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your membership



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Chamber of Commerce

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2023 Member Guide

The Chamber Member Guide is designed to help you maximize your membership investment. Learn more in the following pages.



ST. JOSEPH
Chamber of Commerce

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3003 Frederick Ave., St. Joseph MO 64506
816.232.4461 or 800.748.7856
816.364.4873 (fax)

ABOUT THE CHAMBER

Three Divisions, Promoting Better Business

ECONOMIC DEVELOPMENT



The Economic Development Division is responsible for recruiting new businesses to the community and assisting existing businesses in an effort to retain jobs

and provide expansion opportunities. Under the direction of the St. Joseph Economic Development Council, the Economic Development Division is funded through a community partnership for economic development -- the Partnership for Success campaign. It is supported with funds raised from both public and private sectors. The Partnership for Success includes the City of St. Joseph, Buchanan County, and more than 150 local businesses.

The Chamber recognizes what an important aspect community development plays in creating a community where people want to live and work and businesses wish to invest. As such, the Economic Development Division takes an active part in facilitating this mission and to improve physical infrastructure and amenities, other keys to growth. The Chamber also actively recruits for new residents to move to St. Joseph to become a member of our workforce through **talent recruitment initiatives**.

This division also works with the St. Joseph Workforce Development Alliance. This group recognizes what an integral component the workforce plays in the economic growth of a community. It seeks to support, enhance and implement initiatives focusing on the improvement of the area labor force. It is comprised of the Chamber, the St. Joseph School District,

Hillyard Technical Center, Missouri Western State University, the United Way of Greater St. Joseph, North Central Missouri College and local businesses. The purpose is to coordinate local training and educational initiatives to support a prepared and engaged workforce, leading to successful local businesses.



Government Relations

The Chamber works to foster relations with the various levels of government, and to represent the business community in addressing legislative issues. Government policies directly affect business, so the Chamber speaks out on behalf of the business community. The Chamber monitors a wide variety of issues and focuses on a number of key areas. The Chamber's advocacy ranges from formal testimony to informal discussions with key elected officials.

MEMBERSHIP

The Membership Division works to strengthen the membership of the Chamber through effective retention and recruitment efforts. It also provides communication, marketing, networking and educational opportunities for members, and increases the visibility of the Chamber within the community.

ADMINISTRATION

The Administration Division provides coordination and direction of all organizational resources, financial services and building management.

Communications

The Communications Department is responsible for the management and dissemination of Chamber programs, activities and initiatives to members, potential members, the business community, and the general public, through various publications and marketing efforts.

2023 Calendar of Events

January

| | |
|----|----------------------|
| 10 | Lunch & Learn |
| 19 | Diplomats Club |
| 21 | Annual Banquet |
| 25 | Executive Immersion |
| 26 | Business After Hours |

February

| | |
|-------|---------------------------------|
| 7-8 | Great NW Day at the Capitol |
| 9 | Diplomats Club |
| 14 | Lunch & Learn |
| 16 | Small Business Owner Roundtable |
| 16-26 | Restaurant Week |
| 16 | Business After Hours |

March

| | |
|-----|------------------------------|
| 1 | Special Business After Hours |
| 7-9 | Washington, D.C., Fly-In |
| 9 | Diplomats Club |
| 14 | Lunch & Learn |
| 17 | Farm City Breakfast |
| 23 | Business After Hours |
| 29 | Public Affairs Coffee |

April

| | |
|----|-----------------------|
| 6 | Public Affairs Coffee |
| 11 | Lunch & Learn |
| 13 | Diplomats Club |
| 27 | Business After Hours |

TBD = To be determined
Cup of Joe, every Wednesday
Circle of Influence, 2 groups, meet
twice a month

Women's Leadership Group, fourth
Monday of most months

May

| | |
|-----|---------------------------------|
| 9 | Lunch & Learn |
| 11 | Diplomats Club |
| 11 | Parties on the Parkway |
| 18 | Small Business Owner Roundtable |
| 25 | Business After Hours |
| TBD | Member Showcase |
| TBD | COI Visitors Day |

June

| | |
|-----|------------------------|
| 8 | Diplomats Club |
| 8 | Parties on the Parkway |
| 13 | Lunch & Learn |
| 22 | Business After Hours |
| TBD | Agribusiness Steak Fry |
| TBD | Public Affairs Coffee |

