

# CHAMBER CONNECTIONS

Follow the Chamber:



#RaytownChamber90



## MISSION STATEMENT

The Raytown Area Chamber of Commerce and Tourism supports our business community to enhance the quality of life for our citizens.

[RAYTOWNCHAMBER.COM](http://RAYTOWNCHAMBER.COM)

NOVEMBER 2019

### 2019 CHAMBER CORPORATE SPONSORS



Click on logos & links for more information

### INSIDE THIS ISSUE:

November AM Connections, Ribbon Cutting, 2019 Corporate Sponsors	1
President's Corner	2
Getting to Know the New Logo & Business Brigade	3
Member Market	4
A Look at the Last 30 Days	5
A Look at the Last 30 Days	6
A Look at the Last 30 Days	7
A Look at the Last 30 Days	8
Renewals, New Members & Each One Reach One Campaign	9
Our Members in the News	10
Our Members in the News	11
Upcoming Community Events	12
Host a 2020 Networking Event	13
2020 Sponsorship Opportunities	14
November 2019 Calendar	15

November 19



## NOVEMBER A.M. CONNECTIONS

Tuesday, November 19, 2019

7:30 to 8:30 a.m.

River of Refuge

5155 Raytown Road

Kansas City, MO 64133

Come by River of Refuge 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 meet the business hosting the A.M. Connections Networking and find out what they can offer you and the community.

Hope to see you there!

[REGISTER BY MONDAY, NOVEMBER 18](#)



## Remodel Celebration & Ribbon Cutting

WEDNESDAY, NOVEMBER 20, 2019

4:30 TO 5:30 P.M.; RIBBON CUTTING @ 5P.M.

RAYTOWN CHAPEL CHURCH

5413 BLUE RIDGE CUTOFF, RAYTOWN, MO 64133



Please join the Raytown Chamber and Pastor Angie Colina McNeil with Raytown Chapel Church for a Remodel Celebration & Ribbon Cutting on Wednesday, November 20, 2019 from 4:30 to 5:30 with ribbon cutting at 5:00 pm. There will be catered appetizers provided by Hy-Vee in their new kitchen facilities.

[REGISTER BY MONDAY, NOVEMBER 18](#)





[THINKRAYTOWNFIRST.COM](http://THINKRAYTOWNFIRST.COM)

### Board of Directors

**Chiki Thompson**, Chair of the Board  
Raytown Water Co.

**Melvin Norrington**, Chair Elect  
KCP&L

**Tamara Wheeler**, Secretary/Treasurer  
United Consumers Credit Union

**Rene Purtee**, Past Chair  
Arvest Bank

### At Large Members

**Kaylie Baker**  
Rok'it Advertising

**Erik Blaney**  
Shamrock Cabinet & Fixture Corp.

**Paula Fats Cannon**  
Blue Ridge Bank and Trust Co.

### Board Members

**Robert Atkins**  
Farmers Insurance

**Dr. Ryan Crider**  
MCC - Longview

**Steve Dempsey**  
Missouri Job Center

**Lauren Jilek**  
Partners in Primary Care

**Stephen Losey**  
BeneFocus

**Brian Ross**  
Edward Jones

**Brian Wagler**  
ServPro of Raytown/East KC

**Phylis Goforth**, Liaison  
Raytown Main Street Assoc.

**Chief Matt Mace**, Liaison  
Raytown Fire Protection Dist.

**Dr. Allan Markley**, Liaison  
Raytown Quality Schools

**Missy Wilson**, Liaison  
City of Raytown

### Staff

**Vicki Turnbow**, President  
[president@raytownchamber.com](mailto:president@raytownchamber.com)

**Kirsten Turnbow**,  
Operations Coordinator  
[staff@raytownchamber.com](mailto:staff@raytownchamber.com)

## PRESIDENT'S CORNER

By the time you receive this month's newsletter, we will only be 5 days away from the Chamber's 90<sup>th</sup> Anniversary Gala Celebration. The Gala Task Force has worked for almost a year to plan and prepare for this wonderful evening. If you are attending, you will have the time of your life! Be watching for photos in the December newsletter.



Remember there will be no membership luncheon in November. Stop in at the A.M. Connections on November 19 at River of Refuge (5155 Raytown Road) or make a reservation to attend the Maximize Your Membership Networking event on Thursday, December 5 at Crane from 4:30 to 6:00 pm.

