



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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JANUARY MEMBERSHIP LUNCHEON

2011 Chamber Celebration

WHEN: Wednesday, January 25, 2012

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

WHERE: Holiday Inn Kansas City

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

Patrick Searcy, Immediate Past Chair of the Board, will honor the 2011 Board of Directors. A sincere thank you to those leaving the board this year: John Ness, Jay Grimwood, Ben Helt and Dr. David Fray. You all have made a huge impact on the Raytown Chamber and the community in which you have served. This is a great way for all of us to thank all the board members for their voluntary service to the betterment of the Chamber and the Raytown community. 2011 Annual awards will be presented to the Business of the Year, the Chamber Person of the Year and the Volunteer of the Year. We encourage you to invite your family, friends, employees or colleagues.

\$20.00 per person cash/check/credit at the door
- **RSVP by Monday, Jan. 23**

Sponsored By



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.

2012 RAYTOWN CORPORATE SPONSORS



Advanced Eyecare
Blue Springs Optical





PRESIDENT'S CORNER

The start of the New Year is upon us. At the Chamber we have been working on 2012 for several months. Listed in this newsletter is the 2012 calendar of events so mark your calendars now. Of course, you will continue to receive your weekly c-mail which gives you up to date information on Chamber events as well as community events that are sponsored by fellow Chamber members. We will continue to send the City Update from City Administrator, Mahesh Sharma as we receive them.

Our Chamber is blessed with a group of individuals who continue to volunteer their time and energy to the success of the Chamber and the community. I have started to worry that once this certain group of "young" men decide to retire, there won't be an even "younger" individual to replace them. If you are even remotely interested in volunteering at the Chamber, learning the ropes at SummerFest, ever wondered how to go about putting the lights up at the pocket park, give me a call. This group of individuals have done business together as well as become everlasting friends.

Speaking of volunteering, each committee is still looking for individuals to help with the following: Membership Services, Government Relations/Advocacy/Economic Development; Golf, SummerFest & BBQ or Royals. Contact us today if you are interested in one of these committees.

A big thank you to the three businesses listed on the front of this newsletter who decided to take advantage of being a corporate sponsor. Their logos are on the front of the newsletter, on the front of the Chamber's website, listed in the power point during luncheons and on a sign board inside the Chamber office. What a great way to market their businesses. If you are interested in a corporate sponsorship for 2013, let me know. The three currently listed will have first right of refusal. Keep in mind there are only five spots available.

Board of Directors

Pat Ertz, Chair of the Board
Public Water Supply District #2

Shawna Burns, Chair Elect
Commerce Bank

Loretha Hayden, Treasurer
Lutfi's Fried Fish

Jim Birnbaum, Secretary
KCP&L

Patrick J. Searcy, Past Chair
Power On Technologies

At Large Members

George Koepp
Edward Jones

Board Members

Kyle Batts
Batts Communications Service

Kaylie Bergman
Advent Advertising

Cody Bergschneider
Advanced Eyecare

Paula Fats Cannon
Blue Ridge Bank and Trust Co.

Dr. Tim Chirpich
Raytown Gregory Animal Health Cntr.

Pam Clark
Clark's Appliances

Drew Holmes
HyVee #1542

Bruce Stansberry
Liberty Tax Service

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

**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!*

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 personally delivering the 2012 Community Profile and Membership Directory starting January 9. This is a great way for us to say thank you for your membership and continued support. If you would like to help with Operation Thank You please let us know by January 8. This is a great way to introduce yourselves to your fellow Chamber members.



Letter from the 2012 Chair...

Dear fellow Chamber Members,

Thanks to the hard work of countless Chamber members, 2012 is going to be a great year for the Raytown business community. A new Chamber strategic plan was adopted in September which will make the Raytown Chamber the envy of its peers. The plan clearly defines the Chamber committee's goals, and provides a direction to guide us into the future. While the method of obtaining our goals has been tweaked, our Mission Statement remains the same strong guiding message: "The Raytown Area Chamber of Commerce supports our business community to enhance the quality of life for our citizens." Thanks to past chair Tom Gibbens, for beginning the process that brought Tom Cole to the City of Raytown as Economic Development Administrator. Raytown is redeveloping thanks to Tom's "planning, progress, and pride"!

