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TRI-STATE SIGN EXPO AUGUST 4TH - 6TH 2022

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LETTER FROM YOUR PRESIDENT

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Yukon, OK

Hello all!

As President of the Tri State Sign Association, I am excited for a new year, new goals, and new activities. There is a Meet & Greet event planned in each state for this spring. In March, Oklahoma TSSA members are meeting in Tulsa, in April, Kansas TSSA is assembling in Wichita, also in April, Missouri is getting together in Springfield. Please try to make the time to attend one of these fun events in the State you belong to. I plan on being at all 3 events so make sure you stop and say "Hi"!

The Tri State board met in February at Downstream to really start planning for Tri State in August. All of the committee heads have been chosen and most board members have already put in hours and hours of work to make this event a success. If you've never been to the Tri State Show, this is the year to come! We are the 3rd largest sign association in the country, and we have the second largest trade show of regional sign associations, under the International Sign Association. The tradeshow is always free, and there's plenty of networking and training activities for all people in the sign industry. Until we speak again, keep up with us on Facebook and I look forward to seeing all of you in person sometime this year.

Your friend in the sign world - Jason



IMPORTANT DATES:

OKLAHOMA MEET & GREET: MARCH 10TH, MCNELLIE'S, DOWNTOWN TULSA

KANSAS MEET & GREET: APRIL 7TH, SOCIAL TAP, WICHITA, KS

MISSOURI MEET & GREET: APRIL 14TH, SPRINGFIELD BREWING CO., SPRINGFIELD, MO

ELITE APPLICATION DEADLINE: APRIL 30TH 11:59PM

ISA SIGN EXPO: MAY 4-6, 2022 AT ATLANTA, GEORGIA

SCHOLARSHIP APPLICATION DEADLINE: JUNE 1ST 11:59PM

TSSA SIGN EXPO ATTENDEE REGISTRATIONS OPEN: JUNE 1ST

ANNUAL TRI-STATE SIGN EXPO: AUGUST 4-6, AT DOWNSTREAM CASINO

SIGN MANUFACTURING DAY: OCTOBER 1, 2011 AT ANY SIGN SHOP

SIGN CONTEST: SEND YOUR SUBMISSIONS IN BY THE 15TH

WINNERS ANNOUNCED ON THE 30TH - SEND ENTRIES TO:

TSSASIGNCONTEST@GMAIL.COM ORGANIZED BY THE 2021 ELITE CLASS

MEET & GREET!

Join Tri-State Sign Association for a gathering among industry colleagues. Meet your State Board Members that represent you at TSSA. Mingle and network with other Sign companies and Suppliers. Non-Members Welcome. Come to 1 event or all 3. Please RSVP exec.director@tristatesign.org.



MEET *and* GREET

James E. McNellie's
409 E 1st St., Tulsa, OK 74120

OKLAHOMA MEET & GREET

Thurs. March 10th 6:00-9:00pm
Food, Beverages & Door Prizes

**Thanks to all that attended.
We got to see some new faces too.**

Social Tap
4510 E 19TH ST N SUITE 101 WICHITA, KS

KANSAS MEET & GREET

Thurs. April 7th 6:00-9:00pm
Food, Beverages & Door Prizes

Springfield Brewing Co.
305 S. Market Ave., Springfield, MO.

MISSOURI MEET & GREET

Thurs. April 14th 6:00-9:00pm
Food, Beverages & Door Prizes

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Services and opportunities that will benefit you, your business and the industry.



ISA MEMBERSHIP FOR SIGN COMPANIES

By joining the Tri-State Sign Association, an affiliate of ISA, you also become a member of ISA and the largest organized community of sign companies, service providers, and end-users in the world! You join others like you who are driven to succeed and committed to making your business a vibrant,

healthy and exciting part of our economy.

