



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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MARCH MEMBERSHIP LUNCHEON

Building a Market - Branding Your Business

Presented by Judy Bloom



Bloom Business Consulting

"Teaching you to grow your business and work skills"

WHEN: Wednesday, March 28, 2012

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

WHERE: YMCA-Raytown, 10301 E. 350 Highway

\$13.00 per person cash/check/credit at the door

- RSVP by Monday, Mar. 26

Sponsored By



Shepherd's center
OF RAYTOWN

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





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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

Raytown Night at the Royals has moved back to the month of May. Included in this newsletter is the flyer for the May 18 Royals game. What a great way to celebrate the last day of school, show support for the Raytown community as well as the home team. Remember this is another community event brought to you by your Raytown Chamber.

Plans are well under way for the 2012 Raytown SummerFest & BBQ Cookoff. Format is the same as 2011 and beautiful weather has already been ordered. Inside this issue of the Chamber Connections is the sponsor form for the community's largest event. Fill the form out and send it in today. The SummerFest tab on the website has been activated and as plans are finalized this area will be updated. A special thank you to KCP&L and United Consumer Credit Union for agreeing to be SummerFest co-sponsors and to Hy-Vee for their sponsorship of the BBQ portion of the event. Chamber members, their families and employees make this event the success that it has been in the past – this year should be no exception! Be watching for updates along the way. If your business is interested in working a shift at this event, don't wait until the last minute, contact us today!

Each month, a local business hosts a morning coffee from 7:30 to 8:30 a.m. the third Tuesday of the month. This is a great opportunity for those members who cannot make it to a monthly luncheon to come and connect with others. Bring your business cards, wear your name badge and have a great cup of coffee. Kudos to one of our new members, Awards and T-shirts, they have assigned the morning coffees to one individual and the luncheons to another. What a great way to get additional exposure for their business!

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!

MEMBERSHIP LUNCHEONS

The Membership Services-Programs committee is setting up some great Chamber luncheons for 2012! If you would like to be put on the permanent luncheon list, you will have a standing reservation at each luncheon. If you are unable to come, simply cancel your reservation before the deadline or send someone from your business in your place. You may also pay for the entire year at once if that would help your accounting.

Contact the Chamber today if you would like a standing luncheon RSVP or if you have any questions.

NEW MEMBER ORIENTATION

Make the most of your Chamber investment by attending a New Member Orientation on **Wednesday, April 4, 2012**. You will meet the staff, committee chairs and learn about Chamber resources, committees, events and opportunities available only to you as a Chamber member. New this year, the new member orientation will be scheduled in the morning.

Agenda

7:30 to 8:00 a.m. – Networking (coffee and donuts to be provided)

8:00 to 8:45 a.m. – Learn about the Chamber's Resources

8:45 to 9:00 a.m. – Question and answer session

Please RSVP by calling the Chamber or send an email to: staff@raytownchamber.com by **Friday, March 30**.

Cody Bergschneider, Membership Services – Retention Chair

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.

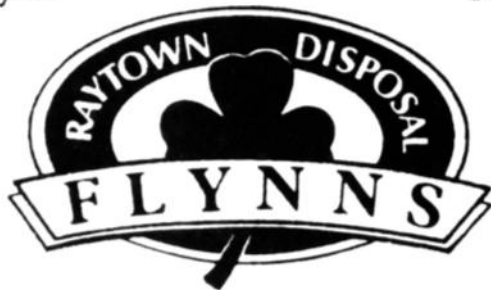
Contact the Chamber for more information.

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

MEMBER MARKET

Jim Flynn

358-1211



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RAYTOWN, MO 64133



SMALL OFFICES FOR RENT

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University of Central Missouri & The Small Business & Technology Development Center Present



THE BASICS OF WRITING A BUSINESS PLAN



This three-hour offering is for current and future business owners and entrepreneurs who have little or no knowledge of writing a business plan. "The Basics of Writing a Business Plan" is designed for business owners and managers who need to know how to create a business plan for their organization so the plan can be a useful management tool. During this course, participants will learn the importance of business plans, the key required elements of a basic plan and data that must be included. Participants will also get tips on writing style to make the business plan easier to understand and more professional in appearance.

Date: March 15, 2012

Time: 5:30 p.m.-7:30 p.m.

Place: UMKC SBTDC,
4747 Troost Ave, KC, MO 64110

Cost: \$59.00

Participants will leave this session with a greater understanding of what their business plan should look like and how to get started writing one. It will also provide guidelines for style and appearance to help create a professional look for your business plan. Discussions are facilitated by business counselors who will help you examine your individual situation, explore opportunities and discover new ideas. You'll learn from other participants and have a host of valuable resources available to you.

REGISTER TODAY!

Phone: 816-235-6063 **Email:** umkcsbtcd@umkc.edu **Web:** sbtcd.umkc.edu



BUSINESS SPOTLIGHT ON...

