



GROWTH LIKE NEVER BEFORE

The St. Joseph Chamber of Commerce and the business community had a great 2017. As you'll see from the information in this annual report, membership in the Chamber grew like never before, which helped our organization become the third largest Chamber in the state. This is a testament to the various kinds of work the Chamber does, the engagement of our local businesses and the support it receives from the community.

We know there are two kinds of businesses that join the Chamber. There are those whose leaders believe in the greater good, understand the importance of economic development and want to see their community grow and prosper. And there are those who see the Chamber as a place to network, and as an entity that will help grow their company's brand and ring their cash registers (or today, run credit cards on their smartphones). The Chamber has continued to focus on serving both kinds of members well, which is evident in its membership growth.

During my year as Chairman of the Board, I've seen the Chamber work tirelessly on community development efforts because Patt Lilly and his staff realize that the Chamber can only be successful if the city and its residents are successful and prosperous. The Chamber continues to lead initiatives that focus on the education of our students, filling the workforce needs of our employers, enhancing the community's brand and encouraging start-ups and entrepreneurs.

The outcomes have been successful with the development of groups like the Workforce Development Alliance, Manufacturers Council, St. Joseph Community Branding and projects like the Angel Investor Group, St. Joseph Sandbox, CoJoe, Cup of Joe and many more. All of this is done with the cooperation and determination of our partners in the education, government and business.

Global and local companies continue to expand here, growing the number of employees as well as the amount of capital investment. St. Joseph remains steadily as the third largest exporting city in the state and just this month it was reported that the unemployment rate was staying at lows not experienced for 20 years.

What does all of this say for St. Joseph and its future? I believe that it says that as a Chamber, we must make a difference when we see a need for positive and progressive change in the community. By developing programming and partnerships that are effective, we can make the changes this community needs and deserves. We take our more than 150 years of business expertise, build on it, get creative new ideas from our younger generations and look to the future with our eyes wide open. You can expect even more of that to come in 2018.

It was a rewarding experience leading the Chamber's Board of Directors in 2017 and I look forward to my continued involvement this year.

Corky Marquart

Market President/CEO
Commerce Bank

2017 Chamber Chairman of the Board

Administration

Since its inception, the St. Joseph Chamber of Commerce has been the catalyst for economic growth and development in Northwest Missouri. The Chamber's mission is "to create an environment that allows business to succeed and the community to prosper."

Chamber membership is an investment that not only can help better your business, but supports initiatives that sustain and improve the quality of life in St. Joseph. Thank you for your support.



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2017 Board of Directors

Chairman of the Board
Corky Marquart, Commerce Bank

Chairman-Elect
Matt Robertson, CliftonLarsonAllen

Scott Albers, **Nor-Am Cold Storage**
Col. Ed Black **139th Airift Wing, Mo. Air National Guard**
Brett Carolus, **Hillyard Companies**
Sarah DeGarmo, **Rise by Design**
Rondale Dunn, **American Family Insurance**
Dr. Bernd Eichenmueller, **Boehringer Ingelheim Vetmedica, Inc.**
Patti Eiman, **First American Title**
William Falkner, **City of St. Joseph**
Jennifer Kneib-Dixon, **Fairway Independent Mortgage Corporation**
Dr. Mark Laney, **Mosaic Life Care**
Todd Meierhoffer, **Meierhoffer Funeral Home & Crematory**
Ronan Molloy, **Innovation Stockyard**

Secretary/Treasurer
J.L. Robertson, **Rupp Funeral Home**

President & CEO
R. Patt Lilly, **St. Joseph Chamber of Commerce**

Dr. Robert Newhart, **School District of St. Joseph**
Tom Richmond, **Altec Industries, Inc.**
Harry Roberts, **Buchanan County**
Bill Severn, **News-Press Now**
Kylee Strough, **United Way of Greater St. Joseph**
Martial Thevenot, **Perka Building Frames by Business Logistics, Inc.**
Dr. Robert Vartabedian, **Missouri Western State University**
Immediate Past Chairman, Stet Schanze, **Gray Manufacturing Co., Inc.**
General Counsel, Mark Woodbury, **Polsinelli**
Diplomats Club Representative, Don Tolly, **Don Tolly Insurance Agency**
LEAD Representative, Wakefield Hare, **Greater Than Financial**



ST. JOSEPH
Chamber of Commerce

2017 ANNUAL REPORT

YEAR IN REVIEW

We are the Chamber— in 2017 we partied on the parkway, we rocked on the river, we cut 55 ribbons, we shopped St. Joe, we had Cups of Joe, we camped with the Chiefs, we dashed and had donuts, we lunched, we learned, we honored, introduced, met, mixed, golfed, and grew.

1,400 CHAMBER MEMBERS

It was a record-breaking year for membership. Thanks to the 200 volunteers who worked tirelessly at the new member event -- we're now the third largest Chamber of Commerce in the state. Our volunteers shot for the initial goal of 150 members, broadened the goal to 200 and then shattered the goal with more than 260 new members during that event alone!



It wasn't just a year for the growth of our membership roster, it was a year of growth for our downtown! The Mosaic Business Plaza moved into the German-American Bank building, which was completely renovated—keeping the historic charm but adding state-of-the-art technology for its employees. We've watched (and heard) the retail complex and parking structure take shape on Ninth and Felix, as well as the construction of the new Convention & Visitors Bureau building. In addition, the Chamber of Commerce is proud to announce the opening of "Co-Joe," a co-working space downtown.