July

| | |
|----|------------------------|
| 11 | Lunch & Learn |
| 13 | Diplomats Club |
| 13 | Parties on the Parkway |
| 27 | Business After Hours |

August

| | |
|----|---------------------------------|
| 8 | Lunch & Learn |
| 10 | Diplomats Club |
| 10 | Parties on the Parkway |
| 17 | Small Business Owner Roundtable |
| 24 | Business After Hours |

September

| | |
|-----|------------------------|
| 12 | Lunch & Learn |
| 14 | Diplomats Club |
| 14 | Parties on the Parkway |
| 21 | Career Fair |
| 27 | Chamber Classic |
| 28 | Business After Hours |
| TBD | New Executives Welcome |
| TBD | Chairman's Breakfast |

October

| | |
|-------|--------------------------------|
| 5 | Manufacturing Day |
| 10 | Lunch & Learn |
| 12 | Diplomats Club |
| 17-18 | My Success! Event |
| 21 | Donut Dash |
| 23 | She Means Business! Shop Crawl |
| 26 | Business After Hours |
| TBD | COI Visitors Day |
| TBD | Tech Talks |
| TBD | Special Business After Hours |

November

| | |
|-----|---------------------------------|
| 8 | Small Business Summit |
| 9 | Diplomats Club |
| 14 | Lunch & Learn |
| 15 | Shop St. Joseph Kick Off |
| 16 | Small Business Owner Roundtable |
| 16 | Business After Hours |
| TBD | Economic Summit |
| TBD | Public Affairs Coffee |
| TBD | Elected Officials Social |

December

| | |
|----|-------------------------|
| 5 | Holiday Party |
| 12 | Lunch & Learn |
| 14 | Diplomats Club |
| 20 | Shop St. Joseph Drawing |
| 21 | Business After Hours |

To register, go to the Calendar of Events at
saintjoseph.com.



Don Tolly
Chairman
Tolly & Associates Inc.



Ashley Albers
Chairman-Elect
Nor-Am Cold Storage



Scott Gann
Secretary/Treasurer
Scott Gann Construction



Natalie Redmond
President/CEO
St. Joseph Chamber of Commerce



Jonathan Arens
Altec Industries, Inc.



Rall Bradley
News-Press NOW



Jody Carlson
Missouri American Water



Col. John Cluck
139th Airlift Wing,
Mo. Air National Guard



Kelly Crawford
E.L. Crawford Construction, Inc.



Pat Dillon
Mosaic Life Care



Dr. Gabe Edgar
St. Joseph School District



Todd Joe
John Joe Insurance Agency



John Josendale
City of St. Joseph, MO



Kevin Kelly
LifeLine Foods, LLC

2023 Board of Directors



Dr. Elizabeth Kennedy
Missouri Western State University



Carrie Koelzer
Energry



Amy Kotwani
Americas Best Value Inn



Terri Modlin
Room 108



Kyle Phillips
Herzog Contracting Corp.



Dennis Pinkelman
Boehringer Ingelheim



Nancy Potter Lyle
Murphy, Taylor, Siemens
& Elliott, P.C.



Amy Ryan
Commerce Bank



Scott Nelson
Buchanan County



Mark Woodbury
General Counsel
Polsinelli



Brett Carolus
Past Chair
Hillyard Companies



Brian Shewell
Diplomats Club Rep.
Pizza Ranch

Past 10 Chairpersons of the Board of Directors

| | |
|---------------------|-----------------------|
| 2022 Brett Carolus | 2017 Corky Marquart |
| 2021 Bill Severn | 2016 Stet Schanze |
| 2020 Sarah DeGarmo | 2015 Todd Meierhoffer |
| 2019 J.L. Robertson | 2014 Dr. Mark Laney |
| 2018 Matt Robertson | 2013 Vern Middleton |

EVENTS

The Chamber provides a number of opportunities for members to network, socialize and learn. Look for dates, prices and locations in the Chamber Calendar of Events section each month in the Connections newsletter and the Monday Morning Memo, or check the Chamber website at www.saintjoseph.com.

