



WWW.RAYTOWNCHAMBER.COM

JANUARY 2011

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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FEBRUARY MEMBERSHIP LUNCHEON

2010 Chamber Celebration

WHEN: Wednesday, January 26, 2011

- Networking begins at 11:00am, Lunch at 11:30am

WHERE: Holiday Inn Kansas City

9103 E. 39th Street / I-70 & Blue Ridge Cutoff

Ben Helt will honor the 2010 Board of Directors as well as present the annual awards for Business of the Year, Chamber Person of the Year and Volunteer of the Year. Current Chair of the Board Patrick Searcy will relay his plan for 2011 during this program as well. Please join us at this annual celebration of the Raytown Chamber. We encourage you to invite your family, friends, employees or colleagues. This is a great opportunity to thank the board of directors and officers for their voluntary service to the betterment of the Chamber and the Raytown community.

Sponsored By



\$20.00 per person

- RSVP by Monday, Jan. 24

LUNCHEON RSVP POLICY

- Reservations *must* be made by NOON on the Monday before luncheon.
- After the deadline, there will be a \$3.00 extra charge.
- No shows will be invoiced with a \$2.00 fee added.

RAYTOWN CORPORATE SPONSORS

New for 2011 is the addition of a Corporate Sponsor level through the Chamber. Each month, the businesses who signed up for this sponsorship will be listed in various areas including the newsletter, on the front page of the website, on signage that will be on display at the Chamber office and at various events and the logos will be placed in the weekly c-mail. Please take a moment to thank those businesses who signed up to be a corporate sponsor. If you are interested in being a corporate sponsor, please do not hesitate to contact the Chamber office.

2011 RAYTOWN CORPORATE SPONSORS



PRESIDENT'S CORNER



Board of Directors

Patrick J. Searcy, Chair of the Board
Power On Technologies

Pat Ertz, Chair Elect
Public Water Supply District #2

Shawna Burns, Treasurer
Commerce Bank

Loretha Hayden, Secretary
Lutfi's Fried Fish

Ben Helt, Past Chair
Benetti's Coffee Experience

At Large Members

Mark Smith
Dick Smith Ford

Board Members

Kyle Batts
Batts Communications Service

Jim Birnbaum
KCP&L

Paula Fats Cannon
Blue Ridge Bank and Trust Co.

Dr. Tim Chirpich
Raytown Gregory Animal Health Cntr.

Dr. David Fray
Fray Chiropractic Office

Jay Grimwood
Kansas City Baptist Temple

Andrew Loos
Missouri Funeral Care

John Ness
Lifetime Member

Peggy Sundquist
The UPS Store

Mahesh Sharma, Liaison
City of Raytown

Dr. Allan Markley, Liaison
Raytown Quality Schools

Steve Guenther, Liaison
Raytown Main Street Assoc.

Staff

Vicki Turnbow, President
president@raytownchamber.com

Kyle Phillips, Operations Manager
kphillips@raytownchamber.com

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. Communication between the Chamber and the City and School District continue to improve.

Beginning in 2011, I will attend most if not all of the Board of Aldermen meetings which are normally held the first and third Tuesday of each month. By attending these meetings, I hope to be able to learn more of what is happening within the City and be able to provide guidance and direction to a business, a resident or the City if needed.

In your February newsletter there will be a list of the county, state and federal elected officials who represent Raytown. Once the local elections are complete in April, we will provide an updated list in the May newsletter as well.

We hope to see a lot of you at the Chamber Celebration luncheon on January 26. The annual awards will be presented to the Business of the Year, Chamber Person of the Year, Volunteer of the Year and 3 businesses will receive Commercial Image Maker of the Year. We will hand out one lifetime membership and Pam Clark-McKinley and Dr. Allan Markley will receive out going board plaques in recognition for their contributions to the Raytown Chamber, their members and the community we serve. Last but not least, we will honor Ben Helt, Outgoing Chair for his guidance through 2010. Come see the Year in Review and hear what Patrick Searcy, 2011 Chair of the Board has to say about the future of the Raytown Chamber. You don't want to miss it! Information about this luncheon is on the front of this newsletter.

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

OPERATION THANK YOU!