**We need your help!** The Chamber is currently seeking nominations for our annual awards for 2019. Click on the link to get the requirements and send me your nominations. Nominations are kept confidential and if qualified will be sent an application to fill out to be considered by the Awards Committee. Nominations are due by Friday, November 15. The list of the awards criteria and the past winners can be found by clicking on the front of the Chamber Connections Email.

The Board is currently working on the 2020 Budgets, the 2020 Strategic Plan with input from each committee.

Be watching for the 2020 Committee Signup Sheet, the 2020 List of Sponsorship available for next year and the 2020 calendar of events.

Wednesday, November 27 will be Kirsten's last day with the Chamber. Kirsten is a real estate agent and has been asked to join the DiPonio & Company team which she has accepted. Kirsten started with the Chamber in May 2018 and has been a huge asset to not only me but the entire membership and Raytown community. Give her a call or email or better yet stop in before her last day!!!



The office will be closed for November 28 and 29. Have a great Thanksgiving holiday!



Always remember the Chamber office is a resource for the business community and my door is always open!

*Vicki Turnbow, President*

# Getting to Know the New Logo

New Shape – the updated shape of the logo pays tribute to the Rock Island Rail

It only seemed right to change a portion of the crossroads to also represent the Rock Island Rail as well as the new Rock Island Trail.



By adding “and tourism” to our name, we hope to capitalize on our position on the trail to be a center of information for any visitors.



Several members of the Business Brigade have been out visiting with businesses in Raytown. Paula Fats Cannon with Blue Ridge Bank visited businesses in the strip center near the bank and Vicki stopped in a visited with Planet Fitness!



What a great way to thank the businesses for being here during the Chamber’s 90<sup>th</sup> Anniversary year.

# MEMBER MARKET



## NEED A RENTAL HALL?

PARTIES ~ DANCES ~ RECEPTIONS ~ MEETINGS

**\$100 discount with this ad!**

OFFICE HOURS: Monday-Saturday 8 am-12 pm

5101 BLUE RIDGE CUTOFF 816-356-4962



Waste & Recycling Service for Home & Business



wcawaste.com

(816) 358-1211

### Market your business to more than 400 Members in the CHAMBER CONNECTIONS.

Business card, 1/4 page, 1/2 page or full page  
 Space Available - 3 months or 1 year run  
 All marketing may include a website link.  
 All marketing must be prepaid.

Contact the Chamber for more information.

**Your business ad here!  
 Contact Chamber staff before  
 the 15th of the month to be in  
 next month's  
 Chamber Connection!**



# EMPLOYEE BENEFITS



## EXCLUSIVE CHAMBER MEMBER INSURANCE PROGRAM

Save on group medical coverage and more with this exclusive program.

**Why pay more for coverage when there are better options available to you as a Chamber member? You and your employees deserve the best insurance benefits at the best possible price. We can improve your program now – don't wait any longer. Call today!**

- Savings for groups of 5 to 5,000 enrolled
- Exclusive group medical insurance programs
- In addition to medical, discounts available on dental, vision, disability, life, critical illness, accident, and pet
- Fully insured, level funded, and self-insured composite rates
- HSA / FSA/ COBRA Administration
- Ongoing support from your dedicated account team, access to our HR Help Desk, and compliance support
- Online reporting and enrollment services
- Onsite open enrollment



**Kent Friend**  
 Employee Benefits and Property & Casualty Consultant  
 kfriend@bukaty.com  
 P: 913.777.7535  
 C: 816.803.7406  
 F: 913.345.2608



# *A Look at the Last 30 Days*

## **October 3rd**

## **Raytown Quality Schools Ground Breaking Ceremony**



## **After Hours Networking and Ribbon Cutting at Best Western Premier KC Sports Complex (formerly Four Points by Sheraton)**



# *A Look at the Last 30 Days*

**October 15**  
**What's On the Menu?**  
**Are You Tired of**  
**Paying Too Much for**  
**Health Care?**



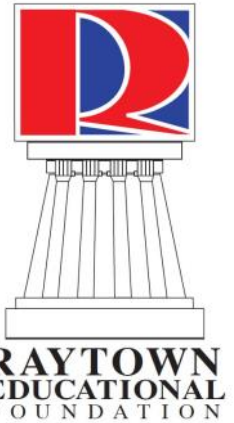
**October 22**  
**Ribbon Cutting &**  
**Rebranding Celebration**  
**for EcoLogix**  
**(formerly YellowBlue)**



