



Metropolitan Community College Opens in St. Joseph

Member Appreciation Day

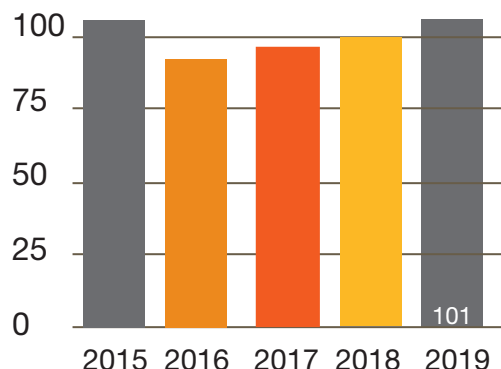


Small Business Summit

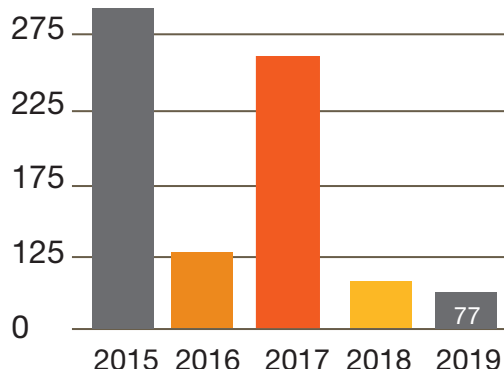
2019 ANNUAL REPORT

ECONOMIC DEVELOPMENT

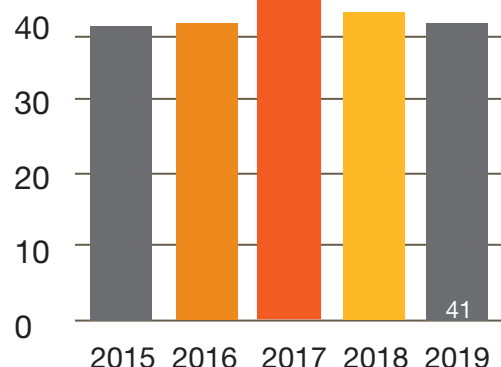
Business Retention Calls



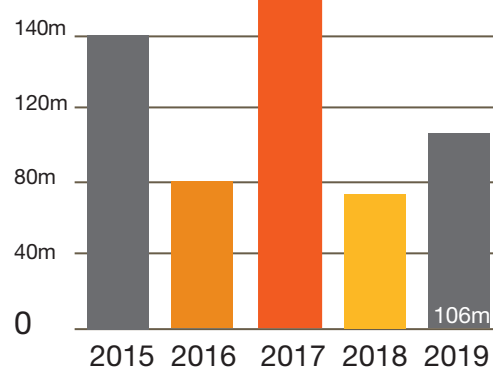
New Projected Jobs



New Prospects



Investment



American Electric Building -- The beautiful and historic American Electric Building, located on Third Street in Downtown with Missouri River views, will be converted into 137 executive-level loft apartments. Units will be a mix of studios, one bedroom, one bedroom with a den, and two bedroom units. The estimated capital investment is \$37 million. The lower level will have commercial space to provide value to the building and its tenants, such as a restaurant, small grocer, or other retail tenants. The project is important to the downtown redevelopment efforts, and to providing a unique

style of housing options in the community. The Chamber was involved in assisting the developer with “housing need” data to convince conventional financing sources of the demand and importance of the project. The City of St. Joseph assisted with Chapter 100 tax abatement to make the project financially viable. The building’s location in St. Joseph’s designated Opportunity Zone was also a critical factor in moving the project forward, as well as Missouri Historic Tax Credits. Completion of the building is expected in the Spring of 2021.

Boehringer Ingelheim -- Boehringer Ingelheim will make certain capital investments, involving both real and personal property improvements, to its campus and facilities at North Belt Highway and Gene Field Road. The company will invest about \$22.4 million to increase its capacity to manufacture vaccines for livestock. That investment is in addition to a roughly \$20 million investment in St. Joseph that Boehringer Ingelheim announced in December 2017.