Belonging to the Raytown Chamber in 2012 will make more dollars and sense than ever before. Your Chamber offers a competitive advantage to its members. Every year the Chamber refers callers from businesses, citizens and visitors to their members and only their members. Chamber members have many networking opportunities available to them. At monthly luncheons, and morning coffees a relaxed atmosphere is created to meet new customers and clients. Community events, golf tournaments, mega office parties, ribbon cutting ceremonies, and more offer an opportunity for every member to expand their business network and visibility. The Chamber's government relations and advocacy helps give the chamber businesses a voice in state, local, and school district governments. Monitoring what is going on in these areas helps guide our local businesses to new opportunities while keeping members abreast of breaking news in the community. Chamber members also have access to business resources, economic data, census information and demographics of the Raytown school district area. Our great Chamber staff, Vicki Turnbow, and Kyle Phillips are ready to answer your questions and help your business succeed.

If your business could be helped by providing a positive visible impact in the community, networking with fellow businesses, and using all the resources that the Chamber offers; then belonging to the area's leading member-driven, non-profit, business organization, the Raytown Area Chamber of Commerce is a perfect fit for you and your business. As Chamber members I encourage you to look through your business operations and re-examine how long it has been since you considered using fellow Chamber businesses. It is my goal to promote smart spending locally, to help the businesses that have the most impact on our local community, and us.

A beautiful new Chamber Directory should be reaching you soon. Both local water companies will be handing these out to all new customers in the Raytown community. I hope you will look at this directory and use it to shop local at your fellow Raytown businesses. If you cannot find what you are looking for in this directory let us know and we'll reach out to that business to join our successful members and include them in next years' opportunity-filled directory.

Please take advantage of everything the Raytown Chamber has to offer as we "Think Raytown First!" in this New Year. My best wishes to everyone!

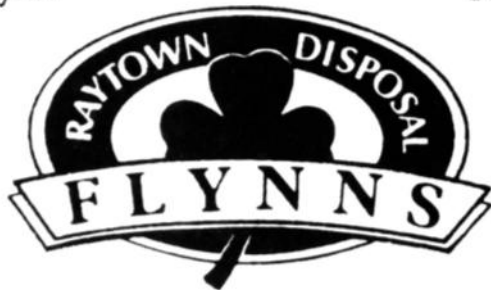
Pat Ertz, 2012 Chair of the Board

(District Manager of Public Water Supply District #2)

MEMBER MARKET

Jim Flynn

358-1211



P.O. BOX 9425 RAYTOWN, MO 64133



SMALL OFFICES

FOR RENT

Utilities included, renter to provide phone & internet.

\$275 per month.

Re/Max Bldg on 350Hwy

10208 E. State Route 350

816-560-3888

"SINCE 1951"

(816) 358-8028

RAYVIEW

CONSTRUCTION, INC.

FOUNDATION REPAIR, WATERPROOFING
CONCRETE FLATWORK

9615 EAST 63RD, SUITE C
RAYTOWN, MO 64133

STEVE BAKKEN

Joel Lawson Advanced Wealth Strategies

Joel Lawson, CWS, RFC

Certified Wealth Strategist® - Registered Financial Consultant

Bus: 816.358.4966

Cell: 816.522.7816

Web Site: www.joellawsonwealthstrategies.com

E Mail: joel.lawson@cdfinvestments.com

Todd LeSage

Cell: 816.716.6077

Todd.Lesage@cdfinvestments.com



Advisory Services are provided through Creative Financial Designs, Inc., a Registered Investment Adviser, and Securities are offered through CFD Investments, Inc., a Registered Broker/Dealer, Member FINRA/SIPC. Joel Lawson Advanced Wealth Strategies is not owned or controlled by the CFD Companies

2012 RAYTOWN CHAMBER CALENDAR OF EVENTS

January

- 2 CHAMBER CLOSED New Year's Day
- 12 Board of Director's Meeting
- 17 Morning Coffee
 - KFC-Raytown
- 25 Membership Luncheon at Holiday Inn KC
 - Chamber Celebration

February

- 2 Board of Director's Meeting
- 21 Morning Coffee
 - The UPS Store
- 22 Membership Luncheon at First Baptist Church
 - State of the City Address
- 24 RQS Legislative Forum

March

- 8 Board of Director's Meeting
- 20 Morning Coffee
 - YMCA
- 23 Raytown Night with the Mavericks Hockey
- 28 Membership Luncheon at YMCA
 - SPONSORSHIP AVAILABLE!
- 30 RQS Legislative Forum

April

- 12 Board of Director's Meeting
- 17 Morning Coffee
 - Mid Continent Public Library-Raytown
- 25 Membership Luncheon at Royals Stadium
- 27 RQS Legislative Forum

