



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**

STATE OF THE CITY ADDRESS

**Mayor David Bower**

Raytown elected officials will be on hand to meet and greet guests as they register for lunch. What a great way to introduce yourselves to those elected individuals who have the same interests as you do – making Raytown better!

**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** cash/check/credit at the door

**- RSVP by Monday, Feb. 20**

*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

Wow, January is already gone and boy was it busy. The first coffee and luncheon of the year are under our belts and both were a success.

Membership Services, Royals, SummerFest & BBQ and Government Relations/Advocacy/Economic Development have each met at least once and are coming up with some great ideas for 2012. Remember if you are interested in helping with a committee, please contact the Chamber office.

Looking towards February and running with Chair Pat Ertz' challenge to "Think Raytown First" how many of you buy someone special an item for Valentine's Day. I challenge you to look through your Chamber directory and buy items for Valentine's Day from Chamber members first and then those who are in the Raytown service area.

The Chamber's membership luncheon on February 22 features the "State of the City Address" from Mayor David Bower. New this year we have asked the Aldermen, the Chief of Police and City Collector to meet and greet attendees. Where else can you come meet your Raytown elected officials and hear the state of the city? Make your reservations now. Know a Raytown resident that would love to hear the state of the city, bring them as your guest. Have an employee that lives in Raytown who would love to hear this topic as well, bring them along.

Information about Raytown Night with the Missouri Mavericks on page 7. Get your tickets today. Remember those groups who purchase 20 or more tickets get their name on the video board and will be entered for a chance to do the Puck Drop at the beginning of the game or ride the Zamboni. Ticket sales end March 2!

Chair Pat Ertz has challenged each member to bring in a new member in 2012. Look at the vendors you use within the Chamber's service area and get them to join 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*



**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!*

### MAKE SURE TO MARK THESE IMPORTANT DATES:

Raytown Night with the Missouri Mavericks – March 23 (Tickets on sale now!)  
April Membership Luncheon – NEW DATE – Thursday, April 26  
Raytown Community Cleanup Day – Saturday, May 5  
Raytown Night at the Royals – May 18 (Tickets to go on sale soon!)  
Raytown SummerFest & BBQ Cookoff – June 8 & 9



### 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 Koopp**  
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

**Thank You** to the following businesses who donated items for the speaker bags. The bags will be given out during the year to a speaker at each luncheon. This is a great way to market your business. Any additional items we receive will be included in new member packets and given to new residents when they come in for information.

**Advanced Eyecare  
Affordable Elegance  
Columbia College  
Dick Smith Ford  
KCP&L  
Public Water Supply Dist.#2**

**Advent Advertising  
Blue Ridge Bank and Trust  
Commerce Bank  
Edward Jones—George Koepp  
Lutfi's Fried Fish  
Raytown Quality Schools**

At the first Board of Directors meeting for the Raytown Chamber on January 12, outgoing Chair of the Board, Patrick Searcy presented Pat Ertz 2012 Chair of the Board, with the official gavel.

The gavel was originally presented to the President/Chair in 1969.

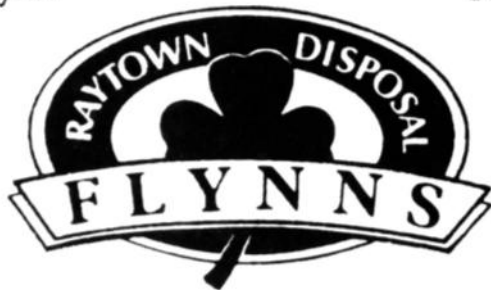
Thank you to Pat Searcy for all the hard work he did in 2011!



