

CHAMBER CONNECTION

A Monthly Publication of the Salina Area Chamber of Commerce

FEBRUARY 2019 Volume 59, Number 2



AT A GLANCE...

Chamber Annual Meeting . . .February 12
Tony's Pizza Events Center
800 The Midway • Reception 5pm/
Dinner 6:30pm

Leadership Alumni TourFebruary 21
Saline County Sheriff's Department
251 N. 10th • 10am-12Noon

Business After HoursFebruary 21
Old Chicago Pizza and Tap Room
214 S. Santa Fe • 5-7pm

Legislative Issues Meeting . .February 23
Visit Salina Annex
120 W. Ash • 8:30-10am

Project Open TrainingFebruary 26
KSU Polytechnic, Technology Center 151
2310 Centennial Road • 9am-12noon
& 12:30-3:30pm

Business After HoursFebruary 28
Lamone's LLC
701 Bishop • 5-7pm

Details inside!

PASS IT ON!

- Human Resources
- Communications
- Sales
- Staff Break Area

THE 2019 KANSAS LEGISLATIVE SESSION OPENED MID-JANUARY See Page 4

Salina

Area Chamber of Commerce

OFFICIAL PUBLICATION

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Joyce Volk Insurance Agency

VICE CHAIRMAN Peter Johnston
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Susan Trafton
Tony's Pizza Events Center
Barb Young
Triad Manufacturing



Don Weiser

From the CEO

Legislative advocacy is a very important piece of the democratic process. The Salina Area Chamber of Commerce's advocacy efforts focus on creating an atmosphere in which business can succeed, fill jobs, and the community as whole can flourish. While the Chamber does not support nor oppose any local, state or federal candidate for office, our organization is very active in legislative advocacy efforts and on occasion may support or oppose local, state or national ballot initiatives, especially those that impact business.

We know that in this fast paced world, the way you do business is always changing. What doesn't change is the need to represent business interests with government. Government is an important partner in making Salina a competitive place to do business. That's why advocacy on behalf of business continues to be a focus of your Chamber at the local, county, state and federal levels of government.

One of the many additional reasons that advocacy is an important value to members is the established relationships that exist between our organization and elected officials. According to data from the Congressional Management Foundation, emails to Congress have skyrocketed in the past several years. There are more than 300 million e-mail messages sent to Capitol Hill each year. In one congressional district, the number of communications from constituents sending messages to their House member rose from 9,400 in 2001 to 123,000 in 2017. Without the Chamber's ability to connect quickly and directly to the elected officials or key staff members, your concerns may not be answered in timely manner or may be drowned out by the sheer volume of communication elected officials receive.

Connecting business leaders and aggregating their collective voice is our natural role and we are the only entity in our community that represents business of all sizes, industries, and stages. The reason we do this is simple - we want our members to be profitable and competitive and thus create a prosperous community.

Each year during the State Legislative session, the Chamber hosts our local State Legislative Delegation to several Legislative Issue Meetings, giving them the opportunity to bring the community up-to-date on state legislative activity. The meetings are free and open to the public. The Chamber also sponsors Candidates Forums in the spring and fall for local candidates running for city, county, and state legislative offices. In addition, our annual, board-approved State and Federal Legislative Policies help advance policy efforts with elected officials and key policy makers to continue to promote a positive business climate and global competitiveness for Salina. Our annual State and Federal Legislative Policies can be found on our website at <https://www.salinakansas.org/legislative-affairs.html>.

The Chamber will continue to advocate for business. Be sure you do your part in the process as well by being informed, and exercising your right to vote.

