

A photograph of a concrete sign for the St. Joseph Chamber of Commerce. The sign is mounted on a wall and features the organization's name in large, black, sans-serif capital letters. To the right of the text is a stylized logo consisting of overlapping geometric shapes in shades of yellow, orange, and grey. The sign is surrounded by a bed of colorful tulips in shades of orange, pink, and purple. In the background, a building with a red-tiled roof and a large tree are visible under a clear sky.

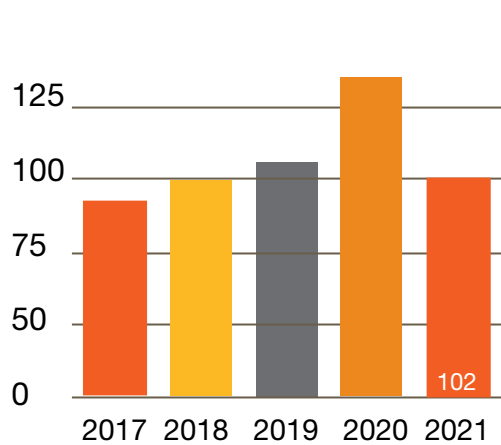
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ST. JOSEPH
Chamber of Commerce

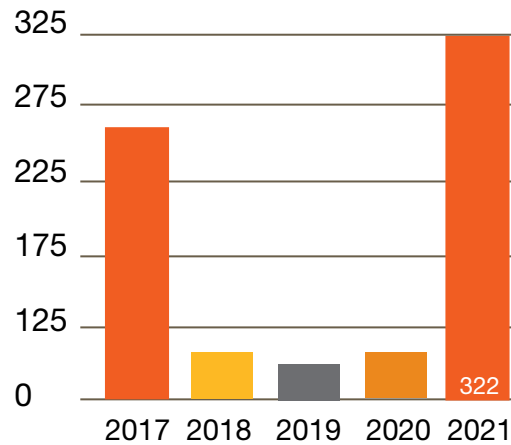
2021 ANNUAL REPORT

ECONOMIC DEVELOPMENT

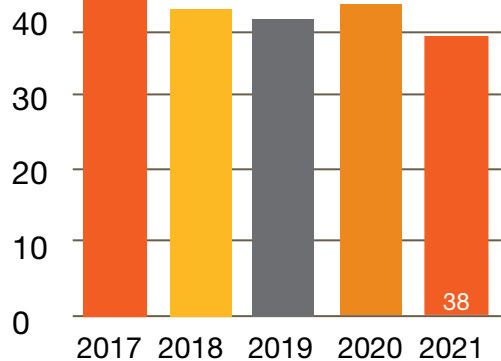
Business Retention Calls



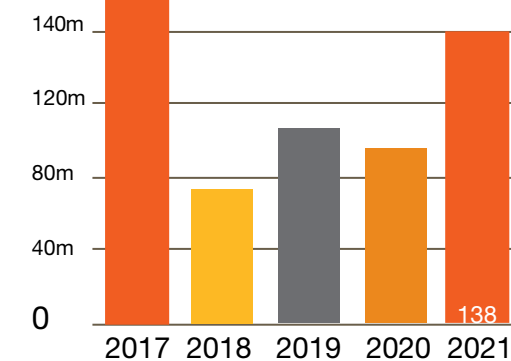
New Projected Jobs



New Prospects



Investment



Daily's Premium Meats -- The project will install an additional line in the current facility. Total capital investment is \$8.8 million, creating 10 new jobs with an average annual income of \$37,500.

Tyson Foods -- Tyson will expand its production capacity and bring in a new product line of Hillshire Brands at the St. Joseph facility located in Mitchell Woods Business Park. The project is an estimated \$55 million in new machinery and equipment. The project is anticipated to create 150 new jobs.

St. Joseph Regional Port Authority -- The project at the will include foundations and a 60,000-ton grain bin, together with conveyors to provide efficient barge loading facilities. The total estimated project cost is \$998,000.

