



LARNED & AREA CHAMBER OF COMMERCE

February 2011



Pawnee County Economic Development Commission

2011

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Of Commerce

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2011

Pawnee County Economic
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Director's Letter

Happy Valentine's Day and President's Day.

There are two items that I wanted to focus on in this newsletter, Efficiency Kansas and Economic Gardening. I mentioned them in the January newsletter but in this newsletter I am expanding upon these programs.

Due to our ever increasing costs for energy our older buildings, both residential and commercial, are costing **you** additional dollars that you may be able to save and put in your pocket or the bottom line to your business. The City of Larned has partnered with the Kansas Energy Office to offer the citizen in Larned the ability to make improvements to their home or business. If you are not a City of Larned resident contact [Efficiency Kansas](#) directly at 877-448-3158. Pages two through six have information and links for additional information. Please look into this program as it is a Win- Win for you!

What is Economic Gardening? The term [Economic Gardening](#) means 'growing our economy from within.' This is accomplished by providing access to technology and business expertise for helping both new and existing small businesses located within Pawnee County to thrive and grow.

[Economic Gardening](#) works by finding new sales opportunities and expanding upon old ones through the provision of free or low-cost tools and information to small businesses. Assistance is also provided in other areas such as market intelligence and general industry information. **The goal is to assist businesses early on in their development so they remain viable and are prepared to overcome common obstacles.**

I have included articles, links, and resources on pages seven through twelve that discusses [Economic Gardening](#) from Second Stage businesses that need or should expand, women owned businesses, information and how to apply for Economic Gardening Assistance.

If your business needs assistance I have the contacts for you!

Courtland Holman

Efficiency Kansas

The City of Larned has become a partner with the Kansas Energy Office for the **Efficiency Kansas Loan Program**. The purpose of the program is to provide financial assistance to home and small business owners and tenants to make cost-effective energy efficiency improvements. (For small commercial and industrial structures, the building must use residential-sized heating and air conditioning equipment in order to qualify.) The State provides a loan with no interest for improvements which is paid back as a charge on your Larned utility bill.

The concept is simple. The loan amount is based on the cost of improvements made to your house or business building. The loan payments are based on the difference between what you are paying now and what you will be paying after the improvements are made. For example, if you were paying \$300 per month for electricity and natural gas prior to making the improvements, then, after making the improvements, the savings from lower energy usage lowers your utility bills to \$250 per month (estimated), your loan payment would be less than \$50 per month. Your total monthly utility bills for electricity and natural gas plus the loan payment after the improvements are made should not be more than what you are paying currently for your electricity and natural gas. Once the loan is paid off, you will experience the savings from lower electric and natural gas usage.

To qualify, all you need is to have paid your Larned utility bill on time for the last 12 months. There are no income restrictions with this program.

The **first step** is a home or small business energy audit performed by a certified and participating auditor. The auditor will inspect the building, determine which improvements are cost effective (cost effective means the improvement will pay for itself over a reasonable number of years), and will submit their findings to the Kansas Energy Office.

An **energy audit** normally costs about \$600. However the Efficiency Kansas program is offering energy audits for \$100 until the program's money runs out. All you need to do is contract with an auditor and pay them \$100. They will perform the audit and bill the Kansas Energy Office for their fees. A list of certified auditors can be found on www.encykansas.com or you may call the Larned Building Inspector for a list of auditors.

If you want to proceed to the **next step** and apply for the loan, the auditor will help you secure bids from local contractors for the improvements and will help you apply for the loan. If the loan is approved, the State will issue a check for the improvements and the contractors may begin work. The contractors will be paid upon completion and approval by the auditor and building inspector.

In order to encourage Kansas citizens even more, Efficiency Kansas is offering a **\$500 Thermal Envelope Rebate Program** until money runs out. When you take out a loan from the Efficiency Kansas loan program, you can receive a \$500 rebate toward the cost of any "envelope" improvements to your building which includes caulking, insulation, weather stripping, window sealing, and door sealing.

