

January 2024

Connecting the Chamber with members in a monthly news source.



# Connections

ST. JOSEPH  
Chamber of Commerce

## The President's Perspective

As we wrap up my second year as Chamber President & CEO I am reflecting on some highlights from 2023.

Economic Development:	
New Projected Jobs:	96
Average Annual Wage:	\$52,186
Investments:	\$92 million

### Economic Development & Talent Recruitment Marketing:

To enhance our talent recruitment marketing above and beyond what we've been doing for years, we added Livability to our toolbox. This is a service that writes and publicizes quality of life stories, images and advertising across the U.S., encouraging people to visit or move to St. Joseph. We published 10 articles in 2023. The top 10 cities that took notice were Miami, Kansas City, Chicago, Denver, Dallas, Omaha, St. Louis, Franklin, Nashville and New York City.

### Workforce Development:

The Chamber remains committed to helping skill up the St. Joseph workforce and preparing the next generation for the future. Ground was broken on two major developments in the workforce development arena, in which the Chamber has been working on with our partners. We helped secure funding from Altec to match state dollars for the expansion at Hillyard Technical Center and we've been involved in forming the partnership between Missouri Western State University and North Central Missouri Collage that has resulted in a new CTAC, or Convergent Technology Alliance Center. The apprenticeship program at Hillyard Technical School continues to grow with 10 strands, 34 employer partners and 24 students.

### Imagine St. Joseph 2040 Community Plan:

We continue to make strides in moving our community plan forward, Imagine St. Joseph 2040. In this plan the focus is to Create a Better Place, Grow Prosperity and Invest in People. The Chamber created the Adopt-A-Block program this year, where more than 55 companies adopted a block near their facility or a block in need in an effort to clean up St. Joseph's appearance. The Chamber started a housing task force this

year. We are working together with partners to see how we can address housing needs for the workforce in St. Joseph.

### Membership:

We continue to provide a variety of services for our 1,200 plus members, providing them opportunities for education, business promotion, networking, community involvement and more. This includes exposure opportunities like social media business highlights, Shop St. Joseph and Restaurant Week and education programs like Lunch and Learn, Small Business Summit and Tech Talks. We also advocate for business in Jefferson City with Great Northwest Day at the Capitol; and more. New this year we added the Small Business Owner Roundtable to bring small business owners together to talk about issues facing their business such as burnout, employee retention, social media and more.



Natalie Hawn  
President & CEO

As you know the mission of the Chamber is "To create an environment that allows business to thrive and the community to prosper." We will continue to work hard in 2024 on your behalf to grow the local economy and build a better community!

As I reflect on year two, it is with tears in my eyes that I want to thank each of you. It is such an honor for me that I get to represent the business community in St. Joseph, and I don't take that task lightly. First, thank you to the Chamber staff for the work they did and do. They show up every day and work hard for St. Joseph. Thank you to our board, volunteers (especially the Diplomats), partners, investors and members. Most importantly, thank you to the businesses who call St. Joseph home, I am thankful for you. We couldn't have the success we have without each of you. If you ever want to chat, my door is open. Cheers to a prosperous 2024!

## NEW MEMBERS

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

### Motorola Solutions

Drew Hoselton  
505 Rockwood Court (06)  
(816) 383-1886  
drew.hoselton@motorolasolutions.com  
www.avigilon.com  
**Security**

### AFLAC Regional Office

DeeAnn Hinkle  
803 N. 36th St. Ste. B (06)  
(785) 741-3531  
deeann\_hinkle@us.aflac.com  
www.aflac.com  
**Insurance**

### Cup of Joe Coffee

Katie Lane  
3610 N. Village Drive (05)  
(816) 226-8775  
cupofjoestj@gmail.com  
www.cupofjoestj.com  
**Coffee Shops**

### The Story Collective

Ashley Dawson  
114 S. Seventh St. 01)  
(816) 319-0870  
stjoestorycollective@gmail.com  
www.stjoestoryco.com  
**Retail**

### Bright Designs & Business Solutions

Derrick (DJ) Lambright  
2308 N. Belt Highway (06)  
(816) 807-3746  
sales@bdshirts.com  
www.bdshirts.com  
**Insurance**

### HOTWORX

Tracy Matthes  
4797 Sienna Lane, Ste. F (06)  
(816) 396-6777  
tracy.matthes@hotworx.net  
www.hotworx.net/studio/stjoseph-northvillage  
**Fitness**

### Ricky Dean's - St. Joseph

Katie Lane  
3620 N. Village Drive (06)  
(816) 343-8694  
rickydeansstjoseph@gmail.com  
www.rickydeans.com  
**Entertainment**

### KTF Business Group

Dodger Lance  
2312 Agency Road (03)  
(816) 565-0796  
info@ktfbusinessgroup.com  
ktfbusinessgroup.com  
**Consultants**

### Carol Burns

2732 Felix St. (01)  
(816) 344-3613  
cbruns62@gmail.com  
**Civic Membership**

**NEW LOOK,  
NEW SLOTS, BIG PAYOUTS!**

**ST JO FRONTIER CASINO**

**NEWLY RENOVATED!**

Must be 21. Gambling Problem? Call 1-855-BETS-OFF.

