



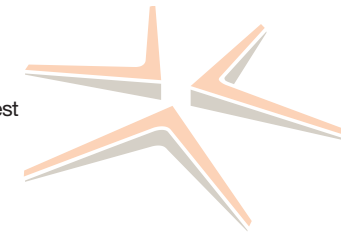
ST. JOSEPH
Chamber of Commerce

2018 ANNUAL REPORT

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.



Kristie Arthur
Director of
Workforce Development
arthur@saintjoseph.com
816.364.4101



Kristi Bailey
Director of
Communications & Marketing
bailey@saintjoseph.com
816.364.4108



Mary Brown
Programs Coordinator
brown@saintjoseph.com
816.364.4102



Shannon Jobes
Vice President, Administration
jobes@saintjoseph.com
816.364.4111



Brad Lau
Vice President,
Economic Development
blau@saintjoseph.com
816.364.4110



R. Patt Lilly
President & CEO
plilly@saintjoseph.com
816.232.4485



Natalie Redmond
Vice President,
Membership
redmond@saintjoseph.com
816.364.4107



Camille Wallingford
Executive Assistant
wallingford@saintjoseph.com
816.232.4461

2018 Board of Directors

Chairman of the Board
Matt Robertson, **CLA**

Chairman-Elect
J.L. Robertson, **Rupp Funeral Home**

Scott Albers, **Nor-Am Cold Storage**
Col. Ed Black **139th Airlift Wing, Mo. Air National Guard**
Jody Carlson, **Missouri American Water**
Brett Carolus, **Hillyard Companies**
Rondale Dunn, **American Family Insurance**
Dr. Bernd Eichenmueller, **Boehringer Ingelheim**
Patti Eiman, **First American Title**
William Falkner, **City of St. Joseph**
Jennifer Kneib-Dixon, **Fairway Independent Mortgage Corporation**
Todd Meierhoffer, **Meierhoffer Funeral Home & Crematory**
Ronan Molloy, **Innovation Stockyard**
Dr. Robert Newhart, **School District of St. Joseph**

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

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Tom Richmond, **Altec Industries, Inc.**
Harry Roberts, **Buchanan County**
Stet Schanze, **Gray Manufacturing Co. Inc.**
Bill Severn, **News-Press NOW**
Martial Thevenot, **Perka Building Frames by Business Logistics, Inc.**
Don Tolly, **Don Tolly Insurance Agency**
Dr. Robert Vartabedian, **Missouri Western State University**
Immediate Past Chairman, Corky Marquart, **Commerce Bank**
General Counsel, Mark Woodbury, **Polsinelli**
Diplomats Club Representative, Tammy O'Meara Chambers, **Keller Williams Real Estate**
LEAD Representative, Brandon Tritten, **JB-LB Insurance**



Matthew Robertson

Principal
CLA

2018 Chamber Chairman of the Board

FACING THE FUTURE

The future: the final frontier. As we look back on 2018, we reflect at a year spent looking forward. Not just a year or two, but 22 years into the future. What will St. Joseph be like in 2040? We asked ourselves, what do we want it to look like and how can we make changes today to ensure a better tomorrow?

With the help of the United Way of Greater St. Joseph, the Chamber launched the Imagine St. Joseph 2040 plan. Hundreds of residents and community leaders spent most of the year doing research and laying out the direction our community wants to head in the future. Now that the roadmap has been made, 2019 will be the year we start making traction on some long and short term goals to Invest in People, Create a Better Place and Grow Prosperity.

While time and effort was spent looking and planning for the future, the Chamber did continue its day job, increasing business opportunities for large and small businesses alike, helping members learn about important topics and broadening members' networks.

