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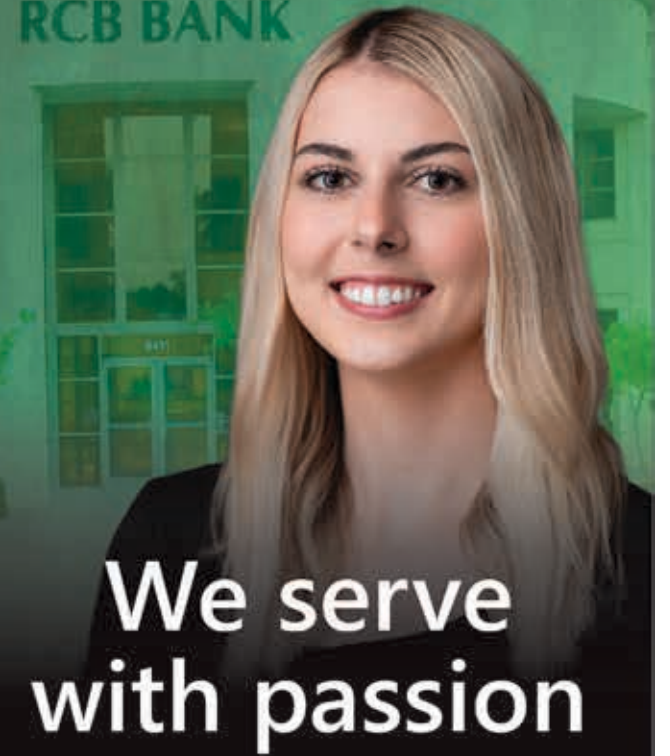
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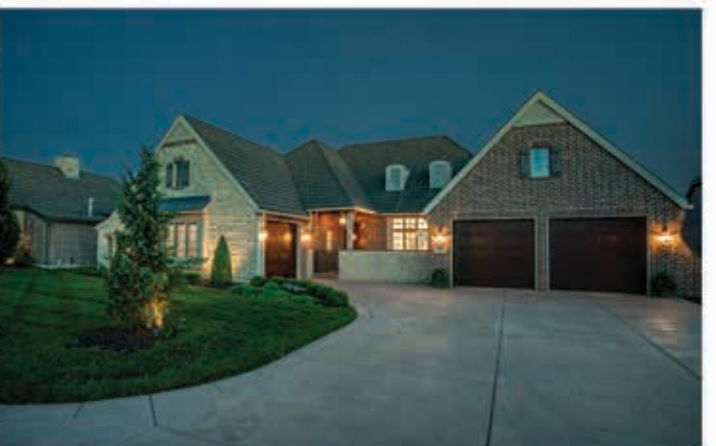
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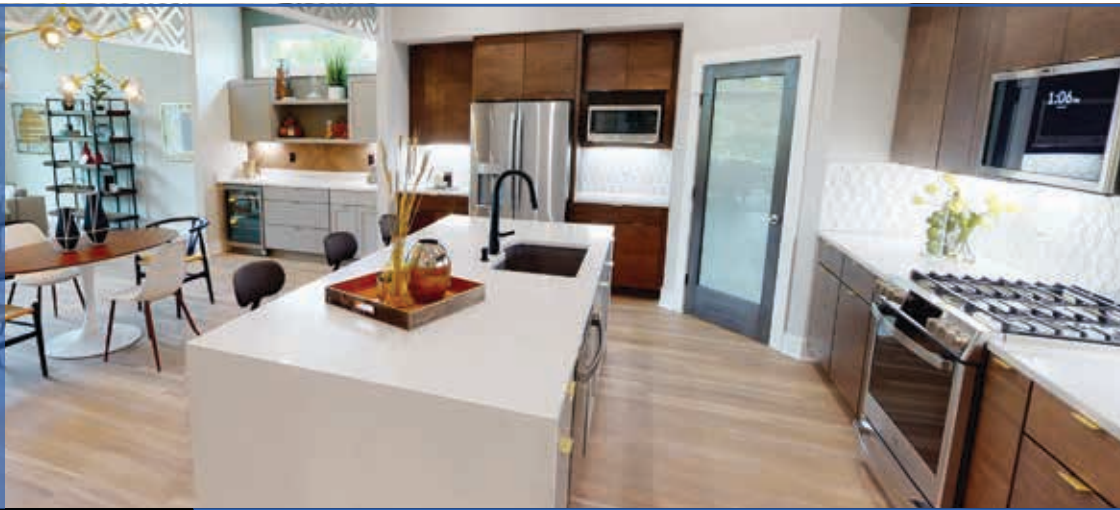
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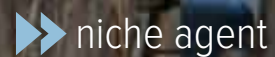
# COOK

AT YOUR SERVICE

With her infectious giggle and drive to help others, Jennifer Cook is not only a REALTOR®, but also a member of NAR, an active mother and a beacon of light for Wichita and its surrounding areas.

Jennifer moved to Kansas from California at 15 years old and considers herself a true Kansan after living here the majority of her life. She attended both K-State and then Friends University, where her father was the University president. Her classmates and friends always considered her warm and outgoing. When her college years came to an end, she tried a few different career paths, which included banking, retail and helping others who struggled with mental health issues. The commonality of these careers is that she was helping and working with others. She knew early on that she was meant to be among the people.

Jennifer met her husband, Tim, in 2002, shortly after he returned from deployment with the Air Force. At the time they met, he was still active duty and was away for long periods of time due to his position as a flying crew chief. He has since retired after 25 years of service, and, among other endeavors, has gone on to be co-owner of Mil-Works. Tim was actually the driving force behind Jennifer's decision to become a real estate agent. He had always encouraged her to become a REALTOR®, knowing she truly loves helping others. He just knew she would be great, even though she may have lacked confidence in herself at the time. She finally took the "scary plunge", as she calls it, into the industry in 2014 and never looked back. Tim made her promise to give it all she had. No half-stepping, no part-time job ... just a complete devotion to fine-tuning her craft. And that she has. ...



Written by Holly Bay | Photography by Kelly Remacle Photography



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AND SUCCESS  
WILL COME.”



Jennifer started her career at J.P. Weigand and Sons in 2014 and was deemed Rookie of the Year/Rising star. After three years with J.P. Weigand, she made the decision to join eXp Realty. She has become an integral part of their team by being a top agent, as well as being chosen as a certified mentor for new agents. She remembers how, in her beginning, fellow real estate agents like Alyssa Unruh, Natalie Moyer and Leslie Hodge Perrault helped her navigate the real estate business by willingly sharing their knowledge and expertise. They are all successful agents and were so full of solid advice. Jennifer has molded herself over the years and takes pride in the benefits of hard work and discipline. Nothing has stood in her way. She even claims she toted her toddler (at the time) sons around to showings, stopping by the office and even going to meetings with clients before the boys were in school. That grit and determination allows Jennifer to boast a career volume of over

\$19.2 million in sales in just seven short years and over \$3 million of that was just last year during the throes of Covid.

