

# The Chamber Business Journal

April 2016

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!

**Home Communications, Inc (HCI)**  
211 S. Main, P.O. Box 8  
Galva, KS 67443  
Contacts: Tina Anderson  
Becki Regier  
Jill Beltz  
Phone: 620-654-3381  
Fax: 620-654-3122  
Web: www.hci-ks.com  
Facebook Home Communications, Inc.

**Home Communications Inc.** of Galva, Kansas is a family owned business that is in the 4th generation of management. **HCI** provides internet, telephone and television services via fiber optic technology to 6 counties, which include the communities of Galva, Canton, Geneseo, Roxbury, Assaria, Bridgeport, Mentor, Gypsum, Smolan, Falun and rural McPherson.

**son. HCI** is now providing website hosting and design, residential and business security and surveillance systems to the City of McPherson. They are also providing internet services to select locations.

**BS Crystal Properties**  
McPherson, KS 67460  
Owner: Brad Spaich  
Contact: Tammy Witte - Property Manager  
Phone: 620-242-8335

**BS Crystal Properties** offers commercial real estate buildings for lease. Current locations include office space at 214 S. Main St. and Commercial space at 1321 N. Hwy 81 Bypass. There is a mixture of office, retail and commercial buildings. See their ad in this publication!

## Thank you for your renewed investment!

(2/16/16-3/18/16)  
Hutchinson Community College.  
Love's Travel Stop, Tres Amigos

## A Need to Toot Our Own Horn!

In 2004 NetWork Kansas was created due to the Economic Growth Act. Each year NetWork Kansas raises capital through an entrepreneurship tax credit up to \$2 million per year to support "entrepreneurship communities" with a pool of loan funds. The McPherson Chamber of Commerce applied for the designation and was awarded in 2010 on behalf of McPherson County, meaning any business is eligible if located in McPherson County. NetWork Kansas started with six "entrepreneurship communities" and is now up to 55. "NetWork Kansas and the local banks have proven to be a valuable partner in many of McPherson's storefronts," states Jennifer Burch, Executive Director of the McPherson Chamber of Commerce. "We have funded 29 business start-up/expansions amounting to \$930,463 with a project

total of \$4,674,725 creating 132 jobs" added Burch. A great example of economic development is the \$4.6 million which represents the initial project total, but does not take in account the increase in value that has been added due to renovations that have taken place on many of the buildings the businesses are located. When you factor in the increased value of the building and the tax revenue that these businesses are producing, that in itself is an asset. While these businesses generate tax revenue with their sales, they are also creating business for others with the needs of services such as; electricity, gas, internet, cable, phone, insurance, accounting, banking, etc. There is a domino effect that takes place when a business opens their doors. The E-Loan program is a prized example of economic development at work.

## The Chamber Challenge... A Battle of the Stars

Join the Fun!

The 2016 Chamber Challenge is on! Teams registered are: Fergie's Feisty Flyers (**Ferguson Production**), Team Home State Bank (**Home State Bank**), Hutton Construction (**Hutton Construction**), Power to the People (**Board of Public Utilities**), Bank Rollers (**Farmers State Bank**), **Stupka Chiropractic & Wellness Center**. Registered teams will be out and about during the week of March 21-March 24 completing their team challenges:

- 1) River Rush, an interactive Kinect Adventures game @ **The Village Geek**
- 2) Knocking Down the Pins! At **Starlite Lanes**
- 3) Taking team selfies at Chamber Challenge Champion businesses with their selected feature product or service - **Ferguson Production**.

**Hall's Culligan Water, Graber's Ace Hardware, Sunflower Bank, Nextech Wireless, Home State Bank & Trust, Hutton Construction, First Bank Kansas, Treasure Chest Shooting Range, Board of Public Utilities, Craft Coffee Parlor, Venable Jewelers, Simply Good Overstocks, The Village Geek, Prairie Landworks Inc.** and the McPherson Chamber of Commerce. The selfies will then be posted on Facebook.

