



# Connections

**ST. JOSEPH**  
Chamber of Commerce

## The President's Perspective

### Exports Matter

The U.S. Department of Commerce recently released its 2015 export sales report and once again St. Joseph was noted for the growth in sales of exported products made by local businesses. We saw an increase in exports last year of just over 10 percent, representing over \$1 billion in sales. Yes, that is a "b."

I always enjoy sharing this story with people because exports seem to be something that stays under the radar when we talk about the local economy and jobs. We often look at figures like the unemployment rate or the Gross National Product to help us understand how the economy is doing, but rarely will you hear someone talk about the growth in exports. When I recently mentioned to someone that St. Joseph is number three in the state in exports behind St. Louis and Kansas City, they asked, "How can that be?" But it actually gets better than that -- we have more than double the monetary value in exports than the number four exporter in the state, Springfield.

Much of our growth locally can be attributed to our agriculture-related industries. St. Joseph has a diverse agriculture-related economy, taking in such companies as Boehringer Ingelheim Vetmedica, Triumph Foods, Ag Processing and Nestle Purina. While ag-related companies have driven much of our export growth in the past 10 years, our manufacturers like Gray Manufacturing and Altec

Industries have also contributed to this growth.

Another important reason exports matter is jobs. Take as an example Boehringer Ingelheim Vetmedica, which exports over 60 percent of its products made in St. Joseph. One can easily say that of the more than 1,000 jobs there, 60 percent are the result of exports. That is no small number.

While we are enjoying the benefits that come from exports, there is the reality that this topic is currently being debated in Congress. Trade agreements with Asia and Europe are up for consideration and with their approval there is potentially even greater opportunity to expand the global marketplace and grow U.S. exports. St. Joseph stands to benefit.

Yes, exports matter. And while reaching the \$1 billion plateau is something to celebrate, to me, it is the jobs in the community supported by an ever-growing global marketplace that is the most important part of this story.



R. Patt Lilly  
President & CEO

## NEW MEMBERS

The following businesses and individuals have been approved for membership in the St. Joseph Chamber of Commerce:

### Chimney Sweep

Gary Yates  
4525 Faraon St. No. 4 (06)  
(816) 269-0162  
yates\_gary@yahoo.com

### Home Inspections

### Hyspeco Parker Store

Steve Sonner  
3209 S. 169 Highway (03)  
(816) 351-6264  
ssonner@hyspeco.com  
hyspeco.com

### Construction Equipment & Supplies

Farm Equipment and/or Supplies  
Industrial Equipment and Supplies

### Autism Alliance of Northwest Missouri

Colette Canchola  
3602 E. Nickell Terrace (06)  
(816) 752-6102  
colettecanchola@gmail.com  
facebook.com/aanwmo

### Human Service Organizations

### Pizza Ranch

Mike Ubaldo  
3007 N. Belt Highway (06)  
(515) 865-5499  
stjoepizzaranch@gmail.com  
facebook.com/PizzaRanchStJoseph

### Restaurants

### Carson House Retreat

Belinda Dithmer  
33335 E. State Highway CC  
Gilman City, MO 64642  
(660) 789-2233  
cur@grm.net  
thecarsonhouseretreat.com

### Hotels/Motels

### Reece Nichols Ide Capital Realty - Dan Clark

3827 Beck Road (06)  
(816) 294-0623  
thedonaldclark@reeceandnichols.com

### Real Estate (Associate)

### Baseball Builders, LLC

Adam Stein  
1007 E. St. Maartens Drive (06)  
(816) 232-2000  
astein@bhhsstein.com

### Real Estate Developers

### Tonistry

Bill Barr  
3410 Ashland Ave. (06)  
(816) 749-4318  
bill@tonistry.com  
www.tonistry.com

### Agribusiness

### LaborMax Staffing

Melissa Miller  
1105 S. Belt Highway Ste. C (07)  
(816) 749-4562  
stjoseph@labormaxstaffing.com  
www.labormaxstaffing.com

### Employment Services



## Rockin' on the River Lights up Labor Day Weekend

A large crowd came to the Missouri Riverfront on Labor Day weekend for Rockin' on the River, an encore to Parties on the Parkway. This year the event was held on Labor Day weekend. Two bands, a balloon artist and fireworks entertained the crowd, food and beverages were available and sponsors, like Systems & Services Technologies, Inc., an EGS Company, pictured above, had booths with giveaways. The event was presented by Nodaway Valley Bank. The Chamber enjoys partnering with the City of St. Joseph to provide community events to display our quality of life to residents and potential residents.

## Last chance!

The Chamber Membership Directory will be printed soon. Don't miss your chance to buy an affordable ad that gets your company in front of businesses all year long.

For more information, contact Jessica Jackson at (816) 364-4103 or [jackson@saintjoseph.com](mailto:jackson@saintjoseph.com)



2015 CHAMBER OF COMMERCE OF THE YEAR  
AWARD WINNER

MISSOURI CHAMBER OF COMMERCE AND INDUSTRY

UNITED STATES CHAMBER OF COMMERCE

**ACCREDITED**



# October Calendar

All members, employees and guests are invited to attend events. Call the Chamber for any dietary needs.