According to the Kansas Corporation Commission, both the \$100 energy audit and the \$500 Thermal Envelope Rebate Program will end the earlier of April 1, 2011 or when 1500 people have taken advantage of this offer. As of the end of 2010, only 500 people had applied for the \$100 energy audit. You still have time to take advantage of this Kansas program.

For more information about the Efficiency Kansas programs, please contact the Larned Building Inspector at 620-285-8500.

Efficiency Kansas

**Comfort & savings,
all year long.**

This homeowner is saving
money & conserving energy.



EfficiencyKansas.com | 877.448.3185

INTRODUCTION

With Efficiency Kansas, you can afford to be more comfortable.

What is Efficiency Kansas?

Efficiency Kansas is a practical, low-cost loan program that helps Kansans like you make cost-effective, energy-efficiency improvements to your home, rental unit, or small business.*

The program was developed by the Kansas Energy Office with \$37 million in federal funds, made available through the American Recovery and Reinvestment Act of 2009 (ARRA).



If you've been trying to save on your winter gas or electric bills by setting the thermostat lower than you like, you've been sacrificing comfort for savings. Efficiency Kansas provides a way to make your home more comfortable and reduce your energy costs.

Home improvement? In THIS economy?

In today's tough economic climate, it's no surprise that people are taking a long, hard look at how they spend their money. With a comprehensive home energy audit as its cornerstone, Efficiency Kansas is designed so that the cost of all improvements is covered by the estimated energy savings over the term of the loan, 15 years or less.

Who can participate in the program?

Efficiency Kansas has no income restrictions. Any Kansas homeowner or landlord with an existing home or small business can apply. The financing is available through our partner lenders and utilities. Tenants may use the program, too, if their utility is an Efficiency Kansas partner.

The maximum loan amount is \$20,000 for homes and \$30,000 for small businesses, though most projects will be smaller.

*Efficiency Kansas defines a small business as one using residential-sized heating and air conditioning equipment.

<http://www.efficiencykansas.com/>

Or phone 877-448-3185

Local business partners

Efficiency Kansas is a true public/private partnership. The Kansas Energy Office teamed up with local lenders and utilities to make the loans available statewide and to keep the application process simple. The home energy audits and all of the energy-efficiency retrofits are done by energy auditors and contractors that you select.

Is THIS how you stayed warm in your house last winter?



INTRODUCTION

There are benefits for you, for Kansas, and even the planet.

Comfort, savings, and safety for you

Efficiency Kansas provides you with a customized plan for effective energy-efficiency upgrades that are designed to make your home more comfortable, ensure indoor air quality, and reduce your energy costs all year long.



The program also gives you access to low-cost financing through our partner lenders and utilities, so you won't have to break the bank to put your plan into action.

Long-term benefits for Kansas

We're having a positive impact on local economies, at a time when jobs are scarce. Before Efficiency Kansas, it was hard to find many energy auditors working statewide; now more than seventy energy auditors are qualified to work with Efficiency Kansas, making their expert home assessments available across Kansas.

Efficiency Kansas gives local contractors another financing option to offer their customers and provides skilled home remodelers an opportunity to expand their services to include energy-efficiency upgrades.

In addition to boosting economic activity today, the program is designed to benefit Kansas over the long term. As a revolving loan program, all loan payments go back into the fund to be loaned out again. In this way, Efficiency Kansas financing will continue to be available in the years to come, long after the original federal funds have been distributed.



Efficiency Kansas gives our communities another way to tackle the problem of deteriorating housing stock, too. Energy-efficiency upgrades bolster both residential and commercial property values.

Benefits for the planet, too

You don't have to be an environmentalist to appreciate how Efficiency Kansas helps you save money while making your home more comfortable.

Still, by making it easy and affordable for Kansans to streamline their energy use, we will reduce our overall energy consumption as well as emissions of carbon dioxide and regulated pollutants. That means cleaner air and water now and less demand for costly new power plants in the future. That's a solid benefit for all of us, including our children and our grandchildren.

You don't have to be an environmentalist to appreciate the benefits of saving energy.



