



The President's Perspective

Creating Opportunity

Today in the economic development world, the importance of supporting local entrepreneurs and start-up businesses has become a key strategy in many communities, including St. Joseph. People have come to realize that those individuals starting a business or developing the next great idea are an important part of the local economy and, as such, there must be a strategy to attract, encourage and support local entrepreneurs.

St. Joseph has a long history of entrepreneurship. Think about the businesses and products associated with our community: the Pony Express, the saltine cracker, Aunt Jemima pancakes, Anchor Serum (the forerunner to Boehringer Ingelheim) and the Hillyard Companies to note a few. Even the founder of St. Joseph, Joseph Robidoux, was himself an entrepreneur, navigating the Missouri River from St. Louis to establish his own fur trading business on Blacksnake Creek now known as St. Joseph. The rest, as they say, is history.

To be successful in today's environment, there must be infrastructure to support entrepreneurship. Over the last several years, the community has made important strides to create opportunities for entrepreneurs. To provide access to local capital, the St. Joseph Angel Capital Group was established. Angel funding provides initial capital to start up businesses to assist in early development costs. To offer networking and engagement, Cup of Joe was established. Based on the national 1 Million Cups program, Cup of Joe offers two local

entrepreneurs each week an opportunity to present their start-up stories to a diverse audience of mentors, advisors and entrepreneurs. Recently, our own Innovation Stockyard joined with Digital Sandbox KC to bring a grant program to St. Joseph, which awards small grants to start-up businesses to assist with initial costs and proof of concept.



R. Patt Lilly
President & CEO

We are not done though. As a result of collaboration among several local groups including the Chamber, we are opening coworking space in Downtown St. Joseph called "CoJoe." The space will allow for a variety of uses from typical leased office space to drop-in by the day use of space to do business. There will be a conference room to rent by the hour, free Wi-Fi, mentoring and education sessions, all designed to support our local entrepreneurs. This type of space has spread to communities across the country and I am pleased to welcome it to St. Joseph.

While these efforts are part of a larger strategy to grow the local economy, it is really about creating an opportunity for our local entrepreneurs to be successful and an opportunity for St. Joseph to grow and prosper.



More Than 800 Attend Annual Banquet

The St. Joseph Chamber of Commerce held its 98th Annual Banquet on Jan. 13, 2018. The "Masquerade Ball" included a year in review from Outgoing Chairman Corky Marquart and a preview of 2018 from Incoming Chairman Matt Robertson, both pictured at left. A 133-year-old St. Joseph Chamber polka was played, as well as St. Joseph's own song, "Are You In Love?" by local musicians Simon Fink and Jason Riley. Dueling pianos provided entertainment during and after the program and dinner was catered by Luna's Fine Dining. Tammy O'Meara Chambers was named Diplomat of the Year. The banquet was presented by Commerce Bank. Thanks to all who attended St. Joseph's largest gala event, which is a Chamber fundraiser.

NEW MEMBERS

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

First Lutheran Church
Roger Lenander
302 S. 10th St. (01)
(816) 232-8378
rogerlenander@gmail.com
www.flcsj.org
Churches

C&M Business Machines
Mike Maudlin
506 S. Woodbine Road (06)
(816) 233-3758
mike@cmbusiness.com
www.cmbusiness.com
Computer Services

Pie Five Pizza
Jim Brewer
3508 N. Belt Highway (06)
(816) 273-5252
piefive-stjoseph@kcpie.com
www.piefivepizza.com
Restaurants

Hidden Treasures (and more)
Amy Tomlinson
6958 King Hill Ave. (04)
(816) 273-5610
hiddentreasureseekers@gmail.com
Retail

AFLAC-Teresa Parks, RisRanDer Services
Teresa Parks
205 Fulkerson St. (04)
(816) 341-9789
risrander3@yahoo.com
facebook.com/aflac
Insurance (Associate)

Fine Line Microblading
Ashton Markt
3500 N. Village Drive Ste. 141 (06)
(660) 491-0252
ashton.fineline@gmail.com
www.artbyashtoncapri.com
Beauty Salons & Services

