

CHAMBER CONNECTIONS



#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

JANUARY 2020

2020 CHAMBER CORPORATE SPONSORS



Click on logos & links for more information

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JANUARY MEMBERSHIP LUNCHEON



Chamber Celebration

Chiki Thompson, Immediate Past Chair of the Board, will honor the 2019 Board of Directors. The annual Chamber awards will be presented to the Business of the Year, Small Business of the Year, Chamber Person of the Year, Non-Profit of the Year, and Rising Star. The current Chair of the Board, Melvin Norrington, will also share the plan for 2020.

Please join us at this annual celebration of the Raytown Chamber. We encourage you to invite your family, friends, employees, and colleagues. This is a great opportunity to thank the board of directors and officers for their voluntary service to the betterment of the Chamber and the Raytown Community.

WHEN: Wednesday, January 22, 2020

WHERE: Best Western Premier KC Sports Complex
4011 Blue Ridge Cutoff
Kansas City, MO 64133

Networking begins at 11:00 a.m., Lunch begins at 11:30 a.m.

\$21.00 per person (Tables of 8)

[Click here to register by Monday, January 20, 2020](#)

Chamber Celebration Sponsor:



Luncheon Sponsor:



LUNCHEON RSVP POLICY

- Registrations *must* be made by NOON on the Monday before luncheon.
 - Cancellations will be accepted until 24 hours prior to the luncheon.
- Cancellation after 24 hours, or No-shows will be invoiced with a \$2.00 fee added.



THINKRAYTOWNFIRST.COM

Board of Directors

Melvin Norrington, Chair
Every

Tamara Wheeler, Chair Elect
United Consumers Credit Union

Dr. Ryan Crider, Secretary/Treasurer
Metropolitan Community College -
Longview

Chiki Thompson, Past Chair
Raytown Water Co.

At Large Members

Kaylie Baker
Rok'it Advertising

James Wendleton
Best Western Premier

Board Members

Robert Atkins
Farmers Insurance

Steve Dempsey
Missouri Job Center

Lauren Jilek
Partners in Primary Care

Stephen Losey
BeneFocus

Al Maddox
Cave Spring

Linda Roberts
Raytown Lee's Summit Community
Credit Union

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

PRESIDENT'S CORNER

So does anyone else like the way 2020 sounds? I do! I am excited about what 2020 will bring to the Chamber and to the community as well.

The Chamber Board, Committee members and Staff will work to bring you quality networking events to help you make those important contacts to help grow your business.

We are always looking for suggestions or ideas about topics for not only luncheons but also for our 'What's On the Menu?' Educational series. Send me an email with those ideas. Have you heard a great speaker lately? Let me know so we can see about getting them to come to Raytown.

New for 2020, I will have a monthly "Networking" coffee, lunch or after hours at a member restaurant or bar. I will be reaching out to the members over the next few weeks to secure dates and times. Everyone who attends will be responsible for their own food/beverage expense and will need to register so I can let the business know a count so we can sit together. Coffees will get together around 7:30; lunch around 11:15 and after hours around 4:45 or so. Thank you to Lara Vermillion, President of the Blue Springs Chamber for letting me steal this idea. Be watching for an email to come out with the first dates and locations. Make sure to have those business cards in hand!

Finally, if you know a business that is not a Chamber member talk to them about the benefits you receive for being a member. 2020 we will look to grow the Chamber and we will need your help. Be watching for an email about being on the Each One Reach One Planning Committee.

Remember my office is always open!

Vicki Turnbow, President



Come celebrate the start of 2020 with Tim "The Light Guy" Truesdale (Ecologix) and the Raytown Chamber for some good 'ole fashion networking and see the new LED lights recently installed in the Chamber office, which is one of the many items to be included in the building remodel.

Light hors d'oeuvres from 4:00 to 6:00 pm at the Chamber office on Thursday, 01/20/20.

[Click Here to Register](#)

Co-host



Operation "Thank You"

The Board of Directors will be personally delivering the 2020 Community Profile and Chamber Directory starting in January. This is a 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. This is a great way to introduce yourselves to your fellow Chamber members.





On behalf of the Raytown Area Chamber of Commerce and Tourism, I want to thank you for your membership and continuous support to our community. The Raytown Chamber of Commerce mission is to support our business community and to enhance the quality of life in our citizens. Our community is an excellent place to do business and an excellent community in which to live. As the Chair of the Board, I want to encourage you to become active in the community and in the Raytown Chamber. Let's work together to make Raytown the best community in which to live and operate a business.

To achieve our mission, we must promote our community assets, develop our community assets and support business retention & satisfaction. To have a strong economic environment we must have a strong community. We are fortunate in Raytown to have leaders, business owners, educators, chamber and citizens who realize that we all share in the responsibility of creating economic success and happiness within our community.

