



LARNED & AREA CHAMBER OF COMMERCE

Pawnee

County Economic Development Commission

January 2011



2011

Board of Directors
Larned Area Chamber
Of Commerce

President

Laura Smith 285-6900

Treasurer

Tama Hanson 285-8933

Matt Watkins 285-6931
 Cherie Eakin 285-4455
 Ryan Webster 285-3077
 Kimberly Brennan 285-4570
 Kevyn Soupiset 285-3012
 Derek Reinhardt 285-8430
 Wanda Smith 285-6479
 Barbara Tournear 285-6955
 Tayleene Van Norden 285-8977
 Kathy Weaver 804-6104
 Tyson Steffen 285-3177
 Randy Fry 285-3123
 Vicki Gillett *Ex-Officio*
 Jon Flint *Ex-Officio*
 Don Gaeddert *Ex-Officio*
 Ray Reno *Ex-Officio*

2011

Pawnee County Economic
Development Commission

President

Linda Germer 285-8933

President-Elect

TBD 285-xxxx

Secretary

Mike Veldor 659-3287

Treasurer

Peter Schartz 285-6931

Kimberly Brennan 285-4570
 Barry Vratil 285-2145
 Larry Seba 285-6076
 Jim Forrest 285-3365
 Rita Kurtz 285-3148
 Tyson Steffen 285-3177
 Dennis Martin 285-3111
 Ronald Olson 525-6279
 TBD *Ex Officio*
 Don Gaeddert *Ex Officio*

Director's Letter

Happy New Year! It's the start of 2011 and things are in the works.

We have two new Chamber of Commerce Board of Directors, a new President, and existing Directors that have been re-elected to a second and final consecutive three year term. The Pawnee County Economic Development Commission has a new President to lead the board with two positions still needing to be filled.

A great question was asked, by a chamber member, during the request for nominees and election period, "Why do we have so many returning (board of directors) and have not added new faces to the Chamber? Why do we allow people to be on the Larned Chamber of Commerce that do not reside in Larned?"

First question answer is, per the Larned Area Chamber of Commerce By-Laws, each director shall be elected for a three (3) year term. No board member shall serve more than two (2) consecutive terms. In a year that five (5) board members are elected up to seven (7) nominees will be placed on the ballot. The existing board members that agreed to run for a second term must run with all other nominees and be elected. A request for nominees, to the chamber members, was issued which resulted in the ballot you voted upon. The results was the re-election of existing board members for a second consecutive term and the addition of new members for their first three year term.

Second question answer is, per the Larned Area Chamber of Commerce By-Laws, "the Larned Area Chamber of Commerce is organized for the purpose of advancing the commercial, industrial, and civic interest of the City of Larned and vicinity, including Rozel, Burdett, and Garfield." There is no distinction in the By-Laws regarding residency. Therefore, men and women of good standing interested in the commercial, industrial and civic progress in the City of Larned and Pawnee County are eligible.

The Chamber of Commerce is currently in its membership drive with the goal to have over 600 members. This will include Farmers, Ag Industry, Businesses, Retailers, Offices uses, Industrial, Home Occupation Businesses, and Personal membership. **I need your assistance in recruiting members.** One of my goals shall be using some of the funds to market Pawnee County out of the State of Kansas.

Your chamber, the EDC, Cities, County and I are truly interested in economic and civic development with the entire county.

We need your help in growing the community!

Courtland Holman

SHOP LOCAL

Shopping within your community is an important part that you play in supporting your community, reducing your taxes, keeping the goods and services local, and proving to new business opportunities that our town is where they need to locate.

For every dollar you spend locally that dollar is split 7 times trickling through the community via goods and services, eventually coming back to you (not dollar per dollar unfortunately).

With today's "X, Y and I" generations accessing information instantly, shopping via the web and mega stores is easy to do.