During her time as a REALTOR®, Jennifer has worked with many different types of buyers and sellers in all stages of life. However, her heartstrings have always pulled her toward helping military individuals and families transition into and out of our great city. She’s the perfect person for it, too – knowledgeable, friendly and a dedicated military wife. You can be sure her clients are confident in the decisions made and thankful they followed Jennifer’s guidance.

Jennifer loves to spend time with her husband, Tim, and their children, Avery, TJ and Ryan. She also enjoys working the land. Gardening and landscaping her 2-acre property helps her wind down and get back

to Zen. It helps her focus on herself. The family also loves to take road trips. In fact, they have set a goal to visit all 50 states together.

When asked to define success, Jennifer describes it as different for everyone. Her personal successes lie not just in real estate, but also in being the best wife, mother and leader she can be. She feels she has achieved a great balance with home and career and sees herself as a life-long REALTOR®. She hopes to leave her own stamp on our community by being kind, trustworthy and grinding hard to fulfill her dreams. Her advice to others, especially new agents:

“Ask questions! Try new things, put yourself out there, and never quit learning! Always be willing to alter yourself with life’s ebbs and flows. If you do your best, happiness and success will come.”



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*Julie Strelow*

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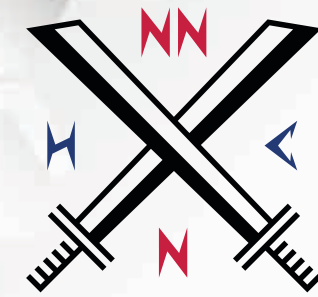
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**CHAD BEISEL**

# ALEX CARBAJAL

Adding Certainty



## ▶▶ celebrating leaders

Written by Dave Danielson | Photography by Kelly Remacle Photography



### Staying in the Game

Alex's story of success in the Midwest began on the West Coast. Alex came of age and was a standout high school football player in California. From there, he went on to the next level. He excelled. In fact, before his sophomore year at Fullerton Junior College, he was a pre-season All-American.

Life took a turn for him then.

"I broke my leg during my sophomore year," he remembers. "As a result, the Division I recruiting opportunities I had went away."

He didn't quit.

"I healed up and called different coaches, doing everything I could to get recruited again," Alex remembers.

Boise State was definitely interested in Alex joining the program. The thing was, they said not all of his junior college credits would transfer, so he would have to sit out a year.

"I didn't want to do that," he says.

There was another offer. This one came from Bethel College in Kansas. Alex and a friend made the trip out to take a look. While it wasn't Division I football, it was a chance to play. So they recruited a few of their California friends and came to play at the small school.

### Meant to Be

Though Alex had been recruited with the understanding he could play right away, there was another shift in direction ... again not enough of his classes would transfer to allow him to play. He would need to sit out a year.

•••

In a world of unrest and an industry of unknowns, clients yearn for something solid they can count on. You are their rock.

Alex Carbajal is one who excels at that, too.

As Broker/Owner of RE/MAX Associates, Alex works with his team members to bring that tangible security to the process ... in the process, adding certainty.

"We are in the middle of a pandemic. It makes me proud knowing that people can trust us. People call us because they need someone who is well-versed, educated and who will be able to help them out during these uncertain times," Alex emphasizes. "It makes me feel good knowing that we are producing that way. We focus on helping as many people as possible."

•••

“I was bummed. I prayed about it. I’m a God-fearing man. I felt like I needed to stay and redshirt that year,” Alex says. “Everything happens for a reason.”

One of those reasons was about to reveal itself.

“I remember arriving for a job interview. I got out of the car and saw this young lady opening the door to the building. She glowed like an angel. I knew at the time that this was a young girl I wanted to get to know,” Alex recalls with a smile. “Her name was Shana, and she ended up being my wife.”

#### Opening New Doors

During Alex’s senior year he had an internship at RE/MAX.

As he says, “I worked there all summer and didn’t get paid a dime, but I learned so much working with Ron Harder ... more than anything I could have gotten paid.”

That was it. Alex had his direction. He got his license and started right away in 2003. Alex didn’t have a sphere of influence in Kansas at the time. But he had belief and drive.

Soon, he became friends with Kay Neff, a staff member who also sold produce from her family’s farm.

“I told her I had recipe cards from my family with amazing salsa and guacamole. I asked her if she would sell me what I needed to make these dishes,” he says. “She agreed, so I made recipe cards and gave it away when she sold produce. I got to know so many people that way.”

His efforts worked. His first year, Alex sold 12 properties. That grew to 14 his second year, and then things just started doubling. In turn, he got involved, becoming President of the Newton area Chamber of Commerce as well as the President of The Newton Area Board of REALTORS®.

#### Leading with Change

Four years ago, when Ron Harder decided it was time to turn the reins over, Alex bought the franchise and has worked hard to continue moving the firm forward. In fact, this year, the brokerage

opened a new satellite office in Hillsboro, serving the McPherson, Marion, and surrounding counties.

The joy Alex has in building his team and serving his community is contagious.

“I’m so proud of our team. Last year we helped more folks buy and sell real estate than any other franchise in Harvey County for the second year in a row,” he says. “We have two teams in this office. There are 10 of us all together. We have two agents in Hillsboro, and everyone else is here in our office.”

While some avoid change, Alex looks for it.

“Everyone here is always striving to be a Top Producing agent. To give the best service, we know we need to continue to grow and embrace change and technology. I like making everyone uncomfortable in a good way with growth,” Alex points out. “I really try to help people expand outside their comfort zones. If you’re not able to expand, you’re never going to grow.”

#### Life’s Rewards

Away from work, Alex and his wife, Shana, look forward to time with their children — 14-year-old son, AJ; 10-year-old daughter, Cammie; and 8-year-old son, Samuel.

In their free time, Alex and his family enjoy time at their Burrton lake cabin — swimming, fishing, and relaxing with friends.

As Alex thinks about the future and ways of continuing to grow and serve people at the highest level, he thinks about the people he feels honored to serve.

“I don’t see clients. I see them as friends. When you have a friend, you trust them and you know they’re going to look out for you. That’s what we want to be for the people we get to know.”

Without a doubt, those who work with Alex and his team know they’ve found a resource they can trust ... one that adds certainty.



