



CHAMBER CONNECTIONS

MISSION STATEMENT

The Raytown Area Chamber of Commerce supports our business community to enhance the quality of life for our citizens.

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May each of our members have a Safe & Happy Holiday Season!
 Our sincere Thanks for your commitment & good will throughout the year!

THE 2010 BOARD AND STAFF

Ben Helt, Chair of the Board Benetti's Coffee Experience	Patrick J. Searcy, Chair Elect Power On Technologies
Pat Ertz, Treasurer Public Water Supply Dist.#2	Shawna Burns, Secretary Commerce Bank
Dr. Tim Chirpich, Past Chair Raytown Gregory Animal Health Cntr.	

At Large Members

Ken Blom Stratford Development Corp.	Bill Rabius 55 Raytown Partners	Rev. Dawn Weaks Raytown Christian Church
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Board Members

Kyle Batts Batts Communications Service	Paula Fats Cannon Blue Ridge Bank and Trust Co.	Pam Clark-McKinley Clark's Appliances
Dr. David Fray Fray Chiropractic Office	Jay Grimwood KC Baptist Temple	Loretha Hayden Lutfi's Fried Fish
Andrew Loos Missouri Funeral Care	Dr. Allan Markley Raytown Quality Schools	John Ness Lifetime Member
Peggy Sundquist The UPS Store	Mahesh Sharma, Liaison City of Raytown	

Staff

Vicki Turnbow, President
 Kyle Phillips, Operations Manager

Merry
Christmas

Board of Directors

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Benetti's Coffee Experience

Patrick J. Searcy, Chair Elect
Power On Technologies

Pat Ertz, Treasurer
Public Water Supply District #2

Shawna Burns, Secretary
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Kansas City Baptist Temple

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Mahesh Sharma, Liaison
City of Raytown

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president@raytownchamber.com

Kyle Phillips, Operations Manager
kphillips@raytownchamber.com

PRESIDENT'S CORNER

As I began to work on the December newsletter I started to think of everything that has happened over the past year. Some things make me smile and some make me sad. Overall, personally 2010 was a good year for my family. My husband, Kris, returned from Iraq in January, my daughter Amanda became engaged to a wonderful young man, Patrick Kies, my son Klayton got married in August to a warm and loving young woman named Kirsten, Scott entered into the Navy reserves and my daughter Kallie will graduate with a degree in Criminal Justice this month. We had some challenges throughout the year but that's what keeps us on our toes! Don't you all agree? Within the Chamber family, we know there are several members who are battling illnesses and we even lost of a few members this year. Know that Chamber staff sends our thoughts and prayers to them and their families.

From the Chamber's standpoint, 2010 was a challenging year. We treat the Chamber as a business and have made great strides in watching our expenses. We continue to support all our businesses by communicating through email as well as hard copy print. Luncheon attendance was down a little in 2010 and we are looking at ways to improve the quality of topics for 2011. In fact we are seriously looking at the survey the membership filled out in September for ideas on topics that best appeal to the membership. Listed in this newsletter is a thank you to all the 2010 luncheon sponsors, a thank you to all the businesses who provided an item for the speaker's bags and a list of the 2011 luncheon dates and sponsorship opportunities. These sponsorships go fast so don't wait to contact the office to secure a luncheon date for 2011.

In 2011, we will work to improve communications between the Chamber and its membership. We are relying on the Chamber member to keep us informed as to what is going on in their organizations. Remember if you are not talking about the good things happening at your business then no one will know. Share those stories.

The Chamber office will be closed ½ day on Thursday, December 23 and all day December 24 and again a ½ day on Thursday, December 30 and all day December 31. Please have a safe and enjoyable holiday season. Kyle and I want to thank each and everyone one of you for all the support you provide throughout the year.

If there is anything I can do, please do not hesitate to contact me. My door is always open, come by anytime!

