

# Business classes offered

The Small Business Development Center at Fort Hays State University and its satellite office in Bird City plan to offer more than a dozen free business-management seminars during the next couple of months.

Classes could be held in Oberlin if at least three people sign up for the same course topic, said Connie Grafel, Economic Development Marketing Director. Two different courses could be offered during the same day.

Classes include Business Start-up Basics; Business Planning; Loan Clinic; Why Small Businesses Don't Succeed; Social Media and Marketing Methods; Management Starts with Leadership; Understanding the Profit-and-Loss Statement; Improving Your Company's Profit; Increasing Profit Performance Using Cost Controls; Developing a Marketable Marketing Plan and Customer Service.

For information on any of these, contact Ms. Grafel at the Oberlin-Decatur County Economic Development Corp. office, 104 S. Penn Ave., or call 475-2901. Advance registration is required.

Megan Horinek is the contact person in Bird City at (785) 734-2592. Classes are also available online at [www.fhsu.edu/ksbdc](http://www.fhsu.edu/ksbdc), and the center has scheduled nine webinars on Quickbooks topics at noon each Thursday from Jan. 5 to March 1.

Quickbooks topics include Fundamentals and Basic Accounting; Setting Up a New Quickbooks File; Basic Cash Business in Quickbooks; Accounts Payable and Accounts Receivable; Customizing Reports and Forms; Inventory and Job Costing; Doing Payroll and Analyzing Financial Data

The one-hour classes cost \$15 each. Register online at [ksbdc.eccenterdirect.com](http://ksbdc.eccenterdirect.com) and then click on training events at the top left. The sequence will be repeated throughout the year. A computer is available at the economic development office if an enrollee needs one, Ms. Grafel said.

# \*Mail sorting could move to another state

(Continued from Page 1A) that day's truck. However, trucks were scheduled to leave two to three hours earlier than before.

Like the last consolidation, the service has said that retail services at area post offices will not change. However, it may again alter truck departure times for Colby and the outlying post offices that send mail there before it goes on to Salina.

The last change moved up truck departure times from Colby to 3:30 p.m. and those of outlying post offices even earlier. Some businesses, including the *Colby Free Press* and other area newspapers, have had to adjust their schedules to meet the new deadline. If the Postal Service makes this change, the trucks will have to go 230 miles instead of 200 to get to the processing facility, which may necessitate moving truck departure times up even more.

Trucks from towns that previously went to Hays had their truck departure times moved up by a half an hour or more when processing was moved to Salina. The Norton post office moved its departure time up from 4 p.m. to 3:30 p.m. If Salina processing is moved to Wichita, however, the trucks would have to go about 86 miles farther to get to Wichita. A public meeting was held in Hays last Tuesday.

These moves have concerned businesses that send out large quantities of mail.

"I fear the Postal Service has embarked on a course that will drive the remaining first-class mail out of its system," said Steve Haynes, president of Haynes Publishing Co. "I know that our customers are not going to be pleased if their papers are delayed by two to three days.

We may have to look elsewhere for answers."

Haynes Publishing, which owns the *The Oberlin Herald* and five other area publications, sends out 20,363 newspapers a week in addition to other mail.

Mail processing isn't the only area where cuts are being made. In what it calls an "Expanded Access Study," the service is looking at closing 3,700 post offices nationwide, including many in Kansas. On the chopping block in north-west Kansas are offices in Edson, Kanorado, Long Island, Herndon and Norcatour. Public meetings have been held in each of these towns, but no announcements have been made.

Kansas Sen. Jerry Moran introduced an amendment to a bill called the 21st Century Postal Service Act, which would halt the closure of offices until the Postal Service can develop "standards of service." These would require the service to look at the time customers have to travel to get to a post office, population density, age of customers and distance to other post offices. It would require the service to serve remote or difficult-to-reach areas.

The Senate Homeland Security and Governmental Affairs Committee announced Nov. 2 that it was supporting the bill. Among other things, the bill requires the Postal Service to keep six-day delivery for at least two years, refunds a \$7 billion overpayment to the Federal Employee Retirement Health System and reforms worker compensation benefits. Sen. Moran's amendment was adopted in committee on Nov. 9, but the bill has not yet made it to the Senate floor.



PABLO SANCHEZ, owner of APX roofing, held up some of the shingles in his inventory. — Herald staff photo by Carolyn Plotts

# Man opens roofing company

Pablo Sanchez, owner of APX Roofing, said he wasn't planning on making a career out of roofing, but that he kind of "fell" into it.

Mr. Sanchez said he grew up in Rolla, located in the southwest part of the state. He graduated from high school there and attended Kansas State University. He also served four years in the Marine Corps.

He was friends with the owners of Aqua Shield, another roofing company, and helped them for about four years. That, he said, is where he learned about the roofing business.

Mr. Sanchez is married to the former Ashley Stragy. They have a 14-month old son, Xavier. The name of his business is an anagram of their names, Ashley, Pablo and Xavier — APX. The Sanchezes are expecting another child before the end of the

year. The business opened in April and, Mr. Sanchez said, has been busy ever since. He operates the business, contracting the jobs, and subcontract the work out to crews of four to eight workers.