Sincerely,

Don L. Weiser

President/CEO

Salina Area Chamber of Commerce

HERE'S HOW TO CONTACT OUR CHAMBER STAFF

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Donna Smith, Office Assistant
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2019 Board Officers Elected

Joyce Volk, owner of Joyce Volk Insurance Agency, has been elected as the 2019 Chairman of the Board of Directors for the Salina Area Chamber of Commerce. Joyce is one of Salina’s biggest cheerleaders, moving here in 1993 to raise her family in the “best big small town in America.” Salina looked the perfect place to be happy and prosper. Joyce started her Farmers Insurance agency in 2010 after a long career in Radio Broadcast Sales and Marketing. Born and raised in Medicine Lodge, KS, she was blessed to grow up learning the value of hard work. As a proud member of the Salina community for over 25 years, she has devoted her life to raising a family, building a successful reputation as a solid business person, giving back to her community and working as a faithful servant in her church. Joyce has served on several Boards of Directors including the Friends of the Smoky Hill Museum, Salina Child Care Association and Salina Area United Way. She is the Director of the Board of Property at her church home, Trinity Lutheran Church.



Joyce Volk

Joyce is proud that her children love Salina as much as she does. They have built their lives here as well. Son, Joshua Reich, and wife Melodie have two young sons, Graham and Finn, and daughter, Sydney Reich, and significant other, Tanner Colvin, are all active successful members of this community. They have careers at four of Salina’s premier employers. Joyce is proud to say they work for Great Plains Manufacturing, Salina Family Healthcare Clinic, Sunflower Bank and Vortex.

Other officers elected for 2019 are: Peter Johnston, Clark, Mize & Linville, Chtd., Vice Chairman; James Lambert, Kansas Gas Service, Chair-elect; Dahx Marrs, Techniqol Consulting, Kansas Bankers Technologies, Marymount Properties, Treasurer; Mark Ritter, Crown Distributors, Immediate Past Chairman; and Don Weiser, President/CEO.

2019 Junior Leadership Salina Begins

The Junior Leadership Class of 2019 will start sessions on February 11th. The class is made up of juniors (11th graders) from Saline County high schools. This program would not be possible without the generous support of our sponsors, including:

- | | |
|------------------------------|-------------------------------------|
| American State Bank | Bamford Fire Sprinkler Co. |
| Bennington State Bank | Barton Bycroft, DMD |
| Clark, Mize & Linville Chtd. | EyeCare Associates of Salina L.L.C. |
| First Bank Kansas | Great Plains Federal Credit Union |
| KCoe Isom, LLP | Mowery Clinic, L.L.C. |
| OCCK, Inc. | Pathway Financial Solutions |
| Mike Ramage | Rebecca Jane’s |
| Salina Tree, Inc. | Salina Vortex Corporation |
| Signify | Smoky Hill Education Service Center |
| Solomon State Bank | Summers, Spencer & Company, P.A. |
| Trinium Contractors | Valmont Coatings Salina Galvanizing |
| Woods and Durham, Chtd. | Kansas Wesleyan University |
| Express Employment | Hampton Royce |
| Salina Family Vision Care | Great Plains Mfg. |

Leadership Alumni Tours

Are you an alumnus of the Leadership Salina program? If you are, you will surely be interested in this series of behind the scenes tours that have been developed especially for you. Please RSVP to LaCrista for the tours you would like to attend, as outlined on the graphic here.

TOUR DATES

January 8
12:00-1:00 PM | Saint Francis Lunch and Learn (lunch provided)

February 21
10:00 AM - 12:00 PM | Saline County Sheriff’s Department (lunch provided)

March 13
4:00 - 4:45 PM | Salina Vortex

April 5
12:00-1:00 PM | Lee Buildings

May TBA
Date and Location TBA - Learning Opportunity

June 5
4:30-5:30 PM | The Land Institute

July 10
11:30 AM-12:30 PM | Great Plains Manufacturing

RSVP with LaCrista Brightbill
(785) 827-9310 x 124 | lbrightbill@salinakansas.org



The 2019 Legislative Session opened in mid-January

The 2019 Kansas Legislative Session opened in mid-January, with lawmakers descending on the Capitol in Topeka. This session will be the first under the new administration of Governor Laura Kelly. Primary issues facing our legislature won't be a surprise, with finance, taxation, education and transportation at the top of most agendas. When contacted, Sen. Randall Hardy commented, "'Tax Windfall' legislation is on the front burner in the Senate. School finance is also a big topic. We are scheduled to debate a bill to make a past-due payment to KPERS. Medicaid Expansion is likely to be on our calendar soon. The budget proposed by Gov. Kelly will be a topic for most of the Session, but will not be acted on until later in the Session. Highways have not been talked about much yet; that will be a priority of mine before we adjourn."

