

The Chamber Business Journal

June 2022

Community ~ Growth ~ Leadership ~ Vision

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

Congratulations & Welcome New Member

Mosaic Interior and Exterior Painting LLC
Hesston, KS
Contact: Nathaniel Goosen & Brandis Henderson
Phone: 316-227-0746
Website: mosaicinteriorandexteriorpainting.com
Facebook: Mosaic Interior and Exterior Painting

An interesting start to Mosaic Interior and Exterior Painting LLC. Nathaniel Goossen and his wife served for several years with a missionary agency that stationed them in Brazil and in Southeast Asia where they assisted churches in their growth and helped start others. They then moved to Chicago where they assisted a fairly large church set up their facilities and maintenance program for their volunteers. In August of 2020, due to family ties, they decided to move to Hesston and pursue a passion of Nathaniel's, to start a business. Since the service industry never really shut down with the pandemic, and he knew painting, they decided to start Mosaic Interior and Exterior Painting LLC. Nathaniel said he "loves making places look amazing" and is "excited at the opportunity to join the McPherson Chamber of Commerce" and let the community know about the service available to them.

144 Golfers x 20 Unique Sponsor Games = "A Bunch of Hacks"

Not only did the 36 golf teams enjoy the perfect afternoon at the Chamber Classic "A Bunch of Hacks" Golf Tournament, but the hole sponsors appreciated a relaxing and comical way to build business relationships. A great opportunity for team building among the sponsor businesses, golf teams and volunteers. It was a perfect sunny afternoon at Turkey Creek Golf Course for comradery, lots of laughter and prizes too! Check out the tournament photos on the Chamber's Facebook page. Here is a recap of those who went home with even more than great memories!

- Chad Rowell won a soft sided cooler and chair from Edward Jones-Aaron Mayfield for his excellent putting skills.
- RA Howard won the putter from Nex-Tech Wireless
- Dylan Demel received the club regripping from PLI and Catalyst Safety.
- Jamie Scott had the longest drive on hole #10 and won a \$100 ChamberCheck from Wise & Reber L.C.
- A Free Massage Certificate from Advanced Physical Therapy went by Clayton Bettenbrock.
- Chad French won the bag of golf goodies from Kansas Secured Title.
- Legacy Lawns gave away a Free Mosquito Control to Shawn Bucklee.
- Jeremy Nelson won the Closest to the Pin Contest and took home a Yeti Haul Cooler compliments of Midway Motors.
- Gift baskets from The Cooks Nook were won by Brayden Wells and Ardie Streit.
- And the lucky winner of the 50/50 raffle was Zack Singleton!

With some skill and a little luck, these teams won flight prizes too!

- Third Flight/3rd Place- PB&T (Williams)
- Third Flight/2nd Place- Wild N Wetlands
- Third Flight/ 1st Place- Kansas Secured Title
- Second Flight/3rd Place-United Rentals (Blocklinger)
- Second Flight/2d Place-Wise & Reber
- Second Flight/1st Place-PLI #2
- First Flight/ 3rd Place- Team Tayvz
- First Flight/2nd Place- CSM "Flat Bellies"
- First Flight/1st Place- Catalyst Safety! The team of Michael Wallace, Layne Frick, Lowell Stevenson and Clint Stoppel also won 4 rounds of golf and carts compliments of Turkey Creek Golf Course.

The Chamber Classic "A Bunch of Hacks" Golf Tournament would not be so amazing and unique without the help of the committee, the volunteers, and the sponsors. We appreciate everyone who participated and these special Chamber Classic sponsors:

Lunch Sponsor- Reach Solutions

Dinner Sponsor-MTC

Golf Cart Sponsors: Hutton, Peoples Bank and Trust, Prairie Landworks Inc., Viega

Hole Sponsors: Advanced Physical Therapy, Bluestem PACE, Catalyst Safety, Central States Marketing & Mfg., Edward Jones-Aaron Mayfield, Emprise Bank, First Bank Kansas, Flat Branch Home Loans, J.P. Weigand & Sons, Kansas Secured Title, Legacy Lawns, Midway Motors Supercenter, Nex-Tech Wireless, Plastics Extrusion Machinery, Prairie Landworks Inc., Primary Residential Mortgage, Reach Solutions, Swindoll, Janzen, Hawk & Loyd, United Rentals, Wise & Reber L.C.