<http://www.energycanada.com/>

Or phone 877-448-3185

There's a hole in your house the size of a basketball.

Small leaks = big energy losses

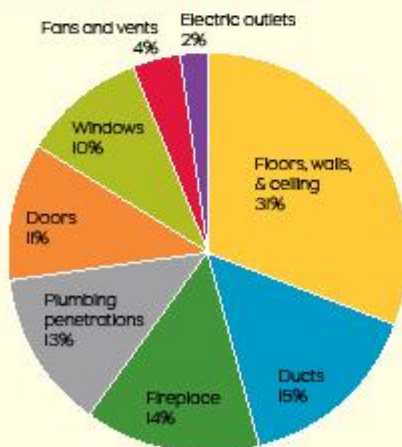
If you've ever caulked a window, you've sealed a common energy leak in your home's thermal boundary, or "envelope." Other common leaks are shown below and are not always easy to spot. In fact, if all of the small leaks in your house were combined into one, you'd have a hole in your house the size of a basketball, or even larger!

What is an energy audit?

The Efficiency Kansas energy audit is a thorough inspection by a building science professional, trained to analyze your home's energy use and energy loss, and to recommend upgrades that generate enough estimated energy savings to offset their cost over a specific time period.

Online energy calculators, do-it-yourself kits, and quick walk-through inspections can highlight some problems, but for a complete picture of your home's energy use and energy loss, it's worth hiring a professional.

Common air leaks in the home



Source: U.S. Department of Energy, 2009, Energy Savers Booklet, Tips on Saving Energy & Money at Home.

What exactly does the auditor do?

The Efficiency Kansas energy auditor measures and tests every aspect of your home's envelope, to identify the problems that are leaking energy (and dollars) from your home.

Before beginning the inspection, your energy auditor will ask about any comfort issues you may be experiencing in your home, and you'll be asked for your energy bills from the past 12 months. This information, and the data collected during the audit, will be used to determine the most cost-effective and energy-efficient upgrades that will fit your home and your lifestyle.

The auditor will examine the exterior of the house, taking measurements and making detailed notes about the condition of windows and doors, type of siding, vents or crawlspace accesses, and also looking for drainage and moisture issues.

Inside the house, the auditor will inspect the ventilation systems, checking the attic and basement for open wall and floor cavities, and noting any other features throughout the house that may need to be sealed, covered, or insulated. All combustion equipment will be tested. Then, with all the doors and windows closed, the auditor will perform a "blower door" test by placing a powerful fan in your doorway to draw air out of the house. This allows the auditor to find any gaps in your home's envelope that weren't detectable during the initial inspection.

Health and safety are important, too

The Efficiency Kansas audit isn't only about finding ways to save money and energy. The combustion tests on your heating and hot water systems can reveal potentially harmful problems. Evaluating indoor air quality is another important benefit of the inspection.

<http://www.energysavers.com>
Or phone 877-448-3185

ARE YOU A SECOND STAGE BUSINESS?

Second stage businesses are past the startup stage, but are not mature. They are ready to go beyond one owner to a management team. Up until this stage, entrepreneurial techniques have been effective, and many traditional management techniques can actually slow down growth. But at the second stage, it is important that more traditional management replace entrepreneurship for the business to grow.

The Edward Lowe Foundation views second stage businesses as having:

- \$750,000 to 50 million total receipts 10 to 100 employees

Second stage businesses have these concerns:

1. Employees are not aware of what others are doing.
2. Employees lack an understanding of the company's ultimate goals.
3. A precipitous drop in product quality occurs for unknown reasons.
4. Turnover increases sharply, just when the company needs more personnel.
5. Owners wake up worrying about operational tasks that someone else ought to be handling.

Customers want to meet with the owner, but finding the time to do so seems impossible.

Source: <http://www.edwardlowe.org/index.elf?page=ss>

Philosophy

Economic gardening, a philosophy that embraces strategies to grow existing businesses in a community, region or state, is the basis for the entrepreneurship programs at the Edward Lowe Foundation.

