

Raytown
Area

CHAMBER OF COMMERCE



WWW.RAYTOWNCHAMBER.COM

SEPTEMBER 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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SEPTEMBER MEMBERSHIP LUNCHEON

RQS UPDATE

Dr. Allan Markley, Superintendent



WHEN: Wednesday, Sept. 28
- Networking begins at 11:00am-Lunch at 11:30am

WHERE: RQS Education & Conference Center
- 10301 E. 350 Highway

\$13.00/person - RSVP by Monday, Sept. 26

SPONSORED BY:



COLUMBIA COLLEGE
Kansas City

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 AT THE ROYALS

You still may order discounted tickets online through the Royals website!

To order online:

Go to www.royals.com/raytown Password "raytown"

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

September 17 (vs Chicago)

2011 RAYTOWN CORPORATE SPONSORS



Pro Foundation
Technology, Inc.



PRESIDENT'S CORNER

Starting in September, I personally will be involved in two very important committees. I have agreed to sit on the Jackson County Commuter Corridors Alternatives Analysis Stakeholder Advisory Panel (SAP) through Mid America Regional Council as well as the Citizen's Advisory Committee through the Raytown School District.

We have started marketing the Mega Office Party and we hope to have a great showing from Raytown. Lee's Summit is our host and the event should be one of the premier networking events of the year. Where else can you connect with Chamber members from 10 different Chambers?

Mark your calendar for the October luncheon (October 26). October is considered our annual meeting. You will be introduced to the 2012 officers as well as the Class of 2014. We will also unveil the Strategic Plan. Hear from the Task Force Leaders, some Board members and Staff as to the State of the Chamber and how the Strategic Plan will benefit the Chamber especially its members!

We sent out a survey to the membership on August 24 to get ideas on what program topics you are interested in, the committees that will be available and if you or someone from your company would participate in a young professionals group. If you have not filled the survey out, please do so today. Be watching for information to come across your desks either in the form of an email or an insert in your newsletter in regards to the committees available for you to participate in. We really want to expand our committees so they are even more successful in 2012.

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!



Drew Holmes, Store Director of Hy-Vee has accepted a position on the Raytown Chamber's Board of Directors for the Class of 2013.

Hy-Vee has been a great community partner and by having Drew on the board he will be able to provide guidance and knowledge from areas concerning big business in Raytown. Hy-Vee employees over 150 and has just recently changed their hours to 24/7.



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
Graceway

Drew Holmes
HyVee #1542

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

UPDATE: RAYTOWN CHAMBER'S STRATEGIC BUSINESS PLAN

At the September 8 Board of Directors meeting, the Board will review one of the final drafts of the Strategic Plan. The Task Force Groups and the Board have been working together over the past 8 months to put together a 3 to 5 year business plan. Final approval will be done in October with an unveiling at the October Membership luncheon. Be watching for more details in the newsletter and mark your calendar to attend this very important luncheon on **October 26!**

Patrick Searcy, Chairman of the Board

Mega Office Party – The Ultimate Networking Event

Enclosed in this newsletter is the information about this year's Mega Office Party. The Lee's Summit Chamber of Commerce will be our host this year. With over nine Chamber's participating this year it should be the *ULTIMATE* networking event of the year. I would love to have a great showing from Raytown. So mark your calendars for **November 2** and return your registration forms today. What a great way to show case your company's services or products!

2012 Membership Directory & Community Profile

We will begin to put the new membership directory and community profile together beginning the first part of October. You will receive a profile page to update in regards to your company information along with the pricing to have a marketing space in this publication. It is one of the only marketing pieces that is all inclusive in regards to the Chamber, the City, Parks, Schools, Police, Fire, EMS, the Historical Society and even the County. By the end of this year, the Chamber estimates we will have given out about 1,500 books. Watch for the information to arrive in the mail and be one of the first to sign up for a marketing space!

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

**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

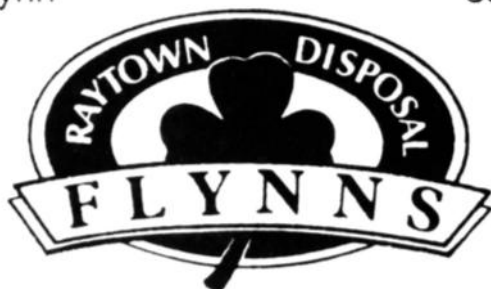
All marketing must be black & white.
All marketing must be prepaid.

**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

PLAYING IT SAFE AT THE POINT OF SALE:

It is out there waiting. Waiting for you to let your guard down and misstep. And if you do, it will find its way into your business, threatening your profits and reputation. The threat is **fraud**. In spite of technological advances and other efforts, criminals are still finding ways to carry out fraudulent activity. Should they come your way, there are steps you can take to limit your risk.

- Recognize the warning signs. They are different for card-present and card-not-present transactions. Make sure you and your employees know what they are. This write up addresses card present practices.

Card-Present Transactions

Having a card available for payment does not always ensure a safe transaction. There are several warning signs, and best practices to prevent card-present fraud.

