

The Chamber Business Journal

January 2018

Doing what most people think just happens!

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

Congratulations & Welcome to the Chamber!

TBS MEDICAL

803 Wilderness Drive
McPherson, KS 67460
Contact: Temoer Terry
Dale Terry
Phone: 888-464-9015
Web: www.mytbsmedical.com
Facebook: tbsmedical
Hours: 9:00 a.m. to 5:00 p.m.

TBS Medical is excited to be part of the McPherson Chamber of Commerce. They look forward to actively contributing to the growth of the McPherson County business community. **TBS** is a provider of safe, no addictive pain management products via their partnership program with medical service providers. Additionally, they are working to combat the opioid crisis through their free on-site Opiate Awareness & Alternative Therapy days they offer directly to employer groups across the area. Their goal is to raise awareness about the crisis throughout the community and ensure that everyone has access to as many safe, non-addictive alternatives to manage their pain as possible, so opioids are the last option. They appreciate the opportunity to be part of the McPherson Chamber of Commerce and look forward to connecting with everyone in the near future.

CATALYST SAFETY INC.

905 Vanguard
McPherson, KS 67460
Contact: Michael Wallance & Shala Nesby
Phone: 620-755-5304
Web: www.catalyst-safety.com
Hours: Monday-Friday 8:00 a.m. to 5:00 p.m.

Today more than ever it is important to provide a safe and compliant workplace. **Catalyst Safety** works with you for the safety of your employees. No matter your company size or industry, **Catalyst Safety** is committed to providing the resources that you need to ensure a safe working environment for your employees. **Catalyst Safety** is a full line safety training and consulting company located in McPherson Kansas. Their Safety Consultants have the expertise to recognize existing and potential hazards in your workplace and can help implement a cost-effective safety program for your organization. **Catalyst Safety Inc.'s** staff has more than 30 years of safety management experience including industrial, construction and oil and gas sectors.

SOUTH INDUSTRIAL SHEET METAL, LLC

370 E. Avenue A
Salina, KS 67401
Contact: Grant Wilcox
Phone: 785-827-6900
Web: www.sisheetmetal.com
Hours: Monday – Friday 8:00 a.m. to 4:00 p.m.

South Industrial Sheet Metal is a family owned 4th generation sheet metal manufacturing company that has been providing customer sheet metal and fabrication for commercial, agriculture, and residential applications in the Salina area for more than 50 years. They are excited to further their involvement in the McPherson business community after having an ongoing relationship with Mid West Industries of McPherson for almost 3 decades.

Contact **South Industrial Sheet Metal** for your facility maintenance and new construction in the sheet metal, HVAC and plumbing industry. They also have combine expertise in refrigeration, underground utilities, welding, and can work on installing new or repairing existing pumps and electric motors. No job is too big or too small.

McPherson ChamberChecks Are The Perfect Gift

Support local business by purchasing McPherson ChamberChecks. ChamberChecks are available year round and make the perfect gift for any occasion; employee gifts, incentives, graduation, wedding, birthday, anniversary – you name it! Just stop in the Chamber office at 306 N. Main and the staff will be happy to prepare them for you. Thank you to the following participating McPherson Chamber of Commerce members who accept the ChamberChecks.

A5Western, Appliance Depot, Artshirt-Gear for Sport, Browns Shoe Fit – McPherson, Burgetts Furniture, CK Pharmacy – McPherson, Clayworks, Craft Coffee Parlor, CT Fit 24, Dacus Auto Body & Collision Repair, Delish, Domino's – McPherson, Ken D. Cotton DDS, Elevate Tutoring Services, Esther V. Rettig M.D., P.A., Fantastikresurfacing.com, Go-To-Gal, Graber's ACE Hardware, Harmony Christian Church, Heart-beat Coffee, Hutchinson Clinic – McPherson, Integrated Health & Wellness Center, Integrity Salon & Spa, Jantz Lumber and Hardware, JAR Performance Automotive, Krehbiels Specialty Meats, Legacy Eyecare, Mattress Haven, McPherson Arts Alliance Art Gallery, McPherson Business Solutions, McPherson Dental Care, McPherson Eye Care, McPherson Family YMCA, Midway Motors Supercenter – McPherson, Noffy's Sandwich Shop & Pub, Nooks & Crannies Floral, Partners in Family Care, Papa Murphy's – McPherson, Pizza Hut – McPherson, ReUse It Center, Roger's Locksmith Service, Rusty Tin Boutique & Vintage, Sounds Great, Starlite Lanes, Stupka Chiropractic & Wellness Center, The Cook's Nook, The Finish, The Stone Chimney, The Well, Three Rings Brewery, Treasure Chest Guns & Indoor Range, Venable Jewelers, Walmart-McPherson.