By supporting second-stage companies and the entrepreneurial organizations that assist them, the foundation is planting the seeds for a stronger economy. Communities are the economic gardens that cultivate these companies and organizations and create supportive environments where they can thrive.

Innovative Entrepreneur-Centered Growth

Economic gardening is an innovative entrepreneur-centered economic growth strategy that offers balance to the traditional economic practice of business recruitment, often referred to as "economic hunting." It was pioneered by Chris Gibbons in 1989 in the City of Littleton, Colorado, in conjunction with the Center for the New West. While it was introduced as a

demonstration program to deal with the sudden erosion of economic conditions following the relocation of the largest employer in the city at that time, it has emerged as a prototype for a rapidly expanding movement of like-minded economic developers looking for additional methods to generate truly sustainable economic growth for their communities, regions or states.

The three basic elements of gardening are:

1. Providing critical information needed by businesses to survive and thrive.
2. Developing and cultivating an infrastructure that goes beyond basic physical infrastructure and includes quality of life, a culture that embraces growth and change, and access to intellectual resources, including qualified and talented employees.
3. Developing connections between businesses and the people and organizations that can help take them to the next level — business associations, universities, roundtable groups, service providers and more.

SECOND-STAGE ENTREPRENEURS

Entrepreneurs' Resource Center

Hundreds of articles and briefs — solutions gleaned from CEOs, presidents and business owners like you.

[Building and Inspiring an Organization](#)

[Communication Skills](#) • [Decision Making](#) • [Delegation of Authority](#) • [Franchising](#) • [Management Styles](#) • [more](#)

[Defining and Serving a Market](#)

[Advertising](#) • [Market Strategy](#) • [Public Relations](#) • [Differentiating Your Company](#) • [Sales Techniques](#) • [more](#)

[Acquiring and Managing Finances](#)

[Alternative-Funding Sources](#) • [Business Expenses](#) • [Cash Management](#) • [Financial Analysis](#) • [more](#)

[Human Resources Management](#)

[Benefits](#) • [Employee Retention](#) • [Employee Selection](#) • [Hiring the Executive Team](#) • [Motivation](#) • [more](#)

Legal Issues and Taxes

Discrimination • Intellectual Property • Laws and Regulations • Lawsuits • Sexual Harassment • Taxes • more

Operations and Technology

Communication Systems • Inventory Control • Site Selection • Sustainable Business Practices • more

Please Visit <http://www.edwardlowe.org/ERC/> for more information

Applying for Economic Gardening Assistance

The Kansas Economic Gardening Network is a pilot program designed to provide significant sophisticated technical assistance to identified second-stage companies that have the intent and capacity to grow their business. The Kansas pilot program will provide economic gardening assistance at no charge to 35-40 Kansas businesses in rural communities statewide. These selected businesses will interact with an experienced national economic gardening team who will deliver economic gardening services tailored to each business's particular situation.

Examples of Technical Assistance Provided by the Program

- Identifying qualified sales leads by sorting contents of extensive databases.
- Mapping geographic areas to facilitate targeted marketing efforts.
- Reviewing core strategies related to commodity and/or niche markets.
- Analyzing employee temperament to build strong management teams and recruit new hires that fit the organization's dynamic.
- Examining social media utilization to connect with customers.
- Search engine optimization to place website in front of more customers.

Eligibility Criteria*

To be considered for selection as a participant in The Kansas Economic Gardening NetWork Pilot Program, a business must meet the following criteria at the time of selection:

- 1.) Be a for-profit, privately-held company headquartered and operating in a rural community in Kansas**
- 2.) Have between \$600,000 and \$50,000,000 in annual revenue.
- 3.) Employ at least 5 but not more than 100 employees
- 4.) Have maintained its principal place of business in Kansas for at least the two previous years.
- 5.) Demonstrate growth in employment and/or revenue in two of past five years.
- 6.) Provide product(s) and/or services beyond current service area to regional and/or international markets (retail and restaurants do not qualify).
- 7.) Must be referred by a NetWork Kansas partner.