Six Warning Signs of Card-Present Fraud

Certain customer behaviors could point to card fraud, but don't necessarily indicate criminal activity. Become familiar with your customers and let your instincts steer you in the right direction.

Watch for customers who:

- Purchase a large amount of merchandise without regard to size, style, color or price
- Ask no questions on major purchases
- Try to distract or rush you during the sale
- Make purchases and leave the store, then return to make another purchase
- Make large purchases just after opening or as the store is closing
- Refuse free delivery for large items

Card-Present Best Practices

Use the following best practices when accepting card-present purchases:

1. Check the card security features to make sure that the card has not been altered.
2. Swipe the stripe through the terminal in one direction only.
3. Check the authorization response and take appropriate action
4. Get the cardholder's signature on the transaction receipt.
5. Compare the name, account number, and signature on the card to those on the transaction receipt. They should match.

Help Support the Raytown Chamber - get a free Cost Comparison on your credit card processing. Contact Lesley McGrath 913-558-9422, lmcgrath@tsys.com



CHAMBER RENEWALS

Bickford Senior Living 1999

Carol Rigsby, Alyson Jones

The Golf Doctor 1998 David G. Skitek

Ken-A-Vision Mfg. Co. Inc. 2001 Ben Hoke

Theodore J. Bowman 2007

☺ **Westhues Electric, Inc. 1991**

Keith Westhues, James Westhues

SERC Physical & Hand Therapy 1999

DeeDee Naumann

RE/MAX Heartland 1984 Paula Hartman

Eclipse Bar & Grill 2010 Mike Horne

Hy-Vee #1542 1994 Drew Holmes, Larry Pinkston

Lonnie T. Feagan, DDS 2001

ROC Fitness & Recreation 2010

Samantha Stookey

☺ **First American Title Company 1994**

Joyce Wrinkle

Rycom Instruments, Inc. 2008 Edward Reitz

Class Act Vending Services 2009

A. Jack Knapp II, McKensy Cusimano

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



BUSINESS SPOTLIGHT ON...



Name of Business: Advent Advertising
Address: 6636 Cedar Unit C Raytown MO 64133
Phone Number: 816-358-0180 Fax: 816-358-1085
Email address: office@adventadvertising.com
web page: adventadvertising.com

Founded : 1984

Chamber Member since: 1990

Owners : Bill Apel

Number of Employees: 2

Hours of Operation : Mon – Fri 9am – 4:30 pm

Services/Products: Logo design, Banners & Yard Signs, Business Cards, Promotional Products and more!

Future Plans: “Stay in business” -Bill Apel

Business Philosophy: Provide custom, quality products and services at reasonable prices.

Our business is a Chamber member because: to show credibility and support the local economy.

NEW CHAMBER MEMBERS

ALDI, INC. #93

Mark Bersted
 9215 E. State Route 350
 Raytown, MO 64133
 Mailing: 10505 S. K7 Hwy.
 Olathe, KS 66061
 816-913-768-1119
 Fax 913-768-1069
 www.aldi.com
 Grocery Store
 Recruited by Vicki Turnbow

IHOP RAYTOWN

Adam Fraitekh
 10000 E. State Route 350
 Raytown, MO 64138
 816-358-4467
 Fax 816-358-5426
 lhopraytown@yahoo.com
 www.ihop.com
 Restaurant
 Recruited by Vicki Turnbow

SAVE-A-LOT RAYTOWN

Timothy Akers
 6250 Raytown Trafficway
 Raytown, MO 64133
 816-353-1637
 Fax 816-353-1216
 Grocery Store
 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!**

Our Members in the News

After 68 years and three locations, one of the largest churches in metro Kansas City has a new name. Kansas City Baptist Temple is now Graceway.

“Throughout our entire history our church has always been willing to embrace change when changes were necessary to be more effective in accomplishing our mission,” said Jeff Adams, Senior Pastor. “While our name has changed, some things have not: specifically, who we are and what we believe.”



During the past few weeks Adams focused his sermon series on the history of the Baptist faith. He explained to the church body that historically being a “Baptist” was more of a label about what a church believed than a formal denominational name. The church will remain “Baptist” in doctrine.

“It became increasingly difficult for me to explain the name of the church of which I have served as senior pastor for over 27 years,” said Adams. “Instead of explaining what we are, I constantly found myself explaining what we are not. Several months ago our leadership team decided it was time for us to change our name, in part, because we were hearing similar stories from a large number of church members.”

The new name was unveiled as part of a special vision-casting service that required an overflow room for 600 people who could not be accommodated in the Auditorium. Members rose to a standing ovation when the name was revealed. Kansas City Baptist Temple was founded in 1943. Jeff Adams returned to KCBT in 1984 as senior pastor and has been instrumental in developing a local church with a true international flare. The church is known as a model for multi-cultural ministry ranking in the top two percent of multi-cultural churches nationally. Graceway is located at 5460 Blue Ridge Cut-off in Raytown. www.visitgraceway.org.