The Salina Area Chamber of Commerce is involved in the legislative process in several ways. Each year, Chamber leadership convenes with other key community stakeholders – the City, County, USD 305 and local post-

secondary schools, Salina Airport Authority and others to create our Legislative Policy Manual. This document is then shared with our elected officials at both the state and federal levels. You can review the document at salinakansas.org under the Live & Work drop down menu.

Legislative Issues Meetings

- 8:30-10am
- Visit Salina Annex
- 120 W. Ash
- February 23
- March 16
- April 20

Throughout the session, Legislative Issues Meetings are held at the Chamber Annex, sponsored by AT&T. Our state legislative delegation is invited to participate in these Saturday morning events to discuss what is happening on 'The Hill', and field questions from their constituents. (see sidebar).

The Chamber also plans a trip to Topeka for those stakeholders, "Salina at the Statehouse" day in February, hosted by Evergy. Visit Salina staff of your Chamber is also involved in the "Destination Statehouse" event held by the Travel Industry Association of Kansas (TIAK) each year. The goals

of the event are to better orient legislators about the tourism industry in Kansas – the economic impact, jobs and enhanced quality of life created, and to keep tourism related issues on their radar.

Keep up-to-date about legislative action at www.kslegislature.org where you can track specific bills, follow committee action and contact legislators.



Sen. Randall Hardy
Capitol Office: Room 223-E
Phone: (785) 296-7369
Email: Randall.Hardy@senate.ks.gov



Rep. J. R. Claeys
Capitol Office: Room 274-W
Phone: (785) 296-7670
Email: jrclaeys@house.ks.gov



Rep. Diana Dierks
Capitol Office: Room 519-N
Phone: (785) 296-7642
Email: diana.dierks@house.ks.gov



Rep. Steven Johnson
Capitol Office: Room 185-N
Phone: (785) 296-7696
Email: steven.johnson@house.ks.gov

An update on Imagine Salina campaign!

TURNING WHAT IF INTO WHAT IS

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

Goal **\$1.6 million**

▲

Raised **\$1,445,100**
90.3% of Goal
01.29.19



Good Sports **State Wrestlers Hit the Mat!**

Salina is proud to host the Kansas State High School Activities Association (KSHSAA) Class 4A State Wrestling Championships, February 22-23 at the Tony's Pizza Events Center. 2019 will mark Salina's 13th anniversary as host to the 4A State Championships.

The event creates a conservatively estimated \$702,200 annually in economic impact to the Salina community. More than 224 wrestlers from 54 schools, PLUS coaches, media, officials, staff, volunteers and some very enthusiastic wrestling fans attend. Mark Lentz, KSHSAA Asst. Executive Director stated, "The people of Salina and the city continue to welcome the KSHSAA member schools, athletes and fans each and every year. We look forward to great hospitality from a welcoming community."

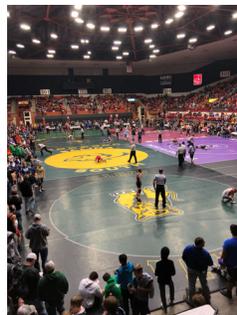
Tickets for 4A State Wrestling will be available at the Tony's Pizza Events Center Box Office throughout the event.