Lifeline Foods -- Lifeline Foods will expand its masa flour production by adding a second mill. Project includes \$5.5 million in existing building improvements and \$6.5 million in new machinery equipment, for a total project of \$12 million. The project will create 13 new jobs with an average annual salary of \$60,000, plus benefits. Incentives that assisted to make the project viable for LifeLine include the Chapter 100 Tax Abatement program on new equipment, the Enhanced Enterprise Zone program and the Missouri Works program.

BMS Logistics -- BMS Logistics will build a new 350,000 square foot consolidated packaging, warehousing and distribution facility in Eastowne Business Park. The company purchased 21.02 acres of land from the St. Joseph Business Park Corporation, closing on October 1, 2019. The total investment will be approximately \$14.7 million, with a building cost of \$13 million. The project will create at least two new jobs and meets the criteria for the Enhanced Enterprise Zone program.

Interlock Steel -- Interlock Steel will add space to its existing facility. The total project is estimated at about \$421,000, with about \$164,000 being building improvements and \$257,000 being machinery and equipment. The project is estimated to create about eight new jobs over a three-year period, with an average annual wage of \$35,600.

139th Airlift Wing -- The 139th Airlift Wing of the Missouri Air National Guard announced the construction of a new Communications and MCCA facility. Together with other base and equipment upgrades in 2019, this nears almost \$18 million in capital investment. The Wing also created 52 new jobs at Rosecrans in 2019. The Chamber and Community Alliance are pleased to play a role in promoting the importance of the 139th Airlift Wing’s presence to the national and state legislative delegations to further investment and growth to make the 139th Airlift Wing a significant asset for state and national emergencies.



New Executives Welcome -- Photo credit: Lura Landis Photography



American Electric Building



Lt. Governor Visits My Success Event



Farm City Breakfast

A DECADE OF GROWTH

This year brought the end of a decade. The 2010s were over in a blink of an eye. What was accomplished in St. Joseph during that time? Nearly

\$1 BILLION

of new capital investment and almost 2,000 projected new jobs.

National and international companies such as **Nestle**, **Boehringer Ingelheim**, **DuPont**, **AGP**, **International Paper**, **Tyson Foods**, **Johnson Controls (Clarios)** and **Purina Mills** strengthened their corporate footprints in St. Joseph. Multiple projects over the 10-year period range from \$7 million to \$38 million.

The two single largest projects were **Altec Industries**, at \$88 million and **Sealed Air**, at \$63 million. Those projects totaled more than 500 jobs.

But not all investments were expansions. Five new companies including **Schutz Containers**,

Daily's Premium Meats, **Kindred Bio**, **Price Chopper** and **Yellow Frog Graphics** were attracted to St. Joseph and made a significant investment, totaling more than \$93 million and creating 332 jobs.

We've not only added capital investment and jobs, but wage growth has outpaced national and state averages. Out of 115 counties, Buchanan County ranks number nine, with an average annual wage of \$45,012. St. Joseph wages grew by

30 PERCENT

in the last 10 years. The national average was 23 percent and the Missouri average was 24 percent. In Kansas City, the growth rate was 21 percent. For October of 2019, the average hourly wage rate for St. Joseph ranked fourth behind St. Louis, Kansas City and Columbia. Our current

wages outpace Springfield and Joplin, cities with which we are often compared.

When you look at 2019 individually, you'll see the Chamber (staff and volunteers) were hard at work in many areas including workforce development, membership development, talent recruitment and community visioning.

In the **Membership Department**, Total Resource Campaign volunteers raised an all-time high of \$563,133 in sponsorships and advertising. This is a true testament of how valuable our members find our programming and initiatives to better the business community.

In **Workforce Development**, Edge Factor was launched. This is a program that inspires high school students, parents, teachers and guidance counselors to get excited about careers in St. Joseph. It launched with a live event at the Civic Arena and

continues with a website and online tools to inform those who are interested in technical and other careers.

In **Talent Recruitment**, the Uncommon Life marketing campaign was greatly expanded. Two new webpages were built, and a digital, targeted marketing campaign was launched to attract qualified candidates to apply for jobs with our local employers and move to St. Joseph. A part of this program also is retaining our valuable employees once they arrive in St. Joseph.