May

- 5 Community Clean Up Day
- 10 Board of Director's Meeting
- 15 Morning Coffee
 - SPONSORSHIP AVAILABLE!
- 23 Membership Luncheon at Graceway
- 28 CHAMBER CLOSED Memorial Day
- TBD Raytown Night at the Royals

June

- 8 & 9 Raytown SummerFest
& BBQ Cookoff
- 11 CHAMBER CLOSED
- 14 Board of Director's Meeting
- 27 Membership Luncheon at YMCA
 - Power Networking

July

- 4 CHAMBER CLOSED Independence Day
- 12 Board of Director's Meeting
- 17 Morning Coffee
 - Metcalf Bank
- 20 Raytown Chamber/ Rotary
Golf Tournament - Teetering Rocks
- 25 Membership Luncheon at YMCA

August

- 9 Board of Director's Meeting
- 21 Morning Coffee
 - Raytown Historical Society
- 22 Membership Luncheon at YMCA
 - SPONSORSHIP AVAILABLE!

September

- 3 CHAMBER CLOSED Labor Day
- 13 Board of Director's Meeting
- 18 Morning Coffee
 - SPONSORSHIP AVAILABLE!
- 26 Membership Luncheon at RQS-ECC
 - Raytown Quality Schools Update

October

- 11 Board of Director's Meeting
- 16 Morning Coffee
 - Graceway
- 18 Mega Chamber Office Party at KC Zoo
- 24 Membership Luncheon at RQS-ECC
 - SPONSORSHIP AVAILABLE!

November

- 8 Board of Director's Meeting
- 20 Morning Coffee
 - SPONSORSHIP AVAILABLE!
- 22-23 CHAMBER CLOSED Thanksgiving
- 28 Membership Luncheon at REAP
- 30? Raytown Holiday Lighting Ceremony

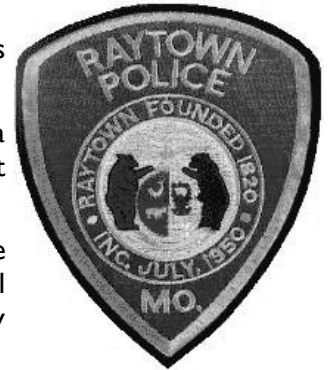
December

- 13 Board of Director's Meeting
- 18 Morning Coffee at the Chamber office
- 24-25 CHAMBER CLOSED Christmas
- 31 CHAMBER CLOSED New Year's Eve



BUSINESS SPOTLIGHT ON...

RAYTOWN POLICE DEPT.

OWNERS: Chief of Police James Lynch**PHONE:** 816-737-6100**E-MAIL:** lynchj@raytownpolice.org**FOUNDED:** 07/17/1950**NUMBER OF EMPLOYEES:** 88**ADDRESS:** 10000 E. 59th St, Raytown, MO 64133**FAX:** 816-737-6025**WEB PAGE:** www.raytown.mo.us**CHAMBER MEMBER SINCE:** 1995**HOURS:** 24 hours a day/7 days a week**SERVICES/PRODUCTS:** Service and Protection for the City of Raytown and its citizens.**FUTURE PLANS:** To continue to provide the best service possible to Raytown and its citizens through the dedication of each Department member.**BUSINESS PHILOSOPHY:** To provide and maintain, given our limited resources, a feeling of security and safety among all persons within our community by displaying, without bias, respectful, progressive, and dedicated service.**OUR BUSINESS IS A CHAMBER MEMBER BECAUSE:** We believe that the chamber provides invaluable networking opportunities to allow for the most useful communication between the City and the local community in order to serve the community at the highest level possible.

CHAMBER RENEWALS

CommunityAmerica Credit Union 2009

Marie Brown

- ☺ **Commerce Bank 1989** Shawna Burns
- ☺ **Truman Heartland Community Foundation**

1996 Phillip J. Hanson

- ☺ **Metcalf Bank (KC) 1991** Kathy Betz
- ☺ **Metcalf Bank (IND) 2007** Kelly Madorin

LiteBold LLC 2008 Jose Coutinho**Clarice Titus 2003****The Irish Pub House 2007** April Harrington

- ☺ **Southeast Enterprises, Inc. 1995**

DeeAnn Stock, Megan Gurera, Sheryl Wilson

- ☺ **Carstar Collision of Raytown 1999** Ron Glenn
- ☺ **Advent Advertising Corp. 1990**

William Apel, Kaylie Bergman

River Christian Fellowship 2006 John Wiley

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

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

Firestone Tire & Service Co. 1986

Mike Delahunty

Raytown Gregory Animal Health Center

1976 Timothy Chirpich, DVM

Hope Network of Raytown 2008

Janet Lowe, Paula Hartman, Michelle Williams

- ☺ **Edward Jones 1983** Mark Sandy

Personal Care Dental Group 1977

Karina Hoffman, Dr. Chris Barreca,

Dr. Rubelita James, Dr. Pamela Richardson

NEW CHAMBER MEMBERS

DAYS INN

Mark Patel

5100 E. Linwood Blvd.

Kansas City, MO 64128

816-216-1622 F. 816-216-1406

daysinnkc@gmail.com

www.daysinn.com

Hotel

Recruited by website

Welcome!