- 5:30 p.m. Hors d'oeuvres & Cash Bar
- Mystery Game Challenges for teams to accumulate the super bonus points (we promise they will be entertaining & somewhat humiliating)

**Cheer on Your Favorite Team!**  
Tickets available at the Chamber office - 306 N. Main • \$25 - includes Cash Bash ticket, reverse raffle for \$2,500 prize money, Hors d'oeuvres & great entertainment!  
• \$15 - Hors d'oeuvres & great entertainment

\*Don't have to be present to win.

Be witness to the shenanigans!

**CHAMBER CHALLENGE AWARD CELEBRATION**  
Best Western  
Convention Center,  
2211 E. Kansas Avenue,  
McPherson, KS

## From the McPherson Chamber of Commerce



Jennifer Burch  
Executive Director

I am part of several Chamber of Commerce organization networks that promotes Chamber Executives like myself to share ideas, get advice and provide support. In a recent conversation the topic of what kind of strange questions that our offices have received over the years. They are all too funny, here are some of my favorites that have been shared by others and experienced

- in our office.
- What day are the pelicans arriving?
- Where is my Aunt Sophie buried?
- Why haven't I received my newspaper?
- I have a doctors appointment, but can't remember the time could you help me?
- Will the eagles be out today? I live 4 hours away and don't want to drive there if they aren't going to be out.
- How do you can pickles?
- How do you keep cats from pooping in your garden?
- There is a bush on fire across the street from me, could you call someone?
- What backroads should I take to drive to Washington D.C.?
- Can you provide me with a copy of my marriage license?
- Who do you call to see if you have a body buried in your backyard?
- What is the name of the hotel across the street from the O'Hara Airport?
- Are my tax dollars paying for the Easter Bunny to arrive by helicopter?

- ter?
- Someone entered a Chamber office and asked if they give away Depends. They had heard that the Chamber does that sort of thing.
- When are we spraying for bugs?
- Does that girl that "tried out" for the 1976 Olympics still live there?
- Why do the police have that guy pulled over on North Street?
- How many horses are in the county?
- I'm building a house in your town, which way should it face?
- Can cousins marry in Tennessee?
- Who will come to my house and bury a horse? He isn't dead yet, but he probably will be soon.
- Could you get a copy of my children's birth certificates?
- What day are we celebrating 4th of July or Halloween?
- Complaint about how the sun shines in the persons' eyes at a particular intersection.

All in a day and life of a Chamber office, it is never a dull moment.

## Welcome to McPherson!

One of the many services that the Chamber provides the community is the "Welcome to McPherson" gift bag for new residents. We invite anyone new to McPherson to stop by the Chamber office at 306 N. Main to pick up your gift bag. The Welcome bags include discount coupons, pens, notepads, brochures, and other valuable information all packed into

a reusable shopping bag. The Welcome bags are provided by Chamber members to introduce new residents to their business and share about the services, products they provide. If you are a Chamber member and would like to provide approximately 50 items to be included in the Welcome bags you can drop them off at the Chamber office anytime. This is an ongoing FREE benefit to being a

Chamber member. Be the first to introduce yourself to a new resident - think about all the services, products a new resident would be seeking out -salon/barber, dentist, doctor, chiropractor, podiatrist, veterinarian, insurance agent, fitness center, pharmacy, bank, internet service, telephone, cable, real estate agent, accountant, the list goes on and on.

## DQ GRILL & CHILL WINNERS

Congratulations to Terra Nova Apartments located at 1418 Genesis. 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 ice cream treat.

## From Our Family ...To Yours

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## 2015 - 2016 Chamber of Commerce Board of Directors

President – Dr. Brandon Stupka, Stupka Chiropractic & Wellness Center • President Elect – Adrian Morales, Hess Oil Company  
 Treasurer – Josh Menard, Swindoll, Janzen, Hawk & Loyd • Past President – Gena Strathman, First Bank Kansas  
 Board of Director: Chad Clark – CAC Consulting • Andy Elliott – Elliott Insurance & Real Estate • Gina Venable – Venable Jewelers  
 Tracy Sterling – Hall's Culligan Water • Janet Lynch – CertainTeed Corporation • Zac Hoppes – Farmers State Bank  
 Tom Saffel – Prairie Landworks • Katie Sawyer – McPherson College  
 Staff: Jennifer Burch – Executive Director • Debbie Hawkinson – Administrative Assistant • Alesia Stout – Program Assistant

### Shopping Local Is More Affordable Than You Think

Most people agree shopping local is a good idea but some say they can't afford to pay more for items they need on a daily basis. Shopping local isn't more expensive if you take into account the following aspects.