- Friday all day admission - \$9.00 for students and \$11.00 for adults
- Saturday all day admission - \$9.00 for students and \$11.00 for adults

In each of the 14 weight classes, the top 16 wrestlers will be bracketed. Updates will be posted on-line. For more information about KSHSAA State wrestling, including volunteer opportunities, contact Tiffany at Visit Salina, 827-9310 x130, tbenien@salinakansas.org or Kyle at 827-9310 x136, kylew@salinakansas.org



8th Annual X-Treme Gymnastics Winter Wonderland event brought 424 gymnasts from across Kansas and Colorado to Salina Fieldhouse the weekend of January 26-27. These families generated more than \$270,000 in estimated economic impact to the community.



The **Tournament of Champions** youth wrestling event at Tony's Pizza Events Center was a HUGE generator of visitors January 25 & 26. More than 1,400 wrestlers, plus families and friends generated an estimated \$1,016,880 in economic impact to the community.

And the winner is...



SculptureTour Salina is pleased to announce the 2018 People's Choice Award winner is "Patches" by Dale Lewis of Hastings, MN. Patches is a life-sized hippo made from painted salvaged steel panels, mostly from farm equipment. The pink in her mouth was made from a 55-gallon drum. The People's Choice Award is determined by ballots cast from the opening of the SculptureTour Salina exhibit each May through December 31. The sculpture receiving

the most votes is then purchased by the City of Salina to become part of Salina's permanent public art collection, and is placed somewhere that the public can continue to enjoy it. "Patches" will remain in its current location in front of the Smoky Hill Museum at 211 W. Iron. This piece will serve as a bold and inviting welcome into downtown Salina from 9th Street.

If you are interested in being involved with SculptureTour Salina as a volunteer or as a Site Sponsor, contact Sylvia Rice at the Visit Salina office of the Chamber. Email her at srice@salinakansas.org or phone (785) 827-9310, ext. 138. You can support this exciting program through the Friends of SculptureTour Salina program as well. Find more info at sculpturetoursalina.net.

Marquee Welcomes

February 1-2	Smoky Valley Hoops Encounter – Salina Fieldhouse
February 9	HOA Valentines Volleyball Tour. – Salina Fieldhouse
February 16	MAYB Tournament – Salina Fieldhouse/Area gyms
February 13-14	At Stake Ministries
February 20-22	Salvation Army Reg'l Pastors Retreat – Hilton Garden Inn
February 22-23	KSHSAA 4A State Wrestling - TPEC
February 23	HOA Volleyball Tournament – Salina Fieldhouse

Dollars & Sense

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

Great Plains UMC One Conference

Jan. 4-5 • Tony's Pizza Events Center • 1,100pp • \$305,206

Kansas Land Surveyors

Jan. 10 -12 • Webster Conf. Center • 350pp • \$134,400

Soil Health U

Jan. 23-24 • Tony's Pizza Events Center • 450pp • \$ 110,064

X-Treme Gymnastics

Jan. 26-27 • Salina Fieldhouse 424 Athletes • \$273,572

Kids Wrestling Tournament of Champions

Jan. 25-26 • Tony's Pizza Events Center • 1,400 athletes • \$1,016,880

SIT Inv'l Basketball Tournament

Jan. 26-27 • KWU/South/Central 16 teams • \$170,920

USD 305 Partner with Salina Area Chamber of Commerce for Career & College Readiness Conferences

Through continued relationship building and long range planning efforts of the economic development division of the chamber, a new series of Career and College Readiness events have been established to strengthen employer to education connections, and the local post-graduation options for USD 305 students. The events will be held in conjunction with the traditional Parent/Teacher conferences on Wednesday, February 13, and Thursday, February 14.

The overarching goal of this new effort is geared at both exposing students and parents to the wide breadth of career options that exist locally, but also establishing real connections between employers and the next generation of the workforce. There are in-demand career opportunities, right here in Salina, for graduating seniors that aren't planning on immediately furthering their education. Through the CTE Pathways and Individual Plans of Study offered at the high schools, it allows employers to make direct connections to identified students that are entering the workforce and have interest in occupations offered by local employers.