THINK FIRST: in a healthy community, we go to our local businesses like clothing stores, grocery stores, flower shops, the community's local health care providers, plumbing/heating services, lumber yards, and other businesses near each you. How many stores or shops have you visited lately, outside of town, that you could have bought that same product locally saving time and the cost of gas?

You get the point!

Local healthy businesses actually attract customers from our community and outside our community. This gives justification for people to stay, shop, open a business, open an office, and reside in our community.

One method of encouraging "SHOPPING LOCAL" is for you or your business to purchase **LARNED BUCKS** that can be used at any "Chamber of Commerce Member". The **Larned Buck** is encoded by the bank. The **Larned Buck** is purchased for a dollar, at the Chamber, and has the purchasing power of a dollar at any "Chamber of Commerce Member". Last year, well over \$5,000 dollars of Larned Bucks were purchased to be used within Pawnee County at any "Larned Area Chamber of Commerce Member" whom take the Larned Buck to their bank for reimbursement.

Please Remember to stop by your town's business 'first' before shopping the web or going out of town as this is actually taking money from your pocket and giving it to some other community.

For Businesses interested in expansion into a foreign market and the development of a Foreign Trade Zone, to maximize your customer base, this seminar may be an important for you!

Aaron J. White MBA, BREPC
Director, Business Retention and Expansion
Salina Area Chamber of Commerce
120 W. Ash
Salina KS 67401
office: 785-827-9301
cell: 785-643-9514
awhite@salinakansas.org
www.salinakansas.org

Hello All,

I hope all of you had a great holiday season. I am announcing our next **Export Council seminar, to be held on January 25th, here at the Salina Chamber office from 9 a.m. to noon. The topic will be Foreign Trade Zone benefits.** There is a new process coming, the Alternative Service Area framework, which will simplify the FTZ process for businesses located in the area surrounding Sedgwick Co. For those businesses not located within the 90 miles of Sedgwick Co, we will also discuss the establishment of subzones under the old process.

Sherdeill Breathett, Administrator of the Sedgwick Co. FTZ, will be on hand to discuss the FTZ benefits and process for establishing your business in a zone. Nick Bland, with Held and Associates, will also be on hand to discuss some of the practical applications of moving freight thru an FTZ. Be sure to come armed with questions, as this will be an open forum, and we encourage input from attendees.

As always, this program is open to any business interested in learning about the advantages of FTZ status, or any economic development organization that can take this information back to their clients. Please contact me at 785-827-9301, or email me at awhite@salinakansas.org if you or members of your staff plan to attend, or if you have any questions.

1/5/11



Kansas Incentives/Policies for Renewables & Efficiency

Financial Incentives

Corporate Tax Credit

[Renewable Electricity Facility Tax Credit \(Corporate\)](#)

Industry Recruitment/Support

[Solar and Wind Manufacturing Incentive](#)

Personal Tax Credit

[Renewable Electricity Facility Tax Credit \(Personal\)](#)

Property Tax Incentive

[Renewable Energy Property Tax Exemption](#)

State Loan Program

[Efficiency Kansas Revolving Loan Program](#)

Utility Loan Program

[Midwest Energy \(Gas and Electric\) - How\\$mart Energy Efficiency Finance Program](#)

Utility Rebate Program

[Kansas City Board of Public Utilities - Commercial Energy Efficiency Rebate Program](#)

[Kansas City Board of Public Utilities - Homebuilder Energy Efficiency Rebate Program](#)

[Kansas City Board of Public Utilities - Residential Energy Efficiency Rebate Program](#)

[Kansas City Board of Public Utilities - Subdivision Developer Energy Efficiency Rebate Program](#)

[Kansas City Power & Light - Commercial/Industrial Energy Efficiency Rebate Program](#)

[Kansas City Power & Light - Cool Homes Residential Rebate Program](#)

[Kansas City Power & Light - Energy Optimizer Programmable Thermostat Program](#)

[Kansas City Power & Light - ENERGY STAR New Homes Rebate Program](#)

One Page Form for Health Care Tax Credit for Small Businesses

December 2, 2010

Dear Small Business Owner,

As I've traveled the country this year, I have heard from many of you who are looking forward to the new tax credits, health insurance exchanges, and other tools that will help you provide health insurance coverage to your employees as a result of the Affordable Care Act.