In addition to the benefits and services that you receive through membership in the Tri-State Sign Association, here are some of the benefits that will now be provided by ISA to all sign companies that are members of the Tri-State Sign Association:



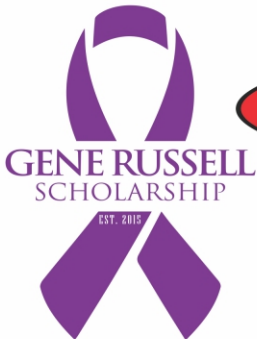
- Two free ISA webinars per year
- Listing in the online ISA membership directory at www.signs.org
- Free sign code assistance
- Monthly ISA membership e-newsletter
- ISA offers access to a Group Health Plan
- Use of the ISA Member logo
- Access to member-exclusive online content
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SCHOLARSHIP & HALL OF FAME



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SCHOLARSHIP PROGRAM OVERVIEW.

The Tri-State Sign Association is committed to advancing the sign industry in Kansas, Missouri, and Oklahoma. The Tri-State Scholarship Program is for the member firms of the Association. Owners, employees, and their spouses and dependent children may apply. This award can be used for any trade school, business school, college, or university. Scholarship awards will be announced on or about July 1, 2022 and a formal presentation of the award checks will be made during the Tri-State Sign Expo Hall of Fame & Scholarship Awards Banquet at the Downstream Casino Resort in Joplin, MO on Friday, August 5, 2022.

Tri-State Sign Association awards \$30,000.00 to \$45,000.00 annually.



We are looking for Nominees for the 2022 TSSA HALL OF FAME

If you know some one that has the qualities listed below please email exec.director@tristatesign.org for a Nomination Form.

STRONG CHARACTER AND SUPERIOR LEADERSHIP

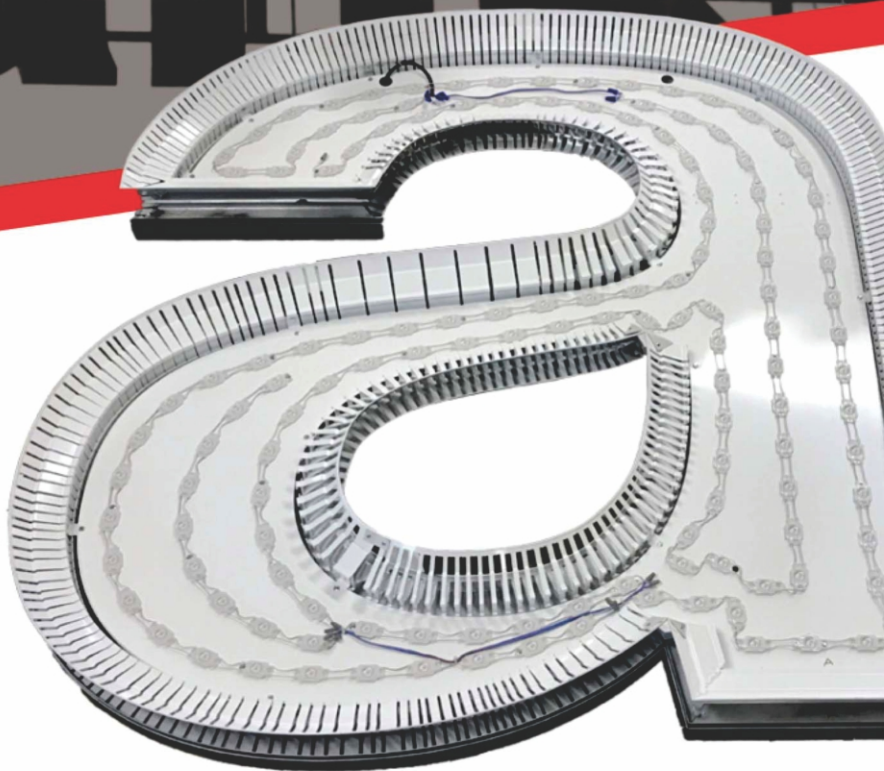
- Devoted to making our industry better
- Ready to answer the call, to do what ever was required with full commitment
- Successful in running their own business
- Leaders in their communities.
- They have provided leadership to the sign industry at the regional and national levels.
- Given to our industry generously and unselfishly of their time and resources.
- They have been influential. They have made an impact.
- They are of high integrity and strong character

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LETTER FROM THE ELITE CLASS

Hi everyone!