PUBLIC AFFAIRS COFFEE Hosted by the Government Relations Committee, this event features issues, questions, and responses involving social, economic, governmental, legislative and corporate activities that are of concern to members. Held quarterly.



ANNUAL BANQUET The Chamber has a gala event each year where retiring officers are honored, new leaders are introduced and food and fun are enjoyed by all. More than 700 people usually attend.

NEW EXECUTIVES WELCOME Good things begin in St. Joseph each year when the Chamber welcomes and introduces new business leaders to the community.

CHAIRMAN'S BREAKFAST This general membership breakfast is held to update members and showcase recognized speakers.

BUSINESS AFTER HOURS These networking events are held regularly at a member's place of business. Free admission.

FARM CITY BREAKFAST This event is held in celebration of National Ag Day. It recognizes the farmer/producer and the importance of agribusiness to the area economy. Proceeds benefit Agriculture Future of America (AFA) Scholarships.



TECH TALKS This seminar series focuses on small businesses and technology topics. Free.

THE CHAMBER CLASSIC The hottest golf outing around is annually sponsored by the Chamber. Members and their guests enjoy a day of fun and camaraderie.

MY SUCCESS EVENT Area businesses promote career opportunities available to area students from Northwest Missouri high schools. Held annually, business representatives meet with students and encourage them to develop a career path.

HOLIDAY PARTY Meet and greet Chamber members, staff and the Board of Directors at the annual Holiday Party held in December. Sample "Chamber Tastes" provided by member restaurants, caterers and beverage distributors.

ECONOMIC SUMMIT This event is held annually and is hosted by the St. Joseph Economic Development Council. The Economic Summit is designed to keep members current on economic development activities and showcases a recognized speaker.

LUNCH & LEARN SEMINAR These box lunch seminars, held the second Tuesday of the month, focus on personal and professional development for members of the business community.

DONUT DASH Walk or run by some of St. Joseph's historical sites in a 5k where you can consume and burn calories at the same time. Proceeds benefit area museums.

MEMBER SHOWCASE All members are invited to participate in this annual showcase. Set up a table, bring promotional materials and business cards.

SMALL BUSINESS SUMMIT This event is held annually and focuses on the growth and success of small businesses. Features recognized speakers and important business topics.

PARTIES ON THE PARKWAY This series of after-work community events features live music, food and drinks. "Parties" are held the second Thursday of the month, from 5 to 8 p.m., beginning in May and running through September, at various locations along St. Joseph's one-of-a-kind parkway system.

CUP OF JOE This weekly meeting offers the opportunity for entrepreneurs to discuss ideas and make connections.

WOMEN'S LEADERSHIP LUNCHEONS Each month women professionals are invited to bring their own lunch and discuss business topics important to women. This is held in partnership with Northwest Missouri State University's Small Business Development Center. Free admission.

ST. JOSEPH RESTAURANT WEEK Eating establishments are encouraged to participate in St. Joseph Restaurant Week, a special way to introduce new menu items, offer specials and bring new business into their doors during a historically slow time of year. The week is co-hosted with Joe Town Fun.

MEMBER PORTAL

Update contact info

Pay invoices

Access exclusive content and more!

Visit saintjoseph.com and click on MEMBERS ONLY to log in. Contact the Chamber for help logging in at 816-262-4461 or greiner@saintjoseph.com

COMMITTEES

Membership in the St. Joseph Chamber of Commerce provides you with a multitude of ways to increase your visibility within the business community. And, like most membership organizations -- the more you put into it, the more you get out of it.

DIPLOMATS CLUB This club is the Chamber's public relations team and is highly visible throughout the Chamber and the community. With monthly breakfast meetings and seven subcommittees — Annual Banquet, Business Mixers, Events, Hospitality, Member Retention, New Member Contact and Public Relations — the Diplomats keep very active. Contact Missy Howe.

GOVERNMENT RELATIONS This committee develops the Chamber's legislative positions on business-related issues and maintains working relationships with government officials at the local, state and federal level. Contact Natalie Redmond.

AGRIBUSINESS This group serves as the Chamber's primary link with the agricultural community. Meetings are scheduled once a quarter from noon to 1:30 p.m. at the Chamber. Contact Natalie Redmond.