# *A Look at the Last 30 Days*

## **October Membership Luncheon Chamber Annual Meeting & Raytown Quality Schools Update**

### **LUNCHEON SPONSORS:**



New Member:  
Panda Express



New Member:  
Waterfalls of the World  
Vacations



# *A Look at the Last 30 Days*



**Vicki with one of the two constructed benches purchased with AARP Community Challenge Grant. The benches will soon be featured in the plaza area that is planned to replace the front parking area at the Chamber offices. Construction dates pending at this time.**



## **October 25 Grand Opening & Ribbon Cutting at Panda Express**



## **October 28 Ribbon Cutting at New Trails Learning Center Playground**



**RAYTOWN  
QUALITY  
SCHOOLS**  
Expect the Exceptional





## CHAMBER RENEWALS

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

- ☺ **Associate Member – Allan Thompson, 2015**
- Associate Member – DeeAnn Stock, 2018**
- Bickford Assisted Living, Michael Shoemaker, 1999**
- Bordner Installation Group, Inc., Rob Poettgen, 1990**
- Bukaty Companies, Kent Friend, 2018**
- ☺ **Cave Spring, Al Maddox, 2017**
- ☺ **Central Bank of the Midwest, Lana Sellers, 2007**
- ☺ **CommunityAmerica Credit Union, James Shoaf, 2009**
- ☺ **Corlew Construction Co., Inc., Dick Corlew, 1978**
- ☺ **Crane Brewing Company, Chris Meyers, 2015**
- Fraternal Order of Police, Mark Wasko, Mandy McKie, Rick Inglima, Paul Brooks, 2009**

- Full Employment Council, Inc., Clyde McQueen, 1997**
- ☺ **JS Lawn Care, LLC., John Sharp, 2017**
- Kansas City Mavericks, Lydia Taylor, 2009**
- Missouri Job Center, Richard Salazar, Steve Dempsey, Carla Major, 2007**
- Morgan Miller Plumbing, Jeff Morgan, Alex Wietrick, 2018**
- Personal Care Dental Group, Jourdan Price, Dr. Chris Barreca, Dr. Rubelita James, Dr. Pamela Richardson, 1977**
- Raytown Rotary Club, Treasurer, 2001**
- Smile Care Raytown, Adrienne Simmons, 2017**
- ☺ **V's Italiano Ristorante, Greg Hunsucker, 2013**
- ☺ **Watchmen Security, Satara Brown, Samuel Noel, 2017**

## Have you utilized your member benefits lately?

### NEW CHAMBER MEMBERS

◆ Waterfalls of the World Vacations  
 Barb Keogh  
 9358 E 68th Street  
 Raytown, MO 64133  
 Wowvaca.bz@gmail.com  
 www.wowvaca.com  
 Recruited by: Self



Thank you to the following Chamber member's who have referred a business to us to contact about being a potential member:

**Your Name Here - Your Company Here**

### NEW MEMBER REFERRALS

Referrals can be companies you buy from companies that buy from you, or companies whom you have a connection with.

Help the Raytown Chamber continue to grow and be able to provide quality services to other businesses just like yourself.

Contact the Chamber office at 816-353-8500 or email [staff@raytownchamber.com](mailto:staff@raytownchamber.com) and we will contact them about joining the Chamber!

**EACH ONE → REACH ONE**

- Who are your vendors?
- Who are some of your best customers?
- Who would benefit from sitting at this table?
- Who is in your contact list?



## Our Members in the News



The Santa Fe Trail Association (SFTA) has announced that legendary singer/songwriter Michael Martin Murphey will be the honorary chair of Santa Fe Trail 200.

“The SFTA is extremely proud to have Murphey as the honorary chair,” said SFTA President Larry Short. “Murphey is a strong proponent of the Santa Fe Trail and will bring excitement and a new generation of trail enthusiasts as he performs and promotes our Trail up and down its length and across the nation.”

“I’m deeply honored to be chosen as the Honorary Chair of the Santa Fe Trail’s bicentennial commemoration,” said Murphey. “The story of the Santa Fe Trail is as essential to the American story as that of the Revolution. From the beginning, our fathers were looking West.... I am thrilled to be a spokesman for that story.”

Murphey’s career has spanned decades with such hits as “Wildfire” and “Carolina in the Pines,” and “Geronimo’s Cadillac.” His recent album, *Austinology*, has met with critical acclaim and paired Murphey with old friends Lyle Lovett and Willie Nelson, among others. He has been a champion for the history of the American West and the Santa Fe Trail.

The bicentennial of the opening of this historic trade route will be marked with events throughout 2021.

“Our SFTA leadership group and twelve chapters are developing plans for numerous major events and commemorations of that first journey from Missouri to Mexico,” said Short.