Our Members in the News



A special thank you to all the businesses and individuals who donated a product or service to the success of the 2011 Holiday Lighting Ceremony held in downtown Raytown on Friday, December 2.

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! The Raytown Main Street Association will take the lead role in coordinating this event in 2012 so be watching for more information to come.



Make your trash our treasure.

Southeast Enterprises is NOW collecting your **used, tangled, broken, working** or NOT, strands of holiday lights. We'll take the lights, **recycle them, keeping them out of the landfill and helping our community** at the same time!

Bring your lights to one of our drop-off locations now through January 28th:

Southeast Enterprises (M-F) 7:30a-3:30p - 6701 Booth (Near the Zoo)
 VML (M-F) 8a-5p - Downtown KC Airport Lobby or 2020 Baltimore, 3rd Floor (Crossroads)
 Lee's Summit North Recycling Center (T-Th) 9a-6p (Sat) 8a-4p; 1951 NE Douglas, Lee's Summit

For more information please visit www.southeastenterprises.org

FAQ's

What is Southeast Enterprises?

We are a nonprofit organization that provides Jackson County citizens who are intellectually and developmentally disabled with challenging employment opportunities to help them develop and capitalize on their motivation, confidence, spirit and determination by obtaining production contracts from area businesses.

What will you do with my old lights?

After collecting lights we will bring them to our facility where teams of our employees will prepare them for recycling by cutting all lights from cords, sorting recyclable materials and taking those materials to the proper facilities for reuse.

How will my lights help Southeast Enterprises?

All lights collected will provide employment opportunity for a team of our employees. Challenging employment opportunities help our team develop and capitalize on their motivation, confidence, spirit and determination. In addition, all proceeds will be used to pay the team as well as fund future employment opportunities.

How can I find out more about working with Southeast Enterprises for my business?

Our assembly line system has a proven history of excellence, meeting deadlines is never a problem. We have successfully worked with companies of virtually every size. Southeast has a wide range of capabilities you can count on from handling simple assembly to detailed multi-piece production jobs and volume packaging. If you're interested in improving your bottom line, enhancing operating efficiency, and lasting cost reductions, all while providing intellectually and developmentally disabled individuals with challenging employment opportunities, give us a call - you are going to like what we have to say!

For additional questions or further information please contact:

Megan Gurera, Business Development Director,
 816-353-2704, megan@solve.net

December Morning Coffee at ...

Raytown Area Chamber of Commerce



Upcoming Member Events

JANUARY MORNING COFFEE

Mark your calendars: Tues., Jan. 17 - this month's "Morning Coffee" will be held at the **KFC-Raytown, 9924 E. 350 Highway**. 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 2012, 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 e-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. Morning Coffees are offered on a first come first served basis and we will not have a coffee in June.

Dates Available: May 15 - September 18 - November 20

2012 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 these 2012 Chamber Membership Luncheons.

March 28 - August 22 - October 24

FEBRUARY MEMBERSHIP LUNCHEON

STATE OF THE CITY ADDRESS

Mayor David Bower

WHEN: Wednesday, February 22, 2012

- 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. 20

LUNCHEON SPONSORED BY KCP&L

WANTED:

Again this year we will be putting together a thank you gift bag to give to each speaker at the membership luncheons in 2012.

If you are interested in donating 12 items, please contact the Chamber office. We would like to have all the items collected by January 13, 2012.



5909 RAYTOWN TRAFFICWAY
RAYTOWN, MO 64133-3860


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

RETURN SERVICE REQUESTED

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

DATED MATERIAL

JANUARY 2012

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
1 HAPPY NEW YEAR	2 Chamber Closed	3	4	5 10:30am Government Relations Cmte.	6	7
8	9	10	11	12 7:15am Board of Directors Meeting	13	14
15	16	17 	18	19	20 <i>Deadline for Newsletter Submissions</i>	21
22	23 12:00pm >DEADLINE< For lunch Reservations	24	25 11:30am MEMBERSHIP LUNCHEON	26	27	28
29	30	31				