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At a glance...

- Leadercast Salina May 9
Salina Community Theatre
303 E. Iron, 8am-3:30pm
- Business After Hours May 15
American Red Cross
145 S. Broadway, 5-7pm
RSVP dsmith@salinakansas.org
or call 827-9301
- Legislative Issues Meeting . . . May 17
Visit Salina Annex
8:30-10am
- SculptureTour Salina
"Unwrap Party" May 17
Campbell Plaza Downtown
11am-2pm
- CHAMBER-NET Deadline . . . May 20
Chamber office
- Business After Hours May 29
McCall Manor
626 S. Third 5-7pm
RSVP dsmith@salinakansas.org
or call 827-9301

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
- Communications
- Sales
- Staff Break Area

SculptureTour "Unwraps" 2014 Exhibition! Page 4

VOLUN-TEER-O-METER



Number of Hours Volunteered YTD Total

OFFICIAL PUBLICATION

The Salina Area Chamber of Commerce salinakansas.org (USPS 478-100) is published monthly by the Salina Area Chamber of Commerce, 120 W. Ash, Salina, Kansas 67401. Periodical Postage paid at Salina, Kansas. Subscription rate to members is \$1.25 per year. Don L. Weiser, Editor. Consolidated Printing, layout and design. Postmaster: Send address changes to: salinakansas.org, PO Box 586, Salina, KS 67402-0586.

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SDI

Downtown News

By Melissa Rose Hodges, Executive Director, Salina Downtown, Inc.
mhodges@salinadowntown.com • 825-0535

Salina Downtown, Inc. is pleased to welcome Assurance Partners back to the downtown neighborhood.

Assurance Partners is in the final stages of renovating the former Phoenix hotel site at the corner of Iron and Fifth Streets. "We have been delighted to watch the transformation of a formerly blighted site into Assurance Partners' beautiful corporate office," said Melissa Hodges, executive director of Salina Downtown, Inc. "Having a new landmark building marking one of our downtown gateways is just wonderful. And having a successful local business choose to make a sizable investment in the heart of our community sets a great precedent for other local businesses to follow."



Assurance Partners will be in their new home at 201 East Iron within a month and will have a projected thirty-five employees at this location. They also have a branch office in Wichita as well as three in Colorado, with plans to open an additional branch office in the Denver area this year.

The new building renovation consists of two stories of office space – including multiple executive offices, professional board room, multi-purpose room, break room, lobby area with two-story window panels, back patio, and plenty of space to park on the east side of the building.

"Assurance Partners originated in downtown Salina over forty years ago and we are eager to re-establish our roots in the Downtown Business District. We are committed to serve the Salina community and are excited to have the support of the city of Salina, the Salina Area Chamber of Commerce and Salina Downtown, Inc. in our renovation of this location," said Michael Freeland, marketing coordinator at Assurance Partners. "We can't wait to open soon and show everyone around our new home!"

Assurance Partners' services include auto and homeowner's insurance, renter's insurance, life insurance, and business insurance – including risk management services, workers compensation, professional liability, property coverage, surety bonds, and much more. They are one of the largest providers of risk management and risk transfer techniques in the Midwest

For more information on Assurance Partners and the renovation project, visit yourassurance.com or "Like" them on Facebook to get a sneak peek before the building opens.

Please join us in welcoming Assurance Partners back to downtown Salina!

Smoky Hill Silver
Graduation, Mother's Day, ANY Day! Accepted at more than 1,200 businesses!
CALL 827-9301

Ribbon Cuttings



Abundant Blessings, recently opened at 2680 Planet, and celebrated with a grand opening and chamber ribbon cutting.



Lohf & Leisure, 645 E. Crawford, Suite E1 is under the new ownership of John and Missy Krenowicz. They celebrated with an open house and Chamber ribbon cutting.

Wage and Benefit Survey being updated

The Chamber is in the process of updating its Wage and Benefit Survey. Information will be sent to the membership the first part of May. Members can participate in the survey by filling out a printed form or submitting online the information from their company. The survey will include information on low, average and high wages by job title and summaries of employee benefits. The results will be available to the membership in August.

"Save Money by Shopping Locally"
Text SMS5 to 313131



Follow
Dennis Lauver
and Visit Salina
on Facebook.

