

# The Chamber Business Journal

August 2015

*Doing what most people think just happens!*

306 N. Main, McPherson, Kansas 67460 • Phone: 620-241-3303 • www.mcphersonchamber.org • Visit us on Facebook

## WELCOME TO THE CHAMBER!

**Eagle Care Autos**  
1111 W. Kansas Avenue  
McPherson, KS 67460  
Phone: 785-452-0851  
Contact: Brad Beckman  
www.eaglecareautos.com

Eagle Care Autos, has recently moved across town to 1111 W. Kansas, from their previous 401 S. Main address where they have served McPherson area customers since 2001.

They hope that this exciting move to their new location at 1111 W. Kansas will provide a little more breathing room, almost new facilities, and a more convenient location for their customers. They provide clean, reasonably priced used cars, trucks, vans and SUVs. Buy, sell, trade and auto finder capabilities.

Eagle Care Autos is a family business, with family values in mind. Brad Beckman, owner, his wife Tisha and five children have been self-employed and in the auto sales business for almost 20 years. They strive to uphold their Eagle Care Autos logo pledge "Quality, Value, Integrity, Respect", highlighted by doing business by the "Golden Rule". Their intent is to provide a

fair and pleasant buying experience for all their customers in a clean and hospitable setting. They hope to help others by having an "aim to please" attitude, and always trying to keep their customers' best interest in mind.

Zoom on over and check out Eagle Care Autos, 1111 W. Kansas.

**Simply Good Overstocks**  
301 S. Main  
McPherson, KS 67460  
Phone: 512-763-9190  
Contact: Marlene & Stephen Gray  
Find them on Facebook, Amazon & eBay: Simply Good Overstocks

Simply Good Overstocks is primarily an online vendor through various major venues. They have been in business since 2009. The retail location at 301 S. Main is full of quality grocery as well as overstocks not sold online. Their goal is to provide quality products at greatly reduced prices. In doing so, they can serve the families of McPherson by helping them save money. The Simply Good Overstocks slogan is: Good Products, Good Prices, Good People.

Be sure to join them for a ribbon cutting on August 6th at 9:30 a.m.

## Business Valuation- Learn More about Building the Value of YOUR Business

Wednesday, July 29th at the Sundstrom Conference Center, 102 N. Main St. in Lindsborg.

Amazing ideas! Encouraging community! Deceptively fun!

**Succession Planning Lunch and Learn Roundtable** - 11:30 a.m.-1:00 p.m. \$20 for lunch session including boxed lunch. Participate in a lunchtime discussion about Business Succession, facilitated by Will Katz, KU Small Business Development Center.

Learn more about:

- Protecting important financial assets
- Increasing that business value with value acceleration strategies
- Business valuation
- "Inside" and "Outside" transitions, inter-generational transfers and more.

**After Hours Business Succession Planning Seminar (Evening)** - 6:00-8:30 p.m. \$30 for evening session including snacks. Facilitated by Will Katz, KU Small Business Development Center. Every business owner will eventually leave their business, one way or another. For most business owners, this is a once-in-a-lifetime event...you don't get a second chance. As a result, your succession strategy should be an important part of your overall business strategy. Also learn more about Network Kansas programs that can jump start your business and Co-working success stories.

Register for both session for only \$40! To enroll in sessions, contact the Lindsborg Convention and Visitors Bureau at 785-227-8687 or email cvbdir@lindsborgcity.org by July 22.

Sponsored by Network Kansas and McPherson County E-Community, a program of the McPherson Chamber

## From the McPherson Chamber of Commerce



Jennifer Burch  
Executive Director

A part of the benefit of Chamber membership is the many events and activities that are organized to provide a platform for networking: visiting, chatting, yadda, yadda, yadda. Whatever you want to call it really is important. When I think back on memories I have of my dad, who is still in business for himself today – so much of his

business was based on the relationships he had built with those who did business with him. Sure, the convenience store down the road sold gasoline for several cents less than he did, but what he offered was different. What my dad offered was personal, he had built a relationship with his customers over the years due to networking, chatting, visiting, getting to know his customers personally. He has bowled, golfed, played cards, played softball, built floats, supported many community events and supported other businesses in the Lindsborg community just as they have supported him. It is simple, get to know your future customers. Here are a few tips.