Stop by the Chamber office at 306 N. Main, the staff will be glad to help you.

From the McPherson Chamber of Commerce



Jennifer Burch
Executive Director

For the history buffs – I have dug up through more of the Chamber history.

- 1935**
 - Plans were discussed on how to pay proper recognition for the Globe Refinery Basketball team. The Chamber organized an "Oil Nite" of entertainment and dancing for members, their wives, oil men and their wives or lady friends. (This is exactly how it was written in the minute book).
 - Derby Oil Company refinery prospect had been contacted
 - The McPherson Chamber of Commerce office was also the Federal Government Re-employment office.
- 1936**
 - Contacts had been made with several brick companies
 - Worked with a prospect – Hardy Creamery – a cheese company
- 1937**
 - The matter of the necessity of McPherson having a municipal swimming pool by next summer as well as the need of a band shell – a committee was appointed to research.
- 1938**
 - Worked with the Wichita Chamber of Commerce to establish a Kansas 81 Highway Association
 - Work begun on establishing a City Hostess program
 - It was suggested to add to the appearance of Main Street – get

- permission from owners of vacant building to use their storefronts for advertising local products
- Worked with prospect Imperial Brewing Company
- Established the Community Calendar
- A push for home industry

- 1939**
 - The Chamber was in charge of the truck routing in McPherson due to the gasoline transport fire

- 1940**
 - Began work on establishing a National Guard unit in McPherson

- 1941**
 - The Chamber sponsored a County Food Stamp Plan

- 1942**
 - Worked with Washington regarding Navy Air Strip and air sites. A representative – Mrs. Shirk traveled to Washington to make contact with Judge Advocate General of the Navy and the Site Selection Board. After returning, Mrs. Shirk suggested that McPherson purchase 1,600 acres of land and give to Navy.
 - Discussion of the need for a Community Chest (now it is the United Way)

- 1943**
 - Discussion on the need for housing for personnel of Camp Phillips. (I believe this is located just north of Lindsborg on Burma Road)

- 1944**
 - Chamber representatives met with Veterans Administration to view hospital sites.
 - References to 4-H Club picnic that the Chamber was in charge of – Chamber and 4-H have partnered for 72 years
 - Received notification of a farm implement company interested in McPherson

- Coronet Manufacturing looking to locate in McPherson

- 1945**
 - Additional industry prospects were contacted – Wrigley Gum, Eversharp Pencil, two railroads and two tire companies
 - The Chamber took on the responsibility of raising a voluntary industrial fund to at least match the tax levy revenue
 - Hainke Foundry prospect was contacted
 - Home Building Corporation- a prefabrication home company was contacted

- 1946**
 - Many industry projects became "bottlenecked" due to the lack of housing
 - Recommendation was sent to the City to enforce the 2 hour parking in order to relieve the parking problem
 - Chamber made proposals to the City/County regarding building a 4-H building in the Athletic Park with an increase of mill levy. The bond was passed and the Chamber Ag Committee was in charge of raising additional funds for the building.
 - Worked with Rock Island Depot
 - Discussion of plans for the Diamond Jubilee Celebration

- 1947**
 - Prospect Hall Brothers plant – it was reported that 54 applications had been made to date in response to the company and that the company was not satisfied with this return. The company has surveyed other communities seeking what their labor supply was.
 - Representatives of the McPherson Broadcasting Company presented their plans to establish a radio broadcasting station
 - The Chamber voted to contribute \$25 for the Citywide Halloween Party

