



Connections

ST. JOSEPH
Chamber of Commerce

The President's Perspective

Why?

By now you have heard the news that Boehringer Ingelheim Vetmedica (BIVI) will relocate its corporate headquarters from St. Joseph to the Atlanta area. The move is part of a merger of BIVI and Merial, another large animal health company. Mergers are always on our radar because of the potential impact, good and bad, on our local companies. In the case of BIVI, we began discussions with the company as soon as we heard the news early this year. The truth is though, we have been working with the leadership of BIVI for more than 20 years to help them grow in St. Joseph and better secure the jobs. In spite of this and based on a 10-month evaluation by the company, they are moving the headquarters and 75 positions associated with it.

This is obviously disappointing news. The company said that the main reason for the move was the availability of direct international flights from Atlanta to support their global business. Today, there are no direct flights from Kansas City International Airport to Europe. I believe that this was a major factor, but I learned long ago that decisions like this are typically based on a number of factors that ultimately lead to a decision that the company believes is in their best business interest.

For BIVI, a company that has been successful in St. Joseph, the issues in part came down to a changing paradigm of both growth (the company will become the second largest animal health company in the world) and an expanding global market. The company must attract and retain talent. A Midwest community the size of St. Joseph is a challenge to recruiting talent from around the world. I would tell you this is a challenge for cities like Kansas City as well. Once recruited, companies must make sure they can retain the talent. Much

of this is dependent on place. People are typically attracted to a job but they are retained, in part, by the place they live.

I am a bad loser. I do not like to lose, but I also understand you must work to understand why you do not win every opportunity. Could BIVI have stayed and been successful in St. Joseph? History would say yes, but it was not our call. But we need to understand why. While it would be easy to say it was an airport thing, there is more for us to reflect on. We are competing in a global economy, our businesses compete for high-level talent in order to be successful, and, as such, we as a community must be willing to compete at a higher level, just as our companies must do. Developing a skilled workforce that meets the available jobs, addressing the challenges facing us in terms of community appearance, housing, redevelopment of downtown and older areas, and leadership are issues we can focus on to become more competitive and successful. Would it have made a difference in this case? Probably not. However, we will face more of these situations in the future and we need to better prepare for the long term.

We should be disappointed and concerned about BIVI's decision, but more importantly, we should try to understand why and use this as a catalyst to move St. Joseph forward. With most of BIVI's employees remaining in St. Joseph, we have a lot to build upon.



R. Patt Lilly
President & CEO

NEW MEMBERS

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

Case Electric LLC
Luke Case
300 N. U.S. Highway 71,
Savannah, MO 64485
(816) 324-3816
case.elect@gmail.com
www.caseelectricllc.com
Electrical Contractors

Primerica
Tammy Scott
3922 Sherman Ave. (06)
(816) 279-5600
tammyscott8141@gmail.com
www.primerica.com/tlscott
Financial Services

Nellestein Vein Institute (NVI) LLC
Michael Nellestein
1341 Village Drive (06)
(816) 291-4149
drnellestein@thenvi.com
www.thenvi.com
Health Services

Wholesale Tire & Service Center
Jarrett Rowland
5402 Lake Ave. (04)
(816) 259-5117
jarrettr72@yahoo.com
www.wholesaletire.biz
Automotive Repair

RPM Auto LLC
Bryan Rhodd
3137 Pear St. (03)
(816) 259-5189
bryan@rpmautostjoe.com
www.rpmautostjoe.com
Automobile Dealers

Lengel Custom Cabinets
Brad Lengel
20995 State Route K (05)
(816) 646-3074
lengelscustomcabinets@gmail.com
Home Improvements

Cosentino's Price Chopper
Khara Cosentino
2219 N. Belt Highway (06)
(816) 596-8036
kharac@cosentinos.com
www.mypricechopper.com
Grocers

Rush Express Services
Jerry Smith
3302 S. 22nd St. (03)
(816) 279-9229
rushexpressservices@gmail.com
www.rushexpressservices.com
Automotive Repair



KC Fed President Speaks to Large Crowd

The Federal Reserve Bank of Kansas City is responsible for a district that spreads from Western Missouri to Wyoming and a woman from Faucett, Mo., is its President and Chief Executive Officer. Esther George, a Missouri Western State University graduate, spoke to about 235 members of the business community at the Economic Summit Luncheon on Nov. 15 about the economy and the Federal Reserve's role.