“

**I’M SO PROUD OF OUR TEAM.**

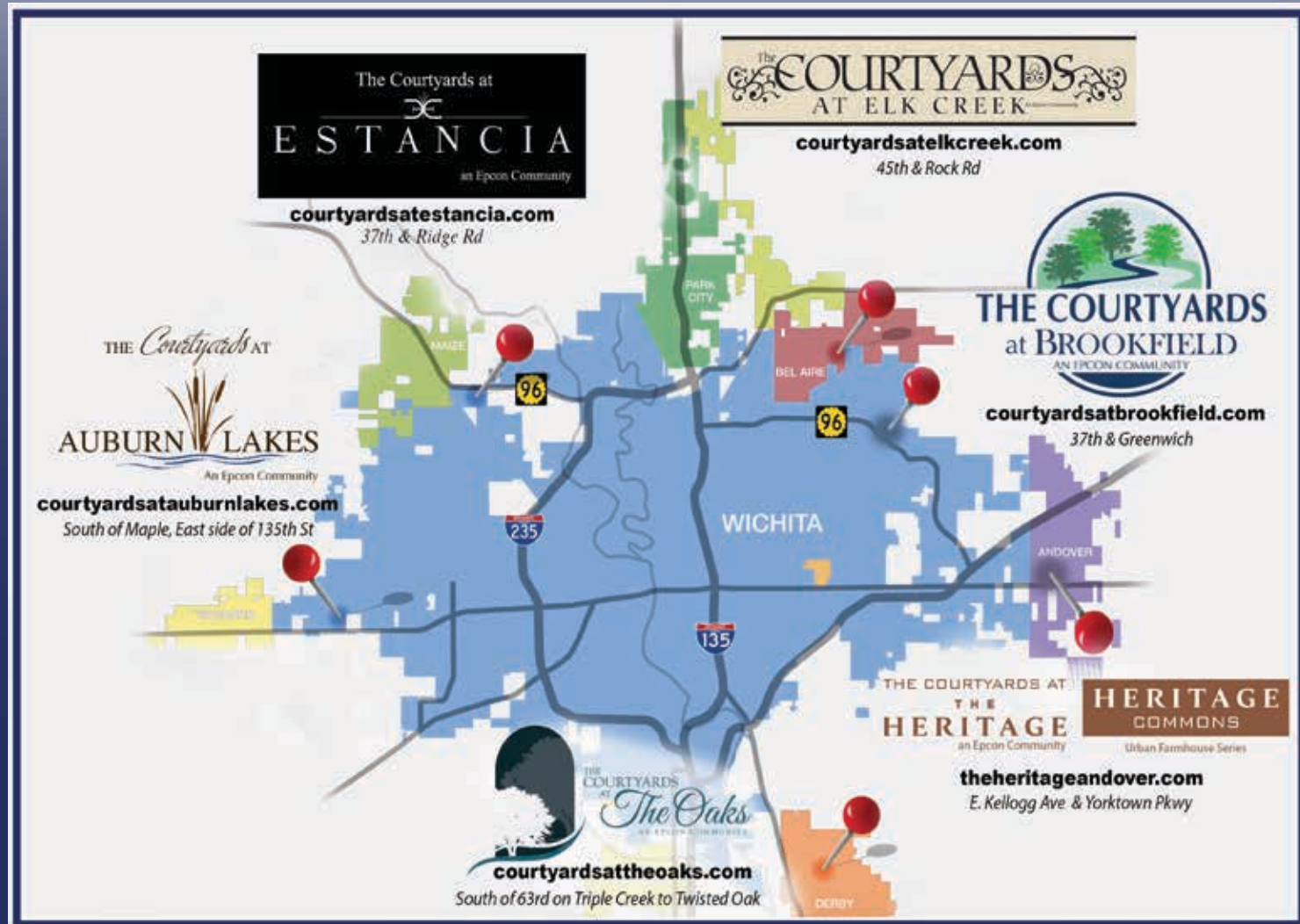
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# History in Real Estate

Written by **Richard Schodorf**, Security 1st Title

*(Editor's Note: We hope you enjoy this second article in our new series of articles called History in Real Estate. The articles in this series will discuss little-known historical facts about real estate that we hope you will find interesting and informative. The author is Richard Schodorf, a real estate attorney who teaches both real estate law and history.)*

Of all of the many parts of a house that might stir a debate among architects, it is surprising that the hallway is near the top of the list. Relatively speaking, the hallway is considered a historical newcomer to house design. According to author Judith Flanders in her book, "The Making of a House," the first architect to replace multiple connected rooms with rooms along a connected hallway was English architect John Thorpe in 1597. That would mean that the hallway made its first appearance approximately 10,000 years after the oldest discovered English dwelling in Scarborough, North Yorkshire, England (8,500 B.C.)

If you grew up in a house that was designed with a room-connected hallway, it is easy to see the advantages – number one of which is a promise of more privacy. However, this favorable characteristic does not impress all architects. In the article, "Do you really need that hallway" in Houzz Magazine, architect Dylan Chappell described the advantages of a "hall-less house" by stating that a smaller footprint means less to build, which would result in more money within the construction budget or as Chappell surmised: "Cutting back on circulation space, including massive and unnecessary hallways, can help you reduce square footage and, in the end, can save you money on the overall cost of your new home."

In the early days of the history of Wichita, the land east of the Arkansas River was more likely to be platted into smaller lots. This meant that building up was more practical than building out. Also, a smaller footprint meant the need for design efficiencies, and hallway was the first concept that disappeared from many blueprints.



West of the Arkansas River an entirely different evolution of house design was taking place. This was because most of West Wichita was not that long ago, farmland. The ground tended to be less expensive, so the lots tended to be larger, perfect for the longer ranch-style homes and their room-connected and privacy-affording hallways. Even the basements, when finished, tended to be hallway-friendly by design.

In an article in the Irish Times, Orna Mulcahy listed the opportunity to improve the hallway as one of the renovations that will add value to your home. Adding a hallway window might completely change the appearance of not only the hallway but possibly the entire house.

Whether your home was designed with either a hallway or a pathway, flooring, photos and paintings can be used to provide a visitor with a pleasant experience as they transition from one part of the house to the next. This can be accomplished by including information about the history of the house, the history of its occupants or any other theme and thereby transforming each design into both living space and passageway. Then you might have the best of both designs without sacrificing the advantages of either.