Neil's Remodel
Neil Jones
3204 Floral Ave. (06)
(816) 341-9192
neilsremodel@gmail.com
Home Improvements

Buck's Inc.
DBA Bucky's Convenience Stores
Steve Kapple
7315 Mercy Road, Omaha, NE 68124
(402) 558-9860
skapple@buchananenergy.com
www.gobuckys.com
Convenience Stores

Dr. Wade Hampton
6 Antilles Drive (06)
drwade@drwade.org
Civic Membership

On The Top Search, LLC
Kevin Puckett
P.O. Box 607, Cameron, MO 64429
(816) 535-0132
info@onthetopsearch.com
www.onthetopsearch.com
Marketing

February Calendar

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

6 & 7 Great Northwest Day at the Capitol

The Chamber partners with other Northwest Missouri communities to sponsor a trip to the State Capitol to meet and talk with our state legislators. The two-day trip includes a luncheon with regional legislators, viewing of the Legislature in action, and a reception for all members of the General Assembly.

**Tuesday & Wednesday,
Feb. 6 & 7**

Jefferson City, MO

\$90 -- To register:

www.greatnorthwestday.com

7 & 21 8 & 22 Circle of Influence

Circle of Influence is a leads group composed of small business professionals who are looking to increase their revenue by forming relationships with other Chamber members for the purpose of exchanging direct client referrals and leads. The group also provides a forum for the discussion of issues which businesses commonly encounter. Only one member per profession/speciality in each group. There is a \$100 joining fee. There are two groups, one that meets the first and third Wednesdays at Stoney Creek Hotel and another that meets the second and fourth Thursdays at Commerce Bank at Ashland and Karnes roads. Contact Natalie Redmond for more information, redmond@saintjoseph.com or (816) 364-4107.

Feb. 7 & 21 -- Feb. 8 & 22

11:30 a.m. to 1 p.m., Guests Free

8 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, Feb. 8

7:15 a.m., \$7

Breakfast provided

Sam's Club

5201 S. Belt Highway

RESERVATIONS REQUIRED:

816/232-4461 or www.saintjoseph.com

13 Lunch & Learn Seminar

Presented by CliftonLarsonAllen

Effective communication is essential in today's fast-paced business world. Whether it's having difficult conversations with employees or closing a sale with a tough customer...effective communicators understand and master the challenges. Join Tammy Epple from Strategic Impact as we talk about ways to enhance your communication skills.

Lunch by Lino's Original Pizza

Tuesday, Feb. 13

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

20 BUSINESS after HOURS

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. This month will be a special Cruise Ship theme. Visit different suites of Spratt Stadium where members will have activities, prizes and more. Food and drinks provided.

Tuesday, Feb. 20

5 to 7 p.m., Free

Spratt Stadium Football Suites

MWSU, 4525 Downs Drive

23 Public Affairs Coffee

Presented by Cochran, Head Vick & Co., P.C.

This Public Affairs Coffee will feature Mayor Bill Falkner, who will give his State of the City address. The theme will be "Building for Success." Public Affairs Coffee events feature issues involving social, economic, governmental, legislative and corporate activities that are of concern to Chamber members and the business community.

Friday, Feb. 23

7:30 to 8:30 a.m., \$15

Continental breakfast provided

Radisson Hotel, 102 S. Third St.

RESERVATIONS REQUIRED:

816/232-4461 or www.saintjoseph.com

26 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. Bring your own lunch.

Monday, Feb. 26

Noon to 1 p.m., FREE

St. Joseph Chamber of Commerce,

3003 Frederick Ave.

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**

Need help recruiting or retaining talent?



The Made With Uncommon Character campaign can help your business recruit top talent and keep your best employees. St. Joseph has a lot to offer and has tremendous character in our people, architecture and amenities.

Visit the website below and follow Made With Uncommon Character on Facebook, Twitter and Instagram for interesting stories, a community calendar and resources you can give to potential employees -- like housing, school, healthcare options and more.

Need a brochure or goodie bag to give recruits? We have them! E-mail bailey@saintjoseph.com.

uncommoncharacter.com