The most immediate benefit of the new law is a tax credit that will help America's smallest employers and nonprofit organizations (less than 25 full-time equivalent employees with average annual wages below \$50,000) who have been hit hardest by premium increases in recent years. Today, I'm pleased to announce that the Administration is releasing a one-page form and instructions (available at <http://www.irs.gov/newsroom/article/0,,id=231928,00.html?portlet=7>) on how to claim this credit for the 2010 tax year. In addition, new guidance released today answers questions that many of you have asked related to: your current contribution arrangements, eligibility for certain religious institutions, and participation by multiemployer health and welfare plans. In each case, the Administration has worked to ensure that a broad range of small businesses can qualify.

These credits are available for tax years 2010 through 2013 and for any two years after that. Through 2013, the maximum tax credit is 35 percent of premiums paid by small employers and 25 percent for eligible tax-exempt organizations. Beginning in 2014, those levels increase to 50 percent and 35 percent, respectively. Importantly, these credits are just one of many benefits in the Affordable Care Act. Most notably, in 2014, firms with up to 100 workers will be able to pool their buying power and reduce their administrative costs by purchasing coverage through a health insurance exchange.

Finally, the new law strengthens America's entrepreneurial spirit, overall. For example, it outlaws discrimination against those with pre-existing conditions, giving more Americans the ability to break out of "job lock" and start their own companies. The new law also prohibits insurance companies from dramatically increasing premiums for a small business just because one worker gets sick.

Overall, the Affordable Care Act is a critical tool that will help millions of small business owners provide health insurance to people who you often consider to be members of your extended family – your employees. As a nation, we owe you nothing less as you work to grow, create jobs, and lead us toward full economic recovery.

Warm regards,
Karen Mills
SBA Administrator

SBA EXPORT WORKING CAPITAL PROGRAM

The SBA Export Working Capital Program provides loan guarantees for one to three years to finance exports. Participants must have been in business at least one year, but can be new to exporting. The bank loan can be used for:

- Pre-shipment working capital
- Post-shipment exposure coverage
- Performance on a foreign contract
- A standby letter of credit to support a performance bond.

This program work like a regular SBA loan, so you need to contact a participating lender.

Loans are up to \$2 million, with express processing for loans up to \$250,000.

[Click here for more information.](#)

US EXPORT ASSISTANCE CENTER

The SBA also operates the US Export Assistance Center. The contact information is:

U.S. Export Assistance Center
8235 Forsyth Boulevard, Suite 520
St. Louis, MO 63105
314-425-3304 ext. 228

U.S. Commercial Service

The U.S. Commercial Service of the U.S. Department of Commerce helps small -to-medium sized companies with their exporting strategies.

U.S. Commercial Service trade specialists in 107 U.S. cities and in more than 80 countries work with your company to help you get started in exporting or increase your sales to new global markets. Our services include:

- World class market research
- Trade events that promote your product or service to qualified buyers
 - Introductions to qualified buyers and distributors
- Counseling and advocacy through every step of the export process

To learn more about how the U.S. Commercial Service can help your company export call 1-800-USA-TRAD(E) or visit Export.gov

The U.S.Commercial Service has trade experts located in Wichita

For contact information [click here](#)

Rules, Regulations & Policies

Building Energy Code

[Kansas State Building Energy Code](#)

Energy Standards for Public Buildings

[Greensburg - Green Building Requirement for New Municipal Buildings](#)

Interconnection

[Interconnection Guidelines](#)

Net Metering

[Kansas - Net Metering](#)

Renewables Portfolio Standard

[Renewables Portfolio Standard](#)

Solar Access Law/Guideline

[Solar Easements](#)