My name is Ashley Fox and I am a member of the Inaugural TSSA Elite class! I am the sign designer for Farmington Signs, in Farmington, MO. We wanted to steal a spot in this newsletter to keep you updated on what the Elite class has been up to, and what we plan to do in the future.

Our first meeting was in Joplin in July. We attended the Executive Board Meeting to be introduced to the board and get a feel for what the behind the scenes prep for the Expo is like. We also made our plans to meet at the expo and really dive into what our objectives for this program were.

August was the big event. We joined in on the Golf Calcutta reception to socialize and plan for the rest of the weekend. The following morning was class time. We reviewed TSSA policies and learned a bit about the ISA. We also set goals for ourselves and the Elite class as a whole, and got some insight from veterans of the industry. We discussed our individual strengths and what we bring to the Elite table, time management and problems we all face at our respective shops. After our classes, we split up and headed to assist with the Banquet set up. A few of us helped with the tables, some helped with raffle ticket sales, and we all assisted with the silent auction. I'm sure you saw us up and moving around the room that evening. It was a great ex-

perience to be able to help with the auction, knowing that the funds are used for the Gene Russell Scholarship to bring more bright young people into this industry. We spent the rest of the weekend roaming around the trade show, mingling with others in the association and getting sunburned by the pool. (The sunshine and that pool are calling out to me as I'm typing this in February!)

We met again in November to start working on our class projects. Flip a couple pages and you'll find info about the Monthly Sign Design Contest. The winners each month receive a gift card and recognition in the newsletters. It's an easy way to get your projects out there and show everyone what your shop is up to!

Since then, we've had a couple zoom meetings and are anxious to get together again when the weather and the covid crisis allows.

We have an exciting project in the works to bring awareness of the TSSA impact to the Joplin area, and we can't wait to show it to you all!

Until the next time!

Ashley Fox, Farmington Signs

TSSA-ELITE PROGRAM

The purpose of the TSSA ELITE program is to cultivate and nurture leadership skills in our young members, encourage a succession plan for participation in the state and executive boards and continue advancement of the sign industry.

Deadline:

- TSSA will start accepting application on March 1st, 2022
- Completed application and commitment form must be returned by email to dougl@ziglinsigns.com no later than April 30th, 2022.

Criteria:

- Company of employment must be a current member of TSSA in good standing.
- Applicant must be age 21 through 35 at the time the application is submitted.
- Applicant must be currently working in the sign & visual communications industry for a minimum of two years.
- Only 1 applicant per member company/per year.

TSSA Elite Acceptance Includes:

- Free registration and full access to all events at the upcoming Tri-State Sign Expo.
- Free lodging at the upcoming Tri-State Sign Expo. Single room for 4 nights per individual.
- Certificate and recognition at the Expo Banquet.
- Upon arrival to the scheduled educational meetings, lodging and meals will be covered. Additionally, we would reimburse .58 per mile for travel (based on submitted receipts).
- Successful completion of the TSSA Elite program would result in a letter of recommendation for the ISA Elite program.

DISCOUNTED ONLINE LEARNING RATES FOR ELITE PROGRAMS

Affiliate Elite program participants can receive \$25 off one ISA online learning course with the code ELITE25. This discount covers the cost of one online course at the member rate. This promo code can only be used one time per person and will expire December 31, 2022. The full list of available courses can be found at www.signs.org/online.

LETTER FROM THE EXECUTIVE DIRECTOR**COVID-19 SAFETY
IN THE SIGN &
GRAPHICS
WORKPLACE:
WHAT'S NEXT?**

The US Supreme Court recently stopped the OSHA vaccination mandate for larger businesses, but there are still many federal and state government regulations regarding COVID-19 safety that can affect your sign & graphics company, no matter how many employees you have.

Greetings!

Well, another year dealing with the uncertainties of Covid and cancellations.

TSSA was fortunate to still have their Sign Expo in August. We had one of the biggest turnouts from sign companies that we have ever had. It was great to get back to normal and see everyone in person. We were lucky and did not see any repercussions from the event. Special thanks to all that attended.

I want to thank the TSSA Board and the State Boards for their support throughout the year. We did manage to still have a few Meet & Greets this year.