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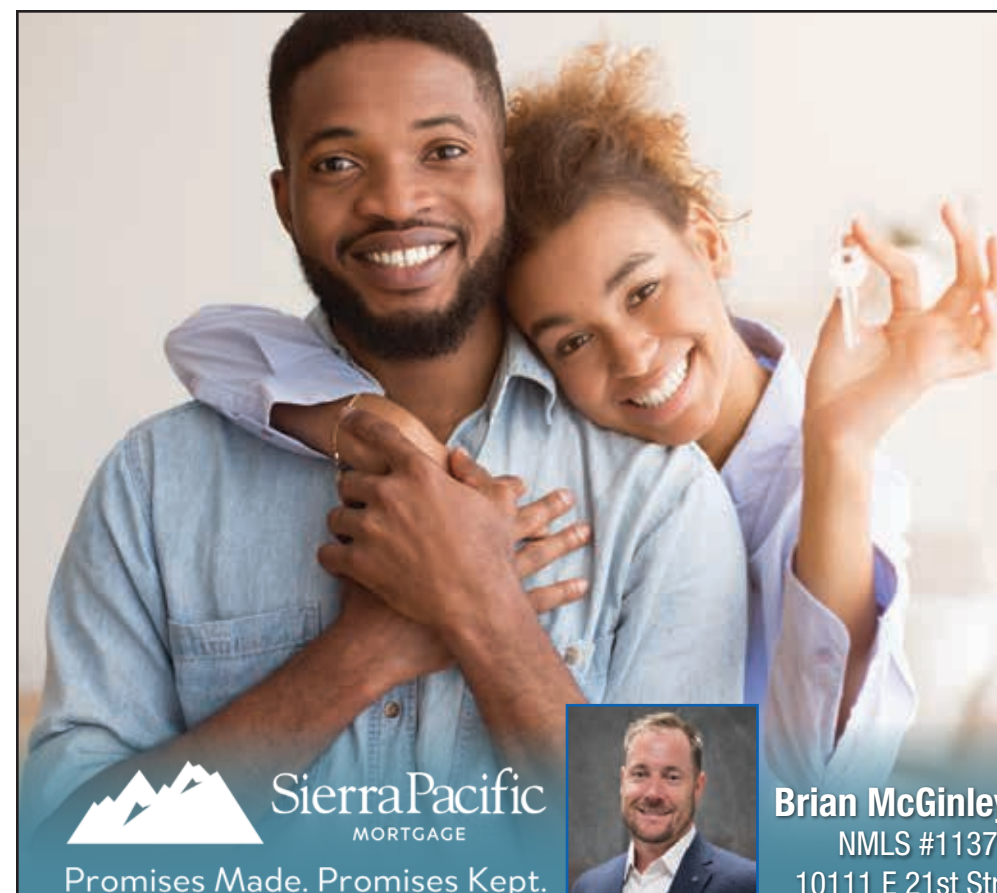
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# JULIE GOOCH

## Small-Town Success

### ▶▶ featured agent

Written by **Ashley Streight** | Photography by **Kelly Remacle Photography**

#### EARLY YEARS

Earning her salesperson license in 1996 and broker's license in 2006, Julie Gooch holds the real estate industry near and dear. Though her father was in the Air Force and she spent her younger years traveling to different countries, Julie spent most of her childhood in Belle Plaine, KS, where she currently lives with her husband, Kenny.

At just 24 years old, Julie had two boys at home and was taking college classes to be a paralegal/attorney, but decided to get her real estate license and focus her education on taking classes that would make her more informed about the industry she was entering. During her time in college, she had taken a business law class that involved contracts. At the same time, her husband, Kenny, was building houses, and Cathy Sheets was his REALTOR®. He came home one day and said, "I think you should investigate becoming a real estate agent." In truth, he thought, "My wife and I could be a team. He would build and I would sell."

#### HELPING OTHERS

Julie says real estate has been the best career choice she's ever made. "I enjoy helping people find their happy ending - whatever that may be for the time in their life. I have met some amazing people in this business, whether they are clients, customers,

vendors and other agents. The roller coaster of real estate keeps you on your toes and constantly makes you think out of the box to help your clients get their homes sold or bought. Every deal is different because of the people involved and what they need to help make their transaction easier."

Working in real estate in a small town like Belle Plaine, Julie says you need knowledge in multiple aspects of real estate. She has helped with first-time homebuyers, investors, residential, land, farm, rural properties and even some commercial. She joined J.P. Weigand & Sons in March of 1996, just after she earned her salesperson license, and has worked in the same office with the same broker, Cathy Sheets, for 25 years. As a matter of fact, Cathy is Julie's biggest mentor. Julie said:

"Cathy cares whether you are successful and will help you get where you want to go. She provides endless hours of advice and has a can-do attitude. Her willingness to share her knowledge to make us all better has encouraged many REALTORS® to keep going in this crazy business. She makes a difference. Her motto back in the day was serving from the heart, and she truly lives her life that way. I contribute much of my success to her guidance throughout the years."

•••





When it comes to agents who are new to the industry, Julie wants them to know this:

“Every deal is different because of the people and circumstances that are needed to get to the closing table. Take time to really listen to what your clients need, and do what is best for them. Be willing to learn and continue to educate yourself on the market and industry. It is okay to ask questions when you don’t know the answer because we’re all still learning every day! Kindness and understanding go a long way in making a deal come together.”

#### AS TIME MOVES ON

During her 25 years in real estate, Julie has a career volume of over \$72 million and has earned many awards along the way. These include both the Presidents Club and Master Circle Awards from RSCK, as well as the following JPW Awards: Partnership Club, 5 Million Dollar Producer, Top Sales Associate Number of Sales, Top Listing Associate and Top Sales Associate. But she’s not done yet! Her future plans as far as she can see always include real estate.

Aside from her business, family and community are everything to her. She has served as the President for the Belle Plaine Chamber of Commerce, Director of the Belle Plaine

Recreational Organization, and also served on many committees during the time her four boys were in school

Her husband, Ken, and she are now empty nesters who enjoy spending time with their grandsons, Wyatt and Waylon. All four of her boys (Bryce, Benjamin, Brett and Bowen) were active in high school with sports, so the family spent the last 25 years traveling for basketball, football, baseball and cross country. As a family, the Gooches enjoy camping and boating. They purchased a pontoon boat about three years ago and upgraded their sleeping to a camper about two years ago (they used to tent-camp). Julie says camping has become much easier with the camper. They also own farm ground and recreation land with two ponds and a creek, where their kids enjoy four-wheeling and hunting.

We asked Julie to tell us about something that not many people know about her. She said she loves to wiggle or line dance. “If there is a dance, I am there. I also love to go to karaoke, but I am the one who sings every song at her table with no microphone. My boys can sing, but their momma cannot!” After learning about Julie, we can tell she’s an adventurous soul and loves this industry, even in its craziest moments. Her favorite quote? “Life isn’t about waiting for the storm to pass. It’s learning to dance in the rain.”