<140



Dennis W. Lauver
April 16 via HootSuite

I will soon sign building permit application for the Kansas State Bulk Solids Innovation Center, to be built by the Chamber #AdvantageSalina

Salina Area Chamber of Commerce
6 hours ago · Edited

Don't forget this THURSDAY: Business After Hours at Webster Conference Center - 2601 N. Ohio, April 24, 5-7p. See you there!!



Visit Salina
April 17 · Edited

Coming to the Rolling Hills Zoo this Spring!



Leadercast Salina
April 8

JOIN US on May 9, 2014 at Leadercast Salina and learn how YOU can become a Leader Worth Following!

Purchase your tickets today -- www.leadercastsalina.com



SculptureTour Salina to “Unwrap” 2014

A project synonymous with public/private partnership and grassroots community organization is about to celebrate another milestone! SculptureTour Salina, the outdoor exhibit of sculptures downtown will unveil their NEW 2014 exhibition on Saturday, May 17.

ARTISTS

This year, the exhibition is comprised of 26 unique pieces, on loan by 20 artists. The artists represent 14 states, stretching from New York to Washington. The 2014 tour is also featuring its first international entry. Watch The Salina Journal for artist profiles leading up to the unveiling on the 17th.

“UNWRAP PARTY”

The May 17th downtown celebration kicks off with the official unveiling – or “Unwrap” – of the sculptures at 11am. Family entertainment will be presented on Campbell Plaza from 11am-2pm, featuring Dru Davis, the Salina Community Theatre Vocal Artists, Cheer Fire, and the Soul Preachers. Enjoy free popcorn, balloon animals and airbrush tattoos. Take the kids or come on your own to the Salina

Art Center to create your own sculpture. Of course the main attraction will be to enjoy SculptureTour 2014. It promises to be a great day for the entire family!

AWARDS

Once unveiled, the exhibit will be toured by a visiting juror. From that tour, the juror will determine and present five Artist Awards from the Campbell Plaza Stage at 1:00pm, including: 1st and 2nd Places for Bronze work; 1st and 2nd Places for Other Media and Best of Show.

VOTE FOR YOUR FAVORITE!

May 17 will be the first day to pick up a copy of the 2014 Walking Tour brochure, complete with People’s Choice Ballot. Get the whole family – the whole NEIGHBORHOOD – involved by grabbing a brochure for each person (no age limit), touring the sculptures, and voting for your favorite. Ballots gathered on the opening day will be eligible for drawings with prizes for kids AND adults. Remember, the sculpture receiving the most votes between the unveiling and December 31, 2014 is designated as



PATRIOT BUSINESS OF THE WEEK

SeaPort Airlines

Featured Military Discount \$10 off each way.
No baggage fees when traveling on orders.*



SALINA AREA CHAMBER OF COMMERCE



Upcoming events:

- May 17-Armed Forces Day Golf Tournament, 1800 S. Marymount Rd., Great Life Golf and Fitness \$60/person
- May 31-Salina Military Outreach and Career Fair for employers and job seekers, 9a.m.-1 p.m, Central High School
- June 14 & 15-Military hospitality tent, 10a.m.-5p.m., Smoky Hill River Festival across from the Bicentennial Center
- June 27 & 28-Wounded Warrior Project Poker Run

Exhibit!

the 2014 People's Choice. The City will purchase that sculpture with an award of up to \$15,000, and make it a part of our permanent public art collection!

SculptureTour Salina is a year-round project administered by a committee of community volunteers and staff from the Chamber, Salina Downtown, Inc. and the City of Salina. Important financial support



is provided by corporate Charter and Site Sponsors and a generous group known as the Friends of SculptureTour. To learn more about it, go to www.sculpturetoursalina.com.

**SEE YOU DOWNTOWN
ON MAY 17TH AT THE
"UNWRAP PARTY"!**



every year! Like us on Facebook to learn more!

2014 "Business After Hours" Fast Pass

It is not too late! Don't forget to order your 2014 "Business After Hours" Fast Pass. For \$30, the pass will gain you admittance to all Chamber After Hour events throughout the year. That's a savings of \$2 per event! To order your Fast Pass, contact Don at the Chamber office, 827-9301 or email dweiser@salinakansas.org.