- 1) You're not there to sell – start/develop a relationship
- 2) Try to meet somebody new each day
- 3) Don't run from competitors – turn them into referral partners
- 4) When you meet someone new, ask how YOU can HELP THEM
- 5) It takes effort, keep reaching out and meeting new people
- 6) Be patient, it takes time to earn trust

## DQ GRILL & CHILL WINNERS

Congratulations to Brooklyn & Co. at 213 N. Main. They are the winner of a DQ Cake.

Thank you to Roger and Karen Horn, owners of DQ Grill and Chill, 1435 N. Main for providing the monthly DQ drawing for a special McPherson Chamber of Commerce member.

## 44 Years & Going Strong . . . Rural Appreciation Hamburger Feed

The McPherson Chamber of Commerce Agriculture Committee is preparing to host the 44th Chamber of Commerce Rural Appreciation Hamburger Feed. This annual event is a way of showing appreciation to friends, neighbors and customers engaged in agricultural pursuits in McPherson County and the celebration of the completion of harvest.

The Rural Appreciation Hamburger Feed will be Monday, July 27, 2015 from 5:30-7pm. Tickets will be available at sponsors listed on the Chamber's Facebook page and website www.mcphersonchamber.org the week of July 20th.

## From Our Family...To Yours

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## 2014 - 2015 Chamber of Commerce Board of Directors

President- Gena Strathman, First Bank Kansas

President Elect- Dr. Brandon Stupka, Stupka Chiropractic & Wellness Center

Treasurer- Jaymie Rothrock, Swindoll, Janzen, Hawk & Loyd • Past President- Dr. Brandon Trost, Integrated Health & Wellness Center

Directors: Chad Clark, McPherson Healthcare Foundation, Andy Elliott, Elliott Insurance & Real Estate, Gina Venable, Venable Jewelers, Bret McClendon, USD #418, Michele Cullen, Welco Services, Janet Lynch, CertainTeed, Zac Hoppes, Farmers State Bank, Tracy Sterling, Culligan Water

# chamber events

## JULY

23 **9:30a** Ribbon Cutting & Chamber Coffee for Client Centered Counseling, New Location- 121 W. Marlin, Suite 300

**11:30a** Chamber Board Meeting @ Chamber

27 **5:30-7:00p** Rural Appreciation Hamburger Feed @ 4-H Grounds, 600 W. Woodside

28 **11:45a** Leadership Alumni Lunch & Learn @ Williams Energy

29 **11:45a** Business Valuation roundtable lunch

**6:00p** Business Succession Planning Seminar

30 **9:30a** Chamber Coffee for Bethany Home @ The Well

## AUGUST

5 **7 am** When Pigs Fly @ Perkins

**12 noon** Leadership Board of Trustees @ Chamber

6 **9:30a** Chamber Coffee and Ribbon Cutting @ Simply Good Overstocks, 301 S. Main

10 KSBDC @ Chamber

11 **7:00a** Ag Committee @ Perkins

13 **9:30a** Chamber Coffee @ TBD

19 **4:00p** Women's Event Committee @ Chamber

20 **9:30a** Chamber Coffee and Ribbon Cutting for Nex-Tech @ 121 W. Marlin, Suite 100

22 **10:30-5:00** When Pigs Fly Food Fest @ McPherson Airport

26 **12 noon** BAM Committee @ Chamber

27 **9:30a** Chamber Coffee @ TBD

**11:30a** Chamber Board Meeting @ Chamber

### From the United Way of McPherson County



Anne Kirchner  
Director

On August 15, more than 200 athletes from across Kansas and the surrounding states will arrive in McPherson to participate in United Way's triathlon fundraiser. The event includes a 200-meter swim, 7-mile bike ride and 2-mile run. Beginner tri-athletes experience a simplified course while the more experienced athlete engages in a carefully planned training route. Along the way, all participants are cheered on by more than 75 community volunteers.

**PRAIRIE LAND PARTNERS**

**JOHN DEERE**

620-241-3553  
800-364-4020

1411 S. Hwy. 81 Bypass  
McPherson, KS 67480

of employees. A business that achieves first place for three consecutive years will own the trophy permanently. Rules and registration are available at 620.241.5152 or uwmc@unitedway-mcpherson.org.

United Way is grateful for those who support the triathlon through sponsorships and volunteerism. This year's corporate sponsors include NCRA/CHS, NuStar Energy, Farmers Alliance Mutual Insurance, Hospira and Williams. Business sponsors include Culligan, Integrated Health & Wellness Center, Hopp's Sound, Midway Motors and McPherson Convention & Visitors Bureau.

