stands, and accessories are available for purchase. And to make your experience even brighter their staff is available to assist with cutting, netting and loading your tree. Plus delivery services are available for a fee.

Some special features that you might not know that the BEL Tree Farm offers:

- Photo Shoots
- Meetings
- Weddings
- Birthday Parties
- Receptions
- Reunions
- Workshops/Trainings



Be sure to check them out and create your own holiday tree farm traditions as the BEL Tree Farm has been a family tradition since 1965.

www.beltreefarm.com | 401 S. Holmes Road, Salina KS

Ambassador of the Month



Marjie Anderson

Marjie Anderson, Tony's Pizza Events Center, has been named Ambassador of the Month for November. "Marjie hit the ground running with our end of the year challenge and brought in 3 new members in two days!" said LaCrista Brightbill, membership and Community Relations Director. For her efforts, Marjie will receive a \$25 Smoky Hill Silver Gift Certificate. Congratulations Marjie!



\$10 & \$25 Gift Certificates
For All your Holiday Gift Giving!
The perfect Gift... any day!
www.SalinaKansas.org • 785-827-9301

BUSINESS *after* HOURS

REFRESHMENTS • TOURS • DOOR PRIZES

Saint Francis Ministries

405 E. Iron Avenue

December 6

5-7pm • \$5 per person or Fast Pass

Saint Francis Ministries provides healing and hope to over 30,000 children and families in five states and three countries. Their new brand conveys clearly that they are an organization born of mission that does what needs to be done, transforming lives in ways some believe impossible. Come on out and discover why and how they represent our heritage and future.

**So far this year, \$3,400
has been given away.**

\$ It Pays to Attend \$

Come on out, network with fellow Chamber members and discover all that Saint Francis Ministries has to offer.

**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**



2019

Business After Hours

Fast Pass

(Company Name)

2019

**“Business After Hours”
Fast Pass pre-order!**

Did you know you can pre-order your 2019 Business After Hours Fast Pass *now*? Just contact Delta at the Chamber, 785-827-9301 or via email at dbryant@salinakansas.org and she can fix you up! It's a REALLY great deal!



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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Salina Area Young Professionals

Last month, Salina Area Young Professionals enjoyed an evening at the Salina Country Club for their annual Murder Mystery Dinner Party. The 50 YPs lucky enough to get a spot before the dinner sold out spent the evening in costume and solving the murder. Thank you to everyone who made this night a success!

SAYPs joined realtors from SalinaHomes.com at one of their brand new model homes for a cocktail and information hour. The group enjoyed snacks and drinks while touring the home and getting answers to questions related to home buying and selling.

Update: SAYP hosted their annual Lip Sync Battle for Charity in September at Paramount Bar and Grill, and it was a great event! Four local non-profits competed in a Lip Sync Battle. All the proceeds raised during the evening went to the winning charity. Competing were Friends of the River, Spark Artist Resource Exchange, The Land Institute, and Child Advocacy & Parenting Services (CAPS). The battles were incredible and can be seen on the SAYP event page! On November 14th, we presented a check for \$1,622 to 2018 winners, The Land Institute!

DEC 12 • 5:30pm • Blue Skye Brewery & Eats • 116 N. Santa Fe

The SAYP Annual Christmas Party will be “An Elfin Good Time”. The ‘cover charge’ is to provide a Christmas gift that will be donated to help Santa supply toys to the good boys and girls in the community. There will be prizes awarded to the best elf-inspired costumes. Merry Christmas from your Salina Area Young Professionals!

**DEC 20 • Noon • Lunch Club • Russell's Restaurant
649 Westport Blvd**

Hosted by Sevda Tasci. We hope to see everyone there!