Vicki Turnbow, President



The Raytown Area Chamber of Commerce Board of Directors on Thursday, November 11, 2010 voted unanimously to endorse the concept of a regional passenger rail system as designed and presented by TranSystems to include at least one or more stops in Raytown. The Board of Directors recognizes the impact that a passenger railway, combined with walking and biking trails, could have on the regional economy and the quality of life for those who live and work in Raytown.



Business Spotlight on...

**Raytown Branch:** 6202 Raytown Trafficway, Raytown, MO 64133**Owners:** Shareholders**Email:** pcanon@blueridgebank.net**Founded:** 1958**Chamber Member Since:** 1989**Hours of Operation:****Lobby:** Mon-Fri, 9am-5pm - Sat, 8:30am-Noon **Drive Through:** Mon-Fri, 8:00am-6:30pm Sat, 8:30am - Noon**Phone:** 816-743-6750**Fax:** 816-743-6755**Website:** www.blueridgebank.com**Number of Employees:** 185

Services/Products: Blue Ridge Bank offers a comprehensive suite of products and services to individual, corporate and wealth management customers. Products for individuals range from checking, savings and investments to a variety of consumer and home loans. We offer a complete line of business banking services from treasury services to loan services. The Wealth Management Group provides customized financial planning based on individual needs and overall financial health for both personal and business customers.

Future Plans: Blue Ridge Bank will continue to develop new products and services to help meet the needs of our customers.

Business Philosophy: Blue Ridge Bank's philosophy has always been to serve the needs of our community. That philosophy is supported by offering financial products and services that benefit our customers and help them succeed. We are active in the community and employees of the bank are involved in Chamber and other civic organization by volunteering and serving on their boards. We are involved in youth programs and support many other charitable organizations.

Our Business is a Chamber Member Because: We believe in investing in the areas we serve. The Chamber provides support to local businesses and we do the same. We are a locally-owned community bank and the leadership and guidance that the Chamber provides supports our mission.

MEMBER MARKET

Joel Lawson Advanced Wealth Strategies**Joel Lawson, CWS[®], RFC**

Comprehensive Wealth Management

Bus: 816.358.4966 **Cell:** 816.522.7816

www.Lawson1stFinancial.com * E Mail: jlawson@1stAllied.com

Todd LeSage Executive Resource Administrator
Cell: 816.716.6067 * E Mail: tlesage@1stallied.comRegistered Representative Offering Securities through
First Allied Securities Inc.- Member FINRA/SIPC
Advisory Services through First Allied Advisory Services, Inc.
An Advanced Equities Company

Access to Opportunities

M2M MEMBER 2 MEMBER DISCOUNT PROGRAM

Don't forget to check out the M2M (Member 2 Member) Discount Program participating businesses list on our website. www.raytownchamber.com

SUPPORT YOUR FELLOW CHAMBER MEMBERS!

Jim Flynn

358-1211



P.O. BOX 9425

RAYTOWN, MO 64133

Market your business to more than 400 Chamber Members in the CHAMBER CONNECTIONS.

Business Card or 1/4 Page Space Available
3 months or 1 year Run

All marketing must be black & white.

All marketing must be prepaid.

Contact the Chamber for more information.

RAYTOWN ECONOMIC DEVELOPMENT UPDATE

The City of Raytown's economic development efforts continue to advance despite the lingering impact of the national recession. City staff is currently escorting the following projects through the City's development approval process.

Gregory Square: The former Mitch Crawford Holiday Motors site has been vacated and the developer of the site is scheduled to receive Final Plat approval on December 7th. Upon approval, the existing building will be demolished and construction of a new 17,000 sf Aldi store will commence. The developer has also entered final negotiations with a restaurant to occupy a pad site on the property. The entire project will also include numerous public improvements including turn lanes and a bike/pedestrian path.