Our volunteer network includes individuals, business representatives and youth. This will be the third year the McPherson High School cross country team assists with the event. What better volunteers than runners who understand the thrill of competition and the importance of support from the crowd? Local police officers provide safety by monitoring busy intersections. And the event wouldn't be the same without sports announcer Carol Swenson!

Triathlon proceeds support ongoing United Way programs addressing issues related to health, education and income. Thanks to all for supporting a vigorous event for a worthy cause.

**SUNFLOWER BANK**

620-241-1220 • 120 W. Kansas • McPherson

www.sunflowerbank.com

**THE MCPHERSON SENTINEL**

301 S. Main - McPherson - 620.241.2422

### Welcome New Board Members

Thank you to the following board members and the businesses they represent whose terms will end August 31: Jaymie Rothrock (Swindoll, Janzen, Hawk & Loyd, LLC), Michele Cullen (Welco Services), Dr. Brandon Trost (Integrated Health & Wellness Center, LLC) and Chad Clark (CAC Consulting). We appreciate the time and counsel they have provided to the Chamber organization.

In accordance to the Chamber

Bylaws, the Nominating Committee respectfully submitted the following names for nomination to the membership. Congratulations and welcome to Adrian Morales (Hess Oil), Tom Saffel (Prairie Landworks, Inc.), Katie Sawyer (McPherson College), Josh Menard (Swindoll, Janzen, Hawk & Loyd, LLC) and Chad Clark (CAC Consulting). Chad will be filling the unexpired term of Bret McClendon (USD #418) who is moving to Colorado.

### All Things that Fly!

## When Pigs Fly Food Fest

The McPherson Chamber of Commerce Agriculture Committee is partnering with the McPherson Airport to support them in their effort in hosting Missions at the Airport (JAARS) scheduled for August 22nd & 23rd. The Chamber Agriculture Committee is organizing food concessions/vendors and an Anything Goes People's Choice Food Contest on Saturday, August 22nd for the general public and the many visitors that will be attending the airport event.

The When Pigs Fly Food Fest is in place of the When Pigs Fly BBQ Contest & Fly In, but the purpose remains in providing Agriculture Future of America scholarships to McPherson County students pursuing study in an agriculture field. The When Pigs Fly event has funded over \$50,000 in scholarships to 23 McPherson County students.

We invite any group, organization, etc. to set up a concession/vendor booth to raise money for their special cause or any business that would like to be well-

come as well. To those who love to compete and have an awesome specialty, we invite you to enter the Anything Goes People's Choice contest. And that is exactly what we mean Anything Goes. Concessions/vendors will be open from 10:30 to 5:00 and the Anything Goes contest will run from 10:30 to 2:00 with the winner announced at 3:00.

This is strictly a non-cash event; all concessions/vendor booths and contestants will collect tickets instead of cash. One ticket is equal to \$1, therefore your concession/vendor items must be priced accordingly. We will have ticket booths available and roving ticket sellers. A container will be provided to you to collect tickets redeemed at your booth. We will then count tickets and send a check with 75% reimbursed back to the vendor booth and 25% will go to When Pigs Fly for scholarships.

Entry forms are available online at [www.mcphersonchamber.org](http://www.mcphersonchamber.org)



Joni Regnier  
CVB Director

### From the McPherson Convention & Visitors Bureau

A dream come true!

Many times I have thought about how challenging, fun and exciting it would be to be the Convention and Visitors Bureau Director. I am so thankful that I have been given this opportunity to fulfill my dreams.

This week I am beginning a new chapter in my life. As of July 6, I am the new director for the Convention and Visitors Bureau of McPherson. I love working with people and am so excited to be able to work with the city and the citizens of McPherson once again.

For 30 years I worked in the newspaper business, 23 at The Blade-Empire

in sales and management and seven at the McPherson Sentinel as the ad director and sales. Marketing, planning and organizing events were a few of my favorite things I did while working at the newspapers. My event planning and management experience will help me tremendously in my new position.

I plan on continuing the great events and programs that were set in place by my predecessors Anne Hassler Heidel and Judy Casey while adding a few new events of my own. If you have any ideas or would just like to say hello, please stop by my office at 306 N. Main. I look forward to meeting with you.

### August Summer Movies scheduled at the Band Shell

**August 1,** "Night at the Museum 3" sponsored by the McPherson CVB for the McPherson Museum.

**August 15,** "How to Train Your Dragon 2" Sponsored by Nex-Tech Wireless

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