



A RISING TIDE LIFTS ALL BOATS

John F. Kennedy said that a rising tide lifts all boats during his presidential campaign in 1960, and it rings true today, especially in St. Joseph's business community. The St. Joseph Chamber of Commerce is proud to be a catalyst for economic development for our city. As more people are employed in quality jobs, more dollars are spent with retailers and more taxes are generated for public projects. As a Chamber member, you support these efforts.

The year 2015 was a banner year for the St. Joseph Chamber of Commerce. In November, we were honored as the Chamber of the Year by the Missouri Chamber of Commerce and Industry. Why? Because even though the Chamber is more than 150 years old, staff continues to grow our membership, add programs and invigorate the local business economy.

We added 300 members to our roster in 2015, taking us over the 1,200 member mark for the first time. Many of our members are enjoying some of our new programs that address the needs of groups with specific interests including the Women's Leadership Group; Cup of Joe, a weekly entrepreneurship showcase; and Circle of Influence, a group of professionals interested in lead generation.

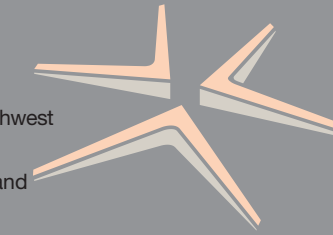
In the realm of economic development, it was a year of reinvigoration for the Stockyards area. Albaugh, BioZyme, Nor-Am Ice and Cold Storage, Protein Inc. and Sealed Air all have expanded, adding more employees, new facilities or new equipment – or a combination of the three. Daily's Premium Meats also began construction of a new facility for its bacon production facility that will be in the Stockyards. Thanks to the investment from new and existing companies in St. Joseph, the Stockyards are rising again. Forbes magazine even ranked St. Joseph as the 4th strongest farming & agribusiness region in the nation thanks to our agribusiness roots and growth.

In all this year, St. Joseph has seen the creation of almost 300 new jobs with an average annual wage of \$38,000 and \$140 million in new private sector investment. These new jobs and investment will have a long term multiplier effect creating more jobs and investment among our local businesses for years to come. As noted earlier, a rising tide lifts all boats.

Administration

Since its inception, the St. Joseph Chamber of Commerce has been the catalyst for economic growth and development in Northwest Missouri. The Chamber's mission is "to create an environment that allows business to succeed and the community to prosper."

Chamber membership is an investment that not only can help better your business, but supports initiatives that sustain and improve the quality of life in St. Joseph. Thank you for your support.



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Board

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Stet Schanze, **Gray Manufacturing Co. Inc.**

Chairman-Elect
Corky Marquart, **Commerce Bank**

Scott Albers, **Nor-Am Ice and Cold Storage**
Brian Bradley, **St. Joseph News-Press**
Tom Burke, **KCP&L**
Barbara Burns, **B.J. Office Products Inc.**
Mike Decker, **Apple Market**
Sarah DeGarmo, **Rise by Design**
Bernd Eichenmueller, **Boehringer Ingelheim Vetmedica, Inc.**
Patti Eiman, **First American Title**
William Falkner, **City of St. Joseph**
Tim Knapp, **Tim Knapp Construction Co.**
Ronan Molloy, **Innovation Stockyard**

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President & CEO
R. Patt Lilly, **St. Joseph Chamber of Commerce**

Tom Richmond, **Altec Industries, Inc.**
Harry Roberts, **Buchanan County**
J.L. Robertson, **Rupp Funeral Home**
Col. Ralph Schwader, **139th Airlift Wing, Mo. Air National Guard**
Kylee Strough, **United Way of Greater St. Joseph**
Martial Thevenot, **Perka Building Frames by Business Logistics, Inc.**
Dr. Robert Vartabedian, **Missouri Western State University**
Immediate Past Chairman, Todd Meierhoffer, **Meierhoffer Funeral Home & Crematory**
General Counsel, Mark Woodbury, **Polsinelli**
Diplomats Club Representative, Brett Esely, **Missouri Western State University Athletics**
LEAD Representative, Jodi Bloemker, **United Way of Greater St. Joseph**



YEAR IN REVIEW

Thanks to volunteers and Your Chamber Connection consultants, the **Chamber added 200 new members in a two-day special event in the spring.** Overall for the year, 300 new members joined the Chamber, which brought the membership base up to a record-high 1,200.

1,200 CHAMBER MEMBERS

The Chamber incorporated **Circle of Influence** into its networking of programs. This group meets twice a month to help members make meaningful business connections and generate leads.



With the coordination of some other community groups, the Chamber helped launch and coordinates **Cup of Joe**, a weekly entrepreneurship showcase.



The Chamber led members and local government officials to Washington, D.C. and Jefferson City to meet with legislative office holders and staff. These trips are performed annually as a part of other advocacy efforts for local business.

The economic development website, **choos-estjoseph.com**, was redesigned with tools to help business professionals find information they need to expand or locate here. Live chat and a downloadable resource guide has helped make connections with potential employers and employees.



The U.S. Chamber of Commerce again gave the St. Joseph Chamber of Commerce a **Five-Star Accreditation status.** Of 7,000 Chambers in the country, only 199 are accredited and only 90 have Five-Star Status.



The Missouri Chamber of Commerce and Industry in November named the St. Joseph Chamber as **Chamber of the Year** from more than 200 Chambers in the state.