Raytown Crossing East: Plans are being reviewed for the demolition and redevelopment of the former Dodge Dealership at 350 Highway and Raytown Road. The initial phase of the proposed project includes numerous public improvements and the construction of a new International House of Pancakes restaurant. Final Plat approval for this project will be considered in early December by the Board of Aldermen.

Sutherland Lumber Company: Sutherland's continues to negotiate with Wal-Mart for the purchase of the its' former location at 6709 Blue Ridge Boulevard. Sutherland's intends to occupy the entire 90,000 sf building which will reinvigorate the westernmost section of 350 Highway increasing the viability of the area and the marketability of the adjoining former Hy-Vee location.

Save-A-Lot Grocery: The developer of Center 63 Shopping Center has filed an application with the City to refurbish the former Coddington's Grocery Store for a lease with Save-A-Lot Grocery. The grocer's intent is to occupy 16,000 sf of the building. An additional 15,000 sf will be converted to "white box" retail space in anticipation of an additional business.

Precision Electrical Sales: The firm has relocated from Independence to 6300 Evanston. The firm has done an exceptional job of eliminating blight in the area by completing dramatic improvements to the building that provide a tremendous aesthetic boost to the property.

Calvert's Auto Express: Gary Calvert has entered into a lease to occupy the former and vacant Car-X building at 9050 350 Highway. This will be Calvert's 10th auto repair location in the metro.

Wendy's Restaurant: Wendy's has completed its interior and exterior renovations at Raytown Trafficway and 63rd Street.

Project Phone: Staff continues to assist a regional firm identify viable sites for the placement of a 400-person in-bound call center. As this is a large project for the firm, final site selection is not anticipated to be complete until the first quarter of 2011.

Additionally, staff has greatly improved its commercial real estate database which serves as a clearinghouse for responding to real estate site selection requests. The new database provides powerful and timely research tools which provide a greater efficiency relative to assisting prospective businesses.

Thomas A. Cole, CEcD
Economic Development Administrator
City of Raytown
10000 East 59th Street Raytown, MO 64133
816.737.6091 Direct
tomc@raytown.mo.us



CHAMBER RENEWALS

- © **Bordner Installation Group Inc. 1990** Jerry Fleenor
- © **Bowen Apartments 2009** Janice Osborn, Kay Green
- © **Power On Technologies 1994** Patrick J. Searcy, Shelly Searcy
- Columbia Business Systems, Inc. 1992** Ruth Malone
- © **ReDiscover 2003** Stewart Chase
- © **SERC Physical & Hand Therapy 1999** DeeDee Naumann
- © **Wynn Twins School of Dance LLC 1978** Jann Wynn
- John Belger II 2000**
- © **Tom & Donna Gibbens 2008**
- © **Personal Care Dental Group, LLC 1977** Karina Hoffmann, Chris Barreca DDS, Rubelita James DDS, Pamela Richardson DDS
- Metropolitan Community College-Longview 1991** Jill Ladas
- Raytown Vineyard Church 2008** Tim Truesdale
- © **Roberts Chevrolet 2004** Mike Robinson, Chris Igoe
- Land Specialties Mfg. Co., Inc. 1972** Donald (Gene) E. Land
- Metcalfe Bank (KC) 1991** Micheal Getz
- Armfield Tent Rental Co. Inc. 1997** Bonnie J. Armfield
- © **Truman Heartland Community Foundation 1996** Phillip J. Hanson
- USA 800, Inc. 1978** Tom Davis, David LaBatt
- © **Raytown-Lee's Summit Community Credit Union 1992** Donna Bunton
- River Christian Fellowship 2006** John Wiley
- © **Fray Chiropractic Office 2002** David E. Fray, DC

☺ *We would like to thank our members
who gave 110%.*

NEW CHAMBER MEMBERS

THE HERB LADY Susan Walker

6520 F Raytown Road
Raytown, MO 64133
816-358-8989
sherb@att.net
www.theherbladyraytown.com
Health & Beauty Products
Recruited by Tom Gibbens

GOODBIDDING.ORG

David McGee
PO Box 18542
Raytown, MO 64133
816-358-4835
dxmcgee@goodbidding.org
Wwww.goodbidding.org
Not For Profit Organization
Recruited by
Vicki Turnbow

CLASSIC CATERING Kathy Lyon Wittman

6631 Raytown Road
Raytown, MO 64133
816-537-8463
kathy.lyon@sbcglobal.net
Wwww.classiccatering.biz
Catering/Event Planning
Recruited by
Loretha Hayden

Welcome!