Transport 360 -- The project will install stainless steel bins to hold fertilizer and other bulk products, as well as conveyors for loading and unloading purposes, and construct an elevated dock to the north of the main dock. The total project cost is estimated at \$800,000.

NEW COMPANY TO ST. JOSEPH

Cereal Ingredients -- The company will build an 80,000-square-foot building in Eastowne Business Park. The project will create 48 new jobs in a three-year period, with an estimated 66 by the end of year six of operations. The average annual income of the 48 new jobs is \$48,000. The total capital investment is \$24 million.



Construction on the new Cereal Ingredients Facility in Eastowne Business Park began in 2021.

American Angus -- American Angus will invest about \$1.5 million to modernize and improve the function of its headquarters building located at 3201 Frederick Ave. American Angus and its affiliates have had a long-standing presence in the community, employs 110 full-time staff members in St. Joseph, and is key to ensuring a reliable and quality food source for the country.



Clarios, LLC -- In September 2021, the St. Joseph City Council approved a Resolution of Official Intent at the request of Clarios, LLC to prepare and approve a plan for a \$25 million industrial development project that includes the purchase of machinery and equipment. The project is expected to create 114 new jobs with an average annual salary of just over \$69,000.00. The total capital investment including real property improvements is estimated at \$48 million.

New Business Opens in St. Joseph



NWMO Regional Apprenticeship Program



Annual Banquet



Department of Economic Development Event



Farm City Breakfast



Manufacturing Day



Parties on the Parkway



Total Resource Campaign



Public Affairs Coffee



BUSINESS LEADERSHIP & BEYOND

In 2021, most entities, including the Chamber, attempted to start getting back to business as normal, despite the ongoing pandemic. Some of the highlights include:

Economic Development

Attracting Cereal Ingredients to St. Joseph was a big win in the economic development arena. Attracting a new company to locate or build in your city is a very competitive business. The company produces food particulates that add flavor, texture and color to baked goods, cereals, and more. It's a great fit for St. Joseph's manufacturing and food production industry. For more details on this project, see page two.

Cereal Ingredients will be located in Eastowne Business Park, where a new shell building is being built to become the potential new home for another new or expanding business in St. Joseph.

Membership

If 2020 was a year of pivoting on a dime to meet member needs, 2021 was a year of meeting member needs in multiple ways. While some members were ready early in the year to return to in-person events, others found value in online ways to participate. So, we continued to do both for most of the year.

In May we learned that St. Joseph ranks in the top 20 small cities in the country to start a small business, according to a report from Verizon Business. While we can't take all the credit, we are very proud of the work we do to support small businesses in St. Joseph. A majority of Chamber members are from small businesses and a lot of Chamber programming is geared toward helping them succeed through networking, educating, advocating and more.

Workforce Development

Over the last several years work has been done to build a community college presence in St. Joseph. Most recently, North Central Missouri College has been assigned to service Buchanan County. The State of Missouri allocated funding to upgrade equipment at Hillyard Technical School to aide in the partnership. The City of St. Joseph, Buchanan County and St. Joseph School District will be partnering on a extensive project to increase capacity and expand programs at Hillyard. The Chamber will work closely with educational partners to assist in meeting the needs of local employers.

Community Development

The Chamber and Mosaic Life Care came together in 2021, with the St. Joseph School District's support, to fund a community engagement process to create a future plan for the district. The long-range strategic plan will be built on community input. This

will be led by the St. Joseph Community Alliance.

Its director, Tama Wagner, is a Chamber staff person who chaired the American Rescue Plan Act Citizens Committee, which recommended funding to make transformational change in our community including increased access to career-based, skill training with the proposed Hillyard Technical Center expansion, increased access to mental health and substance abuse treatment/counseling and increased access to funding for neighborhood infrastructure improvement and urban homesteading.

Finally, the last major success of the year: the naming of the new Chamber President & CEO. After nearly 20 years of leading the Chamber (in two different time frames) Patt Lilly announced his Dec. 31 retirement. After a national search, longtime Senior Vice President of Membership Natalie Redmond was promoted into the position.