*All businesses that meet criteria are eligible

**Rural community is defined as any community whose population does not exceed 50,000 residents.

Application Process

Important Note: All unsolicited inquiries received for technical assistance should be routed directly to a local NetWork Kansas partner for follow-up with the company

STEP 1 An eligible business will submit a completed Kansas Economic Gardening Network application.

STEP 2 The applicant will be contacted within 24 hours upon receipt of a completed application and notified of the status of their request.

STEP 3 The application will be reviewed to determine the applicant meets the eligibility requirements.

STEP 4 The application will be appraised by an evaluation team to determine acceptance into the pilot program.

STEP 5 Final acceptance into The Kansas Economic Gardening Network Pilot Program will be communicated to the applicant within ten business days and an interview will be scheduled between the CEO and the national economic gardening team to begin the consultation process.

PREPARING TO APPLY:

Interested businesses will apply via an online application. The application requests specific business information and it may be helpful to gather this data before beginning the application:

- Company and CEO names and contact information
- Description of company, history, and residence information
- Data Universal Numbering System (DUNS) number, if applicable
- Legal form, company ownership
- Company resources, including number of full-time and part-time employees
- Financial information since 2007
- Business issues needing assistance

[Download a PDF of the Application](#)

[Application for Kansas Economic Gardening NetWork Pilot Program](#)

SBA Announces Contracting Program For Women-Owned Small Businesses

First Contracts Expected to be Awarded through WOSB Program by Critical Fourth Quarter of Fiscal Year 2011

Release Date: February 1, 2011
Contact: Tiffani Clements (202) 401-0035
Release Number: 11-09
Internet Address: <http://www.sba.gov/news>

WASHINGTON – Women-owned small businesses can begin taking steps to participate in a new federal contracting program on Friday, Feb. 4, the U.S. Small Business Administration announced today. The new Women-Owned Small Business (WOSB) Federal Contract Program will be fully implemented over the next several months, with the first contracts expected to be awarded by the fourth quarter of fiscal year 2011.

“Implementing the Women-Owned Small Business contracting rule has been a top priority for the Obama Administration and SBA,” said Administrator Karen Mills. “Women-owned businesses are one of the fastest growing sectors of the economy. As we continue to look to small businesses to grow, create jobs and lead America into the future, women-owned businesses will play a key role. That’s why providing them with all the tools necessary to compete for and win federal contracts is so important. Federal contracts can provide women-owned small businesses with the oxygen they need to take their business to the next level.”

The WOSB Federal Contract Program will provide greater access to federal contracting opportunities for WOSBs and economically-disadvantaged women-owned small businesses (EDWOSBs). The Program allows contracting officers, for the first time, to set aside specific contracts for certified WOSBs and EDWOSBs and will help federal agencies achieve the existing statutory goal of five percent of federal contracting dollars being awarded to WOSBs.

On Feb. 4, SBA will release instructions on how to participate in the program, as well as launch the secure, online data repository for WOSBs to upload required documents, on its website: www.sba.gov/wosb. SBA will also release an application to become an SBA-approved third party certifier for this program on that date. This will be the first version of the application. SBA welcomes comments and suggestions on this first version of the application.

During the ramp up period over the next several months, SBA is encouraging small business owners to review program requirements and ensure their required documents are uploaded to the repository. WOSBs also will need to update their status in the Central Contractor Registration (CCR) and the Online Representation and Certification Application (ORCA) to indicate to contracting officers that they are eligible to participate. The General Services Administration is currently updating these systems and they are expected to be completed in April, 2011.

Similarly, the WOSB rule in the Federal Acquisition Regulation (FAR), which is the companion to the SBA rule, is now going through final review, and is also expected to be issued by April. With these pieces in place, SBA expects to see the first contracts awarded through the program by the all-important fourth quarter, when the largest percent of federal contracts are awarded.

Every firm that wishes to participate in the WOSB program must meet the eligibility requirements and either self-certify or obtain third party certification. At this time, SBA has not approved any third party certifiers. Regardless of their certification method, WOSBs must also upload required documents proving their eligibility to a secure online data repository developed and maintained by SBA.

