

Raytown  
Area

CHAMBER OF COMMERCE



WWW.RAYTOWNCHAMBER.COM

JUNE 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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**RAYTOWN SUMMERFEST  
& BBQ Cookoff**  
*Grillin' Up Good Fun!*

**JUNE 10 & 11**

Located in Downtown Raytown  
- Just north of 63rd Street & Raytown Road

**2 BIG DAYS OF FUN, FRIENDS & BBQ!!!**

Presented by the Raytown Area Chamber of Commerce  
Ribs, Chicken, Brisket & Sausage available both days! Eat In or Take It Home!  
Jones & Co. Carnival & Craft, Business, and Game Booths!

**FRI. JUNE 10 – 4:00 TO 10:00 PM**

*BBQ LUNCH SPECIALS WILL START AT NOON ON FRIDAY!*

**6:30-9:30pm** ~ Live Entertainment **FOUR FRIED CHICKENS & A COKE**

*Sponsored by Advanced Eyecare*

**SAT. JUNE 11 – 7:00 AM TO 10:00 PM**

**7:00-10:00am** ~ Chris Cakes Pancake Breakfast

*BBQ LUNCH SPECIALS FROM 11am-3pm!*

**11:00am-3:00pm** RAYTOWN RUGRATS ARENA \$5 admission

**11am-3pm** – MOCHIP-Raytown Masonic Lodge #391 FREE Missouri Child Identification program. Located in the FOP Lodge - 63rd & Blue Ridge Blvd.

Raytown Emergency Medical Services will be offering a child safety seat inspection & education event

**US ARMY** Team Building Obstacle Course - Army Video games - Army H3 Vehicle

**1:00pm** ~ "Sausage Sprint" Dachshund Races & All Breed Dog Costume Contest

**4:30pm** ~ Barbeque Cookoff Awards Presentation

**6:00-9:30pm** ~ Live Entertainment **THE ABOVE AVERAGE BASEMENT BAND**

*Sponsored by GE Energy*

**SUMMERFEST SPONSOR: KCP&L    BBQ COOKOFF SPONSOR: HY-VEE**

**2011 RAYTOWN CORPORATE SPONSORS**

 **Blue Ridge Bank**  
Member FDIC  **and Trust Co.**

 **GARRISON  
& ASSOCIATES Inc.**

**Pro Foundation  
Technology, Inc.**





## 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**  
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**John Ness**  
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**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

# PRESIDENT'S CORNER

Over the last few weeks I have started making on site visits with current Chamber members. I want to hear about your business, take a tour, maybe even meet you in person so be prepared for that phone call from me. In doing this, I am finding out I assume more than I should.

You all are worried about your employees, your products, your services and your business in general, not what you should do with your printed newsletter. So here are some ideas for some of those basic Chamber benefits:

1. Share your printed newsletter with your employees, place it in the waiting room of your business. What a great way for others to see what the Chamber is up to.
2. When you receive your weekly e-mail, the City Update email or any reminder or update email from the Chamber, forward it to your employees, your family who also live in Raytown or maybe even someone who is thinking about joining the Chamber but just hasn't decided.
3. Do you have a brochure that you would like to display at the Chamber office? Remember we have individuals coming into the Chamber office on a daily basis looking for directions, asking questions or looking for relocation information.
4. If you can't be at an event, send one of your employees. What a great honor for that person to represent the company but also be able to grab a great cup of coffee, network with others and if it is one of the monthly luncheons, listen to a great speaker.

Remember to buy what you can in Raytown. Sales tax dollars help with city services, help the school district and various organizations within the city limits.

By the time you read your newsletter, we will only be days away from Raytown SummerFest & BBQ Cookoff. This is the 22nd year for the BBQ and the fifth year for SummerFest. A special thank you to all the sponsors and volunteers who are helping to make SummerFest a huge success! We will have a sponsor board hanging in the large entertainment tent, please take a moment to look at the board and see all the businesses that have supported this event in one capacity or another. The next time you visit one of them, thank them for all the additional support.