- 1948**
 - Consolidation of the two airports was discussed

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JOHN DEERE

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2017 - 2018 Chamber of Commerce Board of Directors

President –Brad Mears, Kansas Municipal Utilities • President-Elect – Aaron Mayfield, Edward Jones

Treasurer – Josh Menard, Swindoll, Janzen, Hawk & Loyd • Past President – Adrian Morales, Hess Oil

Board of Directors: Katie Sawyer – Sawyer Land & Cattle • Tom Saffel – Prairie Landworks • Brad Bengtson – Home State Bank

Janey Anderson – A5 Western • Gordon Mohn – USD #418 • Kelly Pitts – Prairieland Partners

Chuck Singleton – Central States Marketing and Manufacturing • Dr. Trent Timson – Community Foot Clinic of McPherson

Staff: Jennifer Burch, Executive Director • Debbie Hawkinson, Administrative Assistant • Shirley Mackey, Program Assistant

“A Passion for Service” Customer Service Workshop

The McPherson Chamber of Commerce will be hosting a customer service workshop “A Passion for Service” presented by Bill Drury on Tuesday, January 23, 2018. Drury, a renowned customer service expert was the National Training Consultant for the Zig Ziglar Corporation. He speaks, trains and travels extensively, and has proven to be one of the most effective and entertaining speakers in the industry.

We’ve have heard positive feedback from other Chamber organizations and communities that have hosted this program. Subjects Bill will cover include: Who really signs your paycheck; Stay motivated; Make a great first impression; Create a vision for service; Communicate respect to every customer; Personalize your service; Listen; Handle the irate customer; Overcome stress and burnout; Handle the ten most difficult customers.

Some Customer Service Facts: 7 out of 10 customers who stop doing business with a company do so because of the way they were treated on the first contact; 96% of unhappy customers never complain about discourtesy, but 91% of them will not buy again from a business that offended them; 97% of all companies never formally train employees in the simple art of customer retention.

Seating is limited – for your convenience, there will be (2) identical presentations offered. This event is funded in part by a grant from the McPherson Convention and Visitors Bureau.

8:30 a.m. to 11:30 a.m. or 1:00 p.m. to 4:00 p.m. at the McPherson Museum, 1111 E. Kansas Avenue. Your investment in the training of your employees is as follows:

Member Registration Fee: \$109 each or \$99.00 each 5 or more (same business) by 1/16/2018
 \$129 each or \$119 each for 5 or more (same business) after 1/16/2018
 Non Member Fee: \$149.00 each

To register: Call 620-241-3303 or email jennifer@mcphersonks.org.

Save the date!

The Voice of the Plains Speaker at 2018 Farm Forum

The McPherson Chamber of Commerce Agriculture Committee is pleased to announce that Duane Toews, Farm Director for KFRM 550 AM radio will be the keynote speaker for the 2018 Farm Forum scheduled for Tuesday, February 13th at 6:30 a.m. – Perkins Restaurant, 2111 E. Kansas.

Duane conducts a live broadcast shift from 7:00 a.m. to 10:00 a.m., an 8-minute segment for the noon news and a number of other programs that air during the day. Duane also does the 11:40 Market Update, Ag News and Listeners Classified on the sister station KCLY.

In addition to the keynote speaker, the Ag Committee has chosen the honorees for the 2017 Farm Family of the Year and 2017 Friend of Agriculture who will be announced later. The honorees will be recognized during the buffet breakfast.

Save the date and more details will be coming in the mail and through the media.

Chamber Now Accepting Ag Scholarship Applications

The McPherson Chamber of Commerce is collaborating with Agriculture Future of America (AFA) to support an agricultural scholarship program. AFA is a 501(c)3 corporation dedicated to helping support higher education and leader development of future agriculture producers and rural business leaders.

The Agriculture Committee of the McPherson Chamber of Commerce is raising funds for McPherson County students. AFA will leverage county fundraising efforts by soliciting corporations and foundations to provide financial resources to match community dollars. Since 1996, AFA’s partnerships have awarded more than \$9 million in academic scholarship, provided leader training to nearly 13,000 students and young professionals. In McPherson County, the McPherson Chamber of Commerce Agriculture Committee has invested nearly \$60,000 providing 23 scholarships and \$13,000 has been awarded to 13 students for leadership conference tuition.