THANK YOU TO OUR 2010 SPONSORS!!!

With the year coming to a close, we would like to take this opportunity to thank all the morning coffee and luncheon sponsors for their support. The luncheon programs were very successful this year in part due to their sponsorships. The Morning Coffee's have been a great way for businesses to network on the way to the office. We would also like to give a big thank you to all the businesses that donated items to go into the speaker thank you bags. The July luncheon featured Tom Cole, ED Administrator who gave us an update on the economic development of Raytown. This could not happen without the extra assistance from the following sponsors: **AT&T, KCP&L, Missouri Gas Energy.**

MEMBERSHIP LUNCHEON SPONSORS

January - KCP&L

March - First National Merchant Solutions

May - Shepherd's Center of Raytown

August - Dick Smith Ford

October - KC Baptist Temple

February - KCP&L - Raytown Rotary Club

April - The UPS Store

June - Power On Technologies

September - Commerce Bank

November - REAP-Raytown Emergency Assistance Program

MORNING COFFEE SPONSORS

January - The UPS Store

March - Lutfi's Fried Fish

May - Batts Communications Service

August - DLT Fitness Studio

October - Commerce Bank

February - The ROC Express

April - Raytown Gregory Animal Health Cntr.

July - Clark's Appliances

September - Columbia College KC

November - GMK Architects-HGK Const. Mngmt.

By sponsoring a Chamber luncheon, you get 5 minutes on the agenda, you may put out information on the tables and help the Chamber staff meet and greet attendees as they register for lunch. Luncheon sponsorships provide an excellent opportunity to market your business. Morning Coffee's are a way to network at your place of business and show what you have to offer.

WANTED: Again next year we will be putting together a thank you gift bag to give to each speaker at the membership luncheons in 2011. If you are interested in donating 12 items, please contact the Chamber office. We would like to have all the items collected by January 14, 2011.

Our Members in the News



November Morning Coffee at Sherwin Williams 8602 E. 63rd Street



In recognition of their outstanding efforts of their service department, Kyocera Mita presented **Power On Technologies** the 2010 "Service Solution Provider Award".

The "Service Solution Provider" award is presented to an elite group of authorized dealers that have displayed excellence in their Service operations. Commitment to customer service and responsiveness, participation in technical training, and technical programs are key factors in the award criteria.

Power On's commitment to providing the highest level of service for their clients continues year after year, they have been awarded the "Service Solution Provider Award" 7 years in a row. Power On provides top of the line office equipment and customized solutions tailored to the individual business. Power On is a locally owned and operated company and has been for over 18 years.



Boy Scout Troop 145 from Raytown participated in a Halloween overnight in New Franklin, MO. A total of seven boy scouts along with three leaders rode 32 miles along the Katy Trail over the weekend.

What a great way to promote their community through scouting.



The 6th Annual Mega Office Party was held on Thursday, November 4 at the Armacost Museum in Grandview. The Grandview Chamber of Commerce hosted the event. We had over 270 attendees with 10 different Chambers represented. A special thank you to all the sponsors who helped make this networking event a huge success. Lee's Summit Chamber will host this event in 2011 so be watching for more details to come.