The Chamber of Commerce Executives of Missouri honored the Chamber's website, **stjosephsmallbusiness.com** with the Award of Excellence for **Electronic Communication.** The site offers articles by local small business professionals in their areas of expertise and answers frequently asked questions about how to locally start a business.



HELD 23 EDUCATION SESSIONS
LUNCH & LEARNS, BUSINESS SUMMITS, ETC.



The first ever **Donut Dash 5k** was held to give runners a chance to see historic St. Joseph landmarks and stop for donuts and donut holes along the route.



The **Diplomats Club** led multiple Cash Mobs throughout the year, bringing new visitors into businesses and helping them improve their weekly bottom line.



The Chamber and members of the St. Joseph Workforce Development Alliance worked together to swiftly start the **Manufacturing Technician Certification Program.** MT1 is a highly-specialized training program based on manufacturing skills and the techniques and interrelationships found in advanced manufacturing and will help employers and the local workforce alike.

St. Joseph was recently recognized in many categories in Southern Business & Development magazine's "2015 Best of Economic Development in Missouri" list. St. Joseph was featured in the following categories: Best Small Town Manufacturing Locations in Missouri; Best Small Towns to Live in Missouri; Best Advanced Food Manufacturing Locations in Missouri; and Missouri's Best Local Economic Development Agencies.

The Chamber 's Diplomats Club developed a program to address member retention. Groups of Diplomats go on **Membership Caravans** to visit with members, discuss their needs and thank them for investing in the Chamber.

The **Farm City Breakfast** continued to grow. Mitch Holthus, voice of the Chiefs, spoke to more than 600 attendees.

The Chamber went on a **Community Exchange** to Sioux Falls, S.D. The city of 165,000 is ranked one of the fastest-growing cities in the U.S. over the past decade. Ideas and strategies were shared between community leaders.

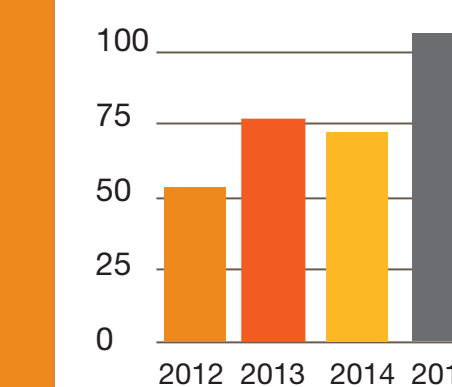
HELD 72 RIBBON CUTTINGS



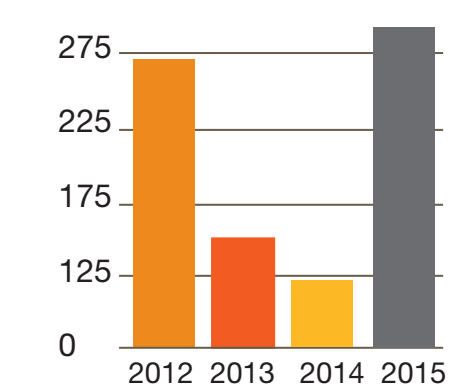
ECONOMIC DEVELOPMENT

Chamber Mission: to create an environment that allows business to succeed and the community to prosper.

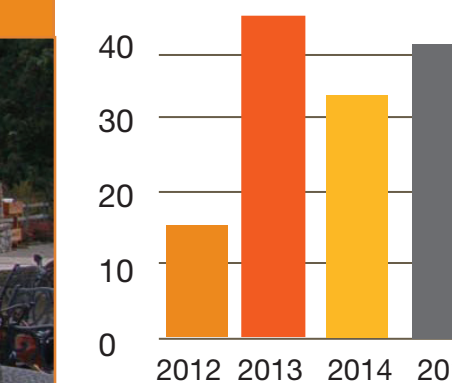
Business Retention Calls



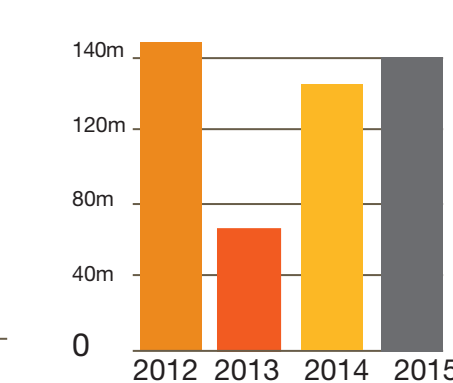
New Jobs



New Prospects



Investment



Daily's Premium Meats, a meat processing company, began construction on a new 100,000 square foot facility. It will hire 212 employees during its first five years of operation. This is a capital investment of \$41.5 million to \$46.5 million.

Sealed Air announced an investment of \$45 million and the future creation of jobs that will pay in excess of \$20 an hour.

F&H Food Equipment purchased 2 acres in Eastowne Business Park and began construction on an 8,000 square foot building with an estimated capital investment of \$817,000.

Schütz Container Systems, Inc., a German-based packaging company with locations worldwide that specializes in the next generation of packaging solutions started operations in Eastowne Business Park.

Nor-Am Ice and Cold Storage, LLC, a leading public refrigerated warehouse opened its expanded facility in the Stockyards Industrial Park. The family-operated business added 72,000 square feet and 10 new, full-time jobs, totaling an \$8.5 million investment.

Protein LLC completed construction and began operations at its new facility on a 9.5 acre tract of land in the Stockyards Industrial Park. The project included an investment of \$11.6 million and the addition of 20 new full-time employees.