



Connections

ST. JOSEPH
Chamber of Commerce

The President's Perspective

Product Improvement

Business understands that to be successful they must continue to improve their product or service. In order to maintain their competitiveness, they may have to develop a new version of their product or be more innovative in terms of how they meet customer expectations.

For those of us in economic development, the community is our product. For the Chamber, our job is to sell St. Joseph to business and investors. But like a business, we must have a strong product.

We have recently heard that the school district enrollment is down for the current school year. Not long ago, there was an article in the local newspaper about a decline in population. This always brings on questions of why. Of course, there are changing demographics, we are getting older, the birth rate is declining and there continues to be migration to larger urban areas. But these trends are impacting most communities.

The truth is, we need to improve our product. St. Joseph must improve in order to be more competitive when it comes to attracting and retaining people. Much of the Imagine St. Joseph 2040 community plan was predicated on the idea that for us to be successful we must focus on the critical issues holding us back, create collaborative initiatives to address these issues and provide the leadership to make our efforts sustainable over time.

Easy, right? Not hardly. But we cannot fail because the future success of St. Joseph depends on what we do now. So, where do we go from here? For a start:

- Improve our public schools

- Stabilize and restore our older neighborhoods
- Address poverty and homelessness
- Invest in infrastructure that improves our quality of life
- Revitalize downtown
- Grow our high-tech agricultural and manufacturing economy
- Create opportunities for new \ housing
- Reduce crime

We can debate the school enrollment numbers and population figures all we want, but the harsh reality is people are deciding to live somewhere else other than St. Joseph, even people who work here.

If a business was losing customers and market share, it would work to improve its product in order to attract new customers and improve sales. That is where we are today in St. Joseph, we must improve, we must be better.

The good news is product improvement is happening, just look around. Progress in our schools, redevelopment of our neighborhoods, revitalization of downtown, the homeless initiative, the type of success envisioned by Imagine St. Joseph 2040. Remember though, the product is our community, the community is us. We must all be part of a better product, a better St. Joseph.



R. Patt Lilly
President & CEO

NEW MEMBERS

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

Advance Services Inc.

Ashley Crill
309 E. Summit Drive,
Maryville, MO 64468
(660) 224-0296
ashley.crill@asinc.net
www.advanceservices.com
Employment Services

Heartland Payment Systems

Lisa Allison
901 S. 22nd St. (07)
(816) 262-9756
lisa.allison@e-hps.com
heartlandpaymentsystems.com
Payroll Services

K. Kendall Photography

Kevin Kendall
501 Francis St. (01)
(816) 259-5137
kkendallphoto@suddenlinkmail.com
facebook.com/kkendallphotography
Photographers

Alzheimer's Association

- Heart of America Chapter
Cari Pemberton
3846 W. 75th St.
Prairie Village, KS 66208
(913) 648-6553
cepemberton@alz.org
www.alz.org/kansascity
Service Organizations

PMR Properties

Sonia Pargas
1207 S. 33rd St. (07)
(816) 259-5311
soniapargas@pmrproperties.com
www.pmrproperties.com
Property Management

Murphy's Smokin Meats & Catering

Dale Murphy
16 Lake Shore Drive
Agency, MO 64401
(816) 261-8976
murphyssmokinmeats@gmail.com
murphyssmokinmeats.com
Catering

Show-Me Industrial Controls, Inc.

Nathan Pease
5306 King Hill Ave. (04)
(816) 237-0575
npease@smicontrols.com
www.smicontrols.com
Engineering

Seniors Helping Seniors

Lou Browne
2506 Ashland Ave. (06)
(816) 385-5263
lbrowne.shs@gmail.com
www.seniorcarestjoseph.com
Health Services

Friends and Family Adult Day Care

Kendra Strong
2518 Mitchell Ave. (07)
(816) 259-6160
friendsandfamilyadc@outlook.com
www.friendsandfamilyadc.com
Home Health Care



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



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**Office Supplies | Furniture
Coffee & Breakroom Supplies**