Flight Prize Sponsors: Edward Jones-Brad Seibel, Farmers Alliance Mutual Insurance, Graber's ACE Hardware, Krehbiels Specialty Meats, MTC, Plastics Extrusion Machinery, Three Rings Brewery, Turkey Creek Golf Course

Additional Sponsors: 24/7 Travel Store, Hall's Culligan Water, Sharp Advertising

Sara Evans to Help McPherson Celebrate 150

Have you heard the exciting news? Sara Evans will be preforming at the FREE Concert to celebrate the 150th anniversary of the City of McPherson on Saturday, July 23rd at the McPherson College Stadium. To reserve your tickets, go to Mac150concert.com (limit 6). Ticketing services provided by the McPherson Opera House. Find out about the generous sponsors who have made this possible and more details about the evening by following the McPherson 150 Facebook page.

Passion and Grit

Passion and grit are two key qualities of what it takes to operate a successful business, according to the speaker at a recent business award ceremony I attended. There are many qualities of successful business owners and managers, but passion and grit rank at the high end of what it takes, and I would add leadership to the top of the list too.

If you look around McPherson, you will see many terrific businesses, but you can also spot those that are passionate about what they do. Have you noticed those putting up creative window displays to entice shoppers, offering new services to assist the needs of the community, experimenting with new products to fulfill requests? These business owners or managers are constantly thinking about ideas to improve your shopping experience or your service satisfaction. You probably also notice those who genuinely look happy to see you walk through their door. It's because they have a passion for what they do, and it shows!

Grit comes in when things aren't always going the way they planned. Maybe it was a huge curveball like the pandemic or supply-chain shortages. Or the constant difficulties of doing business

like the phone or internet being down, employees calling in sick, road work in front of their business, or a huge increase in utility expenses. All of these challenges wear on businesses, but those with that passion and determination show up and figure out a way to make it work.

I added leadership as a key quality, which could fill pages with a wide variety of examples, but what I am referring to today is leadership that creates a workplace culture that employees want to be a part of. They are part of a team that is invested in the process and the success. According to Forbes "A positive workplace culture improves teamwork, raises the morale, increases productivity and efficiency, and enhances retention of the workforce."

We are fortunate to have extraordinary business owners and managers, whose passion, grit, and leadership are evident in the way they operate their business and the way they enrich our community!



Debbie Hawkinson
Executive Director,
McPherson Chamber of Commerce.

Help Us Make a Difference - Come Work for The Chamber

Executive Assistant -Job Position Summary:

The Executive Assistant must be enthusiastic in supporting the Chamber's mission and be knowledgeable of the community. Qualified applicant needs to be organized, detail oriented, self-motivated, resourceful and have excellent interpersonal skills. The Executive Assistant will work closely with the Executive Director and represent the organization in a positive, professional manner.

The Executive Assistant will manage the Chamber's marketing and communications including printed brochures, web-based outreach, and social marketing. The position requires good verbal and written communications with high attention to detail, strong graphic design and digital media skills including knowledge of Microsoft Office, Canva, Constant Contact, and WordPress website management tools.

QuickBooks experience is required to maintain the accuracy of the Chamber's accounts payable and receivables. The Executive Assistant will also maintain updated membership records and assist with all stages of event planning, marketing, execution, and follow-up.

The Executive Assistant is a full-time position with the potential for occasional evening and weekend hours. Hourly wages are \$15-17/hour dependent on experience. Benefits: flexible work environment, holiday pay, accrued sick leave, and eligible for paid vacation and 401 (k) after 1-year. Discretion and confidentiality will need to be exercised at all times. A detailed job description can be found at www.mcphersonchamber.org

To apply: Please submit a cover letter and resume to the McPherson Chamber of Commerce office at 306 N. Main, McPherson, or email to chamberdirector@mcphersonks.org.



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Tiffani Floyd, Four Seasons Realtors/Culver's Wines & Spirits * Ryan Hicks, Farmers Alliance Mutual Insurance

Patrick Romm, YP Mac * Jeffery Reitz, JAR Performance Automotive, LLC

Becky Goss, McPherson County Community Foundation * Craig Druecker, Midway Motors Supercenter

Kendra Oakes, Peoples Bank & Trust * Courtney Rierson, Swindoll, Janzen, Hawk and Loyd

Eric Wicker, Viega L.L.C. * Lauren Hughes, Wise & Reber L.C.

chamber events

*To view the Community Calendar for McPherson County, visit www.mcphersonchamber.org

June

16

9:30 Chamber Connections @ McPherson Eye Care, 1323 E. First St.

