

Right place. Right reason. Right *now*.

salinakansas.org

MAY
9TH



See Me UNwrapped
THIS Saturday!

www.sculpturetoursalina.com

At a glance...

Leadercast Salina May 8
Salina Community Theatre
303 E. Iron, 8am-3:30pm

SculptureTour Salina
UNwrap Party May 9
Campbell Plaza
Downtown, 11am-1pm

Business After Hours May 14
Kansas State University
Bulk Solids Innovation Center
607 N. Front
RSVP dsmith@salinakansas.org
or call 827-9301

Business After Hours May 28
Landscape Consultants, LLC
1777 E. Old Highway 40, New Cambria
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

**Unwrapping
SculptureTour Salina 2015** See 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.

BOARD OF DIRECTORS

- CHAIRMAN** Frank Hampton
Hampton Financial, LLC
- VICE CHAIRMAN** Brian Richardson
Occupational Performance Corporation
- CHAIRMAN-ELECT** John Gunn
- TREASURER** Trey Mowery
Central National Bank
- PAST CHAIRMAN** Dale Heuszel
Kennedy & Coe, LLC
- PRESIDENT/CEO** Don L. Weiser
Salina Area Chamber of Commerce
- Trent Davis, MD
Salina Regional Neurosciences
- E. Andrew England
St. John's Military School
- Dr. Verna Fitzsimmons
Kansas State University Salina
- M. Olaf Frandsen
Salina Journal
- Julie Goetz
Salina Regional Health Center
- Greg Goode
Salina Area Technical College
- Stuart Hieger
Wells Fargo Advisors, LLC
- Mike Junk
Crestwood, Inc.
- Ashley McArthur
Long McArthur Ford
- Michael Spicer
Salina Community Theatre, Inc.
- Jim Thomas
Exide Technologies
- Matt Thompson
Kansas Wesleyan University
- Guy Walker
Blue Beacon International
- Betsy Wearing
Greater Salina Community Foundation
- Frieda Mai Weis
PKM Steel Service
- Mark Zimmerman
Salina Supply Company

SDI

Downtown News

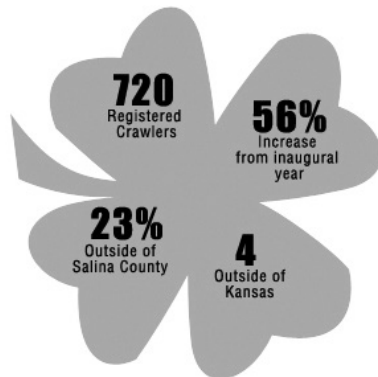
By Penny Bettles, Salina Downtown, Inc.
pbettles@salinadowntown.com • 825-0535

Going On Downtown!

May is a month when we celebrate mothers, congratulate graduates, and remember the ones we've lost. With the busy month ahead of us, let's remember to also support our local businesses.

Salina Downtown is the core of our beautiful community. The future physical development of downtown focuses on redevelopment and infill as well as beautiful new development that complement the existing features that enhance both the urban and historic character of downtown.

St. Paddy's Day Pub Crawl By The Numbers



8 bars. 4 hours. 1 ridiculous night! Saturday March 18th marked the 2nd Annual St. Paddy's Day Pub Crawl in downtown Salina. With over 720 registered crawlers – a 56% increase from the inaugural year! - the bars and restaurants had one lucky night!! Registration included drink specials at all eight participating establishments, commemorative T-shirts and pub crawl cups, plus free cab rides home courtesy of Sunflower Taxi. And of course, ONE laughter-inducing good time!

Salina Downtown plans to host two pub crawls a year, themed around St. Paddy's Day and The Crawl of the Dead: A Zombie Pub Crawl, near Halloween.

On the Pot, 111 S. Santa Fe, recently hosted their annual 'Mini Convention' bringing 65 PYOP (Paint Your Own Pottery) studio owners from across the U.S. to downtown Salina for three days. The group enjoyed sessions led by industry suppliers and peers, including OTP owners Julie and Robin Cates. Many took advantage of Sunday afternoon free time by shopping at Connected and other retailers. (see photo). Great activity for our downtown!