I have talked with many sign compa-

nies throughout this year and everyone seems busy. It seems the biggest problem they are facing is in the supply chain. Hopefully that will get better in the near future.

We have some new Board Members this year. We also had 24 new members join this year, I want to welcome them. We also had a Membership Contest between the 3 states. Missouri won the contest with the most Sign Company Members. Congrats.

Hope to see you at a Meet & Greet and the 2022 TSSA Sign Expo Aug. 4-6 2022.

Rex Montgomery, Executive Director

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TRI-STATE SIGN EXPO AUGUST 4TH - 6TH 2022

DOWNSTREAM CASINO RESORT, JOPLIN, MO.

EXHIBITOR REGISTRATIONS ARE NOW OPEN!

ATTENDEE REGISTRATIONS OPEN JUNE 1ST!

SCHOLARSHIP APPLICATIONS ARE BEING ACCEPTED NOW!

TSSA ELITE APPLICATIONS ARE BEING ACCEPTED NOW!



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2022 TSSA EXPO REGISTERED EXHIBITORS AS OF 3-3-22

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Sign Design CONTEST WINNERS JANUARY 2022

PANEL SIGN

Space Museum - Ashley Fox
Farmington Signs LLC, Farmington, MO
573-330-7766



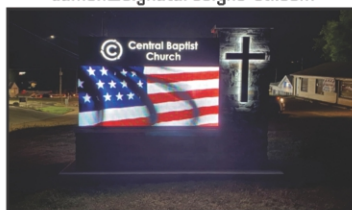
CHANNEL LETTERS

Osage - Justin Schacknies
MakeKings LLP, Ponca City, OK
580-304-9153



EMC

Central Baptist - Damon King
Signature Signs, High Ridge, MO
damon@signaturesigns-stl.com



WRAP

Marler's Towing - Jason Buxton
Farmington Signs LLC, Farmington, MO
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Monthly SIGN CONTEST

CABINET | PANEL | CHANNEL LETTER | MONUMENT | WRAP | EMC | PYLON

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REGISTRATION IS NOW OPEN FOR ISA SIGN EXPO 2022 IN ATLANTA, GA

Join the sign, graphics and visual communications industry in-person for buying, education and networking May 4-6, 2022, in Atlanta, GA. ISA International Sign Expo® 2022 celebrates 75 years of collaboration, community and innovation.

Exhibitors will showcase innovative products and services, and hands-on education will provide modern solutions to your top business challenges; including innovative ideas to combat our industries biggest challenges. ISA Sign Expo 2022 will be your best opportunity to explore the new normal and propel your company forward.

And whether you're looking to take in some history, explore the great outdoors, have fun with the kids or simply enjoy a delicious meal, there's something for everyone in the city known for its world-class attractions and award-winning cuisine.

Registration and housing are now open at www.signexpo.org.

SIGN INDUSTRY QUARTERLY ECONOMIC REPORT Q4 2021 SHOWS SIGNS OF IMPROVEMENT

Most sectors of the sign and graphics industry are looking on par or slightly better for 2022, according to the Sign Industry Quarterly Economic Report, produced by IHS Markit for the International Sign Association.

The report covers the fourth quarter of 2021 and was prepared in December. The report assesses four segments of the industry: two supplier markets (printing and electrical/digital signage) and two end markets (electric/digital signage and architectural signage). It also forecasts commodities.

The report is free for members, and non-members may purchase it for \$1,000 per quarterly forecast. This research can be accessed at <http://www.signs.org/quarterlyreport>. IHS details more of the findings in a recorded webinar, available at <https://www.signs.org/recorded-webinars>.

ISA INTERNATIONAL SIGN EXPO® 2022 WELCOMES TRI-STATE SIGN ASSOCIATION (TSSA) MEMBERS!

Let's do this! The industry will return to in-person buying, education and networking for the first time in three years at ISA International Sign Expo® 2022! Join us in Atlanta, Georgia, May 4-6, 2022 to reach new contacts and get hands-on access to the equipment and technology you need to take your business to the next level.

Register now with code TSSASAVE to receive a free trade show pass and 50% off the member price for education at SignExpo.org/TSSA.