In addition, a national steering committee with membership from a variety of disciplines has been established to offer guidance and feedback.

To find out how your community or organization can participate in this historic commemoration, contact Joanne VanCoevern, SFTA Manager at [Manager@santafetrail.org](mailto:Manager@santafetrail.org), SFTA President, Larry Short at [President@santafetrail.org](mailto:President@santafetrail.org), or 2021 Chair Deb Goodrich at [publicity@santafetrail.org](mailto:publicity@santafetrail.org).



Oct. 7, 2019 – Local energy providers, Westar Energy and KCP&L are now serving customers as Evergy, the name of the holding company established when the companies merged last year.

To read entire press release, click on the link on the Chamber Connections Newsletter email.



## Our Members in the News



Longview Funeral Home and Cemetery in Kansas City, MO, is proud to introduce Kylie Newsom as the Funeral Director in Charge. After graduating from Des Moines Area Community College in March of 2015 with her degree in Mortuary Science, Kylie moved to the Kansas City area to pursue her career in funeral service. She began working as a funeral director/embalmer at our sister location, Johnson County Funeral Chapel and Memorial Gardens.

In her new role—among other duties—she will lead the marketing efforts and be the primary funeral arranger. When she is not working, Kylie enjoys watching and playing sports, listening to music, and spending time with her family and friends.

*“Kylie’s dedication to excellence in all she does for our community and the funeral profession, along with her fresh ideas and energy, will be a great benefit to those needing affordable, compassionate funeral, cremation and cemetery care in the South Kansas City area.”*—Said Phil Zehms, Director of Operations for the Kansas City Market.

Longview Funeral Home and Cemetery, located off of Southeast Raytown Road in South Kansas City, has been serving the Kansas City Metro Area for over 30 years. Longview is committed to facilitating moments that lend to the healing of grief and celebrating a life lived with the highest standards in quality, caring and sensitive service at the best value to each family it serves before, during and after death.

**For additional information contact, Longview Funeral Home and Cemetery**  
[Info@LongviewFH.com](mailto:Info@LongviewFH.com) [www.LongviewFuneralHome.com](http://www.LongviewFuneralHome.com). 816-761-6272



### Blue Ridge Bank and Trust Co. receives EPCOR Marquis Award

Each year, Electronic Payments Core of Knowledge (EPCOR) recognizes individuals and organizations for their outstanding leadership, innovation and excellence in the development, implementation or advancement of electronic payments and risk mitigation solutions.

On Tuesday, October 22, at the fall EPCOR Payments Conference, Blue Ridge Bank and Trust Co. was awarded the Marquis Award. Established in 1990, the Marquis Award is presented to individuals or organizations that exemplify best practices in electronic payments implementation, expand awareness and utilization of ACH payments or contributed greatly to the mission of the Association.

Blue Ridge Bank and Trust was recognized for its partnership with the Independence School District (ISD) Academies on a financial literacy program. In May 2019, the Bank opened a branch on the historic Independence Square. The branch includes a classroom where high school students spend a portion of their week with an ISD instructor and the rest of the week working alongside Blue Ridge Bank staff. The students are studying finance and banking operations. They are receiving real-word training in a true banking atmosphere. Bill Esry, president and CEO, accepted the award and stated, “We are honored to receive this reward and are very excited to be working with the Independence School District on this financial literacy program. And, to our knowledge, the only one of its kind in the country.”

*Blue Ridge Bank and Trust Co. is an independently-owned community bank with nine branch locations and over \$550 million in assets. Blue Ridge Bank and Trust is celebrating over 60 years in Eastern Jackson County.*

Photo:

Bill Esry, President and CEO accepted the Marquis Award given by EPCOR at their fall 2019 conference held at the Sheraton Overland Park Hotel.



## Upcoming Community Events



It's a win-win. Buy a Grocery Grab coupon from a REF board member for \$5 and enter a chance to win a \$100 Cosentino's gift card or the Grand Prize Grocery Grab. Last year Grand Prizes winners grabbed over \$6,000 in groceries! Coupons can also be purchased by emailing: [REF@raytownschools.org](mailto:REF@raytownschools.org).

All proceeds benefit the Raytown Educational Foundation.



## Community Thanksgiving Service

Please mark your calendars for the annual Raytown Community Thanksgiving Service. This year, the Sunday, November 17 event will be held at 3 PM at Blue Ridge Presbyterian Church, 6429 Blue Ridge Boulevard. This event usually lasts about one hour and is open to all people and all faiths. It is sponsored by Faiths of Raytown. Please see the accompanying flyer for more details.