TRC This committee helps organize the Total Resource Campaign, a main fundraiser for the Chamber. Contact Tony Luke.

MEMBERSHIP COUNCIL These volunteers meet quarterly and are led by the Board Vice Chair for Membership. They review current member programs and services to see where the Chamber can improve and add value to members. Contact Deanna Greiner.

MANUFACTURERS COUNCIL This council, formed from two former organizations, the Eastside and Stockyards groups, has the purpose to bring all St. Joseph manufacturers together to discuss relevant issues. This group meets quarterly. Contact Brad Lau.

ECONOMIC DEVELOPMENT COUNCIL This is a group formed from the business community and the public sector to give guidance to the Chamber on economic development issues. This group is open to Partnership for Success investors, which are companies and individuals that invest in the Chamber's economic development efforts. This group meets quarterly. Contact Brad Lau.



OPPORTUNITIES

The Chamber offers several ways to showcase your business facility, products and services.

RIBBON-CUTTING & AWARD CEREMONIES Ribbon-cutting ceremonies are provided by the Chamber Diplomats for new, expanded or relocated businesses. Ceremonies are scheduled at least two weeks in advance. Hosts should provide refreshments, tours, displays and a brief presentation. Photos are posted on the Chamber's website and social media. Contact Deanna Greiner.



DIPLOMATS CLUB This fun group meets for breakfast the second Thursday of each month at 7:15 a.m. Host businesses should have a facility large enough to accommodate 70 to 80 people for breakfast, provide at least one door prize and offer a tour of the facility. Contact Missy Howe.

BUSINESS MIXERS Business Mixers are held regularly. Hosts provide a cash bar, appetizers and a door prize. Facilities must be large enough to accommodate 75-100 people. Contact Missy Howe.

CIRCLE OF INFLUENCE This 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. Contact Tony Luke.

CHAMBER TASTES Chamber Tastes events promote member restaurants, caterers, and food/beverage providers. Participants provide samples at Business Mixers and receive recognition in Connections, promotion in the invitation and the opportunity to distribute cards, brochures and menus at the event. Contact Missy Howe.



PROGRAMS

Gain in-depth knowledge of St. Joseph, see our government in action and learn strategies for success from other communities by participating in these Chamber programs. Prices vary.

WASHINGTON D.C. FLY-IN A delegation of local business and community leaders annually visit the nation's capitol as part of the Chamber's Washington D.C. Fly-In. While in D.C., the delegation meets with members of Congress, U.S. Senators, legislative staff and U.S. Chamber officials. The Fly-In is held each spring. Contact Tama Wagner.

GREAT NORTHWEST DAY AT THE CAPITOL This event serves as an important public relations effort on behalf of St. Joseph and the entire Northwest Missouri region. Join with local residents, officials and business leaders as they meet and mingle with our state legislators. Visit www.greatnorthwestday.com for more information. Contact Tama Wagner.

SHOP ST. JOSEPH HOLIDAY PROGRAM This program, which runs from November through December, is designed to encourage customer loyalty, retain sales revenue for participating businesses and raise public awareness of retail availability in St. Joseph. A \$10,000 grand prize is awarded to one lucky shopper. Contact Jess Mengel.

ST. JOSEPH RESTAURANT WEEK This annual program is a way to promote local food and drink establishments. Participating businesses offer special menus during the week to attract new customers, as well as to try out new menu items. The businesses receive promotion in a variety of forms and a donation is made to a charity of choice. The Chamber partners with Joe Town Fun to present Restaurant Week. Contact Jess Mengel.



The St. Joseph Chamber of Commerce is a Five-Star Accredited Chamber with the U.S. Chamber of Commerce. This is the highest level of accreditation a Chamber can receive.

COMMUNICATIONS

Many publications and services keep members updated and informed. Contact Kristi Bailey for more information.

CONNECTIONS NEWSLETTER This is the monthly news source for Chamber members in print form. Learn about business issues from the president, upcoming events, new members and other items of general interest to the membership.

LEGISLATIVE UPDATES These are e-mailed, real-time updates on state and federal business-related legislation to keep Chamber members informed of and engaged in our advocacy role.