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Steve Harriott | CEO
Watchfire Signs

”

LETTER FROM YOUR OKLAHOMA CHAIRMAN

Hey Tri-State!

I hope everyone had a great holiday season. In our last letter, I mentioned a need for a sign company member position, and I am happy to say that position has been filled. Pete Webb from Claud Neon was voted onto the board. We are glad to have Pete on the team.

The Oklahoma Board was able to squeeze out one last event in 2021. Back on December 1st, we had a great turnout with 42 people from 19 different companies in attendance at Banded's BBQ here in OKC. I want to thank the following vendors for their raffle donations, Reece Supply, Grimco, and Graphic Solutions Group. Just a reminder that these events are free to attend and are a great way to meet other people in the industry. Be on the lookout for the next event. We are hoping to have one in the Tulsa area in the coming months.

I would like to promote a design contest that the TSSA Elite team has going on every month. There are 7 categories you can enter, and the prize is given to the designer on the project. Be sure to send entries to TSSASIGNCONTEST@GMAIL.COM. Entries are due by the 15th of each month and announced at the end of each month.

One last thing I want to share. A colleague and I went to visit a local vo-tech to talk to their design program about the sign industry. These were high school kids that are looking to build their skills for their fu-

tures. Sadly, not many knew exactly what we do as an industry. It was nice to talk to them about what we do and the opportunities a person can have in the sign business. I would encourage everyone to reach out to a local school career program or vo-tech to bring more light about the craft we all love.

Chris Henderson, Chairman - Oklahoma



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Graphic Solutions Group
Shawnee, KS

I can't believe it's already March and spring is right around the corner. Warmer weather is coming! The Kansas Division had a board meeting in Lawrence at the new Schurle Signs facility. We were still getting ready to move, but were happy to host and show off our new shop and property. It's exciting times! We welcomed Galen Davenport with Heartland Sign of Overland Park to our board and we're excited to have him on our team! Kansas does have a Meet & Greet coming up in Wichita on April 7th. It looks to be a good time and a nice venue. More info to come,

Not sure if you are a Member?

Go to www.tristatesign.org and see. We list all Current Members in the Member Directory. If you want to become a member or edit your contact information, let me know.

Rex Montgomery (913) 305-3915
exec.director@tristatesign.org

and the more the merrier! Until next time, enjoy the weather, try to keep up and make some money!

Ryan Schurle,
Chairman



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Berkeley, MO

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Paylor Signs
St. Louis, MO

BEAU BAKER

Baker Sign Group
St. Charles, MO

MICHAEL KERBER

Grimco
Kansas City, MO

MEET YOUR NEW BOARD MEMBERS

Hello, I am Trey Watts.

I have been in the sign industry for 15+ years with Springfield Sign, a full service national sign company which specializes in all types of interior and exterior signage. I started on the production floor part-time while in college and from there moved into Purchasing, Project Management and to today serving as the Vice President of Sales.



Being on the third generation of a family run business, I am proud to say I work alongside five other family members providing personal service every day at Springfield Sign. This personal service has allowed us to be trusted by many recognizable brands. Clients include Walmart, Culver's Restaurants, Mercy GoHealth and Plaza Tire Service.

Outside of work I enjoy spending time with my wife and chasing around our two young children.

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LETTER FROM YOUR MISSOURI CHAIRMAN

Hi guys!

As Chairman of the Missouri Division of TSSA, I am pleased to Welcome 2 new members to our 2022 board. Trey Watts of Springfield Sign to the board. Trey comes with years of experience and work ethic, he has jumped right and is even helping to plan our next Meet and Greet in the Springfield area, watch for more details on that event and more. Also Ben Crane with Altec has joined the board this year as well. Ben is a longtime employee of Altec and super excited to bring his knowledge and energy to the sign industry. So at our next meeting make sure you say "Hi" to both of these guys, you will be glad you did.

I would also like to thank Darren Pearce and Zac Martin for their time and service to Missouri. We will miss you at the board meeting but look forward to seeing you guys at other TSSA events. I am looking forward to a great and fun year in Missouri and I hope you are too.

Jason Buxton, Missouri Chairman of the Board



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