Eric Brown, VP of Economic Development for the Salina Area Chamber of Commerce said, "One of the most valuable groups a community has is its youth population and unfortunately, the youth population is also one of our biggest exports. Through the collective efforts of private, public, and non-profit organizations and offerings like the new Career & College Readiness Conferences we can help stem the tide of youth leaving our community by giving them a direct link to opportunities here in Salina."

For students that are taking the post-secondary route and further their education, this will help plant the seed of interest and knowledge that opportunities exist in their field of study here in Salina. In addition, parents and underclassmen are welcome to participate in the event and learn more about the employers in attendance.

For additional questions about how to get involved, please contact Eric Brown at 785-827-9301 or ebrown@salinakansas.org

Partner News Looking at Downtown with 2020 Vision

There is SO much excitement about Downtown Salina. The City's Streetscape Project is proceeding through the heart of the area with new drives, plazas, planters, benches and a wonderful Art Deco vibe. Salina Fieldhouse is busy with events, bringing visitors to tournaments throughout the year (see more on page 5). On the private business side of things, a group known as Salina 2020 is bringing a BIG vision to reality in several steps. Developments in the works include The Alley Indoor Entertainment at Ash & Santa Fe, the Homewood Suites Hotel at Mulberry & Santa Fe, a future classic car museum, and more retail and eating establishment coming on board such as the recently opened Old Chicago Pizza & Taproom (BAH on February 21). There are a LOT of moving parts, and now you can stay up-to-date on the project. Follow the group on Facebook at www.facebook.com/salina2020 and check out their website at <https://salina2020.com>



New Members

KLING'S LANDSCAPING & SPRINKLERS

Ray Kline
3852 W. State Street
(785) 823-8217

CORY METTLER-WADDELL & REED, INC.

2036 S. Ohio
(785) 309-7008

ALZHEIMER'S ASSOCIATION

Hillary Nolan
1820 E. Douglas Avenue
Wichita, KS
(316) 267-7333

SUNFLOWER ADULT DAY SERVICES

Lindsay Huenefeld
401 W. Iron Avenue
(785) 823-6666



The USSSA Basketball Midwest Winter Showdown Tournament scheduled for January 18-20 and the MAYB Tournament slated January 11-12 were canceled due to the threat of severe weather. Teams from multiple states would have been impacted by travel challenges. Organizers are looking for dates to reschedule and return to Salina Fieldhouse.



In The News

AMERICAN STATE BANK, 317 S. Santa Fe, is proud to announce Jeff LeBar has joined the bank as Vice President, Commercial Loan Officer in Salina, KS. LeBar most recently served as Vice President of Commercial Banking at Sunflower Bank in Lawrence, KS. He brings 25 years of commercial lending experience to American State Bank. Salina is an important market for American State. The bank loves being a part of the downtown revitalization project and bringing Jeff onboard will continue to help them grow and partner with businesses in Salina.

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**.

COLDWELL BANKER APW, 631 E. Crawford, is proud to announce that Amber Renfro received the 2018 Distinguished Service Award from the Great Plains Association of Realtors. This is Amber's 19th year in real estate. She currently serves on the Salina Multiple Listings Service board, the Salina Chamber of Commerce Board of Directors and is President of Salina Area Builders Association.

PROJECT SEARCH, SALINA REGIONAL HEALTH CENTER, AND SALINA REGIONAL HEALTH FOUNDATION will present a reverse job fair on Tuesday February 19, 10:30am-1:30pm at the Braddock Building on the Health Center campus – 400 S. Seventh Street. The event will bring together job seekers with disabilities and employers interested in meeting potential candidates. For more information, contact Project SEARCH at projectsearch@srhc.com or call (785) 452-6973.

Looking for a few good... Ambassadors!