## 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



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](http://www.joellawsonwealthstrategies.com)

E Mail: [joel.lawson@cdfinvestments.com](mailto:joel.lawson@cdfinvestments.com)

Todd LeSage

Cell: 816.716.6067

[Todd.Lesage@cdfinvestments.com](mailto:Todd.Lesage@cdfinvestments.com)



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**RAYTOWN  
QUALITY  
SCHOOLS**  
Expect the Exceptional

The **Missouri Options Program** in the Raytown School District is looking for students placements in local businesses for vocational experience. Missouri Options students are working toward earning a high school diploma, and part of their requirements are to keep a job at least 15 hours per week, while attending classes and completing other rigorous requirements. Missouri Options is a part of the District's overall efforts to maintain a high graduation rate.

Students can work as part time employees, in part time paid internships, volunteering, or in job shadowing roles. Whether you hire the students or allow them to volunteer, the District will work with you to assist with performance evaluations, feedback forms, specialized training and more. Imagine being part of helping a local student meet the goal of graduating!

If you are interested in the program or would like more information, please contact Brenda Funk at [brenda.funk@raytownschools.org](mailto:brenda.funk@raytownschools.org) or by phone at 816-268-7180.

**Statement of endorsement from a fellow Raytown Business:**

*"I have used numerous students from the Missouri Option program with great success. They have performed at an excellent level and I know I can count on them. These are not short timers either. These students usually stay up to and even past graduation. One student is still with me who is now 21 years old and talking about taking some college courses, which we will work around. The Missouri Option program is a tremendous success for the students and my business. I have an excellent relationship with both instructors of the program, Mr. Roper and Mr. Grother. They are excellent communicators and are always available to answer any questions. You may call me anytime (358-5232) to discuss this program with me and how it has helped my business."*

*Owner of Carlitos, Tony Lalumia*



**BUSINESS SPOTLIGHT ON...**

**ReDISCOVER**

**ADDRESS:** 901 NE Independence Avenue, Lee's Summit, MO 64086

**PHONE NUMBER:** 816-246-8000 **FAX NUMBER:** 816-347-3200

**FOUNDED:** 1969

**CHAMBER MEMBER SINCE:** 2003

**NUMBER OF EMPLOYEES:** 300 **HOURS OF OPERATION:** 8:30 to 5:00 M-F

**OWNERS:** Non-profit

**E-MAIL:** [sachase@rediscovermh.org](mailto:sachase@rediscovermh.org)

**WEB:** [rediscovermh.org](http://rediscovermh.org)

**SERVICES/PRODUCTS:** Mental Health and Substance Abuse Treatment and Prevention Services

**FUTURE PLANS:** ReDiscover is currently beginning an exciting new program in conjunction with the Missouri Department of Mental Health and MO HealthNet (Missouri Medicaid) in which ReDiscover staff will work with current ReDiscover clients who also struggle with high-need physical health challenges in order to provide them with a coordinated team approach to assist in accessing physical health resources and preventive services. This program, name 'Healthcare Homes', is the first in the nation to certify Community Mental Health Centers to provide these coordination services to the population that also struggles with mental illness. It is expected to result in significant savings to the Missouri Medicaid program.

**BUSINESS PHILOSOPHY:** ReDiscover's mission is to deliver mental health and substance abuse services to help individuals and families achieve healthier and more productive lives. We do this by providing individualized services, establishing partnerships, collaborations and alliances, providing education and support to individuals, families and communities, and advocating for access, resources and the highest standards of care.

**OUR BUSINESS IS A CHAMBER MEMBER BECAUSE:** Reaching out to the communities in which we operate is key to our success and critical to meeting our mission.

## ♥ FOR VALENTINE'S DAY – "THINK RAYTOWN FIRST" ♥

When shopping for that special someone for Valentine's Day, go to your 2012 Raytown Chamber Directory (or search the Chamber's website) and look for those members who offer products or services you need for gifts. Flowers, cards, dinner, jewelry, car wash tokens, photography, new cabinets for the kitchen, an overnight stay at a hotel, hair and nails, a new car or if money is tight a nice walk through one of the beautiful parks in Raytown.

"Think Raytown First" - What a great way to help out a fellow Chamber member and keep sales tax in the City or the school district boundaries!