# January Calendar

For more information, call 816/232-4461. **CREDIT CARD RESERVATIONS CAN BE MADE ONLINE**, [www.saintjoseph.com](http://www.saintjoseph.com)

3, 17  
11, 25

## Circle of Influence

Jan. 3 & 17 and Jan. 11 & 25  
11:30 a.m. to 1 p.m., Guests Free

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/specialty 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. (Holidays affect this schedule.) Contact Tony Luke for more information, [luke@saintjoseph.com](mailto:luke@saintjoseph.com) or (816) 364-4101. Meetings held at Stoney Creek Hotel & Conference Center, 1201 Woodbine.

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## MoBucks\$ Webinar

Presented in partnership with Missouri Small Business Development Center

Friday, Jan. 5  
Noon, Free

Online event

Learn about a special Missouri small business loan with a lower interest rate in this free webinar. Learn about the MOBUCKS\$ program offered by the Missouri State Treasurer's office. Understand eligibility, where to access the loan application and which banks are participating. You must register in advance to get the Zoom link. Register here: <https://missouri.ecenterdirect.com/events/24991>

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## Lunch & Learn Seminar

Presented by Altec Industries, Inc.

*Lunch by  
Marek's Catering & Delicatessen*

Topic: Social Media

Come learn some tips and tricks to boost your social media skills from Justin Grubb at SJC Marketing.

Tuesday, Jan. 9  
11:30 a.m. to 1 p.m., \$12

St. Joseph Chamber of Commerce  
3003 Frederick Ave.

RESERVATIONS REQUIRED:  
816/232-4461

or [www.saintjoseph.com](http://www.saintjoseph.com)

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## DIPLOMATS CLUB Breakfast

Presented by Altec Industries, Inc., John Joe Insurance & Rogers Pharmacy

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! This month the Dips will help set up the Annual Banquet decorations at the Civic Arena.

Thursday, Jan. 11  
7:15 a.m., Free

Breakfast provided

Civic Arena  
100 N. Fourth St.

RESERVATIONS REQUIRED:  
816/232-4461

or [www.saintjoseph.com](http://www.saintjoseph.com)

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## Annual Banquet

Presented by Commerce Bank

Join us for the 104th Chamber Annual Banquet, "St. Joe 24," a Studio 54 Disco theme. Doors open at 6 p.m., with dinner at 7 p.m. Entertainment will be from KC Flo. Join us for the largest gala of the year in St. Joseph, and the Chamber's annual meeting, where we recognize retiring board members, hardworking volunteers and longtime members.

Saturday, Jan. 13  
6 p.m., \$75 or \$85 after Jan. 9

Dinner provided

Civic Arena  
100 N. Fourth St.

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## TECH TALKS

Presented by TS Conard, Inc. Technology Solutions

"Using LinkedIn to Grow Your Business"

Learn how to find prospects, establish and grow relationships through LinkedIn with Tracy Lindley at this Tech Talk. She is a full-time voice actor who has been successfully gaining new clients through her free LinkedIn account since 2015. She's the current brand voice of Dollar Bank, Evergy, 7th Street Casino.

Wednesday, Jan. 17  
11 a.m. to Noon

St. Joseph Chamber of Commerce  
3003 Frederick Ave.

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## Women's Leadership Group

Presented by Human Resource Management Association of Northwest Missouri

Each month the Chamber and Northwest Missouri State University's Small Business Development Center bring business topics to light that are important to women. Learn about topics such as artificial intelligence, the expected great depression, emotional intelligence and more at the 2024 women's leadership meetings. RSVP for this month's event.

Monday, Jan. 22  
Noon to 1 p.m., Free  
Bring your own lunch

RESERVATIONS REQUIRED:  
816/232-4461 or [www.saintjoseph.com](http://www.saintjoseph.com)

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## BUSINESS after HOURS

Presented by Altec Industries, Inc.

Don't miss the first Business After Hours of the year! Get your year off to the right start and make some new business connections. Bring your business cards. This month's host sponsor is Van-Am Tool & Engineering.

Thursday, Jan. 25  
5 to 7 p.m., Free

Paint Facility  
Van-Am Paint & Fabrication  
2401 Southwest Parkway  
(Near Bode Ice Arena)

Know a business that should be a Chamber member?

Ask them to join today!

Contact [luke@saintjoseph.com](mailto:luke@saintjoseph.com)  
or send them to our website:  
[saintjoseph.com](http://saintjoseph.com)