

January 2019

Connecting the Chamber with members in a monthly news source.



# Connections

**ST. JOSEPH**  
Chamber of Commerce

## The President's Perspective

### A New Day

As it relates to those of us in St. Joseph and Buchanan County, January will mark a new day in Jefferson City. That will be the day that a completely new legislative delegation from our area takes office. This is the first time this has happened in my memory and in part has been brought about as a result of term limits.

While I am somewhat disappointed that our new State Senator will not be recognized on the Senate floor as the senator from Buchanan County, I do believe Sen.-Elect Tony Luetkemeyer will work hard to stay engaged in Buchanan County and will do an excellent job of representing all of his constituents.

On the Missouri House of Representatives side, we have three dedicated individuals to represent our area. Bill Falkner served most recently as St. Joseph's mayor and will bring knowledge of local government and experience as both mayor and local businessman. Sheila Solon, while somewhat new to our community, has excellent experience having served as a legislator previously. She will hit the ground running. Brenda Shields is our third legislator representing Southern Buchanan County. Most of us know Brenda and her husband Charlie well. Brenda has a long history of serving St. Joseph as the United

Way executive, a high school teacher and from serving on numerous community boards. She will bring a proactive community perspective and commitment few can.

I believe we are fortunate to have these individuals representing us in Jefferson City. They are interested, engaged and dedicated to making our community and state a better place for all of us. Their job will not be an easy one though. Missouri faces challenges including struggling state revenues, inadequate transportation, infrastructure and misuse of prescription drugs. They will look to you to provide input, offer ideas and advice and express your concern. You can do this by calling or e-mailing their offices in Jefferson City. They will welcome hearing from you.

Yes, it will be a new day for our legislative delegation, but one full of hope and vision for a better St. Joseph and a better Missouri. We should all support that.



R. Patt Lilly  
President & CEO

## NEW MEMBERS

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

**Valor Education Group,  
a NPG Company**  
Lute Atieh  
825 Edmond St. (01)  
(816) 749-2806  
info@valorgroup.org  
valorgroup.org  
**Education**

**Blessings Boutique**  
Michelle Moore  
1018 W. St. Maartens Drive (06)  
(816) 248-9648  
babiesandmore816@gmail.com  
**Retail**

**Schwan's**  
Darcy Songrait  
5101 S.E. Easton Road (07)  
(816) 364-1933  
darcy.songrait@schwans.com  
schwans.com  
**Food Service**

**Gertsema Wealth Advisors**  
Mike Gertsema  
2402 N. Woodbine Road, Ste. D (06)  
(816) 261-2911  
mike@gertsema.net  
gertsema.net  
**Financial Services**

**Holophane**  
Jackie Tyson  
706 N. Well St.,  
Harrisonville, MO 64701  
(816) 283-6396  
jackie.tyson@acuitybrands.com  
holophane.com  
**Manufacturers**

**Kindred BioSciences, Inc.**  
Tammy Karr  
1411 Oak St., Elwood, KS 66024  
(816) 344-7869  
tammy.karr@kindredbio.com  
kindredbio.com  
**Manufacturers**

## MEMBER PORTAL

# MEMBERS *only!*

Thank you for being a valued Chamber member.

As part of our commitment to providing the highest level of member value and engagement, we've launched a **MEMBERS ONLY** area...just for you!

In this area you can:

Update contact information  
Pay invoices  
Access exclusive content

Participate in surveys  
Upload images to your online listing  
View and Print Referral Reports

Take part in the Member-to-Member  
Discount Program  
Have more control of your membership

Visit [saintjoseph.com](http://saintjoseph.com) and click on **MEMBERS ONLY** to log in.

Contact the Chamber at (816) 364-4103 or [greiner@saintjoseph.com](mailto:greiner@saintjoseph.com) for help.

[www.saintjoseph.com](http://www.saintjoseph.com)  
(816) 232-4461  
[chamber@saintjoseph.com](mailto:chamber@saintjoseph.com)



# January Calendar

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

**2, 16/  
10, 24** **Circle of Influence** **Jan. 2 & 16 and Jan. 10 and 24**  
11:30 a.m. to 1 p.m., **Guests Free**

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](mailto:redmond@saintjoseph.com) or (816) 364-4107.

**8** **Lunch & Learn Seminar** *Lunch by Fredrick Inn* **Tuesday, Jan. 8**  
11:30 a.m. to 1 p.m., **\$10**  
St. Joseph Chamber of Commerce  
3003 Frederick Ave.

Presented by CLA  
"Social Media Marketing Trends to Watch in 2019"  
In a constantly changing field like marketing, it is important to stay on top of the latest trends to keep your content relevant to your target audience. See what types of social media marketing trends the new year will bring so you can implement these tactics into your marketing strategy in 2019. SJC Marketing will lead the discussion.

RESERVATIONS REQUIRED:  
816/232-4461  
or [www.saintjoseph.com](http://www.saintjoseph.com)

**10** **DIPLOMATS CLUB Breakfast** **Thursday, Jan. 10**  
7:15 to 8:30 a.m., **Free**  
**Breakfast provided**  
Civic Arena  
100 N. Fourth St.

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! This month the Dips will help set up the Annual Banquet decorations at the Civic Arena.

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816/232-4461 or [www.saintjoseph.com](http://www.saintjoseph.com)

**12** **99th Annual Banquet** **Saturday, Jan. 12**  
6:30 p.m., **\$50 or \$60 after Jan. 7**  
**Dinner provided**  
Civic Arena  
100 N. Fourth St.

Presented by Commerce Bank  
Join us for the 99th Annual Banquet, "Blast Off" which is a futuristic space theme. Doors open at 6:30 p.m., with dinner at 7 p.m. Entertainment will be provided by America's Got Talent and Cirque du Soleil sensation Viktor Kee.

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816/232-4461 or [www.saintjoseph.com](http://www.saintjoseph.com)

**22** **Elected Officials Social** **Tuesday, Jan. 22**  
5 to 7 p.m., **Free**  
Room 108, 722 Felix St.

Presented by News-Press NOW, Innovation Stockyard and Deluxe Truck Stop  
Opportunity for the business community to meet our newly elected officials in a meet and greet fashion. Officials from the St. Joseph School District, City of St. Joseph, and Buchanan County will be in attendance. Appetizers and drinks will be provided.

**24** **BUSINESS after HOURS** **Thursday, Jan. 24**  
5 to 7 p.m., **Free**  
Garden Gate  
3002 Lafayette St.

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.

**28** **Women's Leadership Group** **Monday, Jan. 28**  
Noon to 1 p.m. **Free**  
St. Joseph Chamber of Commerce  
3003 Frederick Ave.  
Bring your own lunch.

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. Alyson Thompson-Fisher, owner of Fantastic Fido's and Garden Gate, will speak on the topic Work Life Balance for National Get Organized Month.

RESERVATIONS REQUIRED:  
816/232-4461 or [www.saintjoseph.com](http://www.saintjoseph.com)

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](http://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](mailto:bailey@saintjoseph.com).

[uncommoncharacter.com](http://uncommoncharacter.com)