23

9:30 Chamber Connections @ McPherson Turf Care, 1921 E. Euclid
11:30 Chamber Board Mtg @ Chamber, 306 N. Main

30

9:30 Chamber Connections @ Sunflower Bank, 120 West Kansas Ave, Suite A

July

4

Happy Independence Day!
Chamber office closed

6

12:00 Leadership Advisory Committee Mtg. @ Chamber

7

9:30 Chamber Connections @ TBD

12

7:00 am Agriculture Committee Mtg. @ PrairieLand Partners, 2401 E. Northview Rd.
4:00 pm Ambassador Mtg. @ Chamber, 306 N. Main

14

9:30 Chamber Connections @ McPherson Family YMCA, 220 N. Walnut

21

9:30 Ribbon Cutting & Chamber Connections at Peoples Financial, 200 S. Main

Emerging Business of the Year Award

Every year, the Kansas Small Business Development Center chooses clients from each of their service regions that exemplify small business success, and honor them with the Kansas SBDC Existing, Emerging, and Exporting (E3) Small Business Awards. Their goal is to highlight the impact the businesses are making in our Kansas communities as well as the impact of the Kansas SBDC within these businesses.

On June 10th, **Paragon Precision Metal, LLC received the WSU Kansas Small Business Development Center Emerging Business of the Year Award!** Check out a few pictures of the event on the McPherson Chamber of Commerce Facebook page and keep reading for a summary of their story and information from the Kansas SBDC taken from their award program.

"Paragon Precision Metals, LLC The leadership and persistence of a business owner shape the success of a business. Bob Williford established Paragon Precision Metal in 2019 in McPherson, Kansas. The focal points for the company are to invest in the future of its employees and their families, support the communities in which it operates and bring value to the customers it serves. While there are multiple operational strategies at work to support these visions, a key element is providing high-quality parts and services, utilizing state-of-the-art equipment, in a way that brings tangible value to customers. Paragon has demonstrated its ability to achieve this goal in the community, the state of Kansas, and surrounding states.

"With the help of Kansas Small Business Development Center advisor Frank Choriego, Williford was able to work through and navigate startup-related concerns. Expanding on the services provided, Williford was able to access specific Kansas SBDC training programs, find SBA financing opportunities, and even network with local manufacturers. Paragon, which started commercial production in early 2020, was able to survive through the pandemic and grow into a self-sustaining business, in part due to assistance from the Kansas Small Business Development Center.

"Through Williford's commitment to his vision, as well as the Kansas SBDC services and advising from Choriego, Paragon has achieved a six-figure sales month.

"Our SBDC advisor, Frank Choriego, has significant experience and history in the industry which we are entering," Williford, said. "His background and networking within the industry were beneficial to finding industrial customers and introductions into the network. The SBDC training programs were exceptional as it related to the 'know-how' of starting a new business. Great responsiveness to questions and assistance at getting issues resolved was also valuable during our startup."

"Williford offered some key insight. He said, "Don't underestimate the importance of cash flow, don't overcommit your capacity, and always include timing for the unknown issues. In a startup business, slow and steady is a great foundation for sustained growth."

Congratulation to Bob Williford, Paul Williford, their family, and work crew on this well-deserved award! Learn more about Paragon Precision Metal at www.paragonprecisionmetal.com or contact them at 620-755-0121. For more information on the Kansas SBDC visit their website at kansassbdc.net.

It's Almost Picnic Time!

The McPherson Chamber of Commerce Rural Appreciation Picnic isn't until Friday, July 22, but our Agriculture Committee has been working on plans for several months. This annual tradition to celebrate the agriculture community has been a special event for 52 years.

The picnic is sponsored by members of the McPherson Chamber of Commerce and will be served from 5:30-6:30 pm on July 22nd at the 4-H grounds, 600 W. Woodside. You won't want to miss the freshly grilled hamburgers from Krehbiel's Specialty Meats served with tasty baked beans from Knackies Meats and Sweets, along with juicy watermelon provided by PrairieLand Partners.

The Rural Appreciation Picnic is a way we can celebrate our Agriculture producers and families for their contributions to our way of life. This information from the Kansas Agriculture 2022 in partnership with the Kansas Department of Agriculture gives just a glimpse of the impact of agriculture. "Kansas agriculture continues to be a vital force in the state's economy, bringing in dollars and providing many jobs. As the top industry in Kansas, agriculture accounts for over 40% of the total economy, and according to the most recent statistics, there are 58,300 farms in the state, producing and raising top crops and livestock. The Sunflower State's top commodities include cattle and calves, wheat, corn, sorghum, and soybeans. The state's nickname comes from another important crop, as Kansas ranks fourth in the nation in sunflower production."

The Rural Appreciation Picnic will coincide with the kickoff of the McPherson 4-H Fair on July 22. Attendees will have time to enjoy the 4-H exhibits in the 4-H building and Chief Building before the picnic is served, then stay for a Live Food (dessert) Auction under the tent at 6pm, followed by the Meat Goat Show in the Livestock Arena at 7pm.