To qualify as a WOSB, a firm must be at least fifty-one percent owned and controlled by one or more women, and primarily managed by one or more women. The women must be U.S. citizens and the firm must be considered small according to SBA size standards. To be deemed “economically disadvantaged”, a firm’s owners must meet specific financial requirements set forth in the program regulations.

The WOSB Program identifies eighty-three four-digit North American Industry Classification Systems (NAICS) codes where WOSBs are underrepresented or substantially underrepresented. Contracting officers may set aside contracts in these industries if the contract can be awarded at a fair and reasonable price, the contracting officer has a reasonable expectation that two or more WOSBs or EDWOSBs will submit offers for the contract and the anticipated contract price is not greater than \$5 million for manufacturing contracts and \$3 million for other contracts.

Each stage of implementation is part of SBA’s mission to make the Program efficient and user-friendly, and to ensure its benefits go only to qualifying WOSBs. SBA is excited to launch this new program to provide WOSBs with increased opportunities to compete for and win federal contracts, ultimately helping WOSBs create and retain more jobs.

For more information on the Women-Owned Small Business Program or to access the instructions, applications or database, please visit www.sba.gov/wosb.

Kansas Small Business Development Center

Growing Kansas Entrepreneurs

Many Kansans dream of owning their own business. Yet, the process can be daunting. The professional consultants at the KSBDC have worked with thousands of people and utilize a highly effective process. Working with the KSBDC through the startup stage will help prepare you and provide you invaluable support. The KSBDC can help you expedite the startup process, increase your chances of success, and make the process less stressful and more enjoyable.

Professional Consultation

The consultant can meet with you at your business, review your situation and provide written recommendations to address the business' request. All KSBDC consultants have extensive education and successful work experience. They have worked in small businesses, have owned small businesses, and fully understand the challenges that face small organizations. The confidential, one-on-one assistance is offered free of charge.

Attend a [Start-Up](#) Session!

Start-up sessions are FREE and provide: resources, instruction, worksheets and materials. Sessions address startup preparation and business planning. Sessions are scheduled regularly and on demand in Hays and other locations.

Click here [Sign Me Up](#) to view the training schedule and to register.

In order to serve your needs, we need to know a few key things about you. Give us a call at 785-628-5615 or e-mail us at <mailto:ksbdc@fhsu.edu>, so that we can develop a plan that will cater to your specific business needs.

[Request for Consulting](#)

After we have received your completed forms a friendly staff member will contact you to schedule a free confidential meeting.

If you have questions about this process or any of the forms/requirements, please contact our office at <mailto:ksbdc@fhsu.edu> or at (785) 628-5615.

Alzheimer's Support Group Meeting

February 17, 2011

7PM to 8PM

Location: Larned Health Care Center
Apt. #4

Will be discussing the stages of Alzheimer's and
Dementia, Care Giving & Etc...

Questions call: 620-285-6914 and ask for
Angela or Alisha

Valentine's Day Dinner 2011

Monday, February 14th
6:30p.m.
at
Scraps
612 Broadway in Larned

Menu:

Sweetheart Spritzer
Roasted Fruit Soup
Beef Tenderloin with Burgundy Mushroom and Onions
Creamy Mashed Potatoes and Pan Gravy
Homestyle Green Beans
Dinner Bread and Butter
Red Velvet Cake with Cream Cheese Frosting
Coffee, Tea and Water

\$20 per person

Treat the one you love to Scraps' Annual Valentine's Day Dinner.
Enjoy classic candlelight dining and a special gift for your sweetheart.

A reservation is required as seating is limited.

Reservation must be made with a payment or credit card number to hold
the reservation.