The Board of Directors will be delivering the 2011 Community Profile & Membership Directory to all the business members starting January 13 and personally thanking each of you for your continued support! If you would like to help with *Operation Thank You*, please let us know by **January 12**.

CHAMBER BOARD OF DIRECTORS ATTENDS ALL DAY BOARD RETREAT

The Chamber Board of Directors, Committee Chairs and Staff attended an all day board retreat on Thursday, December 9th immediately following the board meeting. Mary Birch, an 18 year veteran in Chambers facilitated the retreat. The morning started off with a review of the current trend lines and issues surrounding the Raytown Chamber by Chair Elect Patrick Searcy followed by a review of "Chambers Today" from 50,000 feet up. Over the course of the day, it was discussed that the Chamber needed to review its operations from the inside out and to consider building a strategic business plan that spans over a 3 to 5 year period. The Board will review the process at the January meeting. If approved, a task force will be set up and a time line will be followed providing updates to you the member along the way. We will keep you up to date as it progresses. It will be an exciting year.

CONSTANT CONTACT

At the December 2010 board meeting, the Board of Directors approved for Staff to begin working with "Constant Contact" as a way to improve communications between the Chamber and its members. Staff will send out a few test emails the first week or so in January and the weekly c-mail and all reminder emails for committee meetings, luncheons, coffees, etc. will be sent out using this new email service. Watch for more information to follow in regards to the benefits available to you the Chamber member whether you are a new customer to Constant Contact or a current one.

Letter from the Chair

Dear Chamber Members,

These economic times have reshaped and transformed all kinds of organizations, altering how they operate. Business, government, educational institutions, not-for-profit organizations, even the military — you name it. This transformation, as far-reaching as it is rapid, is cutting across all sectors of the economy, all communities, classes of society, all continents, and all cultures.



Just think back over the past year, how many organizations expanded rapidly? revamped their product lines? were acquired or merged? overhauled their systems and procedures? located to different or smaller facilities? brought in new management? shut down some operations? tried to change their corporate culture? made sweeping budget cuts? or saw a change in ownership? All that I have just described has taken place right here in Raytown.

We've watched the pace accelerate over the last few years, and I doubt that you will see it relax during the foreseeable future. You can expect to see new businesses, new technologies, socio-cultural shifts, and additional regulatory changes. Some changes might be difficult, but most will develop into more efficient, streamlined and, in the end, improved and more successful organizations for everyone.

Your Raytown Area Chamber of Commerce is also in transformation — our strength acts as a catalyst for the community. This next year we will be conducting multiple strategic planning sessions, examining the Chamber's business plan and evaluating services and resources the Chamber provides in comparison to what our members want and need. We'll then begin laying the foundation with specific goals, objectives, targets, and time frames. We will do this with a collaboration of tenured members, new members, and city and school officials along with the residents within the Raytown school district.

We are all a part of this thing called "Raytown" and together we all have something to offer and something to gain. I invite you to get involved and be a part of it.

Sincerely,

Patrick J. Searcy - Power On Technologies
2011 Chairman of the Board



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.com

Registered 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

THE HERB LADY HERBAL HEALTH STORE

VITAMINS, SUPPLEMENTS, TEAS & HERBS,
AROMATHERAPY, MUSIC, CRYSTALS, INCENSE

6520 F RAYTOWN ROAD

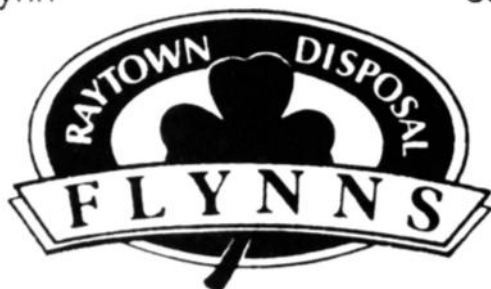
(816) 358-8989

theherbladyraytown.com



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.