OWNER: Tom C Lankford
ADDRESS: 9909 East 63rd. Street Ste. E; Po Box 9535
 Raytown Missouri 64133
Ph: 816-353-7442 **Fax:** 816-358-1789
E-mail: courierprinting@comcast.net
Web Site: courierprinting24-7.com
Founded: April 1988
Chamber Member since: 1990
Hours M-F 8:30AM To 5:00PM



SERVICES/PRODUCTS: Full range of instant and commercial off-set and digital printing products, including business cards, forms, NCR, envelopes, brochures, books, catalogs, signs and banners.

FUTURE PLANS: We are expanding our services to include advertising specialty products to help our customers promote their own businesses and services.

BUSINESS PHILOSOPHY: It is our mission to provide our customers with personalized service and the highest-quality printing products at affordable prices.

OUR BUSINESS IS A CHAMBER MEMBER BECAUSE: We believe in the "Think Raytown First" philosophy. We like the idea of local businesses working together to support the local economy, and feel that money spent in Raytown helps the entire community.

We are a locally-owned business. Raytown has been home for our family and for our company for over 25 years.

The 2012-2013 edition of the **Summit Publications Raytown Telephone Directory** will be delivered to area residences and businesses in the upcoming weeks. Summit Publications is pleased to announce a new, colorful cover design featuring a beautiful, colorful photograph. The change was implemented after Market Authority, an independent research group, conducted a series of extensive studies in the Greater Kansas City area. The study found that consumers prefer a directory that is visually appealing, which often leads them to keep it longer and use it more often than similar products.

Although the former, predominately white cover has changed, the small size, format, community-focus, up-to-date listings and advertising inside will continue to include the top-quality information that area business owners and residents have come to expect.

For more information, please contact Summit Publications at 816-628-5492.



NEW CHAMBER MEMBERS

AWARDS & T-SHIRT SPECIALISTS, INC.

Angela O'Donohue, Al Lary
10400 E. 63rd Street
Raytown, MO 64133
816-358-3390 F. 816-325-4682
www.awardsandtshirts.com
Advertising/Ad Specialties
Recruited by Pat Ertz

JACOB TURK

PO Box 2097
Lee's Summit, MO 64063
816-524-6723
scott@turkforcongress.com
www.turkforcongress.com
Individual Member
Recruited by Vicki Turnbow

T-MOBILE

Damon Dye
9048 E. State Route 350
Raytown, MO 64133
816-356-4217 Fax 816-356-4923
ddye@wirelessvision.com
www.t-mobile.com
Telecommunications/Data/Internet
Recruited by Vicki Turnbow

STAINED GLASS SCHOOL, INC.

Katei Gross
9313 E. 63rd Street
Raytown, MO 64133
816-737-2090 F 816-737-2801
sgaa@kcnet.com
Www.stainedglassschool.com
Not for Profit Organization
Recruited by Vicki Turnbow

Welcome!

CHAMBER RENEWALS

- ☺ **The UPS Store 2004** Peggy Sundquist
- ☺ **Mid America Coach 2009**
Peter Beren, Bill Lanham, Julie White
- Fray Chiropractic Office 2002** Dr. David Fray
- ☺ **D.W. Newcomer's Floral Hills, Inc. 1972**
Kirk Kinsinger
- Fun House Pizza & Pub 1980** Gary Graham
- Benchmark Healthcare of Raytown 1990**
Meghan Galvin
- Reece & Nichols-ChambersBoyd Home Team 2010** Robert Chambers
- Albin's Fine Jewelry 1999** Wayne Albin
- ☺ **Holiday Inn Kansas City-CoCo Key Water Resort 1990** Amy Wewers, Greg Madden
- ☺ **Rick's Auto Clinic 2008** Rick Stangl, Shawn Stangl, Leigh Ann Fleckenstine
- Armfield Tent Rental Co. Inc. 1997** Bonnie Armfield
- ☺ **Public Water Supply Dist. #2 1990** Pat Ertz
- ☺ **Advanced Eyecare 1985** Lawrence Reed OD, Stephanie Erker OD, Jeffrey Harter OD, Dana Krause OD, Christine Mitts OD, Richard Wilson OD, Cody Bergschneider
- ☺ **Eric's Salon 1984** Ron Berkvam
- Shamrock Cabinet & Fixture Corp. 1980**
Bill Price, Dan Beachner, Peggy Medina
- Paradise Tanning 2006** Jim Knotts
- Holiday Inn Express & Suites 2010** Pamela Hayward
- Eric Teeman 2008**
- Blue Ridge Bank and Trust Co.-Indep. 1989**
Bill Esry, Tom Thomas, Allan Thompson
- Blue Ridge Bank and Trust Co.-Raytown 1989**
Paula Cannon
- RE/MAX Heartland 1980** Dolores Nixon
- Lighthouse Dental 2001** Dr. Jack Ferguson, Dr. Molly Frew-Hodges

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

Our Members in the News

RAYTOWN ROTARY CLUB CELEBRATES 50TH ANNIVERSARY



The year was 1962 when:

- the average cost of a new home was \$12,500;
- the average cost of a new car was \$3,125;
- a gallon of gas was 28 cents;
- a dozen eggs was 32 cents, and;
- the average yearly income was \$5,556.