Upcoming Member Events

MORNING COFFEE

Mark your calendars: Tues., December 14 - this month's "Morning Coffee" will be held at **GMK Architects-HGK Construction Mngmt.** at 6532 Blue Ridge Cutoff. Come by anytime between **7:30 to 8:30 a.m.** to have a cup of coffee and network with other businesses within the community. An added bonus will be to see the business who has agreed to host the Morning Coffee and find out what they can offer to you.



HOST A MORNING COFFEE AT YOUR BUSINESS!!!

Again for 2011, the Raytown Chamber is looking for businesses to host the morning coffees. They are scheduled for the third Tuesday of each month and by hosting a Morning Coffee you agree to provide the coffee from 7:30 to 8:30 a.m. Listed below are the dates available and the sponsorship for each coffee is \$50.00.

By hosting a coffee you will be provided with 48 card stock invitations (Printed by Chamber staff) to hand out to your customers or neighboring businesses, advertisement in the monthly newsletter, notification for 30 days in the weekly c-mail and a listing in the event calendar on the Chamber's website, www.raytownchamber.com. Chamber staff will contact you at the first of the month of the coffee you host, get you the invitations and to go over some ideas to get more people in your business during your morning coffee. Please let us know which date you would like to sponsor. Morning Coffees are offered on a first come first served basis and we will not have a coffee in June.

August 16 - September 20 - October 18 - November 15

MEMBERSHIP LUNCHEONS

2010 Chamber Celebration

WHEN: Wednesday, January 26, 2011
- Networking begins at 11:00am, Lunch at 11:30am

WHERE: Holiday Inn KC,
9103 E. 39th Street - I-70 & Blue Ridge Cutoff
\$20.00 per person - RSVP by Monday, Jan. 24
SPONSORED BY KCP&L

STATE OF THE CITY ADDRESS

Mayor David Bower

WHEN: Wednesday, February 23, 2011
- Networking begins at 11:00am, Lunch at 11:30am

WHERE: First Baptist Church of Raytown,
10500 E. 350 Highway
\$15.00 per person - RSVP by Monday, Feb. 21
SPONSORED BY KCP&L

2011 MEMBERSHIP LUNCHEON SPONSORSHIPS AVAILABLE

As a luncheon sponsor you may serve as a host to greet the attendees and put information at each place setting. You will be given 5 minutes on the agenda to talk about your business. Your company will be listed in the monthly newsletter as well as on the web site under the calendar of events section. You may also provide the centerpieces or a give away for each person. Business cards are collected for a drawing if you would like to donate a door prize to be given away. These business cards will be given to you after the luncheon for you to use as you see fit. The cost of the luncheon sponsorship is \$125.00 (April is \$200.00) and is invoiced at the beginning of the month.

Please contact the Chamber office if your business would like to sponsor one of the 2011 Chamber Membership Luncheons.

APRIL 27	MAY 25
JUNE 22	JULY 27
AUGUST 24	SEPTEMBER 28
OCTOBER 26	



If you are interested in a ribbon cutting or after hours event for your business, please call 353-8500 or e-mail staff@raytownchamber.com and get it on the calendar.












5909 RAYTOWN TRAFFICWAY
RAYTOWN, MO 64133-3860

816-353-8500 FAX 816-353-8525
www.raytownchamber.com

Prsrtd Stnd
U.S. Postage Paid
Permit # 2316
Kansas City MO 64133

DATED MATERIAL

DECEMBER 2010

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
			1  Hanukkah	2 8:00am Awards Committee	3 HOLIDAY LIGHTING CEREMONY	4
5	6	7 Pearl Harbor Remembrance Day 	8	9 7:15am Board of Directors Meeting & Retreat	10	11
12	13	14  7:30am Morning Coffee	15 <i>Deadline for Newsletter Submissions</i>	16	17	18
19	20	21 Winter Begins 	22	23 Chamber Closed At noon	24 Chamber Closed	25 MERRY CHRISTMAS
26  K wanzaa	27	28	29	30 Chamber Closed At noon	31 Chamber Closed 	Happy 2011!