[See Residential Incentives Only](#)

Sample Below:

Renewable Energy Property Tax Exemption

Last DSIRE Review: 03/30/2010

Program Overview:

State:	Kansas
Incentive Type:	Property Tax Incentive
Eligible Renewable/Other Technologies: Solar	Thermal Electric, Photovoltaics, Landfill Gas, Wind, Biomass, Hydroelectric, Geothermal Electric
Applicable Sectors:	Commercial, Industrial, Residential
Amount:	100%
Start Date:	01/01/1999 (general), 01/01/2002 (non-electricity landfill gas)
Authority 1: Date Effective:	Kansas Statutes 79-201 ,01/01/1999 (general), 01/01/2002 (non-electricity landfill gas)

Summary:

This statute exempts renewable energy equipment from property taxes. Renewable energy includes wind, solar thermal electric, photovoltaic, biomass, hydropower, geothermal, and landfill gas resources or technologies that are actually and regularly used predominantly to produce and generate electricity. In addition, beginning in the 2002 tax year all personal property used to collect, refine, and treat landfill gas or transport landfill gas from a landfill to a transmission pipeline (i.e., not necessarily used for electricity generation) is also exempt from property taxes. This provision was added by SB 192 of 2005.

Contact:

Ray Hammarlund Kansas Corporation Commission
Energy Office 1300 SW Arrowhead Road, Suite 100 Topeka, KS 66604-4027
Phone: (785) 271-3179 **Fax:** (785) 271-3268 **E-Mail:** r.hammarlund@kcc.ks.gov
Web Site: <http://www.kcc.state.ks.us/energy/index.htm>

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



Registration is **NOW OPEN** for the **February Kansas Water Issues Forum**. There is an excellent line up of speakers this year. The theme is: *Kansas in Transition: Forecasting Our Future Water Needs*. The forums will present the latest census data and its implications to water demand and political representation, an update on invasive species and author Richard Wood on “Can Rural Kansas Survive the 21st Century?” The day includes a debate on whether first in time, first in right is still the best allocation approach to meet Kansas’ future water needs, in which the audience decides which side wins.

To see the full agenda and to register, please go to the website: www.kwo.org and click on the Kansas Water Issues Forum button on the right hand side of the screen. This year we offer and encourage you to **REGISTER ONLINE** OR you can print out and complete the **MAIL-IN REGISTRATION FORM**.

The forum will be held in two locations to make it easier for you to attend: **Tuesday, February 22nd, in Wichita, and Wednesday, February 23rd, in Hays**. The basic agenda is the same at each meeting, but the breakout sessions differ with more emphasis on municipal and urban issues at the Wichita meeting, and more focus on agricultural issues at the Hays meeting.

The meetings are open to the first 150 members of the public to preregister for each location, with a registration fee of \$15. Late Registration after Monday, January 31st is \$20, and will be accepted as space is available. Registration fees cover a buffet style lunch, refreshments and meeting materials.

The Kansas Water Issues Forum is co-hosted by the Kansas Water Office and the Kansas State University KCARE (Kansas Center for Agriculture Resources and Environment). If you have any questions, please contact: susan.stover@kwo.ks.gov or anna.powell@kwo.ks.gov. Or please call out office at **785-296-3185, toll-free 1-800- KAN-WATE(R)**.

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.

[NetWork Kansas Facilitates Launch of Economic Gardening Pilot Program](#)

[NetWork Kansas Announces 2010 Kansas Economic Gardening Entrepreneurship Forum](#)

[NetWork Kansas Launches Economic Gardening Pilot](#)

About Economic Gardening

Economic gardening embraces strategies to grow existing second-stage businesses. It is an innovative, entrepreneur-centered, economic growth strategy focused on providing tools to grow existing businesses that possess the characteristics of second-stage businesses. The video at the right shows Steve Radley, Director of NetWork Kansas, interviewing Mark Lange of the Edward Lowe Foundation about economic gardening.