Marquee Welcomes

May	Families of Graduates!
May 17-18	K-9 U.S. Forum
May 28	H.O.G. (Harley Owners Group)
May 29-30	KSHSAA 4A State Baseball and Softball

Dollars & Sense

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

The YP Summit	\$19,510
KS Federation of Music Clubs	\$10,350
Mid America NA	\$84,297
Child Care Providers	\$19,775
St. John's Missionary Baptist Churches	\$41,900
Housing and Homeless Summit	\$49,562
50th Mustang Event	\$4,420
KS Technology Student Assoc	\$58,405
KS State Firefighters	\$98,855

In The News

Sankey Auto Center, 801 E. Crawford, recently opened their new alignment center. They recently purchased Hunter's newest and highest tech alignment system on the market. The alignments will run \$69.95 and in many cases will more than double the life of your tires. Sankey Auto Center is also pleased to announce the promotion of Darrin Burke from Service Advisor to Business Manager, succeeding Le Sankey who is retiring. Chris Housos has also recently joined their staff. Chris, formerly of Cross Midwest, brings with him 15 years of experience in service management and wealth of knowledge in the alignment business. To schedule an appointment with Chris please call him at 785-827-0000 or email him at service@sankeycars.com.

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

Julie Cobb has joined the staff of Kansas State University-Salina as director of communications & alumni. In addition to writing news releases for upcoming campus events and writing stories for the college website, she is in charge of an alumni magazine focusing on the Salina Campus.

Kennedy Berkley Yarnevich & Williamson, 119 W. Iron, has expanded its services with the addition of the Kennedy Berkley Disability Law Group. The group will be led by M. Joseph Kuhn, a social security disability attorney. He will primarily work out of the Salina office but plans to travel to the firm's Hays and Olathe offices and throughout Kansas to meet with clients, social workers and health professionals. He has more than 25 years of legal experience representing clients seeking Social Security disability benefits.

Fast Focus, 2320 Planet Ave, recently celebrated their 25th year in business in Salina. Fast Focus started as a one-hour photo processing store and has transformed into a full service custom photo retailer specializing in wall art and photo decor for homes and businesses. Fast Focus has remained on the cutting edge of technology

by purchasing state of the art processing and scanning equipment, acquiring smart phone apps for consumers and making sure customers can print from any media. Forever Memories is the only brick and mortar portrait studio in Salina and is located inside their retail photo store. Studio manager, Jane Serene, specializes in on-location and event photography and her customers include Salina Regional Health Center, Bright Built Inc., USD 305 and Blue Beacon International. Ellie and Jerry Feuerborn are the owners.

Coop's Pizzeria has opened a second facility inside Big John's Brewery, 2445 S. Ninth. The menu will be slightly different from the downtown location. In addition to their signature pizzas, they will also offer wings and some appetizers. Mike Cooper is the owner.

New Members

AFLAC

Candace Russell
119 W. Iron, 4th Floor, Suite A
(785) 819-2113
candace_russell@us.aflac.com

KORNER STORE

220 W. Crawford • Kha Luu
(785) 820-9900 • khaluu11@yahoo.com

HOME SWEET HOME

1312 E. Ellsworth • Chelsea Clark
(785) 309-6081 • hsshcarol@yahoo.com

AUNTIE ANNE'S, INC.

48-50 W. Chestnut Street, Suite 200
Lancaster, PA 17603 • Linda Engels
(717) 435-1479
lengels@auntieannesinc.com

KT BERNINA QUILT SHOP & EMPORIUM

103 N. Nelson, Bennington, KS 67422
Lynne M. and Robert M. Hagmeier
(785) 488-2120 • lynne@ktquilts.com

WILSON SECURITY SOLUTIONS, LLC

750 Duvall • Weston Wilson
(785) 504-9473
weston@wilsonsecurity.net

EXCHANGE BANK

582 S. Ohio • Valerie Andrews
(785) 829-2054 • vandrews@eb-ne.com

SALINA VAPE, LLC

117 E. IronSophy Kea
(785) 404-6139 • sophykea@hotmail.com

Take 5

Meet Chamber Member Rebecca Smith, owner of Rebecca Jane's, as you read excerpts from our 5-minute/5-question interview.



What is it about your business that is unique or special?

What sets my business apart from most businesses downtown is the fact that almost all merchandise at Rebecca Jane's is either handmade, (fine-art, pottery, jewelry, candles, cupcakes, farmer's market) recycled, (antiques, flea market finds, vintage notions, clothing) upcycled, (jewelry, furniture, lighting) or salvaged (windows, doors, hardware, architectural details). Rebecca Jane's also provides "Scribbles and Drips Art Classes and Art Parties".