2015 CHAMBER OF COMMERCE OF THE YEAR
AWARD WINNER

MISSOURI CHAMBER OF COMMERCE AND INDUSTRY

UNITED STATES CHAMBER OF COMMERCE

ACCREDITED



December Calendar

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

6 **BUSINESS after HOURS Holiday Party**
Presented by Altec Industries, Inc.
Please join us for the 2016 Holiday Party, the Chamber's annual volunteer appreciation party, featuring Chamber Tastes. Enjoy food and drinks from member caterers and beverage providers. The Holiday Party is a free event and open to all Chamber members. Please bring a non-perishable food item or cash to donate to Second Harvest Community Food Bank.

Tuesday, Dec. 6
5 to 7 p.m., Free
Paradox Theatre
107 N. Sixth St.

8 **Fall Chairman's Breakfast**
Presented by Farmers State Bank
Chris Kuehl is the co-founder and Managing Director of Armada Corporate Intelligence, a company created in 1999 to provide strategy foundation, competitive intelligence, business analysis and economic forecasting for corporate clients. He will discuss what changes will affect the 2017 economy.

Thursday, Dec. 8
7:30 to 9 a.m., \$25
Stoney Creek Hotel and Conference Center
1201 N. Woodbine Road
RESERVATIONS REQUIRED:
816/232-4461 or www.saintjoseph.com

13 **Lunch & Learn Seminar**
Presented by CliftonLarsonAllen
Topic: "What's Your Truth? Using Your Story to Write a Book: And Using That Book to Grow Your Business"
Do you as an employee, business owner or entrepreneur have a true and fascinating story in your mind, ready to be written and shared? Does it offer first-hand knowledge of your industry from an "insider" perspective . . . Or around a topic like working with people? Join Family Investment Center to find out how to put this story on paper, e-book or even a whitepaper and then how to promote what you've written to fuel your business.

Lunch by Whiskey Creek Woodfire Grill

Tuesday, Dec. 13
11:30 a.m. - 1 p.m., \$10
3003 Frederick Ave.
RESERVATIONS REQUIRED:
816/232-4461 or www.saintjoseph.com

13 **LEAD  Holiday Party**
Presented by Altec Industries, Inc.
LEAD, a group for professionals under 40, will host its annual holiday party. It's always packed with fun games and good times. If you haven't made it to a LEAD meeting yet, this is a good one to make some new connections!

Tuesday, Dec. 13
5 to 7 p.m., Free
Hi-Ho Bar and Grill
1817 Frederick Ave.
RESERVATIONS REQUIRED:
816/232-4461 or www.saintjoseph.com

14 **DIPLOMATS CLUB Breakfast**
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!

Wednesday, Dec. 14
7:15 to 8:30 a.m., \$5
Breakfast provided
Habitat for Humanity
3131 Frederick Ave.
RESERVATIONS REQUIRED:
816/232-4461 or www.saintjoseph.com

15 **LEAD  Holiday Party**
Presented by Altec Industries, Inc.
Leverage your knowledge and passion to build your career, expand your professional development, and make St. Joseph a better, stronger community with like-minded peers in LEAD, a group for those under 40.

Thursday, Dec. 15
11:30 a.m. to 1 p.m., \$10
St. Joseph Chamber of Commerce
3003 Frederick Ave.
RESERVATIONS REQUIRED:
816/232-4461 or www.saintjoseph.com

19 **Women's Leadership Group**
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.

Monday, Dec. 19
12 to 1 p.m., FREE
St. Joseph Chamber of Commerce
3003 Frederick Ave.
RSVPS REQUIRED: 816/232-4461 or www.saintjoseph.com

19 **Shop St. Joseph**
Presented by the St. Joseph News-Press
This popular program encourages residents to shop locally during the holidays. See saintjoseph.com for a list of participating merchants, where you can shop to get Shop St. Joseph tickets -- your chance to win \$10,000! Last day to get tickets is Dec. 19. The prize drawing is Dec. 20.

Nov. 9 to Dec. 19
go to www.saintjoseph.com for more information

Mark your calendars now, and confirm your reservation one week prior to the event. Reservations must be cancelled 24 hours in advance to avoid charges. For more information, call 816/232-4461. **CREDIT CARD RESERVATIONS CAN BE MADE ONLINE, www.saintjoseph.com**