

The Chamber Business Journal

September 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 to the Chamber!

Anderson-Crain Investment Group
322 N. Main McPherson, KS 67460
Phone: 620-755- 3851
Web: www.anderson-crain.com
Contact: Graham Crain
Jeremy Anderson

The **Anderson-Crain Investment Group (ACIG)** is a Private Equity Real Estate Company and active participant in the Midwest, Southwest and Northeast markets in the United States through their two corporate offices in McPherson, KS and Weymouth, MA. ACIG invest, develops and operates within a regional market network to capitalize on exclusive commercial and residential real estate investment opportunities. ACIG, along with its private investors and strategic partners, leverages its understanding of local markets and overall performance record to take advantage of select investment opportunities. ACIG provides the following investment services: Limited Liability Companies, Joint Ventures, Tenants-In-Common, Limited Partnerships, Debt and Equity Partnerships, Retirement Account Investments, 1031 Exchanges, Charitable Trusts and Foundations and Consulting Services.

CK Pharmacy
200 N. Main
McPherson, KS 67460
Contacts: Michelle Bombardier & Michelle Kuder
Phone: 620-241- 0022
Fax: 620-241- 7805
Website: www.ckpharma-

cies.com
Facebook: CKPharmacies
Hours: Monday-Friday 9:00 a.m. to 6:00p.m. Saturday - 9:00 a.m. to 12:00 noon Sunday: Closed

CK Pharmacy - McPherson is one of three independently co-owned and operated **CK Pharmacies** (also in Moundridge and Peabody) by Steve Kuder and Brian Bombardier. They purchase the former Medical Center Pharmacy a little over a year ago from Keith Schooler and Ken Krehbiel who continue to work with **CK Pharmacy** as part-time staff pharmacists. Steve is a KU Pharmacy graduate, longtime pharmacy manager and an expert at medication synchronization. Bryan is a Creighton Pharmacy graduate, former Army Officer, and specializes in finding natural ways to achieve greater health as well as compounding. They recently relocated to Main Street to provide better access for their patient and expand their current services. In addition to prescription medications, they offer medication synchronization, dispill packaging, over the county medication, natural health products, compounding, and free delivery and mail out services. **CK Pharmacy** have thoroughly enjoyed their first year getting to know their patients and look forward to new opportunities to invest in the health and well-being of their McPherson community.

Are You Prepared for the Department of Labor Wage Rules?

Please join the McPherson Chamber of Commerce to learn about the Federal Fair Labor Standards Act exemption changes and what it all means for employers on Friday, October 21 at 12:00 to 1:00 at the ACCK office, 210 S. Main. The U.S. Labor Department has disclosed the details of its final revised regulations defining the exemptions under the federal Fair Labor Standards Act's Section 13 (a) (1). If you currently consider any of your employees to be exempt "white collar" employees, you might have to

make some sweeping changes. The presentation will be conducted by Jeffrey A. Houston of **Wise & Reber, L.C.** and will cover the following:
• General overview of the Fair Labor Standards Act
• Different categories of exempt employees and test behind each
• Question & answers

It will be a brown bag presentation, so bring your lunch with you for the FREE presentation. Space is limited - reservations are required by calling 620-241-3303.

Invest in the Growth of Your Business

The McPherson Chamber of Commerce in partnership with NetWork Kansas, Center for Entrepreneurship and Wichita State University Center for Entrepreneurship is bringing experts in a variety of business topics to McPherson for an 8 week seminar beginning Thursdays, September 15 to November 3 from 5:30 p.m. to 8:30 p.m. at the ACCK office, 210 S. Main - McPherson.

September 15 Entrepreneurial Mindset for Small Businesses
Assessing your entrepreneurial spirit; building a business concept statement and vision.

September 22 Customer Discovery: The Roadmap to a Successful Marketing Plan
Applying market research/segmentation and building a guerilla marketing plan.

September 29 Social Media and Search Engine Optimization
Increasing website traffic, building your brand online and optimizing social media

October 6 Creating Value for Your Customers
Customer service/consumer behavior, exceeding customer needs before, during and after.

October 13 Basic Sales Techniques and Practices for Selling
Selling the concept and the keys of making a sale, identifying a potential customer.

October 20 Practical Legal Issues
Improving vendor relationships, negotiations, and contracts for positive (win/win) outcomes.

October 27 Keeping a Financial Focus
Monitoring critical numbers and financial control systems of your business.

November 3 Bringing It All Together: Developing an Effective Niche Strategy
Competitive advantage in the marketplace.