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# Andover State Bank

**THRIVING WITH COMMUNITY SPIRIT**



## ▶▶ partner spotlight

Written by **Dave Danielson** | Photography by **Kelly Remacle Photography**

Your clients don't want to just get by. They want to thrive. That's why they rely on your resourcefulness to see them through to the next chapter in their lives.

You have a partner that puts that same mindset to work. Andover State Bank is a leading resource for mortgage solutions that help you and your clients thrive in the spirit of community.

### **Strengthening Connections**

Allison Grace is President of the bank. She personally feels that local connection each and every day.

"I was born and raised here," Allison says. "I love watching the community grow. The entrepreneurial spirit is so alive here, and everything we do comes back to supporting local businesses and people."

Christy Almquist has a frontline role in putting that dynamic into action. As Vice President of Residential Lending at Andover State Bank, she delivers a full range of residential, commercial and construction loans.

"Buying a home or investing in property is often the largest purchase people ever make. It's a major life event," Christy says. "Helping them do that is very rewarding."

### **Vital Flexibility**

Working with Andover State Bank provides flexibility when it comes to moving your clients' dreams forward. One example that stands out is the fact that the bank does construction lending that then converts into permanent financing.

In addition, Andover State Bank offers a special financing program for doctors.

As Christy explains, "We offer doctors 100 percent financing with no PMI required. Since doctors typically have a lot of student loan debt, we do allow higher debt ratios. We've helped many physicians buy homes that may not have been possible for

...

...

them before. Plus, we also help them get equipment for their practice on the commercial side. Our programs have extremely competitive rates.”

That’s just the start.

As Allison says, “With our flexibility, if a REALTOR® has something special they’re looking for, they should ask us if we can help them. We are pretty agile.”

“We’re here to support you,” Christy adds. “If you have a deal falling apart, call us, and we can see what options we have to keep that deal moving forward.”

#### A Growing Tradition of Excellence

As a fourth-generation owner of the bank, Allison grew up around the family business and has been part of the team for 20 years. Her proactive,

aggressive approach to differentiating the brand has paid off.

“Over the last four years, we have almost doubled in size,” Allison says. “We are also one of the few women-owned financial institutions. Women compose 66 percent of our leadership team and 57 percent of our board. And we support a lot of women-owned businesses in the community. It’s exciting to be part of their success stories.”

Today, Andover State Bank has a team of 28 professionals, including eight who joined the team in 2021.

“We are a very close-knit group,” Allison says. “We create a family atmosphere across our organization so everyone can feel at home and connected to each other.”

“Every employee feels valued,” Christy emphasizes. “Everyone has the freedom to provide input, so we all feel empowered to make an important contribution.”

#### Reputation for Results

Allison smiles when she talks about Christy, who joined the Andover State Bank team this past spring.

“When Christy joined us, she brought over 20 years of experience,” Allison says. “She has been an incredible addition to the team. She has made a huge impact for our REALTOR® partners and our clients.”

One of Christy’s favorite parts of her role is her work with her REALTOR® partners throughout the region.



“

WE SERVE OUR CUSTOMERS WITH THE MINDSET OF MEETING THEIR NEEDS AS QUICKLY AS POSSIBLE

”



“I put a lot of emphasis on being available when people need me,” Christy says. “If you have questions in the evening or on the weekend, I’m responsive. A quick answer may help you win the deal. At the end of the day, I care about your business and want you to succeed.”

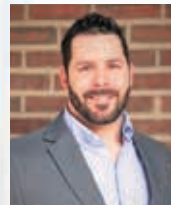
Those who work with Andover State Bank won’t be surprised to hear that the institution’s core values revolve around being passionate to serve and responding quickly.

“That is so important in what we do. We serve our customers with the mindset of meeting their needs as quickly as possible,” Allison says. “Christy is the epitome of that, and that’s why she receives so many referrals from our REALTOR® partners. She really cares about their clients and their needs.”

As Christy says, “Every time I work with someone, I want it to be a great, solid experience for them.”

For more information, contact Andover State Bank:  
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tara

finding joy  
in the unknown

maxwell

“Finding Joy in the Unknown” is a way of life for award-winning REALTOR® Tara Maxwell. It’s also the name of her Facebook blog, where she documents her nearly two-year “adventure” with Triple Negative Breast Cancer (TNBC). Today, Tara is in complete remission and on track to have a banner year in real estate.

“I was diagnosed with breast cancer on January 24th, 2020, at the age of 41, after my very first mammogram,” Tara says. “The pathology of my biopsy came back as the worst type of breast cancer known to exist: Triple Negative Invasive Ductal Carcinoma, STAGE 3. TNBC is found in only about 10% of all breast cancer diagnoses. It is aggressive and ruthless, and it had already traveled to two of my lymph nodes. If I had waited for just a couple more months to have it checked out, I would have most likely lost my life within a short period of time.”

...

“I decided right away that this cancer diagnosis was just one of those times for me ... It was just one more difficult challenge I had to overcome. We have to use our valleys as a way to redirect our lives, to shift the weight of importance onto things that matter most.”



This was not Tara's first experience with devastating news. When she was just 5 years old, she lost her mom in a car accident. Throughout her life, that tragedy helped her find optimism in any difficulty. "I decided right away that this cancer diagnosis was just one of those times for me," Tara says. "It was just one more difficult challenge I had to overcome. We have to use our valleys as a way to redirect our lives, to shift the weight of importance onto things that matter most."

Seeking more information, Tara became a late-night student of Japanese medical journals and spending too much time with "Dr. Google." "I know much too much about ER and SR receptors, HER2, grades vs. stages, KI-67, BRCA gene mutations, and other acronyms I would love to forget," she says. "Fortunately, before the pandemic hit, I was able to have in-person visits with my oncologist, towing along three of my very best friends. We critiqued Dr. Truong in the car, and I knew right away he would save my life."

Tara's treatment included six months of combination chemotherapy infusions, including one known as the "Red Devil." Then she had immunotherapy. After that, she opted for a lumpectomy since she doesn't have any cancer genes. Finally, she concluded her treatment with 36 rounds of radiation and six months of Xeloda, an oral chemotherapy pill.

"TNBC likes to come back in other areas of the body, most often within the first two years of completing chemotherapy," Tara explains. "So my current milestone goal is to stay cancer-free through June 30th, 2022, at a minimum. At that point, TNBC has less than a five-percent chance of returning."