Mr. Sanchez said his company is still trying to catch up on the backlog left by a hail storm this past summer. He said, even in cold weather his crews can install a shingle roof. He said he uses an asphalt shingle called "Duration", made by Owen/Corning, that will seal even if only a small amount of sun hits it.

APX also installs metal roofs, siding and windows, he said. For information, call Mr. Sanchez at 475-7365.

# College campus is fairly safe

By KAYLA CORNETT [kcornett@nwkansas.com](mailto:kcornett@nwkansas.com)

The Colby Community College board heard from the Violence Prevention Committee that students, faculty and staff think the college campus is fairly safe.

Committee members Crystal Pounds, Danielle Silsbee, Doug Johnson and Sean Lydon said they were recruited by Dr. Keegan Nichols, vice president of student affairs and marketing, to look at ways to prevent violence and crime on campus. The committee sent out a survey and gave the board the results and some suggestions at its monthly meeting in Thomas Hall on Nov. 21.

Pounds said they found that nearly all the students think the campus is safe, but they found several areas where faculty, staff and students agree that the college could improve. The committee, she said, wants to address three things during its first year.

The first is a lack of lighting in parking lots and several other areas on campus. The second is needing to trim bushes because there were comments made that people could hide in them. The third is increasing opportunities for physical activity or exercise.

The committee said the best way to increase physical activity is by improving the fitness center. The members also said they think having an on-campus counselor would be a good idea, but decided they should focus on the three ideas that are attainable for this year.

Pounds said they also looked into lock problems in the residence halls, but their solution was turned down because it was a fire hazard. However, Barry Kaaz, dean of external affairs and facilities management, said he received an e-mail from the state fire marshal saying that they could install the locks the committee wanted after all.

"We realize that we can't just make this happen," Pounds said. "We have to have some money to make it happen, so we have some suggestions to raise money or find the money."

The committee suggested that faculty and staff, who do not currently pay for a parking permit, begin paying \$10 a year to park on campus; that students pay \$25, a \$10 increase from what they pay now; and residence hall students pay for a permit as well, since they currently

do not pay. "Those parking fees have not gone up since I think 1995," Johnson said. "The slight increase is still very, very below what other institutions are charging, especially at the university level."

Pounds said they realize that these changes would require a different method for parking permits, so that is something they would have to look into.

"But after the lighting was changed and we had reached our goals, then the money could go towards improving the parking lots, snow removal, things like that," Pounds said.

Another idea the committee has is increasing laundry fees. Right now, it costs 50 cents to wash a load and 50 cents to dry, and Pounds said they recommend increasing each by a quarter.

To end the presentation, Pounds talked about other things the committee has done to help prevent violence on campus. She and Silsbee attended a violence-prevention conference in Lawrence to get ideas, and they held a self-defense workshop taught by Kenton Russell, a Fort Hays State University professor and instructor for the Defensive Tactics Club.

Board Chairman Kenton Krehbiel told the committee it should contact MidWest Energy because the electric co-operative offers grants dealing with electricity, and one of the committee's goals is to improve lighting.

Arlen Leiker, board vice chair and treasurer, asked Pounds if the committee's survey looked at the college farm at all. She said they did not. The committee didn't have a lot of direction, she said, and they weren't sure where to start, so they just started with the main campus.

"But the intention was start here and once some issues were identified, then do follow-up surveys as we progress through this," Johnson said.

Mr. Krehbiel said similar concerns had been brought up several years ago and were taken care of, but he doesn't think they have been addressed since.

"It's a legitimate concern and a problem and we need to address it as much as we can," he said.

In other business, the board: • Heard Leiker ask Dean Kaaz about the college's use of solar energy. Mr. Kaaz said he has pro-

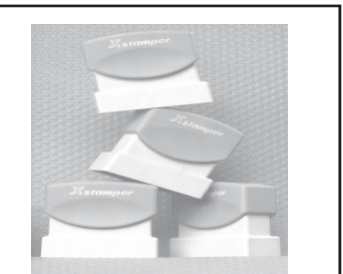
jections from the Green Energy report and a couple other studies that say there will be an increased usage of solar energy and it's creating jobs, even though they may not necessarily be in Kansas, so they are pursuing that.

• Heard Trustee Dale Herschberger asked if either dean had received a report on how the maintenance staff was doing, and they both said they had not.

• Heard from Debbie Schwanke, public information director, who wanted to mention that Cindy Black bought some radio spots and donated them to the college during Homecoming/Family Weekend and wanted to thank her for that.

• Heard from member Nick Wells about the college foundation's mailathon, which he said is going pretty well. They have a little over \$15,000 now, he said, and he thinks giving will pick up after Thanksgiving and continue until June.

• Approved a policy manual change, which added a paragraph that says "the president may sign renewals and agreements, (and) memorandi of understanding, provided that 1) documents have not fundamentally changed since the prior approval of the board of trustees and 2) the documents are subsequently (presented to) the board of trustees at a ... monthly meeting. All new agreements and memorandi will have the consent of the board prior to any formal approval on behalf of the college."



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