The Raytown Times will be running a four page pullout that we will be able to hand out during the event. It will have a list of scheduled events, the sponsors, a map of the area, a list of the BBQ teams and vendors. Thanks Randy for helping us promote this worthwhile event.

Look for follow-up information in the July newsletter on SummerFest which will include pictures, ads and much more.

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*

## **Did you know the benefits of your Chamber membership extend to all of your employees?**

*That means your staff is welcome to represent your company at Chamber events – this includes the monthly coffees and luncheons. Get more exposure for your business by getting more of your employees involved in the Chamber!*



# RAYTOWN AT THE ROYALS

SPONSORED BY THE RAYTOWN AREA CHAMBER OF COMMERCE FOR OVER 20 YEARS

***RAYTOWN COMMUNITY NIGHT - FRIDAY JULY 22 7:10PM***



***Kansas City Royals vs Tampa Bay Rays***

*Tickets for July 22 are only available at the Chamber office*

*Ticket sales end July 8*

**TICKETS AVAILABLE:**

**FIELD PLAZA \$16.00 (reg \$27) HY-VEE INFIELD \$12.00 (reg \$17)**



Come out and support Raytown businesses by purchasing your tickets at a discounted price to watch your Kansas City Royals! Partial proceeds from all ticket purchases will go to the Raytown Area Chamber of Commerce

You may also order discounted tickets online through the Royals website.

To order online:

Go to [www.royals.com/raytown](http://www.royals.com/raytown)

Password "raytown"

**You may purchase the discounted tickets for the following 2011 games:**

***May 3 (vs Baltimore) - June 5 (vs Minnesota) - June 26 (vs Chicago Cubs-Premium Game) -***

***August 21 (vs Boston-Premium Game) - September 17 (vs Chicago)***

## MEMBER MARKET

***Joel Lawson Advanced Wealth Strategies***

**Joel Lawson, CWS<sup>®</sup>, RFC**

*Comprehensive Wealth Management*

Bus: 816.358.4966 Cell: 816.522.7816

[www.Lawson1stFinancial.com](http://www.Lawson1stFinancial.com) \* E Mail: [jlawson@1stAllied.com](mailto:jlawson@1stAllied.com)

**Todd LeSage** *Executive Resource Administrator*

Cell: 816.716.6067 \* E Mail: [tlesage@1stallied.com](mailto: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*

**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

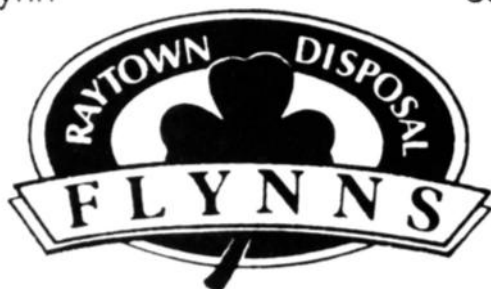
All marketing must be black & white.  
All marketing must be prepaid.

**Contact the Chamber  
for more information.**

**You may also insert a full page brochure in  
the newsletter or buy a set of address labels  
to do a personal mailing.**

Jim Flynn

358-1211



P.O. BOX 9425

RAYTOWN, MO 64133

## **UPDATE: RAYTOWN CHAMBER'S STRATEGIC BUSINESS PLAN**

All three task force groups gave updates to the Board of Directors in May and are each planning a rough draft version of their overall plan for the June 9 meeting. The first written draft will be presented in July with information being finalized over the next several months.

We have asked ourselves, "where do we see ourselves in 3 to 5 years?" So two other areas are also being reviewed, Administration and Marketing. From an Administration standpoint, we need to make sure all our policy manuals are up to date, make sure the vendors we do business with are giving us the best rate possible, update the procedures handbook in regards to all the events, the membership software, etc.

We have also noted that marketing plays a key role in everything we do. The Chamber needs to do a better job in marketing themselves to the business community in regards to the benefits and services available to them. But also are we getting a full bang for our buck in regards to the website, the emails we send out, the website, the printed materials, etc. What does those items say about the Chamber?

Anyone care to look over what we are doing currently and give me their honest opinion??

