



Connections

ST. JOSEPH
Chamber of Commerce

The President's Perspective

Stepping Forward Into the Future

Over the past year the Chamber has gone through a process of completing a new five-year strategic plan. The process itself was built on feedback from members and our community stakeholders. We also spent time considering our mission and the role we play in the community. Lastly, we considered what our responsibility is to lead transformative efforts to bring greater success to St. Joseph.

From this process we identified four areas of strategic focus:

- Business Success
- Economic Prosperity
- Progressive Leadership
- Organizational Effectiveness

If you know the Chamber, these focus areas are not new, but the objectives associated with each has undergone change. Business success represents our efforts to support our members. Understanding their needs, providing opportunities for knowledge and business growth, as well as advocating to ensure long-term success. Business success means success for St. Joseph.

Economic prosperity relates to our economic development efforts, both attraction and retention. While many think of this as a numbers game, like number of jobs and amount of investment, it is more about growing the prosperity of the community and those who live here. It's about attracting companies that are a good fit, ensuring we have a workforce with the skills to take good jobs and being both selective and aggressive about attracting new companies and retain-

ing those we have.

Progressive leadership addresses the need for the business community to become more engaged in local issues. Much of what holds back St. Joseph, in my opinion, relates to leadership. Issues such as community appearance and public education require collaborative plans and decisive action, elements of effective leadership. The business community needs to step forward to provide the leadership and act as a catalyst to address the challenges. This will be an important focus for the Chamber in the months and years ahead.

Lastly, the Chamber as an organization must have the vision and strength necessary to deliver for our members and the community as a whole. This comes from a strong and committed Board and staff, necessary resources and the passion that drives success.

Long term views are great and necessary, but value comes from short-term action leading to long term success. The challenges facing St. Joseph will not be solved overnight, but it is time to begin challenging how we think of our community and taking the steps necessary to make St. Joseph successful. It's time for the business community to step forward.



R. Patt Lilly
President & CEO



Design Star Winner & Small Business Owner Speaks to Crowd

Jennifer Bertrand, HGTV Design Star winner and Kansas City small business owner with St. Joseph ties, gave words of wisdom to entrepreneurs and small business professionals at the St. Joseph Chamber of Commerce Small Business Summit, presented by Family Investment Center, in November. She was the keynote after a morning of presentations from professionals on a variety of topics including media relations, branding, finance and search engine optimization. "If you don't have that inner fire, you're not going to be successful," she said. She encouraged attendees to not overthink things and to be kind. "Get out of your head and just do it...go tell your story in a nice way."

NEW MEMBERS

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

Arco Murray

Max Potvin
3110 Woodcreek Drive
Downers Grove, IL 60515
(331) 251-2726
mpotvin@arcomurray.com
arcomurray.com

General Contractors

AseraCare Hospice

Stacey Counts
301 E. Price Ave. Ste. B
Savannah, MO 64485
(816) 324-1250
stacey.counts@aseracare.com
aseracare.com

Hospice Care

B2Brothers Repair

Damien Boley
2005 N.E. 196th Place
Smithville, MO 64089
(913) 568-8597
dboleym@hotmail.com

Electronic Repairs

Backyard St. Joseph

Josh Logan
4125 King Hill Ave. (04)
(816) 262-3127
backyardstjoe@gmail.com
backyardstjoseph.com

Retail

Batesville Casket Company

Danny Tyrrell
3511 N.W. Blue Drive
Lee's Summit, MO 64064
(816) 616-4839
daniel.tyrrell@batesville.com
www.batesville.com

Manufacturers

Battery Man Supply Auto Electric Inc.

Michael Grove
1729 Commercial St. (03)
(816) 279-2172
batterymansupply@gmail.com

Automotive Repair

Bauman Law Office, LLC

Emily Bauman
422 N. Seventh St. (01)
(816) 294-6590
ebaumanlaw@gmail.com

Attorneys

Beautycounter

Suze Jackson
201 S. 36th St. (06)
(816) 387-3385
suzejackson@live.com

Retail

Chris Bennett

506 Hummingbird Court (06)
cbennett8503@gmail.com

Civic Membership

Berkshire Hathaway HomeServices Stein & Summers Real Estate

Bobbi Keller
1007 E. St. Maartens Drive (06)
(816) 383-0255
bkeller@bhhsstein.com
bhhsstein.com

Real Estate (Associate)

December Calendar

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

5 **BUSINESS after HOURS Holiday Party**
Presented by Altec Industries, Inc.
Please join us for the 2017 Holiday Party, the Chamber's annual volunteer and member 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. 5
5 to 7 p.m., Free
Paradox Theatre
107 N. Sixth St.

7 **LEAD**
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. This month LEAD will feature Steve Sewell, speaker/trainer/author/counselor, who will present the motivating and inspirational, "You Are a Bridge of Influence."

Thursday, Dec. 7
11:30 a.m. to 1 p.m., \$10
Lunch provided
St. Joseph Chamber of Commerce
3003 Frederick Ave.
RESERVATIONS REQUIRED:
816/232-4461 or www.saintjoseph.com

12 **Lunch & Learn Seminar**
Lunch by the Enchilada Lady
Presented by CliftonLarsonAllen
As business owners, leaders, and managers, Planning is usually the least "fun" of all the management disciplines... and it's also one of the most important to our success. December is the ideal time to create plans for the coming year. Greg Hatten, former sales VP at Hallmark Cards and Sr. VP/Chief Merchandising Officer of the BiMart Corporation, will talk about how to create effective plans - what to include, what to leave out, what to monitor, quantify and adjust to have a successful year. His presentation will tackle the planning function in a unique and entertaining way by incorporating examples from his consulting practice and his river running experiences to illustrate plans gone wrong, plans done right, and the essential ingredients of planning for success.

Tuesday, Dec. 12
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

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!

Thursday, Dec. 14
7:15 a.m., \$5
Breakfast provided
Albrecht-Kemper Museum of Art
2818 Frederick Ave.
RESERVATIONS REQUIRED:
816/232-4461 or www.saintjoseph.com

14 **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!

Thursday, Dec. 14
5 to 7 p.m., Free
Norty's Bar & Grill
1117 Frederick Ave.
RESERVATIONS REQUIRED:
816/232-4461 or www.saintjoseph.com

18 & 20 **Shop St. Joseph**
Presented by the St. Joseph News-Press
This popular program encourages residents to shop locally during the holidays. Collect your tickets at participating merchants through Dec. 18 and look for a winning ticket number to be announced on Dec. 20. There are fabulous second-chance prizes too, so keep your tickets and check the website, social media and local media for winning prize numbers.

Nov. 8 to Dec. 18
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**



3225 N. Belt Highway
7014 King Hill Ave.
St. Joseph, MO
(816) 233-5572



Since 1952, Green Hills Grocery has been serving St. Joseph and the surrounding area. During the holiday season, visit Ray's Green Hills for all of your grocery needs. Visit greenhillsgrocery.com for weekly ad specials, to join its e-mail list, get coupons and recipes, and to make your own grocery list. Follow GreenHillsStJoe on Facebook for specials and more.