### NEW CHAMBER MEMBERS

#### KRIS TURNBOW

512 Oak Dr.  
Raymore, MO 64083  
816-322-1245  
turnbowkp@att.net  
Associate Member  
Recruited by Vicki Turnbow

*Welcome!*

#### COMFORT KEEPERS HOME CARE

Stephen Bright  
200 NE Missouri Rd. Ste. 200  
Lee's Summit, MO 60486  
816-353-2900 F. 866-327-6211  
KansasCity@ComfortKeepers.com  
www.ComfortKeepers.com/JacksonCounty-MO  
Healthcare Services  
Recruited by website

#### LANE AVENUE BAPTIST CHURCH

Jerry Applegate  
9003 E. 87<sup>th</sup> Street  
Kansas City, MO 64138  
816-737-0370  
jerryapplegate@msn.com  
www.laneavenuebaptist.org  
Churches  
Recruited by website

#### STATE REPRESENTATIVE, DIST. 49

#### TOM McDONALD

11425 E. Winner Rd.  
Independence, MO 64052  
816-838-3746  
Tmcdon111@yahoo.com  
Individual Member  
Recruited by Vicki Turnbow

### CHAMBER RENEWALS

**Safeguard Alarms LLC 1999** Robert Scales

☺ **First Baptist Church of Raytown 1987**

Carmen Kraus

**L.W. Management, Inc. 2002** Lewis Webb  
**Stilley & Fowler, P.C. 1977**

R. James Stilley, Jr., R. Dennis Fowler

☺ **Tom & Donna Gibbens 2008**

**USA800, Inc. 1978** Tom Davis, David LaBatt

**Spliker McKeone & Nelson PC 1999**

Michele R. Spilker, CPA

**Courier Printing 1990** Thomas Lankford

**Aviation Institute of Maintenance 2009**

Fredrick Thomas

☺ **Liberty Tax Service 2004** Bruce Stansberry

☺ **Executive Security, Inc. 1982** Jim Bradshaw  
**Research Family Physicians 2005**

Dr. Leslie Whiscombe, DO, Dr. Kelly O'Brien MD

**United Consumers Credit Union 2003**

Kyle Hudson, Jeff Boomgarden

**Shelter Insurance 1980** Steve Meyers

**Michael Hanna Law Office 1995** Michael Hanna

**Columbia College-Kansas City 2009**

Cindy Miller, Victoria Easley

**Show-Me Audio-Visual 1999** Ron Dake

**Missouri Gas Energy 1991** Pam Levetzow

☺ **Full Employment Council (KC) 1997**

Clyde McQueen

☺ **FEC-Missouri Career Center (IND) 2007**

Skip James, Steve Dempsey, Carla Major,

Bob Robinson

**PJ's & Co. Hair & Spa 2008** Phylis Goforth

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

# Our Members in the News

## 2011 Chamber Celebration

Members who attended the Chamber Celebration on Wednesday, January 25 were able to thank those individuals who have given of their time and talents over the past few years. Outgoing board members recognized were: Ben Helt, Dr. David Fray, Jay Grimwood, John Ness along with 2011 at large board member, Mark Smith. Patrick Searcy was honored for his dedication to the office he held as Chair of the Board and Pat Ertz talked about his vision for 2012. Keep it local, shop Raytown, think Raytown First – it doesn't matter how you say it, look to your fellow Raytown area businesses for all your needs especially Chamber members.

Events like this could not happen without the help of our sponsors so a big thank you goes out to our Chamber Celebration sponsor, KCP&L, the past chair's coat sponsor, USA800 and to the Holiday Inn Kansas City for being such great hosts.

**2011 Awards were presented to the following:**  
Business of the Year – Dick Smith Ford  
Small Business of the Year – Lutfi's Fried Fish  
Chamber person of the Year – Paula Cannon  
Volunteers of the Year – Pam Clark & Phylis Goforth



### January Morning Coffee at ...

**KFC - Raytown**  
**9924 E. 350 Highway**



## Upcoming Member Events

### **FEBRUARY MORNING COFFEE**

Mark your calendars: **Tues., Feb. 21** - this month's "Morning Coffee" will be held at the **The UPS Store, 6222 Raytown Trafficway**. 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.