See the entire interview, and others, posted at www.salinakansas.org/chamber/take_5.aspx



Want to be interviewed about your business?
Contact info@salinakansas.org!

Ambassador of the Month



Linnea King

Linnea King, account executive with Salina Media Group, has been named "Ambassador of the Month" for April. She received the honor by securing three new members

during the month. She has a total of 10 new members for the year.

Linnea is in her fourth year as an Ambassador. "Linnea just does a great job securing new members for the Chamber," stated Pat Foster, Chairman of the Ambassadors. "She loves making new contacts and telling the Chamber story. She is a great leader on our team, and a good role model for the other Ambassadors. I'm glad we could recognize her this way."

For her efforts, Linnea will receive a \$25 Smoky Hill Silver Gift Certificate. Congratulations Linnea!

NJCAA – one more year..

Despite disappointment that the NJCAA chose to award the 2016-2018 contract for their Div. I Women's Basketball National Championship to Lubbock, TX, the Salina Basketball Task Force is concentrating on the positive. Salina WILL host the NJCAA Women's Basketball National Championship one more year.

“Certainly this is not the outcome we'd hoped for,” stated Tiffany Benien, Sports & Special Events Manager for the Chamber, and the Tournament Director for the event the past 17 years. “The Chamber, the Bicentennial Center, the business community and our dedicated volunteers – 250 strong – have supported this event whole-heartedly. Although disappointed, we are extremely proud of the job we've done and of the proposal we submitted for the contract extension. We've run a quality tournament since the '97-'98 season, and believe that experience and Salina's hospitality to the teams, fans, media and recruiting coaches will be immensely difficult to match. We look forward to continuing that legacy when we host the event in March 2015. Our staff, partners, local business sponsors, hospitality industry, and community volunteers will continue to support the tournament as we complete our current contract. It has been a great pleasure to work with the NJCAA, and we welcome the opportunity to continue that relationship as other opportunities arise.”

The National Championship will be held at the Salina Bicentennial Center March 16-21, 2015.



KSHSAA 4A State Baseball and Softball

Visit Salina is pleased to host the KSHSAA 4A Division I State Baseball and Softball Tournaments May 29-30. A total of 16 teams will arrive in Salina for the event over Thursday and Friday. Baseball will be played at Dean Evans Stadium, while softball will be played at Bill Burke Park.

Eight teams will compete at each tournament. Baseball will begin on Thursday with games scheduled at 11am, 1:30, 4 and 6:30pm. Friday the semi-finals will play at 10am and 12:30pm, followed by the consolation game at 3pm and the Championship at 5:30pm. Softball will also begin on Thursday with two games at 5pm and two games at 7 pm. Two semi-final games will be played on Friday at 10am, with the consolation game at noon, and the Championship at 1pm.

“The KSHSAA 4A State tournaments are great for Salina”, stated Tiffany Benien, Visit Salina Sports & Events Mgr. “Salina traditionally hosts the class 4A State events not only in Baseball & Softball but also Football, Volleyball, Wrestling and Basketball. All of these events bring great athletes, coaches, and fans that stay, shop, dine and experience Salina.”

Visit Salina estimates that direct visitor spending for the tournaments will be \$287,000.

Volunteers will be needed to help sell tickets, t-shirts and programs, announce, score keep, replenish water coolers, and retrieve foul balls. If you would like to volunteer please contact Tiffany by phone (785) 827-9310 x 130 or e-mail tbenien@salinakansas.org

As teams qualify, go to www.kshsaa.org for bracket updates.

Convention Corner

Salina welcomes the Kansas State H.O.G. (Harley Owners Group) on May 28 to kick off their May 29-31 “Kansas Journey” Rally. This year is a traveling rally beginning in Salina with registration and a banquet. From Salina, they will be motoring through the beautiful Kansas scenery on guided rides to specific attractions, or making their own way exploring Kansas. The official “Kansas Journey” will include travel from Salina to Dodge City, and on to Liberal. Early day Kansas settlers did it on horseback, but the H.O.G. will do it on steel horses!

Bicycle Events Wheel in to Salina

Salina welcomes **KANDANGO**. This unique 3-day bicycle tour will begin in Salina, and continue through the Smoky & Flint Hills Regions of Kansas. Approximately 100 bicyclists have registered to participate May 30-June 1. Go to <http://www.ridekandango.com/> for more information or to register as a participant.