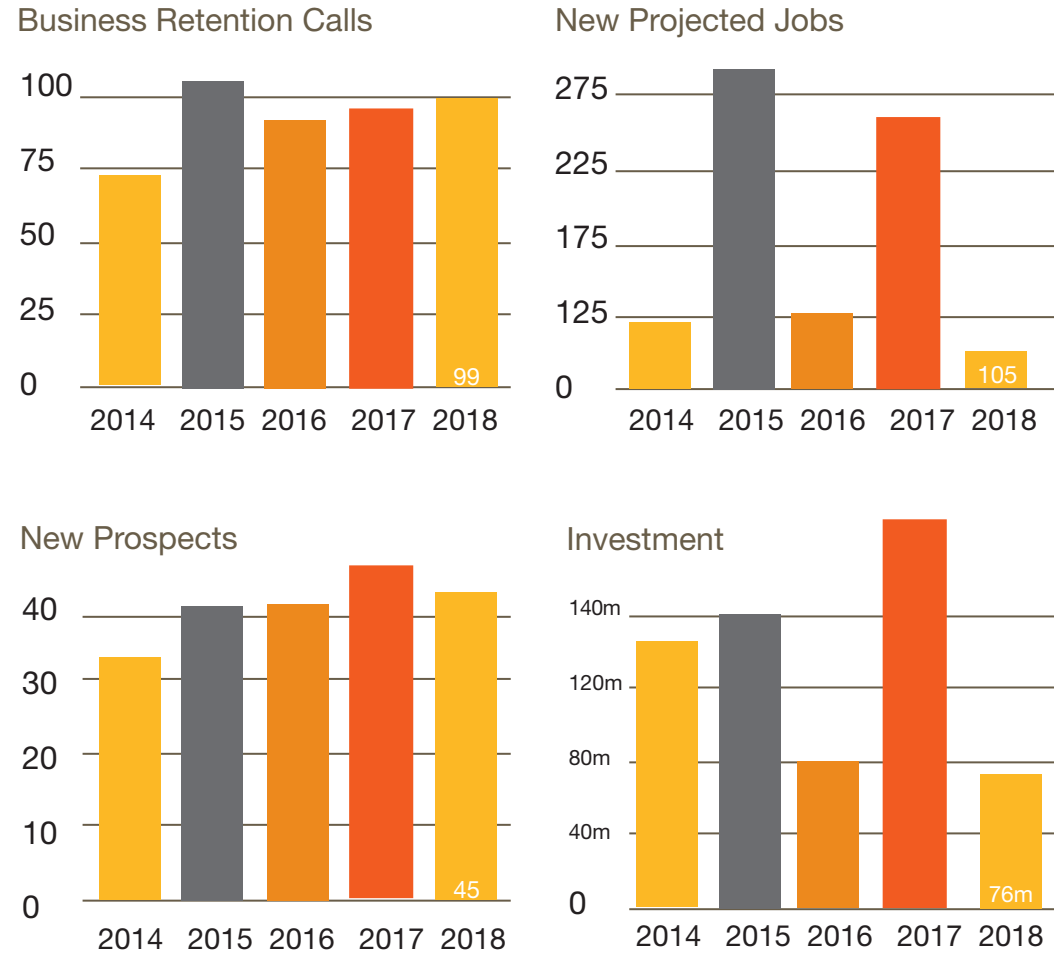
During my time as chairman of the board, I've been fortunate to get to know many more people in the business community and see just how hard the Chamber works every day to make a difference. Whether it's lobbying for what's best for business at the local, state or national level, increasing membership, helping prepare tomorrow's workforce, encouraging entrepreneurship or helping our major employers grow and succeed, the staff and volunteers are always working hard for our community.

Some exciting news this year was the resurgence of traffic at St. Joseph's Missouri River Port. The St. Joseph Port Authority entered into a contract with Transport 360, which increased barge and rail traffic to the port. This advancement offers a tremendous resource to our manufacturers, especially in the agriculture arena, to ship their products via the river. As the third largest exporter in the state, using the river for transportation again is vitally important.

As you'll see in the rest of the report, it was a good year for local business. But with the introspection that the Imagine St. Joseph 2040 process brought us, we know we cannot rest with what's good for now. We have to look at how issues like crime, education and poverty all go together and how those issues affect our city as a whole, and in turn, how those issues affect business.

Even though my year as Chairman of the Board is complete, I'm not finished working with the Chamber to create a better tomorrow for St. Joseph. I hope you join us on the journey.