TOP 20 SMALL CITY TO START
A SMALL BUSINESS LIST

**HELD MORE THAN
125 MEMBER EVENTS**
(NOT INCLUDING RIBBON CUTTINGS)



Bill Severn

Executive Vice President
News-Press NOW

2021 Chamber Chairman of the Board

SUCCESS AMIDST UNCERTAINTY

When I look back on 2021, my year as St. Joseph Chamber of Commerce Chairman of the Board, I think about accomplishment in a year of uncertainty.

When the year began, a COVID-19 vaccine hadn't been released, we had a new president and we were waiting to see if the "new normal" would stick around or if we'd get back to life as we knew it. As the year ends, I'm not entirely sure we know the answer.

So many things changed in 2020 and 2021, most notably for businesses of all shapes and sizes was the lack of workforce. Almost everyone tried to attract new employees. The Chamber tried to help with this problem in a couple of ways:

- talent recruitment of skilled workers from outside of the community, including the Chamber's continued regional marketing campaign "Uncommon Life," which drove thousands of people to our job boards and relocation websites.
- workforce development of our young residents to encourage them to pursue in-demand career fields in St. Joseph

Despite the nationwide talent shortage, our economic development efforts still succeeded with companies deciding to locate in St. Joseph and existing companies investing in our community with facility and employee expansion. (Read more about these inside this report.)

Chamber events slowly started to look more like pre-pandemic times, with fewer virtual meetings and more in person networking, educational and advocacy events. A majority of members were very happy to be able to see each other again in real life, while some remained engaged online.

Work on the Imagine St. Joseph 2040 initiative continued with the St. Joseph Community Alliance leading the charge. After the need to switch gears in 2020 to focus on the present, work progressed in 2021 to make St. Joseph in 2040 a better place for our children and grandchildren.

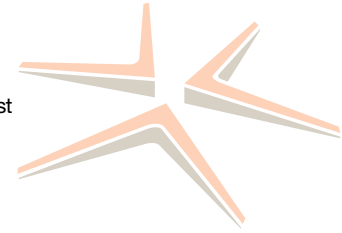
Last, but certainly not least, Patt Lilly announced his retirement that would go into effect at the end of December. The Chamber Board's executive committee led a national search. At the end of the months-long process, we were very happy to be able to name longtime Chamber leader Natalie Redmond to the position.

As I look back on 2021, I'm happy and feel fortunate to have had the opportunity to work with such incredible people who care and are passionate about making Saint Joseph great.

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.



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2021 Board of Directors

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Bill Severn, **News-Press NOW**

Chairman-Elect

Brett Carolus, **Hillyard Companies**

Ashley Albers, **Nor-Am Cold Storage**
Col. Ed Black **139th Airlift Wing, Mo. Air National Guard**
Jody Carlson, **Missouri American Water**
Kelly Crawford, **E.L. Crawford Construction, Inc.**
Scott Davis, **Boehringer Ingelheim**
Colby Edwards, **Altec Industries, Inc.**
Scott Gann, **Scott Gann Construction**
Kevin Kelly, **LifeLine Foods, LLC**
Dr. Elizabeth Kennedy, **Missouri Western State University**
Jennifer Kneib-Dixon, **Fairway Independent Mortgage Corporation**
Carrie Koelzer, **Evergy**
Amy Kotwani, **Americas Best Value Inn**

Secretary/Treasurer

Don Tolly, **Tolly & Associates Inc.**

President & CEO

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

Bill McMurray, **City of St. Joseph**
Terri Modlin, **Room 108**
Michael Pulido, **Mosaic Life Care**
Dr. Larry Rideaux, **Metropolitan Community College**
Amy Ryan, **Commerce Bank**
Lee Sawyer, **Buchanan County**
Martial Thevenot, **Team Perka**
Dr. Doug Van Zyl, **St. Joseph School District**
Immediate Past Chairman, Sarah DeGarmo, **Rise by Design**
General Counsel, Mark Woodbury, **Polsinelli**
Diplomats Club Representative, Zach Moore, **Conveyance Solutions by Continental**