We would like to recruit additions to our awesome Ambassadors team in 2019. Being an Ambassador is a great way to volunteer for the community, while networking with Salina businesses. If you are interested in learning more about becoming an ambassador please email LaCrista Brightbill at lbrightbill@salinakansas.org or call (785) 827-9310 ext 124.

take 5 to meet

Kansas Beach Hospitality & Events



Let's meet Joe and Geena Kejr, owners of Kansas Beach Hospitality & Events located in Brookville. They have been in business since March 2016 but the Beach property has been in the family since the 1970s. The property is surrounded by 160 acres of wheat and as

Geena likes to say, "The Amber Waves of Grain!" have become the Kansas Beach and the venue is only a short 30 minute drive from Salina.

The venue is a farmhouse and barn that allows up to 350 guests but will comfortably seat 250 with tables and a dance floor with room for food and drink tables too. You have the option of making your event your own – pick your caterer, DJ, decorator or wedding planner. Kansas Beach provides a space that is a truly unique setting for any wedding, reception, corporate event, banquet or any other special event!

Be sure to consider them for your next event and see for yourself why everyone is raving about the perfect spot to host an event and the wonderful hospitality included!

www.KansasBeach.com | (785) 422-8311 | 9881 W. Pleasant Hill Rd., Brookville, KS
{Photo Credit: Kansas Beach's website | plus check out their photo gallery for more great photos!}

Chamber Ribbon Cuttings



These member businesses celebrated recent milestones with a Chamber ribbon-cutting!

Prescott-Foley House, 211 W. Prescott Ave., celebrates opening to the public with a ribbon cutting and open house.

Love Chloe Foundation, 116 S. Santa Fe celebrates moving into their new location with a ribbon cutting!



BUSINESS *after* HOURS

REFRESHMENTS • TOURS • DOOR PRIZES

Old Chicago Pizza & Taproom

214 S. Santa Fe

February 21

5-7pm • \$5 per person or Fast Pass

Old Chicago Pizza & Taproom invites you to gather 'round their table for lunch, happy hour, dinner or late night. They've got you covered with hand crafted pizza, calzones, pastas and salads, all ready to pair with over 100 craft beer options. Looking for banquet space or private dining for meetings, they've got you covered again. So, come on downtown & hear all about their fun environment with serious craft brew and seriously good food!

Lamone's LLC

701 Bishop

February 28

5-7pm • \$5 per person or Fast Pass

Lamone's LLC invites you to explore their unique event center where the motto is "You plan the event. We have the place." Come check out how the courtyard has evolved! Lamone's also hosts a variety of classes such as team building, dance, crafts, yoga, and more. Come out and discover what they have to offer while enjoying drinks & appetizers.

Last year, \$3,500
was given away.

\$ It Pays to Attend \$

Come on out, network with fellow Chamber members and discover all that Old Chicago Pizza & Taproom and Lamone's LLC have 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

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facebook

Search for us at
Salina Chamber
and
Visit Salina



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, SAYP held their annual Kick-Off Event at the Salina Innovation Foundation. The YPs started off the New Year with food from Speakeasy, a tour of the Innovation Foundation, and lots of new faces! The Stiefel Theatre donated concert tickets to three different shows for a prize drawing. The Salina Area Young Professionals are looking forward to another great year and are excited to see what the New Year brings! The Young Professionals would like to extend a huge thank you to all of their sponsors for making this program possible.

There will be a "Visioning Event" at the Salina Innovation Foundation on February 13, from 5:30-7:30pm. Young Professionals will gather to brainstorm ideas and 'envision' the endless possibilities that the former 'Gargoyle Room' could hold for their group. The Salina Innovation Foundation has extended an offer to partner with SAYP to turn this room into a space for YPs. The Young Professional group would be able to design, furnish, and program the room in order to host events. You do not have to be a member to attend – just bring your 'thinking hat' and enjoy snacks and drinks with other YPs!

There are still a number of sponsorships available for businesses to purchase! If you are interested in being a sponsor for the 2019 Salina Area Young Professionals, please call LaCrista Brightbill at the Salina Area Chamber of Commerce (785) 827-9310, ext. 124.