ECONOMIC DEVELOPMENT



Yellow Frog Graphics -- Yellow Frog Graphics announced it will build a new estimated \$3.9 million facility in Mitchell Woods Business Park in St. Joseph, to house its operations. The total estimated project cost is \$5.4 million. Currently, Yellow Frog Graphics operates out of its sister company facility, Summit Truck Bodies, in Wathena, Kan.

Yellow Frog Graphics purchased approximately 9 acres. The St. Joseph Chamber of Commerce and St. Joseph Economic Development Partner-

ship negotiated with the company to purchase the last parcel owned by the St. Joseph Business Park Corporation, developer of Mitchell Woods Business Park.

The project is expected to create 50 new jobs over a five-year period, with job classifications ranging from engineers and managers to designers and installers. Currently Yellow Frog Graphics has five employees. The average annual salary of the jobs is \$50,000, plus benefits.

Schutz Containers - This German-based company that located in St. Joseph in 2014 and purchased the 50,000-square-foot shell building in Eastowne Business Park is expanding its facility by 60,000 square feet to add the production of blue plastic barrels and for warehouse space. In addition, the company is building a new facility to the west of its existing facility to build a reclamation facility. This facility will grind the used plastic totes, refurbish the steel cages and replace a new plastic tote in the refurbished steel cages. The overall project is a total capital investment of approximately \$21 million and will create a projected 15 new jobs with an average annual wage of \$37,867, plus benefits.

Schutz Containers recently purchased an additional 37.76 acres in Eastowne Business Park from the St. Joseph Business Park Corporation in March 2018. This additional acreage is anticipated for future expansion purposes, bringing the Schutz total campus in Eastowne to over 70 acres.

BMS Logistics - BMS built a new 125,000 square foot warehouse to address the needs of its customer base. The project will create at least two new jobs with an average annual wage of \$33,000, plus benefits. The total capital investment was \$4.8 million.

Transport 360 - Transport 360 is a new company that will lease the St. Joseph regional port facility assets. The company will provide operation, management, marketing for usage, required operating equipment, enhancements, and security at the port. Transport 360 will have at least three full-time employees at the port facility on a daily basis, Monday through Friday from 8 a.m. to 5 p.m. Capital investment in the start-up of Transport 360 and port facility improvements is \$293,000. The average annual wage of the full-time employees is \$58,000.

Yellow Frog Graphics is the region's premier provider of custom vehicle graphics and wraps. With the new facility in St. Joseph, it will have room to expand its product offering to include: apparel, embroidery, commercial window tinting, dimensional signage, paint protection films and more. It strives to provide top-notch service, design, products and installation for the local business community. For more information, visit: www.yellowfroggraphics.com



YEAR IN REVIEW

The St. Joseph Chamber of Commerce made some big strides in 2018. Membership grew by 100 members and events were attended better than ever before.

Shop St. Joseph completed its 11th year with 120 merchants participating and more than 1.9 million tickets distributed. This program helps keep local holiday spending in the St. Joseph community.

Businesses volunteered and donated to the Total Resource Campaign and the Partnership for Success Campaign, ensuring vital Chamber programs can continue. For the first time ever, volunteers raised more than half a million dollars!

The Chamber coordinates the St. Joseph Lean Discussion Forum, which helps businesses collaborate on Lean Enterprise Improvement Initiatives in order to remove waste and steal efficiencies and profits.

The Chamber partnered with the United Way to launch the Imagine St. Joseph 2040 initiative. Hundreds of community members analyzed research and discussed plans for the long term vision of our city. (Read more about this on the back cover.)

Workforce development initiatives helped more students learn about careers available to them in St. Joseph, particularly those in manufacturing. For the first time, students participated in a signing day to pursue careers in manufacturing. The My Success Event shows high school sophomores a variety of careers and the Chamber participated again in Manufacturing Day, which is a national event aimed at meeting the needs of employers of encouraging more students to consider careers in manufacturing. The Workforce Development Alliance works with members of the business and education communities to ensure both the needs of students and the needs of employers are being met in St. Joseph.

The Chamber led members and local government officials to Washington, D.C. and Jefferson City to meet with legislative office holders and staff. These trips are performed annually as a part of other advocacy efforts for local business.



1,300 CHAMBER MEMBERS

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

HELD 70 RIBBON CUTTINGS