



Connections

ST. JOSEPH Chamber of Commerce

The President's Perspective

Think Local

As we continue to witness many of our small local retailers struggle in this COVID-related economy, I am left to wonder what will the holiday season look like for them? Often in the world of retail, the sales that occur during the holidays is the difference between success and failure.

Several months ago, the Chamber of Commerce with the support of Buchanan County, began its buy local campaign. Hopefully, you have seen the marketing and advertising around the Champions of Commerce campaign. We also recently kicked off our Shop St. Joseph Holiday Program to incentivize local shopping. You know, the win \$10,000 if you have the winning ticket campaign. Both efforts are to encourage local residents and those living in the area to shop and support local retail businesses.

This year though things are different. With the rise in virus cases, the interruption to gatherings and activities and the hesitancy to get out and about, we must be more proactive in supporting our small local retailers, who really are the heart and soul of our community. We need to be purposeful in our shopping and buying, we need to think local.

This will take some effort on the part of all of us. If you do not wish to get out in the traditional way, then reach out to your favorite restaurant or retail store and ask how you may purchase something from them. Pick-up or delivery is just an ask away. Spending your days online? Many local retailers have their own websites or social media presence. Or make it easy and go to the Champions of Commerce site to connect to a local business online.

Another idea is to purchase a gift certificate from a local business as a Christmas gift for friends and family. And if you want to get out and shop and enjoy the season, know that your local small business has created a safe space to enjoy your holiday shopping.

Despite the times, have a great holiday season, think local, buy local, support local business. Who knows you might even win \$10,000!



R. Patt Lilly
President & CEO

NEW MEMBERS

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

Elite Realty

Randy Williams
4602 Brookwood Terrace (06)
(816) 752-1216
randywilliamsrealtor@gmail.com
Real Estate (Associate)

Bugbee Insurance - Allstate

Trent Bugbee
3817 Frederick Ave. (06)
(816) 233-9989
trentbugbee@allstate.com
www.allstate.com/trentbugbee
Insurance

Yates Limousine Service

Sheila Yates
301 S. 22nd St. (01)
(816) 364-3407
yateslimo@att.net
Transportation

Off the Bucket List Travel/KHM

Tammy O'Meara
18805 Evergreen Terrace,
Country Club, MO 64505
(816) 294-3357
offthebucketlisttravelagency@gmail.com
Travel Agencies

BeautyFirst LLC

Patricia Moore
3833 Frederick Ave.
(816) 232-3191
bfts2020@gmail.com
Beauty Salons & Services

Hidden Perspective

Jase Rivera
1905 Oscar St. (05)
(816) 273-3800
jase@hidperspective.com
www.hidperspective.com
Video Production

Reveal Wellness & Med Spa

Sonya Roe
3841 Frederick Ave. (06)
(816) 396-9600
revealmedspa@yahoo.com
www.revealwellnessandmedspa.com
Health Services

Downing Pediatrics

Sibyl Downing, M.D.
3841 Frederick Ave. (06)
(816) 396-8855
downingpediatrics@gmail.com
revealwellnessandmedspa.com/pediatrics
Health Services

Zulima Lugo-Knapp Agency

Missouri Farm Bureau Insurance
2233 N. Belt Highway (06)
(816) 558-6171
zulima.knapp@mofb.com
www.mofbinsurance.com
Insurance

Taylor Crouse Agency

American Family Insurance
3500 N. Village Drive Ste. 140 (06)
(816) 294-2537
tcrouse@amfam.com
agent.amfam.com/taylor-crouse
Insurance (Associate)

Darcee's School of Dance

Darcee Pierce-Blanchard
6119 King Hill Ave. (04)
(816) 238-6868
darceessod@aol.com
www.darceessod.com
Dancing Instruction

VFW Post 6750

Craig Westbrook
306 Cherokee Ave. (04)
(816) 238-8387
vfw6760@gmail.com
Community Organizations

SAVE YOURSELF TIME, MONEY & CONFUSION

CUSTOMIZED HEALTH INSURANCE FOR: Individuals, Families and Small Business



JODY JORDAN
Agent/Broker
816-390-3689
jjordan.myhst.com



December Calendar

For more information, call 816/232-4461. **CREDIT CARD RESERVATIONS CAN BE MADE ONLINE**, www.saintjoseph.com

All members, employees and guests are invited to attend events. Call the Chamber for any dietary needs. Reservations must be cancelled 24 hours in advance to avoid charges. See COVID-19 event guidelines at saintjoseph.com

2, 16/ 10 Circle of Influence

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 and another that meets the second and fourth Thursdays. Contact Natalie Redmond for more information, redmond@saintjoseph.com or (816) 364-4107. Meetings held at Stoney Creek Hotel & Conference Center, 1201 Woodbine.

Dec. 2 & 16 and Dec. 10
11:30 a.m. to 1 p.m., Guests Free

8 Lunch & Learn Seminar

Presented by Butchart Flowers Inc. & Greenhouse

2020 has been a long year, let's end the year with something fun. This month's Lunch and Learn will hopefully get us into the holiday spirit a little early by being thankful for the many great local businesses we have. Come learn about other businesses at our virtual member showcase. How does it work? Simple, register to attend this virtual meeting. A link will be sent to join and jump on to showcase your business.

Tuesday, Dec. 8, Free
11:30 a.m. to 1 p.m.
Virtual

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

10 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, Dec. 10
7:15 to 8:30 a.m., \$7

Breakfast provided
Mollus Hall
302 Illinois Ave.

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

16 Shop St. Joseph

Presented by the News-Press NOW

This popular program encourages residents to shop locally during the holidays. Check saintjoseph.com to see where you can get your tickets for your chance to win \$10,000 or a great second chance prize. Drawing is Dec. 16. Collect tickets until Dec. 14.

Nov. 4 to Dec. 16
go to www.saintjoseph.com
for more information

17 BUSINESS after HOURS

Presented by Altec Industries, Inc.

Celebrate the end of 2020 with Business After Hours. Bring your business cards and meet your next client or contact.

Thursday, Dec. 17
5 to 7 p.m., Free

East Hills Shopping Center, hosted by Elite Realty
Former Charming Charlie's location
Belt & Frederick

Keep up with the Chamber

Sign up for text messages!

Text Chamber to 474747



ST. JOSEPH Chamber of Commerce

Be a Champion of Commerce

**SHOP LOCAL
DECIDE LOCAL**

CHAMPIONS of commerce

championsofcommerce.com



ELITE REALTY
BROKER, AGENT JO
816-259-LIST



Agent Jo -- Hire MORE Than A Sign

16+ years of experience

Earned 7 additional educational designations/certifications such as ABR, CRS, GRI, SFR, SRS, MRE and ePro!

Transaction plus education working for you!
Don't just hire someone who passed a test and got a piece of paper.

Hire EXPERIENCE! Hire MORE than a sign.

Call or text 816-617-4412 and visit AgentJo.com to search ALL listings from ALL companies.