SDI and Laura's Antiques would like to thank all the volunteers who came to help in the aftermath of the recent fire in Laura's building. Special thanks to the Bethany College Swedes football team!



Eric L. Brown (@mr_salina), Workforce Development Director, joined the Salina Area Chamber of Commerce staff in 2011. Responsible for organizing and implementing Workforce Development programming with regional and community partners, Eric is geared at assisting Salina area employers with sufficient quantity and quality of labor to meet their needs. This can take many forms including addressing specific business and industry labor issues such as employability skills, recruitment, credentialing and career pathways. In addition, he provides oversight of several chamber programs including the College and Career Exposure series, Salina Area Young Professionals organization, and Leadercast Salina. Most recently, he has assisted with the creation of the Professional Truck Driver Training program at Salina Area Technical College, chaired the 2015 Kansas YP Summit, serves on USD 305's Career and Technical Education Taskforce, and is a state council member of the Kansas Society of Human Resource Management organization. Eric is a native Kansan and earned degrees from Kansas Wesleyan University and Fort Hays State University. For more information about our Workforce Development program, email ebrown@salinakansas.org or call Eric at the chamber, (785) 827-9301, ext. 131.



Eric L Brown - Workforce Development Director

Wage and Benefit Survey being updated

The Chamber is in the process of updating its Wage and Benefit Survey. Information will 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.

Follow the Salina Chamber and Visit Salina on Facebook.

< 140



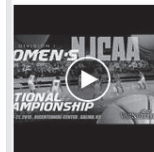
Leadercast Salina

Leadercast Salina 2015 is May 8th at the Salina Community Theatre!! Do you have your ticket yet?? Visit www.SalinaKansas.org for more information



NJCAA Division I Women's Basketball National Championship

Highlights from the 2015 NJCAA Division I Women's Basketball National Championship, March 16-21 at the Salina Bicentennial Center
<https://youtu.be/MPFp7EHglAM>



NJCAA 2015

Highlights from the 2015 NJCAA DI Women's Basketball National Championship, March 16-21 at the Salina Bicentennial Center

YOUTUBE.COM



Visit Salina shared Stiefel Theatre for the Performing Arts's event.

Come see Mat Kearney on Friday May 22nd at the Stiefel Theatre for the Performing Arts!



Mat Kearney

Friday, May 22 at 9:00pm
Stiefel Theatre for the Performing Arts in Salina, Kansas



Salina Area Chamber of Commerce

Happy #VolunteerWeek & thank you to our wonderful & dedicated volunteers for Salina Area Chamber of Commerce & Visit Salina!



Visit Salina

Visit Salina WELCOMES the Kansas Young Professionals Summit attendees to Salina -- "Your Community, Your Vision"! #KSY15



Unwrapping SculptureTour Salina 2015!

For many, spring means new life, and that is certainly true when you look at the landscape of downtown Salina in the month of May. This year, we celebrate the fifth year of the SculptureTour Salina project which brings sculptures on loan from across the country and beyond. The 2015 SculptureTour exhibit will feature 25 works on exhibit along Santa Fe from



Fish Tale purchased from earlier exhibit; The Bank of Tescott

Ash Street to South Street, and on Iron Avenue one block east and west of Santa Fe. The new sculptures will be Unwrapped (unveiled) on **Saturday, May 9** at precisely 11:00am when a cannon shot will signal 25 'teams' of unwrappers, representing site sponsors and volunteers of the project. Several of the artists will be on hand as well to help unveil their work and meet the public.

The festivities continue 11am – 1pm, with **entertainment** and **free popcorn** on Campbell Plaza, **free airbrush tattoos** near Spillman Plaza, and **free antique firetruck rides** beginning at Campbell Plaza. At 1pm, **Artist Awards** will be announced at Campbell Plaza in five categories: 1st and 2nd Place Bronze, 1st and 2nd Place Other Media, and Best of Show. These awards are juried and will be announced by Mike Hoppock, SculptureTour Chair and presented by Mayor Jon Blanchard.