**5-6 My Success Event** **Wednesday & Thursday, Oct. 5-6**  
Presented by Boehringer Ingelheim Vetmedica Inc.  
Thousands of high school sophomores will learn more about possible career paths at this year's My Success Event. Representatives from St. Joseph businesses will interact with students during this two-day event. For more information call 364-4102 or go to [www.themysuccessesevent.com](http://www.themysuccessesevent.com).  
**8:30 a.m. to 1:30 p.m.**  
Wyatt Park Baptist Church  
2902 Leonard Road

**7 Ladies ON THE Links** **Friday, Oct. 7**  
  
Organize your team of three women. Then at the tourney luncheon, your team will bid on your fourth player, a male, from those showcased in the LIVE AUCTION! Network with friends and co-workers while having lots of laughs and raising money for breast cancer assistance. Lunch, drinks and golf is included. Lunch only, to watch the auction, is \$25.  
**11 a.m., \$55 per person**  
Fairview Golf Course  
3302 Pacific St.  
RESERVATIONS REQUIRED:  
816/232-4461 or [www.saintjoseph.com](http://www.saintjoseph.com)

**7 MFG DAY** **Friday, Oct. 7**  
  
The St. Joseph Chamber of Commerce is coordinating the city's first Manufacturing Day, which literally opens the doors of seven manufacturers to high school students to allow them to see manufacturing up close. Manufacturing is a highly-skilled and highly desirable career path, with jobs available in St. Joseph. Learn more at [choosesaintjoseph.com/mfgday](http://choosesaintjoseph.com/mfgday).

**11 Lunch & Learn Seminar** **Tuesday, Oct. 11**  
Presented by CliftonLarsonAllen  
Topic: "Get the Most Out of Your Chamber Membership"  
You've heard it before: the Chamber is like a gym membership, the more you put into it, the more you get out of it. It's time to start working out! Maybe it's been a while since you joined. You had good intentions of using your membership to strengthen your business, but it hasn't topped your priority list. Maybe you were overwhelmed with options when you joined and have let opportunities pass you by. Attend this session to freshen your memory.  
*Lunch by Goodcents Deli Fresh Subs*  
**11:30 a.m. - 1 p.m., Free**  
St. Joseph Chamber of Commerce  
3003 Frederick Ave.  
RESERVATIONS REQUIRED:  
816/232-4461 or [www.saintjoseph.com](http://www.saintjoseph.com)

**13 DIPLOMATS CLUB Breakfast** **Thursday, Oct. 13**  
Presented by Mosaic Life Care  
The Diplomats Club is a fun group that provides opportunities to promote your business and serve as a link between the Chamber and the community. Join them for their monthly meeting!  
**7:15 to 8:30 a.m., \$5**  
Breakfast provided  
Genesis Health Club, 3107 N. Belt Highway  
RESERVATIONS REQUIRED:  
816/232-4461 or [www.saintjoseph.com](http://www.saintjoseph.com)

**17 St. Joe Rising** **Monday, Oct. 17**  
Presented by Cochran, Head Vick & Co., P.C.  
Patrick McKenna, Director of the Missouri Department of Transportation, will share his thoughts about current budget constraints and how they affect repair and maintenance of rural and urban highways in Northwest Missouri. He's also been asked to discuss potential funding options for the future, as well as St. Joseph's airport and river port.  
**11:30 a.m to 1 p.m., \$15**  
Lunch provided  
Stoney Creek Hotel & Conference Center  
1201 N. Woodbine Road

**18 BUSINESS after HOURS** **Tuesday, Oct. 18**  
Presented by Altec Industries, Inc.  
Need to broaden your portfolio of potential clients and customers? Make some new real life connections at this networking event. Hosted by Fairway Independent Mortgage Corporation.  
**5 to 7 p.m., Free**  
Ground Round  
123 S. Sixth St.

**22 Donut Dash 5k+** **Saturday, Oct. 22**  
Presented by Gold N' Glaze Donuts  
Join us for a family-friendly 5k+ run/walk through historic St. Joseph, featuring Mount Mora Cemetery and Robidoux Row and Patee House museums. Along the route, participants may stop for a quick drink and a famous Gold N' Glaze donut. A portion of the proceeds will benefit the cemetery and museums. Awards, donuts and fun at the finish line (at Patee House Museum) are included.  
**8 a.m., \$25, includes T-shirt**  
Gold N' Glaze  
1825 Frederick Ave.  
Fee is \$35 for late registrants

**24 Women's Leadership Group** **Monday, Oct. 24**  
Presented by Sam's Club  
Co-sponsored with Northwest Missouri State University's Small Business and Technology Development Center, each month has a different featured topic for women business owners, managers and employees. This month the group will discuss feminism and its recent presence in the local and national media.  
**12 to 1 p.m., FREE**  
Benton Club  
402 N. Seventh St.  
RSVPS REQUIRED: 816/232-4461 or [www.saintjoseph.com](http://www.saintjoseph.com)