

February 2012

# The Chamber

## @WORK

*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!

**Moringa Life Drinkers, LLC**  
1634 Mohawk Road  
McPherson, KS 67460  
Phone: 620-241-8311  
Fax: 620-241-8316  
Web: www.moringalifedrinkers.com  
Contacts: Homer & Sarah Krehbiel

Moringa Life Drinkers, LLC was founded in 2009 by Homer & Sarah Krehbiel. They offer Zija International products that contain a proprietary blend of organically grown Moringa Oleifera leaf, fruit and seed cake.

Zija International was founded by Ken Brailsford in 2006, and is now doing business in 7 different international markets with annual sales over one million dollars. In 2012, the international market will expand and projected sales are at 300 million dollars.

Moringa Life Drinkers, LLC presently has over 2,300 people in its organization, located in over thirty U.S. states and internationally. The Moringa beverage has truly changed their health, wealth and lives forever.

Mission statement: "We passionately share the Zija story with others for their health, wealth, and ours."

For more information about Moringa Life Drinkers go to www.moringalifedrinkers.com or call at 620-241-8311.

### Support McPherson Chamber Members First

Members in good standing have been given a window decal to display to signify that they support and are Proud Members of the McPherson Chamber of Commerce. We hope that you use Chamber members first for your goods, products & services. The window decal and membership plaque represent that this member supports the work of the Chamber and civic engagement which is important in the overall betterment of the community.

### Thank You Farm Forum Sponsors

Dale Powell, Chemstar, Zeitlow Distributing, The Investment Center (Dan Hervey), McPherson Eyecare, McPherson County Abstract & Title Co., Rock n E Farms, Peoples Bank & Trust, Wise & Reber, Horizon Real Estate, Midway Motors, McPherson County Farm Bureau, A5 Western, Sunflower Bank, McPherson County Feeders, First Bank Kansas, Agricultural Seeds (Delbert Schrag), Glidden-Ediger Funeral Home, Rev. Harold Nelson

Congratulations to Fran Stucky "Friend of Agriculture" and Allan & Deanna Sents for "2011 Farm Family of the Year".

### YP Mac Social Fiesta Style - O Lay!

Mark your calendar for Thursday, January 26th to be at Tres Amigos, located at 121 W. Marlin, for the YP Mac January Social, 5:30 to 7:00 p.m. A big thank you to Sunflower Bank for hosting.

RSVP on YPMAC Facebook or to the Chamber by calling 241-3303 or emailing asstchamber@mcphersonks.org by 1/23/12.

Please bring donations in support of the McPherson County Humane Society; scoopable litter, paper towels, laundry soap and kitty treats & toys. If you are interested in learning about the pets that are looking for a loving home, call 241-3682.

### AT & T Sponsors

#### 2012 Legislative Coffee's

January 28th & April 17th

The Business And Membership Committee of the McPherson Chamber of Commerce is pleased to announce the upcoming Legislative Coffee's sponsored by AT & T. Legislators Senator Jay Emler and Representatives Clark Shultz and Don Schroeder will be present. The first is scheduled early in the session on Saturday, January 28 at 9:00 a.m. and the second is scheduled for Saturday, April 7 at 9:00 a.m. - both will be held at The Well, 101 N. Main, in McPherson.

### KansasWorks ....

#### Connecting Employers & Jobseekers

In addition to utilizing local employment agencies, we encourage you to use another source as well in seeking job applicants and posting available positions at no cost - check out www.kansasworks.com. Not only are employers able to post Kansas job openings at no cost, registered employers are also able to search and review thousands of jobseekers' resumes.

McPherson Chamber of Commerce Local Employment Agencies:

**Advance Services, Inc.**  
116 S. Main  
620/241-3839

**Kelly Services**  
1607 N. Main  
620/245-9155

**LSI Staffing**  
115 E. Euclid  
620/504-6520

**Team Employment**  
103 E. Marlin  
620/241-2901



### From McPherson Chamber of Commerce

Wow! Where did 2011 go? It seems that the older I get the faster time passes me by and

Jennifer Burch  
Executive Director

the slower I become. As I look back on 2011, I review all the areas that the Chamber has been involved with and ask myself - did we do enough? Are we making a difference? When I meet with members and our Ambassadors report on their visits - the responses are; " great", " we are doing a great job", "keep it up", etc. I would like to hope that I am someone that my

members can approach if there is a concern, complaint, ideas or suggestions. I want to do the best job and be the organization that the McPherson community/area needs and wants. I want our members to be proud of the McPherson Chamber of Commerce. We work to provide opportunities for members to get to know other business people in the community and to

promote their products and services. The analogy is that the Chamber is the vehicle, but it is up to the members to "kick it into the drive".

I look forward to what 2012 will bring and hope that the best is yet to come. Remember, my door is always open.