#### Loss Leaders

Box stores run expensive ads featuring loss leaders to get you in the doors. These products are sold at reduce revenue, or loss, in order to attract customers. The box stores sacrifice money on some items in the hopes you'll buy others. While some savvy shoppers come in just for the loss leaders, most do all their shopping at the store making up for the revenue lost on 1-2 items.

#### Cost of Fuel

If you're driving 20+ miles to go to a box store or mall, you're using about a gallon of gas each way, which adds between \$3-\$5 (depending on the fuel prices) to what you are purchasing.

#### Local Revenue

If no one shops in your community, your businesses will close. If your businesses close, you lose revenue from shopping tourists, your tax base (which goes to fund schools, EMT, fire department, law enforcement, library and many others), and your little league sponsor. Are you willing to shell out the money to replace the revenue lost? People don't want to live in a town where everything is boarded up.



**From the McPherson Convention & Visitors Bureau**

Joni Regnier  
CVB Director

Springtime means new beginnings. Flowers start to bloom, birds begin to chirp and butterflies take flight. It's a time when many look toward the future with eagerness and anticipation, yearning for renewal. Spring opens the door for individuals to move forward toward brighter days.

With that thought in mind, the McPherson Convention & Visitors Bureau is joining efforts with the McPherson Museum and the McPherson Opera House to present the first-ever Progressive Dinner Party, a fundraiser devoted to supporting two beautiful McPherson landmarks.

The McPherson Museum & Art Foundation, 1111 E. Kansas, is dedicated to preserving the historical, cultural and artistic heritage of the McPherson

community. Discover the beauty of the past by viewing fossils, ethnic artifacts and art collections. Celebrate the present by attending museum events and viewing rotating exhibits. Secure the future by purchasing an individual or family membership.

The McPherson Opera House, 219 S. Main, is home to a historical gathering place providing a wide variety of cultural, entertainment and educational opportunities. Embrace the creative mix of acts during the performance season. Explore the working art studios designed for both the novice and veteran artist. Host a creative event utilizing the ballroom, auditorium or one of the meeting rooms.

Come celebrate these two beautiful McPherson jewels on Tuesday, April 26, 6-8 p.m. The Progressive Dinner Party begins at the McPherson Museum with wine and appetizers followed by dinner at the McPherson Opera House. The journey concludes with dessert provided by The Cake Lady at The Well. Cost is \$50 per person with limited tickets available. Your donation will help the McPherson Museum and McPherson Opera House blossom into a new season. This event promises to be the most delicious party of the year! For tickets and information, call 241-8464 or 241-1952.

## chamber events

- March**
- 23 **4:00 p** Tartan Turkey Golf Tournament meeting @ Chamber
  - 24 **9:30 a** Chamber Coffee at McPherson County Community Foundation Office, 206 S. Main hosted by CASA
  - 11:30 a** Chamber Board @ Chamber office
  - 25 **5:30 p** Chamber Challenge Award Celebration @ Best Western Holiday Manor Convention Center, 2211 E. Kansas
  - 30 **10:00 a** New Business Ribbon Cutting for Gerken Rent All, 1060 W. Kansas
  - 31 **9:30 a** Chamber Coffee hosted by NexTech Wireless, 200 S. Champlain
  - 6 **12:00** Leadership Board of Trustees @ Chamber
  - 7 **9:30 a** Chamber Coffee @ LSI Staffing, 305 N. Main
  - 12 **7:00 a** Ag committee @ Perkins
  - 12:00** Community Development @ Chamber
  - 5-6:30 p** Family Fair @ Community Building, 122 E. Marlin
  - 14 **9:30 a** Chamber Coffee @ Stout Printing Apparel & Promo, 216 N. Main
  - 20 **4:00 p** Women's Event Committee @ Chamber
  - 21 **9:30 a** Chamber Coffee @ Smoky Valley Nursery, 600 W. Northview
  - 28 **9:30 a** Chamber Coffee @ Midway Motors – Rental Department, Ford Chrysler Building, 2075 E. Kansas
  - 11:30 a** Chamber Board @ Chamber office
- April**
- 5 **12:00** Ambassadors @ Chamber