While managing her treatments and slaying cancer cells, Tara enjoyed the most productive time in her nine-year real estate career. She closed on \$5.5 million in 2020 and is on track to double that number in 2021. Tara also continued her multi-year trend of earning Berkshire Hathaway's coveted President's Circle and Masters



Circle. In addition, this former 2013 Rookie of the Year placed in the Top 8% of 50,000 network agents in 2018, 2019, and 2020 and became a Leading Edge Society Member in all three years.

"As a REALTOR®, my ability to get past adversity helps every single day," Tara says. "Our profession is full of pressure and high expectations, and you can't foresee every situation. So being able to put unique and challenging circumstances into perspective for others truly makes a difference. A good agent needs empathy and patience. And you should genuinely care about your clients and their outcomes."

Tara moved to Wichita from Arizona when she was 23 and met her husband, Jeff, here. They have three children, Tayla (16), Tommy (13), and Claire (7). "Jeff is the one who encouraged me to become a REALTOR®," Tara says. "I had no idea just how

complex and specialized this job is, but I knew sitting at my desk in the Human Resources Department pushing paperwork was *not* for me. Instead, real estate has shown me the best in life through the people I have worked with and helped along the way."

Outside of work, Tara loves digging through antique stores and road-tripping with friends to find even more. She is obsessed with fabric and hopes to work on multiple sewing projects over the holidays. However, she and Jeff are primarily focused on building their new home with Prairie Construction. "We will be planting a tree there to honor my dad, who passed away on April 25th, just before my one-year anniversary of being cancer-free," Tara says. "The world isn't the same without him. His loss is another life experience that keeps me focused on leaving a joyful legacy."

Tara is forever grateful to Jeff, her family, her sister, Courtney, and her very best friends for helping her keep up her positive outlook since her TNBC diagnosis. Her faith in God has allowed her to welcome good things into her life despite the adversity. "I may be terrified in small moments or have blips of doubt that my life won't continue as I plan, but I also know I can't control any of this," Tara says. "My best advice is to use your adverse life situations for good, try to help others, and find something joyful out of every step along the way, no matter how bad it was or may still be. And don't forget to get your yearly mammograms."

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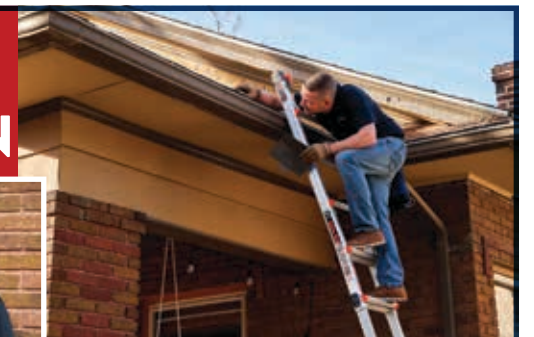
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# GROOVER LABS

A DIFFERENCE ENGINE

## nonprofit spotlight

Written by Ashley Streight | Photography by Jennifer Ruggles Photography

Curt Gridley and Tracy Hoover are the founders of Groover Labs, a collaborative working environment where entrepreneurs and tech workers can get support and share ideas. Their 42,000-square-foot facility features a variety of work and meeting spaces available on flexible terms. These spaces include large and small offices, dedicated and open desk seating, seven conference rooms, a large event venue and two classrooms, and a maker and prototyping space, all with high-speed gigabit internet access. It is large enough to house all of the key elements necessary for successful product prototyping — providing members access to advanced equipment as well as a place to collaborate and learn new skills. The large maker and prototyping space features digital fabrication tools such as large format laser cutters, multiple styles of 3D printers and plastic forming tools, an electronics lab with PCB assembly tools, along with well-stocked wood and metal shops.

Both Curt and Tracy are software engineers with backgrounds in the Boston tech industry. In the mid-'90s, they founded venture-backed startup Amber Wave Systems, to develop a low-cost ethernet switch, which was subsequently purchased by US Robotics. They moved to Wichita in 2005 and became active in STEM activities with their children. They have also both been active philanthropically, donating funds through their foundation, The Gridley Family Foundation, and sitting on nonprofit boards. They have donated over \$1 million to WSU, and \$2 million total prior to their investment in Groover Labs. Curt was on the WSU Foundation board and Investment Committee and the board of MakeICT. Tracy is the volunteer treasurer for the Viola da Gamba Society of America, was treasurer for MakeICT for a short time and currently sits on the boards of the Wichita Art Museum, the Ulrich Museum and Downtown Wichita.

It was in 2018 when they learned about the Printing Inc. building being for sale, and having read the Chung Report, they began having conversations with people in the local tech ecosystem. Their conclusion was that they could combine their foundation funds with their experience in the Boston tech ecosystem to help Wichita.



The outcome? They established Groover Labs, a nonprofit collaborative tech hub where all parts of the tech ecosystem could gather and develop. Their foundation purchased the building, funded the renovation and has been funding operations until Groover Labs becomes self-sustaining. Curt and Tracy both volunteer their time as co-founders at Groover Labs, working each and every day to help the local tech ecosystem thrive. Curt's background in physical product development plays a large role in Groover Labs also. He

says their maker space is one of the things that is so incredibly unique about them because they plan to use the space for local product development in hopes of achieving manufacturing growth in Wichita in the long run. Nationwide, there aren't many spaces available to assist small companies with prototyping, and to have that space in Wichita is an amazing opportunity for so many.

As we all know the pandemic has greatly impacted everyone. Groover Labs was no exception. It had its grand opening just a few short weeks before the Covid shutdown in 2020. They say:

"When they were planning Groover Labs, we never thought we'd have to deal with such a significant pause in our growth. With Covid still a factor in the economy, it's unclear how long it will take for us to reach our goals. It feels a little like we're holding our breath until it's all over. If things had been different, we might be making a bigger splash and hiring additional staff. In order to outlast Covid, we've scaled back and allowed growth to be more organic. It's been much slower than we'd like, but hopefully that strategy will help us stay the course."

Curt and Tracy are passionate about helping Wichita become a thriving center for tech startups in the Midwest and helping to diversify its economy. They hope to be a catalyst for change in the Wichita ecosystem. Time and time again, they've heard how Wichita has fallen behind peer cities in the Midwest in terms of startup activity. "We started Groover Labs to try to change that trajectory."

Aside from Groover Labs, Curt and Tracy have two children, Henry and Fiona. Both graduated from the IB Program at East High in Wichita and both graduated from Northeastern University in Boston. As a family, they enjoy cooking together, traveling and making things. They even had the great good fortune to visit Thailand and Tokyo in late 2019, where they had an abundance of food adventures. Curt is a lifelong learner and is always watching YouTube videos to learn about new technologies, tools and fabrication methods. He also has an interest in the history of science and technology, particularly that of the Industrial Revolution. Tracy is an accomplished amateur player of the viola da gamba, a bowed Renaissance string instrument and a specialist in its 17th-century repertoire. She is also an accomplished knitter and has nearly completed the Master Knitter certification from The Knitting Guild of America.

