



The President's Perspective

Success of Partnership

Cereal, the sweet smell of success!

I am referencing the community's success in attracting Cereal Ingredients, Inc., to St. Joseph. The company makes various ingredients for the food industry and will build a new facility at Eastowne Business Park, investing over \$24 million and creating 60 new jobs over the next several years. The company is a great fit given our agriculture and food-related economy.

Projects like this do not just happen. It takes time, effort and partnership to be successful in attracting quality companies like Cereal Ingredients. First, you must have a place they can locate. This means shovel-ready sites that can be built on quickly. Eastowne Business Park is a public/private development. Local investors and local banks came together to acquire the land, and the City, through the Capital Improvement Program, provided the infrastructure. The result is a modern business park that can serve the needs of new businesses.

But having a site is just part of the attraction process. It is important that the community demonstrate its commitment to support the company that is considering St. Joseph. This comes from building a relationship with the company leadership, providing needed incen-

tives to make the project affordable and demonstrating to the company that St. Joseph has the resources to support their success.

We are fortunate in St. Joseph that economic development is a team sport. While the Chamber may lead the effort, we partner with the County, City and local private sector businesses to pursue new business and assist with the growth of local companies. In the case of Cereal Ingredients, this partnership was evident in meeting with company leaders, working through incentives and demonstrating the advantages of our workforce. The partnership offers clear evidence to a company that the community is committed, engaged and willing to work to ensure their success in St. Joseph. This is a powerful message for a business that is investing millions of dollars in a community.

I am excited in our success in attracting Cereal Ingredients. It would not have been possible without our partnership. We can now all share in the success!



R. Patt Lilly
President & CEO

NEW MEMBERS

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

Mary R. Scott CPA LLC

Amy Goff
2031 N. 36th St. (06)
(816) 232-1500
amy@maryscottcpa.com
www.maryscottcpa.com
Accountants - Certified Public

National Center for Beef Excellence

Tonya Amen
520 Francis St. Ste 500B (01)
(816) 652-2220
tonya@beefcenter.org
www.beefcenter.org
Agribusiness

Oodles of Doodles Painting Parties

Carla Keith
1102 Frederick Ave. (01)
(816) 279-6117
carla.keith@juno.com
www.oodlesofdoodlespaint.com
Arts Organizations

American Freight

Corey Nixon
3715 N. Belt Highway (06)
(816) 934-4245
store242@americanfreight.us
www.americanfreight.com
Furniture

Spectrum Paint Co.

Carlo Smith
139 N. Belt Highway Ste. R (06)
(816) 396-2833
carlo.smith@spectrumpaint.com
www.spectrumpaint.com
Paint Dealers

City Wide Facility Solutions

Ryan Spencer
15230 W. 105th Terrace,
Lenexa, KS 66219
(913) 888-5700
saleskc1@gocitywide.com
gocitywide.com
Janitorial and Maid Service

Heartland Paint

Justin Myers
2327 N. Belt Highway (06)
(816) 232-0302
justin@heartlandpaint.com
www.heartlandpaint.com
Paint Dealers

Field Pointe by Americare

Becky Hampton
5002 Gene Field Road (06)
(816) 688-4001
fieldpointe@americareusa.net
www.americareusa.net
Nursing Homes/Assisted Living

Ideal St. Joe Furniture, Mattresses & Appliances

Jerod Kobzej
3603 Frederick Ave.
(816) 387-7245
idealfurniturestjoe@gmail.com
www.idealstjoe.com
Retail

Need help recruiting or retaining talent?



Uncommon Life is here to make recruiting employees to work and live in St. Joseph easier. The St. Joseph Chamber of Commerce has incorporated the Made with Uncommon Character brand to highlight why St. Joseph is a unique place...and why your recruits should call it home. This includes tools for you as a recruiter or human resources specialist to use when hiring and getting new hires acclimated to the community.

Tours -- Gift Baskets -- Welcomes -- Website

To see tools: uncommonlife.saintjoseph.com/hr

Share the website for potential residents: uncommonlife.info

May 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

5/19, 13/27 **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.

May 5 & 19 and May 13 & 27
11:30 a.m. to 1p.m., Guests Free

11 **Lunch & Learn Seminar**
Presented by Butchart Flowers Inc. & Greenhouse
"What's Driving the Next Generation Workforce"
After visiting his son at his new job working for Amazon in Seattle, Missouri Enterprise's Bob Beckmann realized why manufacturers and other companies alike, were struggling with workforce issues. They were missing the mark when understanding what drives this younger generation in terms of employment decisions. Bob has since researched the topic in depth and created a national presentation to share with the business community

Lunch by Marek's Catering & Delicatessen

Tuesday, May 11
\$10, lunch included
11:30 a.m. to 1p.m.
In person or virtual

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

13 **DIPLOMATS CLUB Breakfast**
Presented by CLA
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, May 13
7:15 a.m., \$7
Breakfast provided
Pony Express National Museum
914 Penn St.
RESERVATIONS REQUIRED:
816/232-4461 or www.saintjoseph.com

13 **Parties on the Parkway**
Presented by Nodaway Valley Bank
It's Parties on the Parkway time! Bring your lawn chairs and blankets and spread out along the Parkway while listening to some great local music. The band will be Soca Jukebox, who will perform soul calypso and reggae music..

Thursday, May 13
5 to 8 p.m., Free
SW Parkway and King Hill Drive
Rain Date May 20

18 **Virtual Speed Networking**
Presented by Tolly & Associates, Inc.
Need to network, but don't like to approach strangers in a mixer-like environment? Virtual Speed Networking is for you. Make many meaningful business connections in a very short amount of time from the comfort of your laptop.

Tuesday, May 18
Noon to 1 p.m.

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

24 **Women's Leadership Group**
Presented by Human Resource Management Association of Northwest Missouri
Co-sponsored with Northwest Missouri State University's Small Business Development Center, each month has a different featured topic for women business owners, managers and employees.
This month will feature a program on coaching employees.

Monday, May 24
Noon to 1 p.m., Free
In person or virtual

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

27 **BUSINESS after HOURS**
Presented by Altec Industries, Inc.
Bring your business cards and meet your next client or customer at this monthly event. Food and drinks provided.

Thursday, May 27
5 to 7 p.m., Free
Hi-Ho Bar and Grill
1817 Frederick Ave.



Did you know...

- The Chamber is a non-profit with a majority of our budget funded by dues, sponsorships and advertisements
- The Total Resource Campaign (TRC) is your chance to market your business B2B with Chamber resources
- You could win fabulous prizes and meet new people by becoming a TRC volunteer

Be a Champion of Commerce! Promote your business and invest in the Chamber! Contact Natalie at redmond@saintjoseph.com for more info on **WEB, PRINT, EVENT & VOLUNTEER** options.