A group of 28 men chartered the Raytown Rotary Club because they wanted to serve the community and beyond, and they wanted to hold noon meetings.

Fifty years later, the club, now composed of men and women, meets Tuesday noons at the YMCA. Some projects have included support for REAP, Shepherd Center, hearing aids in the Gift of Hearing program, Project Graduation, Boys and Girls State, Boy Scouts, the Y, girls and boys softball teams, scholarships, and youth leadership camps. Members clean a stretch of Raytown Road, deliver poinsettias to care centers at Christmas time, collect food, and have even built handicapped access ramps. Undoubtedly the most permanent Rotary project is the Peace Plaza which recognizes veterans of all wars in Colman Livengood Park.

Community service is just one part of Rotary. Reaching worldwide, the Raytown Club supports the PolioPlus program which is devoted to eradicating the world of polio. Internationally, the club has funded water wells, educational materials, a small shoe factory in Peru, shoes for orphans, and medical supplies in underdeveloped countries. Group study exchanges have brought professionals to this community, and our members have traveled to other countries to share ideas.

In one stretch of Rotary's listing of Presidents, it was almost a parallel of Raytown Area Chamber Presidents. There is a strong connection between Raytown Rotary and Raytown Chamber.

The Raytown Rotary Club is celebrating #50 on March 13 at Holiday Inn-Sports Complex.

February Morning Coffee at ...



The UPS Store,

6222 Raytown Trafficway



Upcoming Member Events



Raytown Historical Museum will present an **Ambassadors Program** featuring a mysterious and hidden piece of local history. Revolutionary War soldier, Samuel Kimsey settled a parcel land in 1828 at 47th St. & Raytown Road. His story, and that of those who followed, weaves a fascinating tale of life in our area over 184 years ago.

Ambassador meeting is free and open to the public.

Monday, March 5, at 10:00 A.M.

Raytown Historical Museum, 9705 E. 63rd Street, 353-5033

Please do not block Clark's Appliance store access



MARCH MORNING COFFEE

Mark your calendars: This month's "Morning Coffee" will be held at the **Richard C. Green Family YMCA, 10301 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.



2012 LEGISLATIVE FORUMS IN RAYTOWN

March 30 4:30-5:30 p.m.

Raytown City Hall, 10000 E. 59th Street, Raytown, Mo. 64133

For information: 816.268.7008

Please join us to interact with our legislators on issues that impact the City of Raytown and our children and their education.

Dr. Allan Markley

Superintendent, Raytown Schools

Mrs. Lou Hibdon

President, Raytown PTA Council

Mayor David Bower

City of Raytown

Mr. Pat Ertz

Raytown Chamber Chair

APRIL MEMBERSHIP LUNCHEON CELEBRATING THE HOME TEAM

April's monthly luncheon will be held on **THURSDAY, APRIL 26** at the Royals Crown Club. We had to move the luncheon up one day due to the Royals preparations for the All Star Games. This luncheon is a kick-off for the beginning of the Royals season and for Raytown Night at the Royals (May 18). Administrative Professionals Day is April 25, so make a reservation for your administrative assistant to show your appreciation for all his/her hard work. Kevin Uhlich, Senior VP of Business Operations will be speaking.

Do you have an outstanding employee who deserves a little extra recognition? Are you a huge baseball fan? Do you have what it takes to stand behind home plate in front of thousands of people and catch a baseball being thrown by our own Chair of the Board, Pat Ertz? If you do, we will be auctioning off the catch of the first pitch at the luncheon. The winning bidder will come out onto the field with Chamber staff during pre-game ceremonies on May 18 (Raytown Night at the Royals). You don't want to miss out on this once in a life time opportunity!

WHEN: Thursday, April 26, 2012 - Networking begins at 11:00am, Lunch at 11:30am

WHERE: Kauffman Stadium, Crown Club \$18.00/person - RSVP by Mon., Apr. 23

There will be no reservations accepted after noon on Monday, April 23 and no-shows will be invoiced with a \$2.00 fee added.

SPONSORED BY EDWARD JONES - GEORGE KOEPP

Mark Your Calendar!

The Membership Services - Retention Committee will hold the first Lunch and Learn on **Tuesday, May 8**.

The topic will be about debit card and currency fraud. It will be held in the Community Room at Hy-Vee starting around 11:30am Watch for more details to follow including cost per person.

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.



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www.raytownchamber.com

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DATED MATERIAL

MARCH 2012

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
				1	2	3
4	5	6 12:00pm Membership Serv. - Recruitment	7	8 7:15am Board of Directors Meeting	9	10
11  Daylight Savings Begins	12 3:00pm SummerFest/BBQ Committee	13	14	15	16 Deadline for Newsletter Submissions	17 HAPPY ST. PATRICK'S day 
18	19	20  7:30am Morning Coffee SPRING BEGINS	21	22	23 8:00am Membership Serv. - Retention 7pm Raytown Night with the Mavericks	24
25	26 12:00pm ►DEADLINE◀ For lunch Reservations	27	28 11:30am MEMBERSHIP LUNCHEON	29	30 4:30pm RQS Legislative Forum	31