At this point in their lives, they say success is having independent, self-sufficient and engaging children and helping fuel the local startup ecosystem through their efforts at Groover Labs. Though it's still a work-in-progress, they hope to see their dreams come to fruition.


Want to learn more about Groover Labs? You can visit their website at: [www.grooverlabs.org](http://www.grooverlabs.org).



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# Adam Crowder

## INDIVIDUAL IMPACT

Think about the people you've helped during the course of your real estate career. As you do, you probably remember specific stories you've contributed to.

As Associate Broker with Coldwell Banker Plaza Real Estate, Adam Crowder is one who excels at delivering true, individual impact.

"I believe that you have to be a people person to be in real estate. I'm naturally kind of introverted. But real estate has been a learning process, and it helps me expand my comfort zone," Adam explains.

"The nice thing about real estate is it's one-on-one. It's more like two friends talking. I've been so blessed that the majority of my clients have become friends. We stay in contact. It's more of a friendship relationship than a business relationship, and that's what's really enjoyable for me."

### Getting His Start

Growing up, Adam got a glimpse at what would become his future career.

"My grandparents were in real estate," he remembers. "They were developers and were involved in the Bridgefield development. Before that, my grandmother was a real estate agent."

As Adam came of age, he met Lisa, his high school sweetheart and the woman who would become his wife. After college graduation, he and Lisa moved to Florida, where Adam earned his massage therapist license.

In time, they moved back to Wichita, and Adam went to work as Business Manager for his father's



orthodontist practice. Lisa worked at the front desk at the office, as well.

"I worked with my dad for 18 years until he retired. When the new doctor came in, he brought his own staff in, so Lisa and I started flipping houses," Adam remembers. "We did most of the work ourselves, hiring plumbers and electricians for the work that





**“FOR ME, IT’S REALLY ABOUT MAKING SURE MY CLIENTS ARE TAKEN CARE OF IN A CRAZY MARKET.**

That could mean educating sellers to know where to list their home and what to expect once an offer has been accepted, to a buyer not getting caught up in the buying frenzy and overpaying for a home in an inflated market.”

needed to be certified. Plus, we were working with my brother-in-law, Tim Marchand, who is also a real estate agent with Coldwell Banker. We loved doing that.”

In the process, Adam had taken his test, earned his own real estate license and used it in support of their house flips. That was seven years ago. After getting his license, something interesting happened.

“I had intended to use my license just a bit, but we quickly became too busy, and so I made the decision to go into real estate full-time,” he says. “I just wish I would have started doing it earlier.”

**Made for This**

From the start, it was clear that Adam was made for real estate. He got off to a very fast start, earning Coldwell Banker’s Rookie of the Year honors, as well as becoming a Top 10 producer during his first couple of years in the business.

From there, Adam continued taking new steps forward in his real estate career, when the management team at Coldwell Banker urged him to get his Broker’s license and work in the East office as Associate Broker.

**Gratitude**

It’s easy to see Adam’s passion for what he does.

“For me, it’s really about making sure my clients are taken care of in a crazy market. That could mean educating sellers to know where to list their home and what to expect once an offer has been accepted, to a buyer not getting caught up in the buying frenzy and overpaying for a home in an inflated market,” Adam points out. “I want to make sure that my clients come back to me in the future happy with their decision and not upset that they aren’t able to get out of a home they might have overpaid for.”

Adam is thankful for his team, as well as the leadership and support of John McKenzie and Todd Woodburn.

As he says, “John and Todd are extremely

knowledgeable in the local, state and national level of the real estate industry. Their professionalism and knowledge of the industry and care for their agents shows every day. They are available to all of their agents to help no matter what the circumstance, big or small.”

**Family Fulfillment**

Away from work, Adam treasures time with his family, including Lisa and their daughter, Brittany.

“Brittany recently graduated from Wichita State with a degree in Sports Management and is now doing her dream job,” Adam says. “She has been hired as the new cheer coach for both middle school and high school at Central Christian Academy where she went to middle school as a student.”

In their free time, Adam and his family enjoy traveling together. He also is very involved with his church and coordinates sound for area churches. In fact, he has been doing sound, lighting and video work for more than 20 years.

When it comes to giving back, Adam likes getting involved with supporting church efforts, as well as The Muscular Dystrophy Association.

Those who have a chance to work with and get to know Adam appreciate the way he follows The Golden Rule, and how he really gets to know them one-on-one.

“Buying a house is hard and stressful. I say to people let me take the stress off you. You don’t have to do this alone. I do this enough that I can keep you away from the pitfalls. I also remind them that there are no dumb questions. I don’t want people to be afraid to ask things. I want them to feel comfortable.”

Truly, Adam embraces each and every opportunity he has to make an impact.

“Everyone is important no matter how big or small their deal may be,” he emphasizes. “Treat others the way you would want to be treated and it will come back to you tenfold.”