Contact Scraps staff at 620--285--8977

SNOWBLOWERS & CHAINSAWS

Carr
Auto-Electric

"Down Town"
LARNED
620-285-6951

CUSTOM-TAILOR DISCOUNTS

"You Choose 2"

*

\$50 Instant Credit • FREE Activation
1/2 Price Phones • 3 Months FREE
Texting • 1 Month FREE Mobile Pack

— Continuing —

- Nationwide Coverage
(New towers being added Monthly)
- Wireless Internet
- \$200 Sign-On Bonus Per Phone

NEXTECH
wireless

EXTRA BONUS: Bring this ad for
Additional In-Store Discounts.

TORO • SNAPPER • STIHL • DIXON • GRASSHOPPER
• WEGELE • COUNTRY CLIPPER • BCS TILLERS

POWER GENERATORS

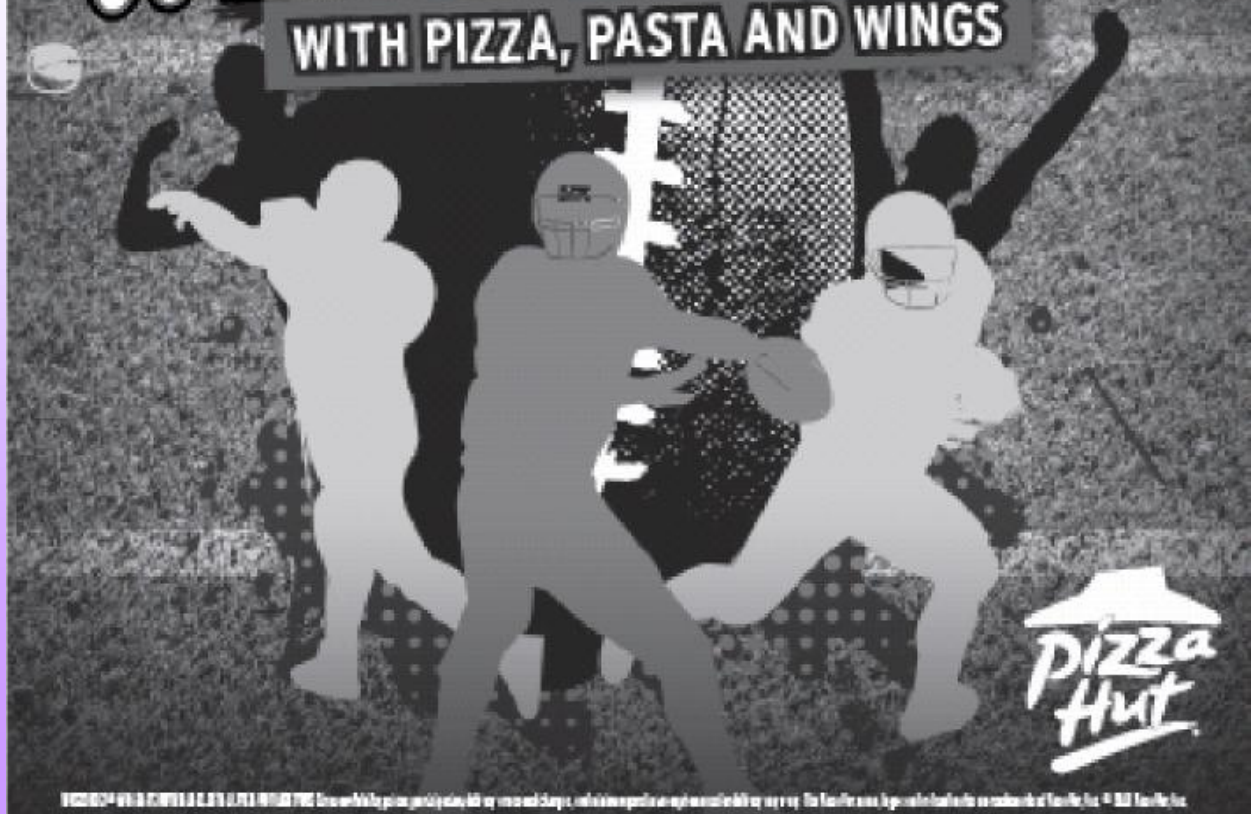
15% Discounted Monthly Service

* PVCH Employees & Auxiliary Members

* Kansas State Employees

GO BIG FOR THE BIG GAME

WITH PIZZA, PASTA AND WINGS



*Make your Super Sunday party easy and
give us a call at:
620-285-3101 in Larned*

order online at pizzahut.com

February 6
11am-2pm
Only!