The "Growing Rural Businesses" seminar series is a great value to any business. If you are concerned of not being able to commit to all 8 sessions, this is an opportunity to invest in the education of key employees. For one price of \$200 (before 8/25) or \$250 after the early bird discount you are purchasing one seat at each of the 8 seminars - why not share the wealth of learning about business success. Register www.wichita.edu/GRB

McPherson County to Celebrate Manufacturing in October

To celebrate and bring recognition to the county's industrial success, McPherson County industries are joining hundreds of other industries across the United States in opening their doors and inviting people to experience what modern day manufacturing looks like. Students, teachers, parents and job seekers can see for themselves that manufacturing provides clean, safe, high-tech environments in which to pursue challenging, creative well-paid careers.

The McPherson Chamber of Commerce and McPherson Industrial Development Co., along with the City and County will proclaim October as Manufacturing Month in McPherson County. **Viega**, 2211 Viega Avenue, McPherson, Kansas + will open their doors to its metals

manufacturing, plastics manufacturing and distribution center facilities for the official kick off of Manufacturing Month on Friday, October 7th beginning at 9:00 a.m. to 2:00 p.m. The day will include facility tours, a job fair and demonstrations. This day is a perfect occasion for anyone wanting to know more about Viega and the state of the art products they produce.

Registration is required to attend the **Viega Manufacturing Day**. Visit www.mfgday.com to register. For more information on **Viega** visit www.viega.us. More industries will be added to the schedule for Manufacturing Month - the list will be finalized and published in the October edition of the Chamber Business Journal and on the website www.mcphersonchamber.org.

From the McPherson Chamber of Commerce

Should You Join the McPherson Chamber of Commerce?



Jennifer Burch
Executive Director

If you start a business or have been in business and are skeptical about joining the Chamber of Commerce because you may have read about how "traditional" marketing is dying and everything is moving to the mobile space. You also may be skeptical about the return on value for joining the Chamber of Commerce. Yes, you may receive more in return than the membership price value. The funny part is that the Chamber of Commerce may not be directly associated with any revenue you received, but may have put you and your business in front of right people to succeed and grow your business.

What is the Chamber of Commerce?

If you are new to running a business, you might have no idea what the Chamber of Commerce is. So let's make sure we are all on the same page. The concept of the Chamber of Commerce is simple. It is a place where businesses get together and help each other grow, network and learn. All Chamber members have similar goals, to grow their business.

5 Benefits of Joining the McPherson Chamber of Commerce

1) The McPherson Chamber of Commerce has a highly visible site that is mobile friendly with a business directory that drives web traffic. By joining the Chamber of Commerce, a business is able to be part of the directory and get a high quality link from a great source to the business website (link building is a part of search engine optimization)

2) Networking is not for everyone, but it is a necessity of building business relationships that lead to new customers. Everyone has the same goal, to make connections people want to do business with people.

3) When you are building business relationships, you are building business partnerships and sharing leads. Those business relationships and partnerships can be an extension of your company.

4) In order to be successful in marketing you must develop a holistic marketing plan. Combine the best of traditional marketing with the new inbound marketing approaches. Through networking events (traditional) you can create leads to your inbound marketing approaches (website, blog, etc).

5) The McPherson Chamber of Commerce will give members an opportunity to advertise their business very affordably in our weekly Enewsletter as well as other publications. **BONUS** Being a member of the Chamber of Commerce helps you get to know your community and people in it.

Jennifer Burch
Executive Director

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Your Confidence Is Our Reputation

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Heading to Denver!

Chamber Men’s Traveling Ambassador Trip

The 2016 Men’s Trip will travel by luxury coach to Denver, Colorado departing on Wednesday, September 28 th at 6:00 a.m. Sharp from the **Peoples Bank** parking lot. On the way, a stop in Russell, Kansas for breakfast and a tour of the Ethanol Plant. A short stop will be made along the way for a quick lunch and another tour as travelers get closer to Denver. Hotel accommodations are at a hotel in the center of downtown Denver with plenty of restaurants and nightlife spots within walking distance. The evening will include the traditional annual banquet, which is included in the price of the trip.

Thursday, September 29, travelers will enjoy a city tour of Denver. The commit-

tee is working on securing an industrial tour at Ardent Mill, Bronco Mile High Stadium and River North Brewery.

Friday, September 30 will be the tour of the Olympic Training Center in Colorado Springs as well as the Air Force Academy.

Saturday, October 1 will be half day of tours and a FREE afternoon to explore on your own. Departure from the hotel early Sunday, October 2 will begin the adventure back to McPherson mid afternoon. The total cost of the fantastic trip is \$775 per traveler. There are only 40 slots available. If you are interested, please contact the Chamber office at 620-241- 3303.