Everyone is encouraged to send in a few photos of your business/church/workplace/organization/family. We want to again present a "picture" of what it looks like to live, work, and/or serve in Raytown. This can be as simple as a group picture, preferably with signage of some kind identifying the church/group/place/organization. Candid shots are also welcome. We will try to include pictures from all who contribute. We look forward to pictures from the local gas station, drive through lane, and insurance office - anything and everyone!

All pictures should be sent to Christi Neal at [cneal9410@gmail.com](mailto:cneal9410@gmail.com) by Monday, November 11, if possible. Thank you.

Secondly, if your business is interested in providing a gift certificate to be given as a door prize at the Raytown Community Thanksgiving Service, please contact me to make arrangements for pick up. Thank you in advance for your support.



## *Host a Networking Event in 2020*

### **HOST A NETWORKING EVENT AT YOUR BUSINESS!**

The Raytown Chamber is looking for businesses to host networking events in 2020. The A.M. Connections Networking events are scheduled for the third Tuesday of each month and by hosting, you agree to provide the coffee from 7:30 to 8:30 a.m. The sponsorship for each event is \$50.00. Listed below are the dates available.

For those who prefer an evening event, the After Hours Networking events are scheduled for the first Thursday of the month from 4:30 to 5:30 p.m. (unless a different day would work better for your business). By hosting an After Hours you agree to provide beverages/refreshments of your choice. The sponsorship for each event is \$50.00.

By hosting a networking event you will receive an advertisement in the monthly newsletter, a posting for 30 days in the weekly Chamber e-mail, a listing on the event calendar on the Chamber's website, and invitations to hand out to your customers or neighboring businesses. Morning Coffees and After Hours are offered on a first come first served basis. Please contact the Chamber office if you would like to sponsor an A.M. Connections or After Hours.

#### **2020 A.M. Connections Available:**

February 18, March 17, April 14, May 19, June 16, July 14, August 18,  
September 15, October 13, November 10

#### **2020 After Hours Available:**

March 5, May 7, June 4, August 6, October 1, November 5



## *Sponsorship Opportunities in 2020*

*Raytown Area Chamber of Commerce & Raytown Rotary Club*

### GOLF TOURNAMENT



THURSDAY, MAY 14, 2020



The Raytown Chamber/Rotary Golf Tournament is set to be played at Hillcrest Golf Club on Thursday, May 14, 2020. If you are interested in this sponsorship let me know. The cost is \$1,500 and won't be invoiced until April 1.

The sponsorship includes:

Your business mentioned as Title Sponsor, logo on marketing material, company banner (if supplied by company), one hole sponsorship, a foursome in the tournament, signage at the event, opportunity to provide tee package items, and more. Limit of 1

Be watching for the golf flyer to come out in February with a list of the other sponsorships available.

Questions, call the Chamber office today at 816-353-8500 or email [staff@raytownchamber.com](mailto:staff@raytownchamber.com)

### **MEMBERSHIP LUNCHEON SPONSORSHIPS AVAILABLE**

As a luncheon sponsor you may serve as a host to greet the attendees and provide information about your business. You will also be given 5 minutes on the agenda to discuss your business. Your company will be listed in the monthly newsletter, as well as on the website, under the calendar of events section. You may also provide the centerpieces or giveaways 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 remaining luncheon sponsorships is \$160.00 and will be invoiced at the beginning of the appropriate month. Please contact the Chamber office if your business would like to sponsor one of these 2020 Chamber Membership Luncheons.

#### **2020 Luncheon Dates Available:**

March 25, May 27, July 22, September 23, November 18



# NOVEMBER

## 2019

5909 RAYTOWN TRAFFICWAY  
RAYTOWN, MO 64133-3860

816-353-8500 FAX 816-353-8525  
RaytownChamber.com

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
		<p>****</p> <p><b>Check your weekly Chamber Connections C-mail for an up-to-date Calendar</b></p> <p>****</p>			1	2
3	4	5	6 Membership Services Committee 12:00 pm @ Chamber Office	7	8	9 90th Anniversary  @ Stoney Creek
10	11	12	13	14 Board of Director's Meeting 7:30 am @ Chamber Office	15 Government Relations 8:00 am @ Chamber Office	16
17	18	19 A.M. Connections 7:30 a.m. @ River of Refuge 	20 Remodel  Celebration/ Ribbon Cutting 4:30 p.m., ribbon cutting at 5 p.m. @ Raytown Chapel Church	21	22	23
24	25	26	27	28 Office Closed 	29 Office Closed	30