“SculptureTour Salina, and particularly the UNwrap Party, is really an experience for everyone”, stated Mike Hoppock, Chair of the SculptureTour committee. “We encourage families



Next Up – 2014 People's Choice Award

through December 31 are eligible for year-end prizes!

For more information about SculptureTour Salina, go to www.sculpturetoursalina.net. If you are interested in volunteering for the project in some way, that work goes on throughout the year. Contact Sylvia Rice by email srice@salinakansas.org or phone 785-827-9301 (Visit Salina) or Penny Bettles (SDI) at 785-825-0535.

with kids of all ages, art classes, Scout groups, all generations to come down and pick up a ballot, enjoy the exhibit, and vote for their favorite sculpture.” Ballots are collected until December 31, when a People's Choice sculpture is determined and purchased by the City of Salina to remain in our community. All ballots cast during the UNwrap event are eligible for prizes to be drawn the following week. **ALL** ballots cast



Origins Wedge purchased from earlier exhibit; Collier Leasing

Note: The cannon shot is perfectly safe, but will create a loud noise, so everyone be aware that this will happen at 11am. No need for concern! The authorities are aware of the activities.

Expand your business by marketing to our visitors

Visitors play a very important role in our community. They bring vital NEW dollars to the economy – dollars earned elsewhere but spent here at retail stores, restaurants, convenience stores, attractions, hotels and on other goods and services. Many Salina businesses can attribute a significant portion of their overall sales to customers who live outside our immediate area. There are many ways to market your business to these customers. Here are just two for your consideration:

The **2015 Visit Salina Guide** is currently in creation. It serves as Salina's official visitors guide and is supported through advertising sales. Visit Salina works with local partners to create the Salina story, and distributes the guide along I-70 across Kansas, along highways in Oklahoma, at trade shows, in welcome packets, in response to requests and also online. For advertising information, contact Consolidated Printing at (785) 825-5426.

Listings in the **2016 Kansas Travel Guide** can be submitted starting May 1. Basic listings for businesses meeting the publication criteria – lodging, destination restaurants, attractions, etc. - start at \$82. Businesses must have an online listing at www.TravelKS.com as a first step. Display advertising is also available. If you would like more information, contact Sylvia Rice at srice@salinakansas.org or call Sylvia or Andi at the Visit Salina office, (785) 827-9301.

KSHSAA 4A State Baseball and Softball Slide In!

Visit Salina is pleased to host the KSHSAA 4A Division I State Baseball and Softball Tournaments May 28-29. 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 with schedules as follow:

- Baseball:** Thursday - 11am, 1:30, 4 and 6:30pm
Friday - Semi-finals 10am and 12:30pm, 3pm Consolation, 5:30pm Championship
- Softball:** Thursday – Two games at 5pm; Two games at 7 pm.
Friday - Two semi-final games at 10am; noon Consolation; 1pm Championship

“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 and 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.

Did You Know?

National Travel & Tourism Week is May 2-10!
Celebrate with us!

It's an annual tradition that was established by a congressional resolution in 1983 and first celebrated the following year. This year's theme was chosen to reflect the wide-ranging and robust ways that the U.S. travel industry contributes to the fabric of America, and to our local economy!

2015's theme: “Travel is _____.”

*For example: Travel is **adventure**. Travel is **family bonding** at **Rolling Hills Zoo**.*

You get the idea. How do you define travel? What impact do you believe it has in our community? Fill in the blank for us and be entered to win a \$50 Smoky Hill Silver! Enter via email to srice@salinakansas.org **now through May 10**, or like Visit Salina on Facebook and look for the post!