Vicki Turnbow and Loretha Hayden (Lutfi's Fried Fish) attended a breakfast where Kansas City Mayor Sly James was the speaker. A big thank you to the South Kansas City and Grandview Chamber's for extending an invitation to the Raytown Chamber Board of Directors to attend this breakfast. Mayor James



talked about the current curfew imposed in Kansas City and the challenges facing our area. He is very straight forward and tells it like it is.



Congratulation to Jann Wynn, owner of Wynn Twin Studios for helping to make the first Let' Move Camp a huge success. Over 100 students from the Raytown School District completed a summer program of dance and exercise. Jann is pictured with some of the students, parents, local elected officials and Chamber members.

August Morning Coffee at ...



Mid America Coach 8809 E. 350 Hwy.



Upcoming Member Events

8th Annual Raytown Police Officer's Benefit Fund & REAP Benefit Golf Tournament

Friday, Sept. 23 – Teetering Rocks Executive Links

Check-in at 11:30am – Tournament starts at 1:00pm

Four player scramble. Enjoy 18 holes of golf with carts, pre-golf lunch, post-golf reception dinner and beverages provided.

Only \$75/player. Registration fees due by Sept. 16. For more information, contact Police Benefit Fund secretary, Mike McDonough 304-0702 raytowngolfbenefit@gmail.com

Hope Network Looks Toward Winter By Michelle Williams, Hope Network Public Relations Director

As I sit writing this article for the Chamber Newsletter, the Kansas City area is under day four of an Excessive Heat Warning. In fact, according to the National Weather Service, there will be at least 40 states under some kind of Heat Warning or Advisory this week. The forecasters show the heat may be around for another seven days. You can imagine then how difficult it is to write an article about winter coats and colder weather!

As hard as it is to imagine now, it will not be long before once again Raytown will experience colder temperatures. While that may seem like a welcome relief now, it is a concern for those families who are not prepared. Hope Network seeks to assist those who are unable to prepare for the colder weather by holding our annual Give The Gift Of Warmth New & Gently Used Adult & Childrens Winter Coat and New Socks Drive for the month of September. The cold snap we experienced early in October last year helped us make the decision to collect Coats and Socks earlier this year. As Joel Nichols, Channel 9 First News Weather Anchor shares, While October's high temps are usually in the upper 60s and low 70s, we can have a cold front push through that drops the temps into the 30s for morning lows and 40s during the daytime hours. Northwest winds often howl and give use the first Wind Chill readings of the season. He goes on to remind us of the famous October Surprise of 1996 when KC piled up several inches of snow, too!

Hope Network will hold the Give The Gift Of Warmth New & Gently Used Adult & Childrens Winter Coat and New Socks Drive from Sunday, September 4 through Friday, September 30. Collection boxes will be available inside the ROC entrance of First Baptist Raytown and special collection boxes will be set up in the front lobby of the church on Sunday mornings. Donations will also be accepted at various local businesses including SERC Physical & Hand Therapy on 350 Highway, Doughboys in the Woodson Village Shopping Center, Southeast Enterprises at 6701 Booth, and Starbucks in Summit Crossings. For a full listing of drop-off locations, or more information about this and other Hope Network programs and services, please visit www.hopeforraytown.com or call Janet at 816-778-1105 or Michelle at 816-778-1148.

The City of Raytown Parks & Recreation Department is pleased to announce a ceremony to commemorate the **dedication of the new Minor Smith Park bridge on Saturday September 10th, 2011 from 11:30am-12:00pm** at Minor Smith Park on 81st St and Ash, Raytown MO 64138.

Special guests include City of Raytown officials, Parks and Recreation officials, city dignitaries and Chamber of Commerce representatives. The descendants of Minor Smith, the original owner of the land have been invited to cut the ribbon on the new bridge. We encourage folks to park at South Restoration Branch Church located on 81st Street.

Join Truman Heartland Community Foundation Board of Directors, Advisory Board Members, Staff and 5 area Chambers for a **Regional Chamber Ribbon Cutting Ceremony.**

Blue Springs - Grain Valley - Independence
- Lee's Summit - Raytown

When: Monday, September 12

4:00pm Ribbon Cutting Ceremony-Tours to Follow
Refreshments will be served.

Where: Blue Ridge Bank Financial Center
4200 Little Blue Parkway, Suite 340
Independence, MO 64057



MORNING COFFEE

Mark your calendars: Tues., Sept. 20 - this month's "Morning Coffee" will be held at **First Federal Bank, 9330 E. Gregory Blvd.** 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.





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

SEPTEMBER 2011

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
				1	2	3
4	5 LABOR DAY Chamber Office Closed	6	7	8 7:15am Board of Directors Meeting	9	10 11:30am Minor Smith Ribbon Cutting
11	12 4:00pm Truman Heartland Ribbon Cutting	13	14	15	16 <i>Deadline for Newsletter Submissions</i>	17
18	19	20 	21	22	23 	24
25	26 12:00pm >DEADLINE< For lunch Reservations	27	28 11:30am MEMBERSHIP LUNCHEON	29	30	