*Free single order
of breadsticks with
any order over \$20*

20 Wings

\$9.99

(expiration 2-7-11)

2 Large

**1 Topping Pizzas
and**

20 Wings

\$29.99

(expiration 2-7-11)



Larned's **41st Annual** **Antiques, Toys** **& Collectibles** **Show & Sale**

February 18 - 10AM to 7PM

February 19 - 10AM to 6PM

February 20 - 10AM to 4PM

Admission: \$2.00

10 and Under: Free

Larned Community Center

1500 Toles Avenue

Larned, KS

Homemade concessions on site!
Free Appraisals Sunday 1-3 PM

For more information contact the
Larned Area Chamber of Commerce at
800-747-6919.



Collectibles, Primitives, Furniture, Estate Jewelry, Silver, Toys, Victorian and Patterned Glass, Depression Glass, Dolls, Perfume Bottles, Beaded Bags, Persian Rugs, Books, Pictures, Fostoria, Pottery, Linens, Decoys & Fishing, and so much more!

FEBRUARY CALENDAR OF EVENTS

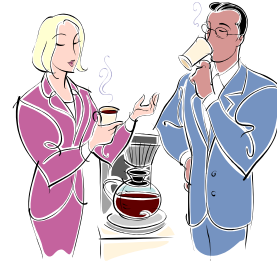
If you have an event that you would like to have added to the Chamber Calendar, please contact the Chamber office before the 20th of the preceding month.

- 3 Coffee Hour
- 3 Chamber Ambassador Noon Meeting
- 8 Chamber Board Meeting at 11:45AM
- 9 Pawnee County Economic Development Board Meeting,
5:30 PM Chamber Office
- 16 Grand Opening Ribbon Cutting at Napa Automotive under new Ownership
- 17 Coffee Hour
- 18-20 Antique Show
- 24 Coffee Hour

CHAMBER AMBASSADORS

2011

Beth Slack	bslack@agloan.com
Betty Delaney	bettydelaney@hotmail.com
Dan Sanneman	dsanneman@straubint.com
David Palkowitsh	david@wpmi.kscoxmail.com
Del Fischer	del@clockrealty.com
Jill Yeager	Jill@bankkansas.com
Kelsi Williamson	kelsi_williamson@hotmail.com
Kevin Holt	kcholt@cox.net
Kristin Herman	kristinherrman@gmail.com
Pammy Shank	Pammy@bankkansas.com
Patty Smith	patty@bankkansas.com
Polly Baier	Crawford@agency.kscoxmail.com
Ralph Arnold	rarnold79@cox.net
Rosie Shelton	Rosie@carrauction.com
Shannon Fischer	shannon@bankkansas.com
Sharon Lessard	Sharon@bankkansas.com
Tyler Schultz	tyler.schultz@edwardjones.com
Vicki Gillett	ctry1995inn@hotmail.com



February Coffee Hours

9:30-10:30

**February 3:
Black Heritage Coffee Hour at Santa Fe
Trail Center**

**February 17:
Larned Veterinary Clinic Coffee Hour at
1443 120th Ave.**

**February 24:
Come Together Coffee Hour location at
Scraps**



Larned Area Chamber of
Commerce and Pawnee County
Economic Development
Commission

Staff:
Executive Director
Courtland Holman
cholman@gbta.net

Administrative Assistant
Ruth Kazmaier

larnedcofc@gbta.net

Phone: 620-285-6916
1-800-747-6919

Fax: 620-285-6917

Website:
www.larnedks.org



Help the
Chamber go Green!
Send us your email to
receive your
newsletter online!



Area Chamber of Commerce
502 Broadway
Larned KS 67550



Come Grow With Us!

Return Service Requested