If you would like to join us in thanking our agriculture producers and families by contributing to the cost of the picnic, sponsorship can be sent to the McPherson Chamber of Commerce, P.O. Box 616, McPherson, KS.

Attract and Retain Top Talent with Chamber Blue of Kansas

The McPherson Chamber of Commerce is excited to announce that we are participating in a program that will help local business offer health insurance to employees, or potentially lower the health insurance costs of their current plans. We are partnering with the Chamber of Commerce Executives of Kansas (CCEKS) and Blue Cross and Blue Shield of Kansas to form the Chamber Blue of Kansas. This new association health plan will be available to all Chamber members in good standing and who employ two or more W2 employees.

Chamber Blue of Kansas takes the buying power of over 37 Chambers throughout the State of Kansas to create one large health insurance group. Blue Cross Blue Shield of Kansas (BCBSKS) estimates the group size could be between 3,000 and 6,000 policies making it one of the larger insurance groups in the state.

Chamber Blue of Kansas will help small, medium, and even larger businesses have the buying power of larger groups. This, in turn, will keep premium costs down, and better yet, BCBSKS is predicting lower year-to-year premium increases.

There will be several plans offered so employers can give their employees options when it comes to their health insurance. All price structures will be composite rated. A composite rate is an insurance premium based on the average risk profile of a group rather than the risk profile of an individual policyholder. This means that all members of the group pay the same insurance premium and that rate is not based on age or health history.

The first year is absolutely the best year to participate in this plan. In year 1, premiums will be based on a "simple demographic," meaning employers only have to submit their employee's name, date of birth, gender, and zip code. No health histories will be collected. If you wait till year 2 and beyond to enroll, employers will be rated on their health histories and can be denied entry into the group. This keeps the group "healthier" and stable.

An interest survey will be coming out in August 2022 and businesses must participate the survey to be eligible for enrollment. Those that participate in this survey will get to view the proposed plan rates in September 2022. Plan year will start January 1, 2023. You do not have to be a current McPherson Chamber of Commerce member to take the survey and view the rates, but you would have to join the Chamber in order to enroll in the plan. You are not obligated to accept the quote if the insurance does not fit your needs. If you choose to participate in the Chamber Blue of Kansas, Blue Cross will provide a dedicated account management team located right here in Kansas to help you implement the health plan. They will provide one-on-one support, training for your human resource staff, benefit assistance, and education for your employees.

The Chamber Blue of Kansas is focused on providing more value to business owners and their employees. With more health insurance plan options at competitive rates, you can provide rich benefits, helping attract and retain top talent.

If you are interested in learning more, or participating in the interest survey to receive the proposed rates, please contact Debbie Hawkinson at the McPherson Chamber of Commerce by emailing chamberdirector@mcphersonks.org or calling (620) 241-3303.

The McPherson Chamber of Commerce looks forward to this partnership and how it will help provide a healthy foundation for local businesses and their employees.

Reading and Running

In the last few weeks, I have been getting a better understanding of the programs and projects that the United Way of McPherson County and our partner agencies provide. One of the most important programs is the Dolly Parton Imagination Library.

We know there is a strong relationship between reading ability and academic success. I think of my own son Benjamin who is now 9 years old. His grades have always been "ok" but during the summer between 2nd and 3rd grade he developed a love of reading. This past spring, he was reading 3-4 chapter books a week. His grades were also much improved and generally he was more excited to go to school. This all relates to the Dolly Parton Imagination Library because according to a study in Tennessee (Dolly Parton's home state) children who received their books for at least three years scored an average of 10 points higher in language and reading, and 2 points higher in math on kindergarten readiness testing. There have been several other studies with similar but varied results.

Over the past 25 years the Imagination Library has donated over 160 million books to children

under the age of 5. On a local level our United Way program has mailed out over 22,000 books since 2019. Each month we mail out books to around 850 children

representing about half of children under the age of 5. Just think the impact we could have if we were able to reach 100% of the children.

Registering for the program is free, you can register by visiting: unitedwaymcpherson.org; the only requirement is that the children live in McPherson County.

Not to abruptly change the subject but the United Way of McPherson County has an important event taking place in less than two months. The annual United Way Triathlon will take place July 30th starting at 8am at the Lakeside Park. It's a great opportunity to get some exercise and to support your local United Way. Registration is currently open, and information can be found on our website at unitedwaymcpherson.org



Anthony Roy
Executive Director, United Way of McPherson County

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