MEMBERSHIP DIRECTORY & BUSINESS RESOURCE GUIDE This annual publication offers updates on Chamber members -- their location, leaders and information on their services. It also serves as a community guide to services provided, recreation opportunities, and much more.

WEBSITES The Chamber's main website, saintjoseph.com, features the Membership Directory, calendar of events, street map, online publications and more! You can also pay your bill and update your contact info in the [Member Portal](#) located on the site. Members can get their username and password for www.saintjoseph.com by calling 816.232.4461. The Chamber's economic development website, choosestjoseph.com, gives site selectors all the information they need to choose to locate in our fair city. Potential residents should check out uncommonlife.info and uncommoncharacter.com.

SOCIAL MEDIA Follow the Chamber on Facebook, LinkedIn, Instagram or Twitter to see pictures from Chamber events, get breaking news and to talk about business-related issues.

MONDAY MORNING MEMO This weekly e-mail updates members on events and activities taking place at the Chamber, and provides information from our members about events happening at their place of business.

ECONOMIC DEVELOPMENT UPDATE Investors in the Partnership for Success campaign receive quarterly updates on economic development activities, workforce initiatives and insights into the local economy.



ADVERTISING & SPONSORSHIPS

TOTAL RESOURCE DEVELOPMENT CAMPAIGN

All of the Chamber's publications, events and programs are available for sponsorship, with varying benefits, through the Chamber's Total Resource Development Campaign (TRC) that takes place each spring/summer. The TRC is an all-volunteer effort to enlist new members, generate programs and sponsorships, sell advertising and raise awareness of the Chamber throughout the region. You may contact Tony Luke for more information on sponsorship opportunities.

MEMBERSHIP DIRECTORY The Chamber Membership Directory-Business Resource Guide is published each January. This publication has an annual circulation of 3,500 copies and is distributed to Chamber members, business prospects and new residents. Display advertising space is available to Chamber members only. Advertising rates vary depending on size and placement. Contact Kristi Bailey.

MAILING INSERTS Members can include a promotional flyer in the Chamber's monthly membership mailing. The 2,600 pieces are to be delivered to the Chamber by the 15th of the month prior to the mailing. Must be a "c" fold piece that will fit into a #10 envelope and be pre-approved by Chamber staff. One insert will be included in each month's mailing. The cost is \$500. Member must be in good standing. Contact Missy Howe.

LABELS/EXCEL LIST Would you like to send a direct mail piece to Chamber members? You can purchase mailing labels (for one-time use) or an Excel sheet of mailing addresses (to be used more than once). E-mail addresses cannot be purchased. Contact Missy Howe.



MONDAY MORNING MEMO Chamber members may submit an event (limit one per week) to be published in the Chamber's weekly Monday Morning Memo. This is a free opportunity and the e-mail goes to more than 2,600 e-mail addresses. Contact Jennifer Humbert.

WEBSITES Interested in having your company's logo and link to your website featured on one of the Chamber's websites? Contact Kristi Bailey.

PROMOTIONAL ITEMS

Members can supply samples, promotional items, coupons and brochures for participants at Chamber programs and events. Contact Deanna Greiner. Free.

DOOR PRIZES

Door prizes can also be provided for give-aways at Chamber events. Contact Missy Howe. Free.

NEW MEMBER WELCOME MUGS

These mugs are provided to new members within the first few months of joining the Chamber, 20-30 items (must be able to fit into a coffee mug). Coupons are encouraged. Contact Deanna Greiner. Free.

NEW EXECUTIVES WELCOME GIFT ITEMS

These items are provided to those new to management in St. Joseph. 100 items. Contact Jess Mengel. Free.

THE CHAMBER CLASSIC GOODIE BAGS/PRIZES

Provided to Chamber Classic golfers. 150 items. Contact Jess Mengel. Free.



MEMBERSHIP INVESTMENTS

Investments in the Chamber may increase annually based on the Consumer Price Index (CPI), not to exceed 5 percent. Past increases have averaged 2-3 percent.

MEMBERSHIP HAS ITS AWARDS

Businesses that have been continuous members of the St. Joseph Chamber of Commerce for 5, 10, 20, 30, 40, 50, 75 & 100 years are recognized annually as part of the Chamber Membership Awards Program. Members receive standing awards in graduated heights. Another award given by the Chamber is the "Diplomat of the Year" award presented at the Annual Banquet.