Shelley Williams
swilliams@offess.com
office: 866.251.9802
cell: 816-390-4696

October Calendar

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

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- 2-3** **My Success Event** **Wednesday & Thursday, Oct. 2-3**
Presented by Boehringer Ingelheim
Thousands of high school sophomores will learn more about possible career paths at this year's My Success Event. Representatives from St. Joseph businesses will interact with students during this two-day event. For more information call 364-4102 or go to www.themysuccessesevent.com.
8:30 a.m. to 2 p.m.
Wyatt Park Baptist Church
2902 Leonard Road
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- 2, 16/
10, 24** **Circle of Influence** **Oct. 2 & 16 and Oct. 10 & 24**
Circle of Influence is a leads group composed of small business professionals looking to exchange 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 is allowed. Cost is \$100 to join. 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.
11:30 a.m. to 1 p.m., Guests Free
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- 4** **FOODIE FRIDAY** **Thursday, Oct. 4**
Join other Chamber members as they experience foods all around St. Joseph in a new networking event. Enjoy specials at each restaurant and get to know some new business contacts. Free to attend, but cost of meal is up to the individual.
7:30 to 9 a.m., Free
McDonald's
3504 N. Belt Highway
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- 8** **Lunch & Learn Seminar** **Tuesday, Oct. 8**
Presented by CLA
"Recruiting & Retaining Millennials, Part 2"
With the great wave of baby boomers reaching retirement age, employers throughout the nation are struggling with ways to appeal to the new generation of workers. This workshop provides insight into the emerging worker persona to help manufacturers prepare for this new generation and be positioned to better attract and retain them as team members. This session will include how to appeal to and hire millennials, how to keep them from leaving and more.
Lunch by Chau's Catering
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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- 10** **DIPLOMATS CLUB Breakfast** **Thursday, Oct. 10**
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!
7:15 to 8:30 a.m., \$7
Breakfast provided
Remington Nature Center
1502 McArthur Drive
RESERVATIONS REQUIRED:
816/232-4461 or www.saintjoseph.com
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- 17** **BUSINESS after HOURS** **Thursday, Oct. 17**
Presented by Altec Industries, Inc.
Pre-game before the Chiefs/Broncos Thursday night game with a special Business After Hours. Try some Arrowhead Ale with new friends and business contacts.
5 to 7 p.m., Free
River Bluff Brewing
1224 Frederick Ave.
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- 19** **Donut Dash 5k+** **Saturday, Oct. 19**
Presented by Gold N' Glaze Donuts
Join us for a family-friendly 5k+ run/walk through historic St. Joseph, featuring Mount Mora Cemetery and Robidoux Row and Patee House museums. Along the route, participants may stop for a quick drink and a famous Gold N' Glaze donut. A portion of the proceeds will benefit the cemetery and museums. Awards, donuts and fun at the finish line are included. After party at the Hi-Ho. Register at saintjoseph.com
8 a.m., \$25, includes T-shirt
Patee House Museum
1202 Penn St..
Fee is \$35 after 10/11
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- 24** **BUSINESS after HOURS** **Thursday, Oct. 24**
Presented by Altec Industries, Inc.
There's no shortage of chances to meet new people through the Chamber! Bring your business cards, talk to some potential new customers and make some new friends.
5 to 7 p.m., Free
Fredrick Inn
1617 Frederick Ave.
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- 28** **Women's Leadership Group** **Monday, Oct. 28**
Presented by Sam's Club
The topic will be Things You Can Do to Help with Gender Bias ... Changing the System, Not Your Behavior. Hosted by the Chamber and the Northwest Missouri State University's Small Business Development Center.
Noon to 1 p.m. Free
Chamber of Commerce
3003 Frederick Ave.
Bring your own lunch.
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- 30** **Small Business Summit** **Wednesday, Oct. 30**
Presented by Family Investment Center
See a Cup of Joe presentation, hear a keynote speaker and learn from different breakout sessions on various topics that are focused on helping small businesses. More information to come. Check saintjoseph.com.
8:30 a.m. to 1 p.m., \$20
Fulkerson Center, MWSU
4525 Downs Drive
RESERVATIONS REQUIRED:
816/232-4461 or
www.saintjoseph.com
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