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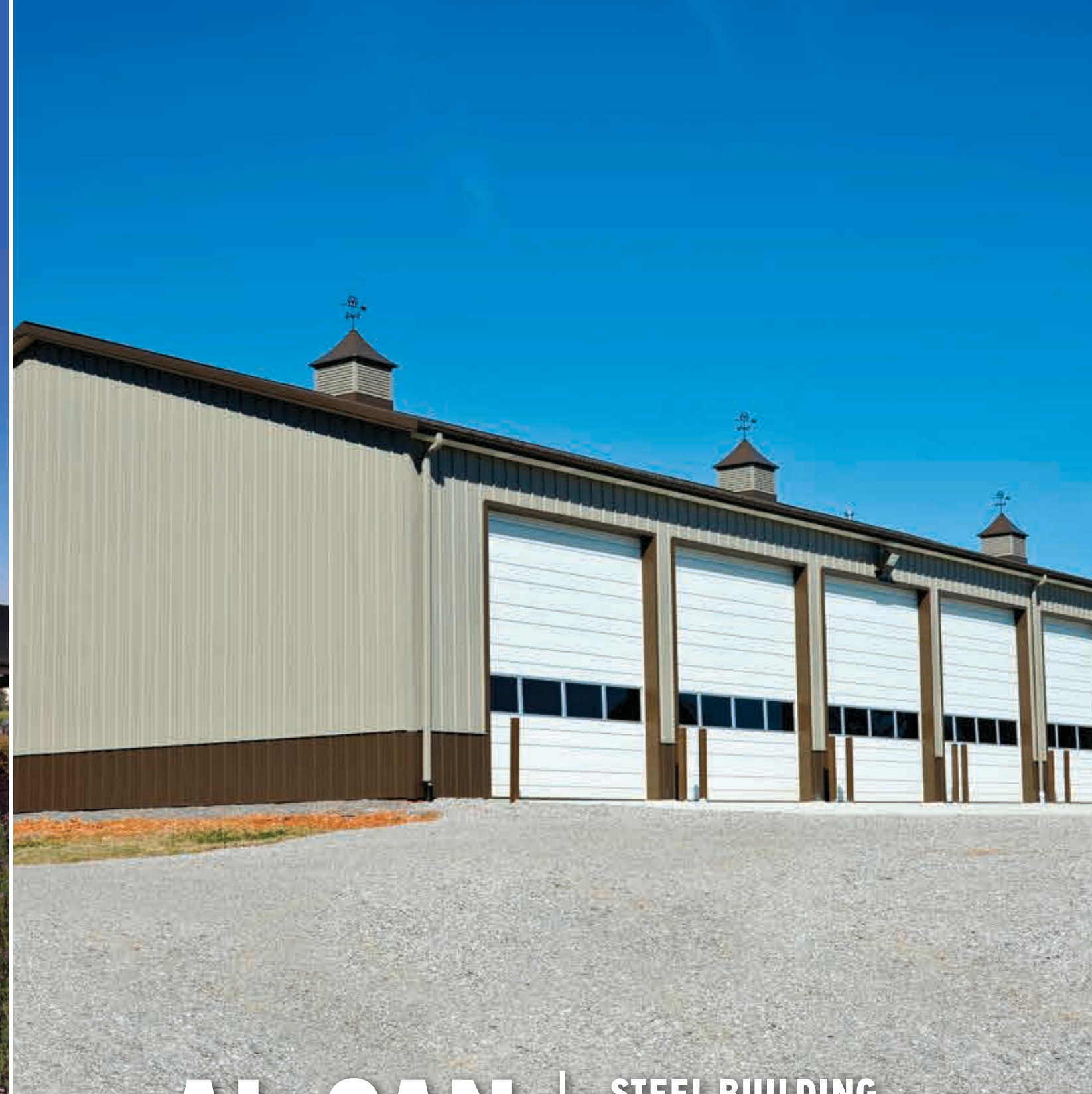
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# Kelly Remacle Photography

## LIFE THROUGH THE LENS



### ▶▶ partner appreciation

#### GETTING STARTED

Kelly Remacle has been taking pictures since she was a very young child, but has been hired to create portraits since she was just 17, when three of her classmates asked her to take their senior portraits. Originally, she thought photography was a “cop-out” from her classical training in creating “real art.” She took private art lessons, alongside her brother and best friend, beginning in fourth grade, until eighth grade. The classes were taught by Lee Hammond and covered photorealistic drawing techniques, using mainly graphite and colored pencil. Hammond was also the author of the “Draw Real...” books that you might find in places like Hobby Lobby and Michaels. It wasn’t until Kelly was “forced” to take a photography class during her junior year of high school that she really came to respect the medium. Her instructor, Sara Silks, was an excellent teacher and mentor. Once she got her hands on a film strip and an enlarger in the dark room, she was completely smitten.

Kelly loves the feeling she gets when she sees really beautiful light. She says, “It absolutely never gets old or boring [to me]. In fact, I find it quite distracting. In an instant, I can be completely torn away from any conversation by beautiful light. In photography, light is *always* your subject, no matter what or who is in it.” Her motto? “Find the good light and get in it,” “[because] without light, you can’t make pictures,” she explains. Another aspect of photography that Kelly loves is bringing happy tears to people’s eyes upon seeing their images. Being able to achieve that level of connection, in such a short amount of time, is so incredibly rewarding to her.

#### THEN TO NOW

We asked Kelly to compare her first shoot to now, and, boy, what a difference. She says she remembers the portraits her friends and her used to make at 3 am in her bedroom, with a sheet draped over her closet doors, makeshift hair and makeup and not-so-great ambient light with multicolored twinkle lights framing the backdrop, shot with an auto-advancing 5mm point and shoot camera. “The difference is absolutely hysterical,” she says.

Kelly makes continued education a priority through Sue Bryce Education, while drawing a lot of inspiration from instructors she had at Hallmark Institute of Photography, as well as MANY of her photography *and* artist peers, near and far. She also watches a great number of films that end up inspiring her lighting, composition and ideas. However, her all-time favorite influence is Irving Penn; with Annie Leibovitz and Arnold Newman as equal and extremely close seconds.

Kelly’s favorite place to make pictures is Westport, KCMO. “There is something about that place that is very grounding to me – almost on a cosmic level. It was one of the first places I really ventured ‘out to,’ with my art friends, from high school, and it always brings me back to that explorative and exciting time in my life; not to mention it is absolutely perfect in the fall.” Closer to home, Kelly relies heavily on the Delano district. She loves that area of Wichita and always finds new ways to create intriguing images there.

The best advice that she ever received came from Gregory Heisler, which was: “Other photographers need to make money too,” meaning: figure out what

you really love to photograph, charge what you’re worth, and know it’s okay to turn down work that doesn’t feed your soul a little bit more than it feeds your bank account. You will NEVER photograph something you *don’t* love as well as something you *do* love. You will work harder for something you don’t want. Don’t do that. It’s not worth it.

#### FAMILY LIFE

Kelly and her husband of nine years, Josh, love standup comedy. Their favorites are (in no particular order): Dave Chappelle, John Mulaney, Ali Wong, Tom Segura, Nate Bargatze, Ryan Hamilton, Tom Papa, Marc Maron, and many more. They have two children: Paige, 5 and a half years old, and Jack, who just celebrated his 2nd birthday. Kelly says both of their children are very smart, little comedians. Kelly and Josh are also fur parents to two dogs (Pabst and Blue) and one cat, Howard, who she says is, somehow, their children’s best furry friend.

A fun fact about Kelly is that she has a private Instagram account that is entirely composed of black and white images. She says that sometimes, she posts one that is truly a tiny masterpiece that bridges a small connection back to her early days of photography. Throughout her education and career, she has heard many people say, “If it doesn’t work in black and white, it won’t work in color,” and she wholeheartedly believes that.

**WANT TO LEARN MORE ABOUT KELLY OR HER PHOTOGRAPHY BUSINESS? SEE BELOW FOR HER CONTACT INFORMATION.**

**PHONE:** 816-803-5061

**EMAIL:** kelly.remacle@gmail.com

**WEBSITE:** www.kellyremaclephotography.com

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