Looking ahead – See the June newsletter for an article about **Bike Across Kansas** bringing hundreds of cyclists to Salina June 10!

Final Legislative Issues Meeting May 17

The final Legislative Issue Meetings with our local Saline County Legislative Delegation will be held Saturday, May 17, 8:30-10am at the Chamber's Visit Salina Annex, 120 W. Ash.

Senator Tom Arpke and Representatives Steven Johnson, Diana Dierks, and J.R. Claeys have been invited to attend. The format of the meeting consists of remarks from the legislators, questions from the audience, and closing remarks from the legislators.

Come and get an update of what has occurred in the State Legislature this year. The meetings are sponsored by AT & T. They are free and open to the public.

BUSINESS *after* HOURS

REFRESHMENTS • TOURS • DOOR PRIZES

American Red Cross North Central Kansas Chapter

145 S. Broadway

Thursday, May 15
5-7pm • \$5 per person

The American Red Cross, North Central Kansas Chapter exists to provide compassionate care to those in need. Their network of generous donors, volunteers and employees share a mission of preventing and relieving suffering, here at home and around the world, through five key service areas: Disaster Relief, Supporting American's Military Families, Lifesaving Blood, Health and Safety Services and International Services.

McCall Manor

626 E. Third

Thursday, May 29
5-7pm • \$5 per person

Come tour **McCall Manor** and see and hear about the many exciting changes that have taken place over the past few years. Join them for hors d'oeuvres, refreshments and help celebrate Ann McCall's retirement.

Come out, network with fellow Chamber members and see and hear about the American Red Cross and McCall Manor and wish Ann McCall a great retirement!

**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 DRAWING

Membership Winner!

Gary Stansberry, owner of Salina Blueprint & Micrographic Systems, 209 S. Santa Fe, won a \$500 Membership Drawing at the April 10 "Business After Hours" at Consolidated Printing.

It Pays To Attend!



120 W. Ash, P.O. Box 586 • Salina, KS 67402-0586
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Leadercast Salina 2014 "Beyond You- Being a Leader Worth Following"

A few tickets still remain for Leadercast Salina, hosted by the Chamber and Third Strategy. The event is Friday, May 9, from 8am-3:30pm at the Salina Community Theatre, 303 E. Iron. Registration begins at 7am. Tickets are \$99 per person and can be purchased by calling Sandy Cole at the Chamber office, 785-827-9310, ext. 123, or email: scole@salinakansas.org, or online at www.salinakansas.org.

Leadercast Salina is a one-day leadership development event broadcast LIVE from Atlanta, GA to hundreds of sites across the United States. The theme this year is "Beyond You." A diverse group of internationally acclaimed authors, leadership experts and practitioners will share insights to help leaders empower and equip others at work, at home, and in the community through his or her choices. Last year, over 100,000 leaders from 14 countries attended the event. In its 15th year, this full day, experiential conference, is predicted to reach its largest audience to date.

Speakers this year include:

- **Bill McDermott**, CEO of SAP
- **Andy Stanley**, Best-selling leadership author and communicator
- **Malcolm Gladwell**, Journalist and best-selling author of *The Tipping Point* and *Outliers*
- **Archbishop Desmond Tutu**, Nobel laureate and human rights activist
- **Randall Wallace**, Screenwriter, director, producer and songwriter (*Braveheart*, *Secretariat*)
- **Laura Schroff**, former ad sale executive and best-selling author of *An Invisible Thread*
- **Dr. Henry Cloud**, Clinical psychologist and leadership consultant
- **Simon Sinek**, Best-selling author of *Start with Why* and leadership expert
- **Laura Bush**, First Lady of the United States (2001-2009)

Long McArthur Ford is the Premier Sponsor for this fourth year of the event. Also, the initial "Driven to Lead" award will be presented to unsung leaders in the Salina community by KSAL Radio and Long McArthur Ford during lunch at Leadercast Salina this year.

Other key sponsors are Salina Regional Health Center, First Bank Kansas, KSAL Radio, Long & Associates, SalinaHomes.com, Wilson and Company, Simmons First National Bank, The Mid-Kansas Title Company, Comfort Heating & Air, Salina Area United Way, Salina Vortex, Ad Astra Books & Coffee House, Pamela Harris Design, and The UPS Store.