**Patrick Searcy**, Chairman of the Board



Did you notice something different on the front page of the newsletter? It is a **QR Code**.

A QR Code is a bar code that can be scanned using your smart phone and a QR Code Reader. Click on the APP icon on your phone, type in QR Code Reader. The app is free and once it is downloaded, you place the colored box on the QR Code and it will automatically pop up that particular website, text message, coupon, etc.

We will be placing this code in various places like the newsletter, letters, business cards, flyers and even the emails that come directly from the Chamber. The list is endless. A big thank you to Tom Lankford at Courier Printing for helping to put this together for us.

As a Select Employee Group of United Consumers Credit Union, your entire company can enjoy a wide range of financial products and services. You'll get the convenience, service and savings you deserve, along with a few added benefits!

SEG members may qualify to receive these great account advantages:\*

- **The credit union will guarantee account eligibility and supply the initial share deposit of \$5.**
- **SEG members receive a 0.25% annual percentage rate discount on vehicle loans.**
- **SEG members enjoy up to \$250 off closing costs for home loans.**
- **SEG members receive a .10% bonus on any certificate of deposit.**
- **The credit union will waive fees for cashiers checks or money orders issued to SEG members.**

With our unique SEG program, you can provide stability, security and service for your staff – *all free of charge!* Contact UCCU at 816-325-6900 to learn more about our SEG benefits today!

*\*Members must maintain a checking account in good standing for 12 months and use direct deposit to retain initial share deposit funds.*

*Loan and CD incentives require payroll deduction, and may not be combined with other offers. Member credit and other factors apply.*

*Contact the credit union for complete program details.*



Raytown Rotary/Raytown Chamber Golf Tournament was held on Friday, April 29 and was held at Hillcrest Country Club. The weather was perfect! Nice and sunny.

**Golf Tournament Results**

- Flight A 1<sup>ST</sup> Place – Tom Davis, Mike Davis, Mike Burlingame, Dan Quigley  
2<sup>nd</sup> Place – Jim Bradshaw, Jim Lynch, Kris Turnbow, Allan Markley
- Flight B 1<sup>st</sup> Place – Phil Smith, Matt Smith, Rusty Murray and Nancy Winchip  
2<sup>nd</sup> Place – Todd Kodas, Bruce Pence, Nick Pence, Bill Pence
- Flight C 1<sup>st</sup> Place – Jason Louk, Bob Easley, Mike Apprill, Allan Thompson  
2<sup>nd</sup> Place – Larry Pence, John Pence, Ken Pence, Sherman Ragsdale



Jim Lysinger won the putting contest sponsored by SERC Physical Therapy and split the pot with the Chamber taking home \$50.00. Susan Braun won the women's longest drive, Mike Davis won the men's longest drive, Bob Phillips won the Closest to the Line prize and Connie Vance won the longest putt.

A special thank you to all the sponsors and volunteers who came out to help make this tournament a success, we could not have done it without you.



**CHAMBER RENEWALS**

- ☺ **Downing & Strickland, LLC 1988**  
Cynthia S. Strickland, Raymond Downing,  
D. Douglas Burson
- ☺ **Bordner Installation Group Inc. 1990**  
Jerry Fleenor
- ☺ **Dirty Don's Bargain Center 2001** Don Glenn
- ☺ **Paul O. Dooley, Inc. 1996** Paul Dooley
- Our Lady of Lourdes Church 2005**  
Father Steven Rogers, Katie Mitchell
- Our Lady of Lourdes School 2005**  
Richard Soetaert
- Rolland Studios 1996** Steve Mullally
- ☺ **State Farm Insurance 1995** Sue Frank
- ☺ **McGilley & Sheil Funeral Home 2001**  
Rich Carroll
- ☺ **D.W. Newcomer's Floral Hills, Inc. 1972**  
Kirk Kinsinger
- Jack Nesbitt 1999**

**NEW CHAMBER MEMBERS**

**MULBERRYTEK, LLC**

Shawn Douglas  
6921 Hunter St.  
Raytown MO 64133  
816-554-1877  
info@MulberryTek.com  
www.MulberryTek.com  
Computer Services  
Recruited by George Koeppe