ACT Work Ready Communities

Businesses play an important leadership role in all communities they are located. And like any good corporate citizen, businesses are willing to make the investment necessary to build a strong workforce with the skills employers need in today’s global economy.

The McPherson County certified work ready communities initiative (herein “iWORK”), in partnership with ACT Work Ready Communities and powered by the ACT National Career Readiness Certificate (NCRC), helps individuals document and improve their skills and paves the way to better jobs and higher wages. It’s helping employers make better hiring decisions, resulting in reduced training time and cost, lower turnover and higher productivity. And it’s helping communities measure and close skills gaps and market the quality of their workforce.

How can a business benefit from being a Champion?

- Hire the best – hire work ready employees
- Reduce turnover
- Reduce hiring costs
- Improve productivity
- Identify skills gaps in your workforce
- Develop your future workforce with succession planning
- Effectively and efficiently manage human capital
- Access to industry and job category competency models
- Access to job-specific job profiles with associated skill levels
- Validated test to ensure HR compliance
- Over 30 years of workforce development research at your fingertips
- Separate your business from the competition

If you are interested in supporting the McPherson County iWORK initiative and taking a stand for a stronger workforce, please consider becoming an iWORK Champion. By being an iWORK Champion, you will be leading by example – and helping your own-business, other businesses and ultimately the McPherson community, county and state as a whole.

As an iWORK Champion, your business agrees to allow the name of your business to be included in public awareness efforts (including ACT website, KansasWorks website, presentations, print, and electronic media) by iWORK representatives.

Please join the following employers who are embracing a common language around workforce skill requirements and recognizes that it is a crucial part of the Certified Work Ready Communities effort. Community goals include a measure of business engagement.

These businesses agree to **RECOGNIZE** the National Career Readiness Certificate as one tool in their hiring, promotion and training practices.

- Battenfeld-Cincinnati USA, Chemstar Products, Archrock Services LP, LSI Staffing Inc., McPherson County, City of McPherson, McPherson Business Solutions, Viega, Welco Services, Inc. and the McPherson Chamber of Commerce.

These businesses agree to **RECOMMEND** and prefer that candidates have earned the National Career Readiness Certificate as one tool in hiring, promotion and training practices and prefer that candidates have earned a certificate.

- Board of Public Utilities, Mid Kansas Machine, MKC, and Aero Transportation Products

These businesses **REQUIRE** the National Career Readiness Certificate as one tool in their hiring, promotion and training practices.

- Johns-Manville and CHS
- If you would like more information about becoming a iWORK Champion and how utilizing the NCRC in your hiring process, please feel free to contact Jennifer at 241-3303.

chamber events

August

25 **9:30a** Chamber Coffee hosted by Peoples Bank & Trust Investment Solutions @ 822 N. Main, Women’s Trip Departs for San Francisco

Chamber

8 **9:30a** Chamber Coffee hosted by the United Way of McPherson County @ the McPherson Museum, 1111 E. Kansas

September

1 **9:30a** Chamber Coffee – hosted by The Cooks Nook, 219 N. Main

12 **12:00 noon** Ambassadors @ Chamber

4:00p Ribbon Cutting for Storage Town U-Haul, 902 E. First

13 **7:00a** Chamber Ag Committee @ Perkins

12:00 noon Community Development @ Chamber

2 **10:00a** Technology Committee @ Chamber

15 **9:30a** Ribbon Cutting & Chamber Coffee to celebrate the new location of **Skynet Unmanned Aerial Services**, 880 N. Vanguard

5 Labor Day- Office Closed

5:30p Growing Rural Business @ ACCK 210 S. Main

7 **10:00a** Ribbon Cutting for Plan 4 Architecture Design, 900 E. First

12:00 noon Leadership Board of Trustees @

DQ GRILL & CHILL WINNERS

Congratulations to CK Pharmacy, 200 N. Main They are the winner of a DQ Cake. Thank you Roger and Karen Horn, owners of DQ Grill and Chill, 1435 N. Main for providing the monthly DQ ice cream treat.

United Way’s Campaign Kickoff / Special Event

SAVE THE DATE!



Stuart Dille
Executive Director

September 8th at the McPherson Museum, 1111 E Kansas Ave, 9:30am in conjunction with the Chamber of Commerce’s Coffee Connections. Stuart Dille, Executive

Director, will personally be cooking and it is going to be good. There will be a lot of good prizes and a special surprise presentation that you don’t want to miss. The needs of the community continue to rise so we have an even loftier goal this year. The Kick Off is our way to really jump start the Campaign and ensure we are able to help as many agencies as possible. Please come have some fun and help us energize this year’s Campaign.

Stuart Dille,
Executive Director

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