### From the McPherson County United Way



Stuart Dille  
Executive Director

Hello. I want to introduce myself. I am pleased to be chosen as the Executive Director of the United Way of McPherson County. I moved to McPherson with his wife Rhonda who has returned to her hometown to be near her family. I spent my first 42 years in a small town in Montana not unlike McPherson. I have a lot of experience with Non Profit organiza-

tions which includes working for Chambers of Commerce and Business organizations. I have also served on the Board of Directors for United Way, Chambers of Commerce and Big Brothers and Sisters. My Serving as a Big Brother for 13 years, my little brother thrived because of the services that United Way helps support.

### 2016 Farm Forum Great Success!

Kudos to the Chamber Agriculture Farm Forum sub committee who organized the 2016 Farm Forum that featured guest speaker Tim Boese, Equus Beds Groundwater Management District #2. Tim provided vital information relevant to both rural areas and the function of a community relating to water issues. In addition to the valuable information provided by Tim, there were special awards presented to 2015 Friend of Agriculture winner – Dave MacMannis and 2015 Farm Family of the Year Jim and Mim Nelson. Congratulations to them for

the work they do relating to agriculture.

Special thanks to the sponsors: Midway Motors, Ken Cotton DDS, McPherson Realty Exchange, Zeitlow Distributing, Horizon Real Estate, Mac Plastics, American Ag Credit, Krehbiels Speciality Meats, McPherson County Feeders, Peoples Bank & Trust, Home State Bank & Trust and First Bank Kansas.

Special thanks to placemat sponsors: Limagrain (Anderson Farms Enterprises), Ohilde Seed Farms (Karl Esping), Dyna-Gro (Crop Production Services), Asgrow

(MKC, Nelson Seeds, Coop Grain & Supply), Croplan by Winfield (MKC, Cooper Grain & Supply), NK (Ag Seeds LLC, MKC), Dekald (MKC, Coop Grain & Supply, Crop Productions Services, Nelson Seeds), AgriPro (Phillips Seed Farms, Inc.), Agseco (Phillips Seed Farms), Kansas Wheat Alliance (Phillips Seed Farms), Channel (Adam Baldwin), Phillips Seed (Ag Seed, Nelson Seeds, Coop Grain, Phillips Seed Farm), Neufeldt Seeds, Mycogen Seeds (Nelson Seeds, MKC), Pioneer (Iron Horse, Penner Seed), Golden Harvest (Ag Seeds).

### Celebrating Our Youngest Learners At The 2016 FAMILY FAIR

An evening full of ideas and useful resources from local non-profits and youth serving organizations. The 2016 Family Fair, organized by the McPherson County Coalition for Children and Families, is a FREE community event scheduled for Tuesday, April 12th from 5:00-6:30 pm at the community building, 122 E. Marlin.

Bring the family and neighbors to the 2016 Family Fair for helpful

information at 30+ booths. It's a fun family event where you can connect with some great organizations, learn about local resources, enjoy numerous engaging activities for the kiddos, sit down to a chili supper, pick out a FREE children's book for each child that attends and sign up for fantastic door prizes. Many prizes will be given away throughout the evening and then we will draw for the grand

prizes: a McPherson Water Park family season pass, family YMCA membership and a family membership to the McPherson Museum! Come celebrate with us **Tuesday, April 12th from 5-6:30 pm.** Funds for the 2016 Family Fair were provided in part by the McPherson Chamber Children's Fund administered through the McPherson County Community Foundation.

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