2011 CALENDAR OF EVENTS

- January** - 13 Board of Director's Meeting
 - 18 Morning Coffee
 -Bickford Senior Living
 - 26 Membership Luncheon at Holiday Inn KC
 -Chamber Celebration
- February** - 3 Board of Director's Meeting
 - 15 Morning Coffee
 -Metcalf Bank-KC
 - 23 Membership Luncheon at First Baptist Church
 -State of the City Address
- March** - 4 Raytown Night with the Mavericks Hockey
 - 10 Board of Director's Meeting
 - 15 Morning Coffee
 -Benchmark Healthcare of Raytown
 - 23 Membership Luncheon at YMCA
 *-Leading Growth During
 Economic Downturns*
- April** - 14 Board of Director's Meeting
 - 19 Morning Coffee
 -Kansas City Baptist Temple
 - 27 Membership Luncheon at Royals Stadium
 - 29 Raytown Chamber/ Rotary
 Golf Tournament - Hillcrest Country Club
- May** - 12 Board of Director's Meeting
 - 17 Morning Coffee
 -United Consumers Credit Union
 - 25 Membership Luncheon at RQS-ECC
 *-Building a Market-Branding
 Your Business*
- June** - 9 Board of Director's Meeting
 - 10 & 11 Raytown SummerFest
 & BBQ Cookoff
 - 22 Membership Luncheon at RQS-ECC
 -Power Networking
- July** - 14 Board of Director's Meeting
 - 19 Morning Coffee
 -Holiday Inn Express & Suites-350 Hwy.
 - 22 Raytown Night at the Royals
 - 27 Membership Luncheon at RQS-ECC
- August** - 11 Board of Director's Meeting
 - 16 Morning Coffee
 - 24 Membership Luncheon
- September** - 8 Board of Director's Meeting
 - 20 Morning Coffee
 - 28 Membership Luncheon at RQS-ECC
 -Raytown Quality Schools Update
- October** - 13 Board of Director's Meeting
 - 18 Morning Coffee
 -Community America Credit Union
 - 26 Membership Luncheon at RQS-ECC
- November** - 2 Mega Chamber Office Party
 - 10 Board of Director's Meeting
 - 15 Morning Coffee
 - 16 Membership Luncheon at REAP
- December** - 2 Raytown Holiday Lighting Ceremony
 - 8 Board of Director's Meeting
 - 13 Morning Coffee at the Chamber office

**Watch the weekly C-mail, the monthly Chamber Connections newsletter
 or check online at www.raytownchamber.com for more details.**

JACKSON COUNTY AWARDED FEDERAL FUNDING TO STUDY MASS TRANSIT

December 21, 2010 (KANSAS CITY, MO) – The Federal Transit Administration (FTA) announced today that Jackson County, in coordination with the Kansas City Area Transportation Authority and Mid-America Regional Council has received \$1.8 million in competitive federal grants to study a regional transit system.

“I want to express my sincere gratitude to the Federal Transit Administration, FTA Administrator Peter Rogoff and Transportation Secretary Ray LaHood for their generous support of regional transportation in the Kansas City metropolitan area,” said Jackson County Executive Mike Sanders. “I would also like to thank the Mid-America Regional Council, the City of Kansas City, Missouri along with the numerous elected officials, local communities, and civic groups that supported this effort. Today is the first step toward a future that makes our region more competitive, economically viable, and environmentally friendly.”

The grant funds will be used to study three corridors: I-70 between downtown Kansas City and Odessa, Rock Island Railroad between downtown Kansas City and Pleasant Hill, Downtown Kansas City between the River market neighborhood and Union Station. The FTA awarded \$25.7 million in grants to communities in 15 states. Jackson County received the third largest grant amount, beating out cities including New York, Dallas, and Nashville. \$2 million was the maximum amount awarded. The agency reviewed 67 applications from 30 different states asking for a total of \$73 million in funds. The “Alternatives Analysis” is a necessary step in the process of applying for and receiving federal transportation dollars which lead to the construction of new transit systems.

CHAMBER RENEWALS

First Baptist Church of Raytown 1987

Carmen Kraus

Commerce Bank 1989 Shawna Burns

Missouri Mavericks Professional Hockey 2009

Ben Gaul

☺ **MDL Technology LLC 2008** Mark Dryer

☺ **Missouri Funeral Care 1994** Andrew Loos

☺ **Research Family Physicians 2005**

Teresa Schorgl

Insight Mechanical Contractors 2007

Mike Hoenshell, David Sipp

☺ **Courier Printing 1990** Thomas Lankford

☺ **Clarice Titus 2003**

☺ **McIntosh Heating & Cooling 1993** Jeff Mann

Buffalo Wild Wings 1999 Marco Cusamano

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

NEW CHAMBER MEMBERS

RAYTOWN TIMES

Randy Battagler

10800 E. 79th Street

Raytown MO 64138

816-769-7789

raytowntimes@att.net

NEWSPAPER

Recruited by Vicki Turnbow

Welcome!