The **Imagine St. Joseph 2040** initiative is off and running as well. Started in 2018 with research and development, 2040 really progressed in 2019 with the St. Joseph Community Alliance taking the lead on the project and the hiring of a new director. While this plan will take 20 years to come to fruition, progress is being made to create a better tomorrow for St. Joseph.

1.9 MILLION

SHOP ST. JOSEPH TICKETS

55 RIBBON CUTTINGS

34 EDUCATION SESSIONS

LUNCH & LEARNS, BUSINESS SUMMITS, ETC.

1,200 CHAMBER MEMBERS



J.L. Robertson

Owner-General Manager
Rupp Funeral Home

2019 Chamber Chairman of the Board

OLD IDEAS ARE NEW AGAIN

History has a funny way of repeating itself. In 2019, the St. Joseph Chamber of Commerce worked on a variety of new, expanded or continuing projects, all of which aimed to better our city's present and future conditions. But as we made strides in those endeavors, we also looked back on our history.

In 2019, the Chamber prepared for its 100th Annual Banquet in January 2020 by researching archive files, yearbooks and old publications. We found Mark Twain's quote, "There is no such thing as a new idea," is true. He says we put old ideas in a mental kaleidoscope and give them a turn to make new and curious combinations, but they are still the same old pieces of glass that have been used through the ages.

That's true in St. Joseph. So many ideas, programs and initiatives that might seem new really address issues that have always been problem areas for our city. And our predecessors have taken a crack at solving them.

In 1971, the Livability Task Force called for the Chamber emphasis to switch from industrial growth to community livability. It also called for a community pride program, anti-crime legislation, anti-litter campaign, vandalism control, human relations, improved transit services and more.

Forty-eight years later, the Chamber and community partners are working on these very issues:

- **Community Pride** – the Made with Uncommon Character campaign continues to grow followers, improving community morale with interesting stories of our city's unique residents, history, events and much more.
- **Human Relations** – Uncommon Life is a new talent recruitment campaign that helps companies attract qualified candidates to fill roles and helps new residents form bonds in the community.
- **Community Livability** -- Imagine St. Joseph 2040 is of the utmost importance as we look to improve our future. With the St. Joseph Community Alliance, we're trying to grow prosperity, invest in people and create a better place. This plan works on things like crime, litter, transit and so much more.

As you look through the rest of this report, you'll see the Chamber hasn't given up on industrial growth, growing Chamber membership and its more traditional activities. It's had tremendous success in growing our local economy and helping businesses succeed.

Looking back on my year as Chairman of the Board, I appreciate the successes we've had and the progress we've made in community areas that will always need attention. I challenge the Chamber, its members and volunteers to learn from our past and keep turning that kaleidoscope for new perspectives on tried and true ideas.

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 thrive 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



Deanna Greiner
Membership Specialist
greiner@saintjoseph.com
816.364.4103



Jennifer Humbert
Executive Assistant
humbert@saintjoseph.com
816.232.4461



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



Tama Wagner
Director,
St. Joseph Community Alliance
wagner@saintjoseph.com
816.364.4109

2018 Board of Directors

Chairman of the Board

J.L. Robertson, **Rupp Funeral Home**

Chairman-Elect

Sarah DeGarmo, **Rise by Design**

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**
Kevin Kelly, **LifeLine Foods, LLC**
Jennifer Kneib-Dixon, **Fairway Independent Mortgage Corporation**
Carrie Koelzer, **Evergy**
Bill McMurray, **City of St. Joseph**
Ronan Molloy, **Innovation Stockyard**

Secretary/Treasurer

Bill Severn, **News-Press NOW**

President & CEO

R. Patt Lilly, **St. Joseph Chamber of Commerce**

Michael Pulido, **Mosaic Life Care**
Amy Ryan, **Commerce Bank**
Lee Sawyer, **Buchanan County**
Stet Schanze, **Gray Manufacturing Co. Inc.**
Martial Thevenot, **Perka Building Frames by Business Logistics, Inc.**
Don Tolly, **Tolly & Associates Inc.**
Dr. Doug Van Zyl, **School District of St. Joseph**
Matthew Wilson, **Missouri Western State University**
Immediate Past Chairman, Matt Robertson, **CLA**
General Counsel, Mark Woodbury, **Polsinelli**
Diplomats Club Representative, Tony Luke, **News-Press NOW**