Shop St. Joseph completed its 10th year with more than 100 merchants participating and more than 1.7 million tickets distributed. This program helps keep local holiday spending in the St. Joseph community.

St. Joseph again hit the \$1 billion mark in exports continuing to set in stone St. Joseph's No. 3 spot in exports in the state, only behind St. Louis and Kansas City.

Businesses volunteered and donated to the Total Resource Campaign and the Partnership for Success Campaign, ensuring vital Chamber programs can continue.



Photo credit: Lura Landis Photography

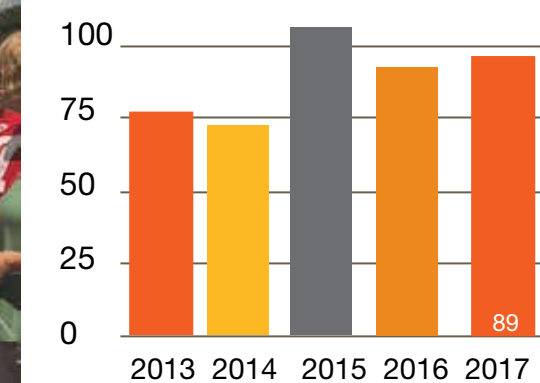
HELD 55 RIBBON CUTTINGS

HELD 34 EDUCATION SESSIONS
LUNCH & LEARNS, BUSINESS SUMMITS, ETC.

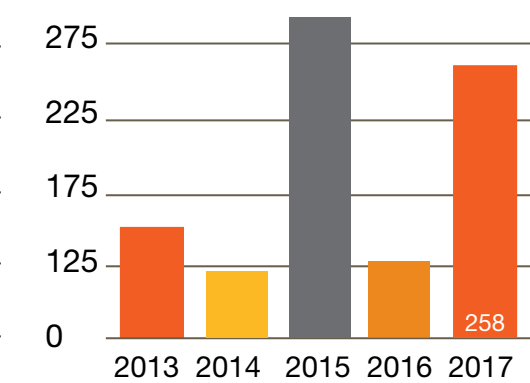
#3 EXPORTER IN THE STATE BEHIND STL & KC

ECONOMIC DEVELOPMENT

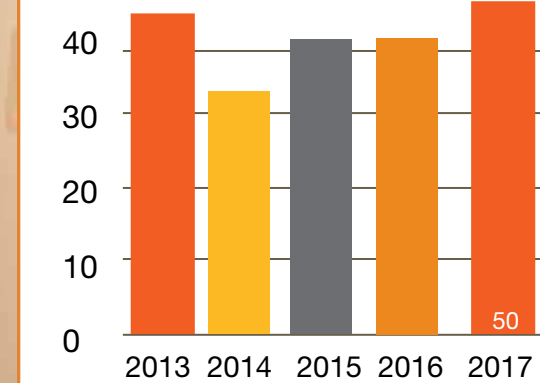
Business Retention Calls



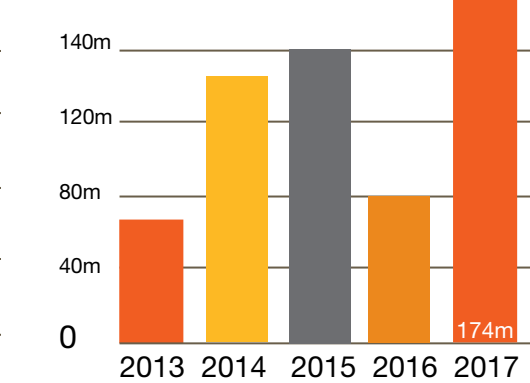
New Projected Jobs



New Prospects



Investment



Altec Industries will invest a significant amount of capital in personal property improvements, manufacturing and nonmanufacturing machinery and equipment, as well as real property improvements and will add a minimum of 105 new jobs in three years. In November it announced it would more than double its original projected investment.

Johnson Controls is expected to create 51 manufacturing jobs with an average annual income of \$48,000, plus benefits and make about \$35.7 million of capital investment in building construction and machinery and equipment.

Kindred Bioscience, Inc. is a biopharmaceutical company focused on saving and improving the lives of pets. It purchased a 180,000-square-foot manufacturing facility in Elwood, Kan., and projects to create 60 new jobs with an average annual wage of \$60,000, plus benefits, and invest \$9.8 million in capital investment.

St. Joseph Petroleum expanded its distribution of oil lubricants for the food industry with the construction of additional square footage and the creation of three new jobs with an average annual wage of \$43,333. Its total capital investment was \$110,000.

Purina Mills will completely demolish its mill and build a new facility. It will invest about \$32 million -- \$22 million in machinery and equipment and about \$9.8 million in new real estate improvements. The company created two new jobs and has agreed to maintain its total employment level at 50 full-time positions.

Grant Company is a creative services company that does work for ag-focused clients across North America and opened in the Kit Bond Science and Technology Incubator. It expects to expand to five or six employees.

Nor-Am Cold Storage purchased the 479,000 square-foot former Affiliated Foods building in Elwood, Kan. This allows the company to expand its cold storage capabilities, as well as to service several large food-based companies with value-added services such as packaging. It also allows Nor-Am to expand into food-grade dry bulk storage.