The AFA Leaders and Academic is \$4,200, consisting of a \$3,200 academic scholarship. The additional \$1,000 will sponsor a McPherson County recipient to the AFA Leaders Conference in Kansas City in November of the scholarship year.

Eligibility requirements for the McPherson Chamber of Commerce AFA Community Scholarship include any high school seniors enrolling in an accredited college of agriculture. They must be a resident of the McPherson County or student enrolled in a McPherson County school. The scholarship application is available at www.agfuture.org/scholarships

AFA, founded in the fall of 1996 by the late R. Crosby Kemper Jr., is headquartered in Kansas City, Missouri. In addition to enhancing the education and leader potential of rural youth in the Midwest region through community-based scholarships, AFA provides leader and career development training and internship assistance to college students across the country. For additional information on AFA and the McPherson County AFA Scholarship Community Scholarship program contact Jennifer Burch at 620.241.3303 or email at jennifer@mcphersonks.org.

chamber events

December

28 No Chamber Connections

29 12:00 Chamber Office closes at 12:00

January

1 Office Closed New Year’s Day

3 12:00 Leadership Board of Trustees @ Chamber

4 9:30 a.m. Ribbon Cutting and Chamber Connections, H&R Block, 111 N. Main

8 12:00 Ambassadors @ Chamber

9 7:00 a.m. Ag Committee @ Perkins

12:00 Community Development @ Chamber

11 9:30 a.m. Chamber Connections @ Advanced Physical Therapy, 400 W. 4th

4:00 p.m. Womens Event Meeting @ Chamber

18 9:30 a.m. Chamber Connections TBA

23 8:30 a.m. A Passion for Service Workshop @ McPherson Museum, 1111 E. Kansas Avenue

1:00 p.m. A Passion for Service Workshop @ McPherson Museum, 1111 E. Kansas

25 9:30 a.m. Chamber Connections TBA

11:30 a.m. Chamber Board @ Chamber



CHAMBER OF COMMERCE
 — McPHERSON —

2017-2018 Chamber Investors – Thank you!

(Renewals from 11/17/17 - 12/26/17)

Partners in Family Care, S & S Farms, Dr. Michael Howell, DDS, MacB2B, McPherson Hospital, La Fiesta, McPherson Kitchen and Bath



ROB MACKEY
 Executive Director

GIVE BECAUSE YOU WANT TO

There was a time in my life when I carefully tracked how much money I gave to charity. The primary reason was for the tax deduction. I mean, who doesn’t want to do everything they can to lower their taxes and maybe increase their chances for a refund?

During the past few years, though, we haven’t had enough deductions to itemize on our taxes. That is, we took the standard

From the United Way of McPherson County

deduction. In the process, I’ve discovered something about myself. What I’ve learned is I’m giving because I want to.

I’m very grateful Congress preserved the charitable deduction in the tax bill. For some people, it’s very important and that deduction benefits a lot of charities. I’m not a tax professional, but with the standard deduction being increased, I’m guessing there will be more people like me who won’t qualify for itemizing. For me, it’s liberating that I’m giving because I want to, not because I’ll get anything back. Oh, there is still that good feeling of knowing you are helping other people.

Whether a tax deduction is important to you or not, the charitable world needs your help to be on the front lines of addressing the most pressing issues right here in McPherson County. United Way’s quest to raise a quarter of a million dollars to benefit more than a dozen local charities will end January 31st. And if that tax deduction is important to you, please mail it to us before the end of the year at PO Box 55, McPherson, 67460 in time to get a 2017 postmark on it. Want to know more about United Way of McPherson County? Visit our website at www.unitedway-mcpherson.org. Have a Happy New Year.

DQ GRILL & CHILL WINNERS

Congratulations to the OMEGA Project. They are the winner of a DQ Cake. Thank you Roger & Karen Horn, owners of DQ Grill & Chill, 1435 N. Main for providing the monthly DQ ice cream treat.

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