Jennifer Burch, Executive Director

### Kansas Department of Commerce

#### Work Opportunity Tax Credits (WOTC)

The Work Opportunity Tax Credit provides tax relief to employers who hire full-time, part-time or temporary employees from specifically targeted groups that have employment barriers. The WOTC can provide tax credits under the following conditions.

A 40% credit on the first \$6,000 of wages in the first year if the employee works at least 400 hours for a maxi-

mum tax credit of \$2,400  
A 25% credit on the first \$6,000 of wages in the first year if the employee works at least 120 hours for a maximum tax credit of \$1,500  
Qualified wages for the Summer Youth target group are capped at \$3,000 for a maximum tax credit of \$1,200

For the disabled veteran group  
-A 40% credit on the first \$12,000 of wages in the first year if the employee works at least 400 hours for a maximum credit of \$4,800  
-A 25% credit on the first \$12,000 of wages in the first year if the employee

works at least 120 hours for a maximum credit of \$3,000

For the long-term family assistance group  
-A 40% credit during the first year of employment on the first \$10,000 an employee earns for a maximum credit of \$4,000  
-A 50% credit on the first \$10,000 an employee earns during the second year of employment

Employer Benefits:  
The hiring decision is made by the employer

Qualified individuals may be hired Up to \$9,000 in potential tax credits per new hire  
Reduced recruitment and training costs  
No restrictions on number of qualified hires  
Credits are applied to taxes due  
Unused tax credits may be carried over  
Minimal paperwork to claim tax credits

For more information, contact: Joyce Heiman, Work Opportunity Tax Credit Program Manager, Kansas Department of Commerce,  
Phone: 785/296-7435 or  
jheiman@kansasccommerce.com

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# 2011 - 2012 Chamber of Commerce Board of Directors

President- Greg McCullough, Farmers Alliance Mutual Insurance • President Elect – Dell Reese, Dirt Cheap Banners  
 Past President – Chad Alexander, Peoples Bank & Trust • Treasurer – Jodi Baerg, Adams, Brown, Beran & Ball, Chtd  
 Directors: Rob Monical, McPherson Hospital, Jim Leach, retired, Michael King, King Enterprise Group, Ron Willems, Sunflower Bank,  
 Anna Ruxlow, McPherson College, Penny Selzer, Farmers State Bank, Troy Short, Hospira, Corey Hoover, Midway Motors  
 Mission: to work as an organization of individuals, businesses and professionals to enhance the economic, civic and cultural interests of the McPherson area.

## Free & Confidential One-on-One Business Counseling Available

The Kansas Small Business Development Center will have an Outreach Center Consultant at the McPherson Chamber of Commerce office located at 306 N. Main from 9:00 to 4:00 on the following days:  
 Monday's  
 January 23, February 27,

March 19, April 16, May 21, June 18, July 16, August 20, September 17, October 15, November 19 and December 10.

The KSBDCC offers individualized, confidential, and comprehensive business consulting at no charge to its clients. Any existing small business or individual interested in needing counseling in areas of: marketing and sales, accounting, financial analysis and cost

control, personnel, inventory control, business start-up or acquisition, business liquidation or sale, strategic planning, and many other areas. One hour long appointments are available beginning at 9:00, 10:00, 2:00, 3:00 and 4:00 and can be made by calling Mark Buckley at 620/474-6100. Please feel free to contact Mark to arrange for an optional appointment time and day not listed.



**Ann Engel**  
 Main Street Executive Director

Happy New Year! Has everyone already made and forgotten their New Year's Resolution? I'll be honest, I rarely make one, because I know that the things I want to change about myself are ongoing (and multiple) and I am realistic enough to know that I am talking more about lifelong commitments rather than short-term resolutions. That being said, I have noticed that I have accomplished (or made headway) in one area I have wanted to improve...fighting change. I used to fight change mainly because it was an inconvenience to my time and routine more than whether it was actually a better solution to a problem or issue, but 4 years ago when I started this job, I learned really fast that if I couldn't adapt to change I needed to find another way to spend my days. Once I got past my frustration at having to learn something new, I found that change can sometimes make things better, despite the inconvenience of getting there. (Is this a light bulb moment for dim-witted me or just a segue to my purpose?) Bingo!  
 I am a member of the 3-lane task force that is looking into the north Main 3-lane and whether to keep it as is or go back to a 4-lane. We are also looking into the possibility of extending the 3-lane concept into other areas, including the Downtown. Also on the agenda are spotlight timing issues, extended length vehicle parking



**Brenda Sales**  
 Director

of February, the Allocations Teams will be reviewing funding applications submitted for 2012 funding. The four Teams will be hearing presentations from each organization applying for funding, then reviewing each application.  
 Twenty-six program applications have been submitted for 2012 funding, with a total request of \$214,850. Our volunteers will meet weekly to hear presentations from each organization, review their applications (including description of their program, how it impacts our community, their financial reports and budgets for their program) then make their finding recommendations to our Board of Direc-