VISIT SALINA

Marquee Welcomes

May 1-3	Pilot Int'l Club
May 7-9	St. John's Military School Parents
	SculptureTour Artists
May 15-16	Bikers Against Child Abuse
	KS Junior Rodeo Assn
May 28-29	KSHSAA 4A Baseball & Softball

Dollars & Sense

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

KS Technology Student Assn
\$52,350

Salina Coin & Stamp Show
\$38,275

Santa Fe Trail Board
\$16,890

Salina Slugfest Baseball
\$68,450

UMC Youth Leaders
\$44,575

KS Disc Golf
\$11,315

Super 250 Men's & Coed Softball
\$13,230

The YP Summit
\$30,615

Midwest Conf Ministry Celebration
\$36,462

In The News

CALLABRESI HEATING & COOLING, INC., 1311 Armory Road, recently celebrated their 30th anniversary in business in Salina. Callabresi also has offices in McPherson and Concordia. The company specializes in residential, commercial and industrial HVAC work and maintenance agreements, with the Concordia office also providing plumbing, electrical and Perma-lining services. Contact Jerry Callabresi, owner, at (785) 825-2599.

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.

THE LINGER LONGER SODA FOUNTAIN AND SANDWICH SHOP, 119 N. Nelson, Bennington, is open for their season. Enjoy an old fashioned treat like a Root Beer Float, Ice Cream Soda, malt or sundae while you experience the authentic soda fountain, game room and courtyard in this 103-year old building. Spring hours are Mon-Fri 3-7pm, Sat 3-9pm; After Memorial Day, Mon-Sat 3-9. Learn more at www.thelingerlonger.com or (855) 378-7632.

DRIVEN TRAINING SYSTEMS has relocated to a new location at 330 N. Ninth. The business specializes in personal training. Trey Potter is the owner. (785) 443-1589.

Mike Neustrom is the new president of the United States Lavender Growers Association (USLGA). Mike & Diane Neustrom own **PRAIRIE LAVENDER FARM**, 69 Alpine Ridge Lane, Bennington. They began in 2002 with 100 plants and the farm now includes 14 lavender varieties among 4,200 plants on two acres. Learn more at www.prairielavenderfarm.com or call (785) 488-3371.

Find me on

facebook

Search for us at
Salina Chamber
and
Visit Salina

New Members

PENNY LAYNE, LLC

112 N. Santa Fe • Lisa Roelofsen
(785) 827-9990 • lisa@pennylaynellc.com

DICK'S SPORTING GOODS

2650 S. Ninth • Noah Henson
(785) 827-3540 • manager1103@dcsg.com

B STRONG RUNNING COMPANY

122 S. Santa Fe • Dustin and Denae Birdsong
(785) 404-6787
bstrongrunningcompany@gmail.com

ELITE SPORTS

2063 S. Fourth • Jake Dickson
(785) 633-2584
elitesportsdirect@outlook.com

BLOOMERS

4876 E. Country Club Road • Rita Charlson
(785) 556-1826 • rharing@cox.net

LIBERTY PROPERTY MANAGEMENT, LLC

204 S. Santa Fe, Suite 3
Ashley Caldwell, Steven Caldwell,
Ryan Caldwell, Debbie Caldwell
(785) 342-1214
ashley.libertyproperty@hotmail.com

FUN FOODS

400 Laura St. • Bonnie Bays
(970) 402-5328 • baysbw@msn.com

MEDEXPRESS URGENT CARE

2770 S. Ninth • Ashlyn Casaldi
(304) 376-2472
ashlyn.casaldi@medexpress.com

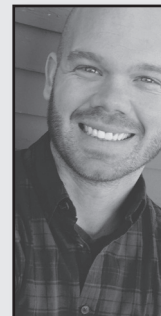
PROGRESSIVE HOME HEALTH & HOSPICE

631 E. Crawford, Suite 221
Sabrina Perez • (785) 823-8678
sabrina.perez@progressivecare.com

Take 5

Meet Chamber Member

Dr. Kyle Sheahon,
Owner of Sheahon
Chiropractic as you
read excerpts from
our 5-minute/
5-question interview.