Join **Raytown Three Trails Kiwanis** in an event of informal, fun, competitions where teams battle to see who has the greatest knowledge of matters trivial at its **3<sup>rd</sup> Annual Trivia Night on Saturday, February 11<sup>th</sup> at 7:00 p.m.** at Yellow Rock Barn. Enjoy a fundraiser supporting Kiwanis youth programs in our community. Prizes will be awarded throughout the evening to winners of various games and raffle tickets will be available for purchase at the door for other prizes. Form a team of 8-10 people and bring your own favorite beverages and snacks.

Cost: \$20 per person. To reserve a table email: [mlskitek@comcast.net](mailto:mlskitek@comcast.net) or [martha.cockerell@gmail.com](mailto:martha.cockerell@gmail.com).

### **QR Codes: Why Do I Need One and How Do I Use It?**

You see these checkered, black and white boxes everywhere lately, but do you know what they are for and how to use them? QR codes encode information that can be scanned by cell phones, in turn giving the scanner particular information about a business, usually by providing a link to the company's site. If you are interested in knowing how to make and use QR codes for your business, then this class is for you! Learn how QR (Quick Response) Codes work, how to create one, and how you can use them to make your business technologically-savvy. This course is one-of-a-kind, so sign up today!

#### **Class Information**

Date: February 16, 2012 Time: 11:00a-2:00p (lunch is included)  
Location: UMKC SBTDC, 4747 Troost Fee: \$35.00

#### **Contact Information**

UMKC SBTDC, (816) 235-6063, [umkcsbtcd@umkc.edu](mailto:umkcsbtcd@umkc.edu)



## **2012 LEGISLATIVE FORUMS IN RAYTOWN**

**February 24 4:30-5:30 p.m.**

**Raytown School District Administration Building, 6608 Raytown Road, 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*

*Mrs. Lou Hibdon*

*Mayor David Bower*

*Mr. Pat Ertz*

Superintendent, Raytown Schools

President, Raytown PTA Council

City of Raytown

Raytown Chamber Chair

## **RAYTOWN NIGHT WITH THE MISSOURI MAVERICKS**

**March 23, 2012 7:05pm Missouri Mavericks vs. Bloomington Blaze**

Tickets \$ 15.00 (Terrace Section-\$ 20.00 value) Tickets \$ 23.00 (Rinkside Section-\$ 28.00 value)

\*Offer not available at the Box Office

**FREEDOM FRIDAY & FAN APPRECIATION NIGHT!!!**

Don't miss the fun and excitement - join your community for a great evening!

**BUY YOUR TICKETS TODAY! TICKET SALES END Mar. 2!**

-Gates open at 5:30pm - From 5:30-6:30 enjoy \$1.00 Hot Dogs & soft drinks & \$2.00 Beers  
Independence Events Center 19100 E. Valley View Pkwy. (At I-70 & 291 intersection)

- Businesses & Groups selling 20 or more tickets get their name on the Video Board and will be entered for a chance to do the Puck Drop at the beginning of the game or ride the Zamboni!

- PARKING IS FREE!!!





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**

# FEBRUARY 2012

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
			1	2 <b>7:15am</b> Board of Directors Meeting	3	4
5	6	7 <b>12:00pm</b> Membership Serv. - Recruitment	8	9	10	11
12	13	14 	15	16	17 <i>Deadline for Newsletter Submissions</i>	18
19	20 <i>President's Day</i> <b>12:00pm</b> <b>&gt;DEADLINE&lt;</b> For lunch Reservations	21 	22 <b>11:30am</b> <b>MEMBERSHIP</b> <b>LUNCHEON</b>	23	24 <b>8:00am</b> Membership Serv. - Retention	25
26	27	28	29			