## From McPherson Main Street

and overall safety and traffic flow. Members of Main Street's Design and ER committees have been hitting the streets gathering input, as have other groups, and we are all starting to compile the comments as well as study the data for all areas in question. I have personal opinions, but am serving on the task force in the capacity of representing the Downtown area, so I have been working very hard to listen to all sides and keep an open mind. I am very impressed at this point with the information the City has provided us and the timeliness of gathering any data we request. I am learning how much thought and study goes into making a decision that affects many, all the while knowing in advance that no matter what is decided will not be popular with somebody. I am learning to utilize my newly recognized accomplishment of not fighting change "just because," but really listening and learning why certain things might or might not work.  
 In the next month or so the task-force will be trying to share the information we are gathering so that when the next citywide survey becomes available, people can make decisions based on fact and not emotion. It will be these types of fact based responses that will end up helping us (the task force) vote to represent the majority. I hope that you will read any information available, share that information, study the areas in question, and then take the time to voice your opinion. We all share the same space and have the same goal in mind, that of making McPherson the best it can be.

Ann Engel, Director

## From the United Way of McPherson County

tors for approval.

I would like to thank ALL the volunteers helping with our Allocations Committee. They are: Laura Vogts, Sheryl Dossett, Tammy Curtright and Chris McKean – Team Leaders. Team Members are Chris Wallace, Sharon Keeler, Jay Pavlik, Megan Spencer, Ayda Dossett, Sherry Conyers, Dave McMurray, Ann Engle, Jim Nelson, Jenny Cheatham, Janette Hess, Crystal Warren, Jenny Bonham, Trish Goad, Jolene Clark, Marsha Mills, Carma Wall, Tara Dahlstrom, Laura Peters Jackie Christensen, Andy Elliott and Larry Sigle.

Working on the Allocations Committee is a great way to learn how United Way works in partnering with organizations and helping fund programs that are making a difference in McPherson County. It is with the help of these volunteers, the funding decisions for programs in McPherson County can help so many.

Brenda Sales, Director

## chamber events Jan/Feb 2012

- |                |  |                 |  |
|----------------|--|-----------------|--|
| <b>January</b> | Excel @ HCC-McPherson                                  | 14 7:00 a.m.    | Agriculture Committee @ Perkins                              |
| 18 4:00 p.m.   | Women's Event Committee @ Chamber                      | 9:00 a.m.       | Meet & Greet Your Legislators Coffee @ The Well              |
| 19 6:30 a.m.   | 2012 Farm Forum @ Perkins Restaurant                   | <b>February</b> |  |
| 9:30 a.m.      | Chamber Coffee hosted by                               | 1 12:00         | Leadership Board of Trustees @ Chamber                       |
| 20 11:00 a.m.  | Chamber Academy – Excel @ HCC-McPherson                | 2 9:30 a.m.     | Chamber Coffee hosted by Sterling House of McPherson         |
| 23 9:00 a.m.   | Kansas Small Business Development Counseling @ Chamber | 3 11:00 a.m.    | Chamber Academy – Excel @ HCC-McPherson                      |
| 25 12:00       | BAM! @ Chamber   | 7 12:00         | Ambassadors @ Chamber  |
| 26 9:30 a.m.   | Chamber Coffee hosted by McPherson Veterinary Clinic   | 4:00 p.m.       | YP Mac Committee Meeting @ Chamber                           |
| 10:30 a.m.     | Lakeside Plaza Board Meeting @ Chamber                 | 9 9:30 a.m.     | Chamber Coffee hosted by Integrated Health & Wellness Center |
| 11:30 a.m.     | Chamber Board Meeting @ Chamber                        | 12:00           | Tartan Turkey Golf Tournament Committee @ Chamber            |
| 5:30 p.m.      | YP Mac Social @ Tres Amigos                            | 10 11:00 a.m.   | Chamber Academy – Excel @ HCC-McPherson                      |
| 27 11:00 a.m.  | Chamber Academy –                                      |                 |  |

## Lucky Winner of a DQ Cake

Congratulations to Kelly Comer and all the employees at Femco, 1132 W. First Street. Thank you to Roger and Karen Horn of DQ McPherson for providing the monthly DQ Cake for McPherson Chamber members.

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**From Convention & Visitors Bureau**  
**Anne Hassler**  
 Director  
 Convention & Visitors Bureau  
 Keeping batteries charged  
 After the rush of the holidays, it's nice to have time to catch up. This time of year is typically slow, especially for the trolley. In years past it has set idle for a couple of months, and we've come back to find it with a dead battery or two. As a way to keep it active, we started giving free historical trolley tours to all McPherson fifth grade students in Jan. and Feb. It's always fun to read the thank yous afterward and find out what was most interesting to them. Some like the bell on the trolley, some like the story of the Globe Refiners, but hopefully all of them

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