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

I like to think of my practice as a practice that takes a dynamic approach to care. A multi-faceted approach patient progression while avoiding plateaus that are often common within a patient care plan. I will use various techniques to make sure that the patient doesn't only get better, but that they stay better.

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



Tracee Powell

Tracee Powell, Cerner Company, has been selected as "Ambassador of the Month for April. Tracee received the honor by securing five new members during the month. She has a total of 10 for the year.

"Tracee is picking up right where she left off last year," stated Pat Foster, Ambassador Chairman. She is a real go-getter and a great asset to our team. She will play an important role in helping us reach our goal this year. She certainly deserves this recognition.

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

Ribbon Cuttings



Cox Bros BBQ, 1000 E. Crawford, celebrated their recent opening with a chamber ribbon cutting.



Chamber member **Liberty Property Management**, "cuts" the ribbon at their new office at 204 S. Santa Fe, Ste. 3

ChamberNET

An inexpensive direct-mail marketing tool for Chamber members will be June 1.

To participate, deliver to the Chamber office, 1,500 pre-printed 8 ½ x 11 flyers (not folded) advertising your product or service. The Chamber will then mail the flyers to the entire membership. Cost is \$95. New members get their first mailing free. The deadline to have your flyers to the Chamber office is May 20.

Don't miss this opportunity to market your product or service to Chamber members and reach a powerful business group with this low cost direct mail program.

Questions? Contact the Chamber office at 827-9301.



Final Legislative Issues Meeting May 16

The final Legislative Issue Meetings with our local Saline County Legislative Delegation will be held Saturday, May 16, 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.



Smoky Hill Silver

Graduation, Mother's Day, ANY Day! Accepted at more than 1,200 businesses!

CALL 827-9301

BUSINESS *after* HOURS

REFRESHMENTS • TOURS • DOOR PRIZES

Kansas State University Bulk Solids Innovation Center 607 N. Front

Thursday, May 14
5-7pm • \$5 per person

Kansas State University Bulk Solids Innovation Center will be used to study and develop the understanding of bulk solids materials handling, in turn enhancing the businesses that use these materials or manufacture the systems that convey, store and dispense them. This university-level research center is the only one of its kind in North America. The two-story, 13,000 square foot facility has five laboratories for University and Industry sponsored research; a training/ Education Center Conference and Lecture Room; Material Properties Test Lab; and a full scale bulk solids test bay.

Landscape Consultants LLC 1777 E. Old Highway 40 - New Cambria

Thursday, May 28
5-7pm • \$5 per person

At Landscape Consultants LLC, we pride ourselves on serving North Central Kansas with nothing less than superior craftsmanship and attention to detail. With over 100 years of combined experience in landscape design and irrigation installation, our experience and knowledge of plant material, along with the latest in sprinkler system technology is unmatched. Because of our extensive landscape experience in Central Kansas, our team knows what grows here! Our design team can work with you in coming up with a plan unique to your home or business in the areas of Landscape Design & Consultation; Irrigation Installation & Maintenance; Patios & Walkways; Stone Retaining Walls; Outdoor Lighting; Water Features; Drip & Micro Spray Irrigation; Turf Care & Lawn Services and many, many more!

Come out, network with fellow Chamber members, and see and hear about the Bulk Solids Innovation Center and Landscape Consultants!

**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



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

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

PERIODICAL
POSTAGE
PAID
SALINA, KS 67401

SAVE the DATE! Volunteers rewing up soon!



SAVE
the
DATE!

Membership Winner

Dan "Boone" Vidricksen, owner of Vidricksen Distribution, won a \$1,000 membership drawing at the March 26 "Business After Hours" hosted by the Arbor Court Retirement Community. Pictured handing Dan the check is Hank Corcoran Boyer, Chairman of the Chamber's Hospitality Task Force

It pays to attend!



2015 "Business After Hours" Fast Pass

It is still not too late!

Don't forget to order your 2015

"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.



2015

Business After Hours
Fast Pass
(Company Name)