*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](http://www.raytownchamber.com)

**SUPPORT YOUR FELLOW CHAMBER MEMBERS!**

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

# *Our Members in the News*



Royals Luncheon at the Crown Club



Local Elected Officials Reception



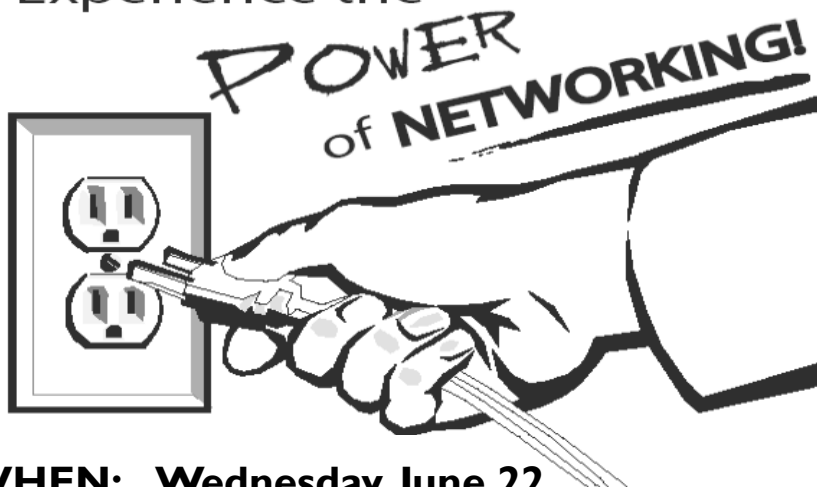
**May Morning Coffee at ...**



**United Consumer's Credit Union  
8730 E. 63rd Street**

## Upcoming Member Events

Experience the



**WHEN:** Wednesday, June 22

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

**WHERE:** Raytown Quality Schools Education  
& Conference Center - 10750 E. 350 Highway

\$13.00 per person - RSVP by Monday, June 20

**SPONSORED BY:**

**DICK SMITH**



## AT THE JUNE MEMBERSHIP LUNCHEON !!!

One of the most valuable benefits of Chamber membership is the opportunity to share about your business and learn about other businesses in the community. For our membership luncheon, we are inviting members to participate in a fast-paced networking session with nine other members.

**To get the most from this program:**

- ✦ Bring business cards, brochures, materials or giveaways for nine people.
- ✦ Be prepared to share about your business for three minutes.
- ✦ Invite a non-member to experience Chamber benefits.
- ✦ Remember, more representatives can spread your message to more groups!
- ✦ Come prepared to network and you may win a prize!

### 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.

## MORNING COFFEE

There will be **NO** coffee in June.  
The next coffee will be held on July 19.



## WHAT'S UP IN JEFF CITY? COME FIND OUT IN JULY!

At the July Membership Luncheon to be held on **Wednesday, July 27**. Tom Cole, Economic Development Administrator for the City of Raytown will be giving us an update on the economic development happenings around the City. From 11:00 to about 11:40 a.m. we will have a meet and greet for members to be able to introduce themselves to State Representatives and State Senators and get first hand information on how things went in Jefferson City this year. Lunch buffet to begin around 11:40 with the program to start just after noon.



5909 RAYTOWN TRAFFICWAY  
RAYTOWN, MO 64133-3860

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

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Kansas City MO 64133

**DATED MATERIAL**

# JUNE 2011

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
			1	2	3	4
5	6	7	8	9 7:15am Board of Directors Meeting	10 <b>RAYTOWN SUMMERFEST &amp; BBQ Cookoff</b> <i>Grillin' Up Good Fun!</i>	11
12	13 CHAMBER OFFICE CLOSED	14 Flag Day	15	16 8:00am Royals Committee	17 <i>Deadline for Newsletter Submissions</i>	18
19 Father's Day	20 12:00pm <b>&gt;DEADLINE&lt;</b> For lunch Reservations	21	22 11:30am <b>MEMBERSHIP LUNCHEON</b>	23	24	25
26	27	28	29	30		