

April 2018

Connecting the Chamber with members in a monthly news source.



Connections

ST. JOSEPH
Chamber of Commerce

The President's Perspective

All Eyes on Trade

While it might not be apparent to many, St. Joseph has a big stake in the future of free trade. Today our community is the third largest exporter of goods and services in the state of Missouri, behind St. Louis and Kansas City, with over \$1 billion in locally manufactured products exported across the globe.

What does this mean in the way of jobs? Over 60 percent of Boehringer Ingelheim's products made in St. Joseph are exported and 30 percent of the products made by Triumph Foods are sold to other countries. So, if you stop and think about the percentage of jobs that are tied to exports and multiply this by all the businesses in our community that export products, it is a huge part of our local economy.

In light of its importance, the Chamber has been an advocate for expanding trade opportunities with other countries, giving business, both large and small, a chance to sell their products overseas. Exporting is particularly important to the agricultural sector of our economy, where a large percentage of farm products are sold to other countries. Access to new and emerging markets is critical to maintaining a strong agriculture economy and ensuring access to high quality food at relatively inexpensive prices.

Unfortunately, though, free trade is under attack by the cur-

rent administration. First, there was the announcement the U.S. would renegotiate the NAFTA Treaty with Canada and Mexico, then the administration decided the U.S. would withdraw from the Trans Pacific Agreement negotiations and just recently the announcement of tariffs on certain products imported from other countries. The concern being countries will retaliate, driving up the cost of U.S. goods and reducing our market share. Once market share is lost to other exporting countries it is almost impossible to get back.



R. Patt Lilly
President & CEO

Yes, trade agreements like NAFTA can be improved, but when American businesses lose the opportunity to expand their markets or lose market share, that impacts us right here in St. Joseph. We are not alone in this fight though. Our congressional delegation, the Secretary of Agriculture and the U.S. Chamber of Commerce are all working to ensure U.S. trade is not adversely impacted. In St. Joseph we need to continue to lift up the importance of trade to our local businesses and related jobs, express our support for open global markets and keep our eye on related activities in Washington, D.C.



Two Candidate Forums Broadcast Live For Upcoming Election

The St. Joseph Chamber of Commerce held two public forums in March to help its members and the general public get to know candidates for St. Joseph Mayor, City Council and St. Joseph School District Board. Both forums were broadcast live on KFEQ.

Reminder: do your homework on the candidates and go out and vote on April 3.

COJOE

Website: cojoe.saintjoseph.com
E-mail: cojoe@saintjoseph.com
518 Felix St.
816-364-4115

Trying to get work done at coffee shops can be a hassle.

If you are a small business owner, freelancer or other entrepreneur who is looking for modern, clean office space available for rent by the day or more long term, check out CoJoe, an innovative coworking space located in historic Downtown St. Joseph.

CoJoe provides an alternative to both the distractions of working at home or a public space, as well as the logistics of maintaining a private office.

NEW MEMBERS

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

CLEARresult
Derrick Miller
2345 Grand, Ste. 1450
Kansas City, MO 64108
(816) 406-1675
derrick.miller@clearresult.com
www.clearresult.com
Consultants

Brenda Blessing
1916 Highly St. (01)
Civic Member

HL29 Modern Flats
2509 Duncan St. (07)
(816) 259-5258
hl29modernflats@rentourspace.com
www.HL29ModernFlats.rentourspace.com
Apartments

Waste Management
Garrett Spoonmore
5310 Saint Joseph Ave. (05)
(913) 292-4041
gspoonmo@wm.com
www.wm.com
Trash Hauling

JJM Journey, LLC dba Sanford Profile
Michelle Lounsbery
112 W. 77th St.
Sioux Falls, SD, 57108
(605) 759-6511
michelle.lounsbery@profileplan.net
www.profileplan.net
Health Services

www.saintjoseph.com
(816) 232-4461
chamber@saintjoseph.com



April Calendar

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

4 & 18 12 & 26

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.

April 4 & 18 -- April 12 & 26
11:30 a.m. to 1 p.m., Guests Free

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Lunch & Learn Seminar

Presented by CliftonLarsonAllen

Lunch by Pie Five

Jeremy Eaton has studied yoga in Mumbai, Maharashtra, India at The Yoga Institute. It is the oldest organized yoga institute in the world. With his studies he has taught business owners, executive professionals and people from all over the world. He has taught, as a volunteer, to children at the David Sassoon School and the Mumbai Juvenile Prison. During this Lunch & Learn, he will help you explore ways of doing yoga even if you are 'always tied to your desk.' Several breathing techniques will be explained and practiced. He will provide knowledge to you that could unlock the key to leaving work feeling energized and stress-free. You are encouraged to wear what you normally would wear to work.

Tuesday, April 10
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

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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, April 12
7:15 a.m., \$7
Breakfast provided
Hoof & Horn Steakhouse, 429 Illinois Ave.

RESERVATIONS REQUIRED:
816/232-4461 or www.saintjoseph.com

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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.

This month, "Go ALL In" will be the topic about motivation and work-life balance, which is perfect timing for Administrative Professionals Day. Gail Hermesch, of Strategic Impact, will lead the discussion. Go ALL In! was created to promote individuals to hold themselves accountable and create a life with purpose... both personal and professional. Participants will walk away with a reality check into their emotions and an understanding that they are responsible for where they are and where they are going. No more settling. No more fear or allowing your emotions to control your life.

Monday, April 23
11:30 to 1 p.m., FREE
St. Joseph Chamber of Commerce,
3003 Frederick Ave.
Bring your own lunch.

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**

Get Your Company's Name Out There!

Looking for ways to enhance your brand? Your Chamber membership is your key.

- **Advertisements online and in print** (*Monday Morning Memos, website, directory*)
- **Event sponsorships** (*Annual Banquet, Parties on the Parkway, Donut Dash*)
- **Program sponsorships** (*Shop St. Joseph, Manufacturers Council, D.C. Fly-In*)

The Total Resource Campaign is getting ready to kick off, which means volunteers might contact you for your interest. Don't be shy, if you don't hear from anyone, contact the Chamber directly so you don't miss out! All ads and sponsorships are available to members only.

Call 364-4107 or e-mail redmond@saintjoseph.com today for more information.

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