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.

Characteristics of Second-stage Businesses

Second-stage companies are those that have grown past the startup stage but have not grown to maturity. They have enough employees to exceed the comfortable control span of one owner/CEO and benefit from adding professional managers, but they do not yet have a full-scale professional management team.

A business typically begins to enter its second stage when it approaches \$1 million in total receipts. The transition process can continue until it hits \$100 million in receipts, although for most companies \$50 million represents the upper limit of second-stage. By \$100 million, a firm will require professional management in order to continue to thrive and grow and will enter its third stage of development. Employee numbers and revenue ranges vary by industry, but the population of firms with 10 to 100 employees and/or \$750,000 to \$50 million in receipts includes the vast majority of second-stage companies.

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.
- Examining social media utilization to connect with customers.
- Search engine optimization to place website in front of more customers.

The National Economic Gardening Team

The national economic gardening team is comprised of individuals and organizations that provide a suite of high-end, high-speed technical assistance tools to companies that have grown beyond the startup phase and need access to information and decision making tools such as:

Database Research * Search Engine Optimization (SEO) * Geographic Information Systems (GIS) * Social Media Network Mapping * Strategy Analysis * Management Team Temperament * Capital Referrals * Labor Referrals

Based on each business's application, members of the national team will be selected to participate in the CEO Interview.

More Information about Applying, Including a Link to the Application:

<http://networkkansas.com/cms/One.aspx?portalId=3271605&pageId=11882350>

Larned Area Chamber Ambassadors' Soup & Pie Supper

January 14th • 5:00 to 7:30 p.m.

Larned Middle School

Prior to Larned/St. John Basketball Game

• *Chicken Noodle*



• *Chili* • *Pies*



Tickets
Only:

\$5⁰⁰
per person

Hosted By The Larned Area Chamber of Commerce Ambassadors

Proceeds for Larned Area Chamber Ambassadors' Fireworks & Community Fund



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!

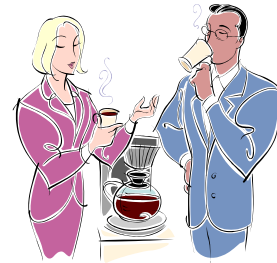
JANUARY CALENDAR OF EVENTS

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.

- 6 Chamber Ambassador Noon Meeting
- 10 Special Coffee Hour
- 11 Chamber Board Meeting at 11:45AM
- 12 Pawnee County Economic Development Board Meeting,
5:30 PM Chamber Office
- 13 Coffee Hour
- 20 Coffee Hour

CHAMBER AMBASSADORS 2011

Ralph Arnold	rarnold79@cox.net
Lynn Barger	cbarger1@cox.net
Pam Corby	larned3@cityoflarned.com
Betty Delaney	bettydelanet@hotmail.com
Del Fischer	del@clockrealty.com
Shannon Fischer	shannon@bankkansas.com
Vicki Gillett	ctry1995inn@hotmail.com
Kristin Herrman	kristin@clockrealty.com
Kevin Holt	kcholt@cox.net
Sharon Lessard	sharon@bankkansas.com
David Palkowitsh	david@wpmi.kscoxmail.com
Dan Sanneman	dsanneman@straubint.com
Pammy Shank	pammy@bankkansas.com
Rosie Shelton	rosie@carrauction.com
Beth Slack	bslack@agloan.com
Patty Smith	patty@bankkansas.com
Kelsi Williamson	Kelsi_williamson@hotmail.com
Jill Yeager	jill@bankkansas.com



January Coffee Hours

9:30-10:30

January 10:
Swearing of New Commissioner Hass and Judge Gatterman. Recognition of Ex-commissioner Atteberry.

January 13:
Jordaan Memorial Library to recognize Library Foundation Club.

January 20:
The Santa Fe Trail Center to recognize John Carlson and Don Nolde.

SHOP LOCAL

SHOP LOCAL



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