816.364.4105

Northwest Missouri State University's Small Business Development Center (SBDC) is located within the St. Joseph Chamber of Commerce. The SBDC is available to assist individuals and businesses with issues involving business start-up, expansion, purchase, sale, marketing, financial analysis and almost any other issue

that presents itself to current or potential small business owners.

The services provided by the SBDC are free and do not require Chamber membership. Funding comes from state and federal government funds, as well as other sources to make this service free to the public. If you or your business could benefit from any of these services, please contact the SBDC.

Rebecca Lobina
Director, SBDC

Staff Directory



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saintjoseph.com
chooostjoseph.com
jobs.saintjoseph.com
uncommoncharacter.com
uncommonlife.info



ST. JOSEPH COMMUNITY ALLIANCE

UNCOMMON LEADERSHIP

The St. Joseph Community Alliance promotes a shared vision for the community through collective input from citizens.

The St. Joseph Community Alliance's partners are: the St. Joseph Chamber of Commerce, the City of St. Joseph, Buchanan County, the St. Joseph School District, the Convention and Visitors Bureau, Mosaic Life Care, Missouri Western State University, the 139th Airlift Wing of the Missouri Air National Guard and the United Way of Greater St. Joseph.

Its vision: To provide a leadership forum to optimize the community's potential and enhance its quality of life.

Its mission: To maximize resources to resolve community priorities through collaboration, cooperation and commitment.

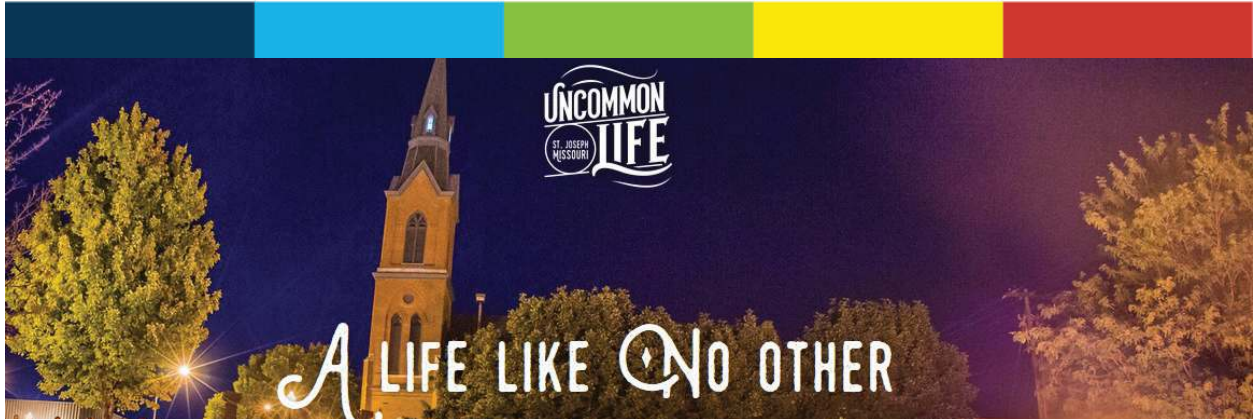
The Strategic Focus areas for the St. Joseph Community Alliance include: Shepherding the Imagine St. Joseph 2040 future plan, coordinating government relations/advocacy and implementing a community survey.

Contact: Tama Wagner, Director
wagner@saintjoseph.com
(816) 364-4109
ca.saintjoseph.com

imaginestjoseph2040.com



A workforce development program of the St. Joseph Chamber of Commerce and local schools.



NEED HELP RECRUITING OR RETAINING TALENT?

The St. Joseph Chamber's Uncommon Life 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.

Use this website to communicate all St. Joseph has to offer and why we call it home:

UNCOMMONLIFE.INFO

The Chamber offers tours, gift baskets, welcome rallies and icebreakers for new employees and much more. To see the HR Recruitment Toolbox and open jobs in our community see this site:

CHOOSESAINSTJOSEPH.COM/UNCOMMON-LIFE-JOB-CENTER

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- because it generates revenue to improve our community

There are many reasons to choose local businesses over ordering from online giants. Before you click order, think about if there's a local business that can provide the same product.

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