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!**



Business Spotlight on...

OUR LADY OF LOURDES PARISH SCHOOL

Owners: Our Lady of Lourdes Parish/Diocese Kansas City-St. Joseph

Address: 8812 E. Gregory Blvd. Raytown, MO 64133

Phone: 816-353-7062

Fax: 816-353-7650

Email: rsoetaert@ollk8.org

No. of employees: 20

Hours: M-F 7:30-3:30

Founded: 1952

Chamber Member since: 2008

Services: We provide quality education which is faith based to students in pre-school through the 8th grade.

Future Plans: Continue to provide excellent educational opportunities to students in a smaller classroom setting than is offered in the public schools.

Business Philosophy: To provide a quality education to students in an environment that is safe as well as conducive to the development of self discipline and self motivation in the pursuit of human excellence. We also place an emphasis on the religious and social needs of our children while providing opportunities needed for advancement to the secondary level.

Our business is a Chamber Member because: we provide a quality service to the Raytown community like many other businesses do. We believe it is our responsibility to be a member of an organization that works for the betterment of the community in which we belong.

Our Members in the News



**December
Morning
Coffee at**

**GMK Architects &
HGK Construction
Mngmt.**

**6532 Blue
Ridge Cutoff**



The **Missouri Small Business & Technology Development Center** will be hosting various training sessions throughout the year. If you would be interested in looking at their training calendar go to www.missouribusiness.net and look through the lists of training available to you for a small fee. There are others areas with resources available to the small business owner.

KC Small Business 25 Under 25 2011 Winners Announced :

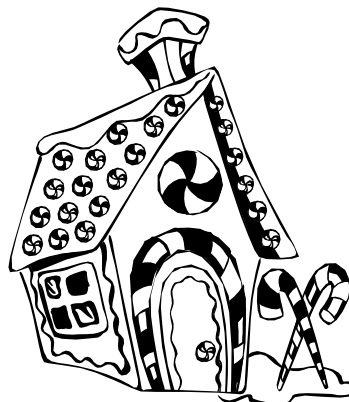
The 25 Under 25® Program now in its 10th year, has honoured 225 companies since the inception of the program. The winners for 2011 were announced in their email publication received in the Chamber office on December 16. One of our members, **Affordable Elegance**, was selected and will be recognized at KC Small Business's annual banquet in February 2011. Congratulations Dee-Dee and Greg Stokes! Affordable Elegance has been the Chamber's luncheon caterer for several years. What a great accomplishment!



Raytown Holiday Lighting Ceremony

A special thank you to all the businesses and individuals who donated a product or service to the success of the 2010 Holiday Lighting Ceremony held in downtown Raytown on Friday, December 3. A big thank you to all the volunteers who came out and helped throughout the evening, without your generosity this event would not have been such a success!

We have tentatively set the Holiday Lighting in 2011 for Friday, December 2.



Photos courtesy of Raytown Times

Upcoming Member Events

MORNING COFFEE

Mark your calendars: Tues., January 18 - this month's "Morning Coffee" will be held at **Bickford Senior Living** at 9110 E. 63rd Street. 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!!!

Morning Coffees 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. The sponsorship for each coffee is \$50.00. These are the dates still available: **August 16 - September 20 - November 15**

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.

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.

MEMBERSHIP LUNCHEONS

STATE OF THE CITY
ADDRESS

MAYOR DAVID BOWER

WHEN: Wednesday, February 23

- 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

JANUARY 2011

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
2	3	4	5	6	7	8
9	10	11	12	13 7:15am Board of Directors Meeting OPERATION THANK YOU!	14 <i>Deadline for Newsletter Submissions</i>	15
16	17 Martin Luther King Jr. Day	18 	19	20	21	22
23	24 12:00pm >DEADLINE< For lunch Reservations	25	26 11:30am MEMBERSHIP LUNCHEON	27	28	29
30	31					