As we look back on 2019, it was a very prosperous year for the Chamber as we celebrated 90 Years of Service and saw the start of the Rock Island Trail. I am excited for 2020 and want to continue that upward trend. We look forward to the continuation of Phase 2 of the Rock Island Trail project, remodel of the Raytown Chamber of Commerce Building Foundation and to the recruitment of new members. We continue to look for ways to improve our communication with members and the public because we know that communication is key to our success. We are proud to promote our businesses and community to our members, residents, and visitors to our area.

To help our member businesses, we provide a variety of networking, advertising, educational, and social opportunities over the course of the calendar year. We also support collaborative efforts with the other local Chambers that provide additional opportunities for our members to initiate or build business relationships. The Chamber office staff is available to anyone who seeks information regarding our community. The office also encourages all residents and members to bring forward innovative ideas on how we can best serve each other to improve our community and our Chamber of Commerce.

We are grateful for all our members and desire for all to prosper and grow in the years ahead. Thank you again for your membership, thank you to our Board members, committee members and volunteers that are led by our President, Vicki Turnbow. We will continue to pursue excellence in all that we do at the Chamber. We thank you for your continuous support and look forward to partnering together in 2020!

Melvin Norrington
2020 Chair of the Board



NEW MEMBER BAGS

For 2020, if you are interested in bringing in an item to be placed in the new member bags, please drop off at least 20 items at the Chamber office. This is just another way to market your business to those who are new to Raytown and the Chamber. If you have any questions, please contact the Chamber office.

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

MAXIMIZE YOUR MEMBERSHIP AND AFTER HOURS NETWORKING @ CRANE BREWING 12/06/19



RAYTOWN MAIN STREET ASSOCIATION HOLIDAY LIGHTING



A big thank you to the Raytown Main Street Association, the City of Raytown and the Raytown Parks Department along with Chamber volunteers for the great lighting in downtown Raytown. It is beautiful!



A Look at the Last 30 Days

**GRAND OPENING & RIBBON CUTTING
LUTFI'S FRIED FISH (9120 E. 350 HIGHWAY)
DECEMBER 13, 2019**



Members Celebrating the Holidays!



CHAMBER RENEWALS

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

- A & D Heating and Cooling Dave Parker 2012
- ☺ Associate Member – Clarice Titus 2003
- Blue Ridge Bank and Trust Co. William Esry, Paula Cannon, Tom Thomas 1989
- ☺ Carstar Ron Glenn 1999
- Edward Jones Brian Ross 2017
- H & H Color Lab, Inc. Terry Tuggle, Katie Yang 2016
- ☺ Heartland Cremation & Burial Society Andrew Loos, Payton Hunter, Hannah Rathman 1994
- ☺ Hillcrest Country Club Tommy Gross Judy Ross 2015
- ☺ Hope Network of Raytown Michele Workman 2008
- Lane Avenue Baptist Church Jerry Applegate 2017
- ☺ Maj-R Thrift Rhonda Edwards, John Michaels 2016

- ☺ McIntosh Heating & Cooling Jeff Mann 1993
- ☺ Network Solutions (formerly Power On) Derek Weigel 1994/2019
- Raytown Arts Council David Lush 2014
- Raytown Gregory Animal Health Center Dr. Tim Chirpich 1976
- ☺ Raytown-Lee's Summit Community Credit Union Linda Roberts 1992
- Re-Discover Stewart Chase 2003
- ☺ Rice Tremonti Leigh Elmore 2017
- State Rep Jerome Barnes District 28 2016
- ☺ Truman Heartland Community Foundation Phillip Hanson 1996
- ☺ United Consumers Credit Union Nancy Davis, Tamara Wheeler 2003

Have you utilized your member benefits lately?

NEW CHAMBER MEMBERS

◆ Complete Image
 David Garrett
 5900 Raytown Trafficway
 Raytown, MO 64133
 816-737-2665
 completeimagecon@gmail.com
 Recruited by: Self



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 and we will contact them about joining the Chamber!

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

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



MINIMUM WAGE RATE SET FOR PRIVATE EMPLOYERS FOR 2020

Jefferson City, MO - The Missouri Department of Labor and Industrial Relations recently announced the state minimum wage rate for 2020 has been established, according to state law, at \$9.45, effective January 1, 2020. All private businesses are required to pay at a minimum, the \$9.45 hourly rate, except retail and service businesses whose gross sales are less than \$500,000.

Pursuant to Proposition B, which are approved by Missouri voters November 6, 2018, the minimum wage will increase 85 cents per hour each year through 2023. Missouri law does not apply to public employers, nor does it allow the state's minimum wage rate to lower than the federal minimum wage rate. /compensation for tipped employees must also total at least \$9.45 per hour. Employers re required to pay tipped employees at least 50 percent of the minimum wage, plus any amount necessary to bring the employee's total compensation to a minimum of \$9.45 per hour.

To learn more about minimum wage and download a copy of the updated poster, visit <https://labor.mo.gov/DLS/MimumumWage>



Jackson County, Missouri

100%

ACT Work Ready Community

Jackson County Missouri recently met all criteria to become a certified ACT Work Ready Community, demonstrating its commitment to developing a strong workforce pipeline. Thank you to everyone who helped make this possible.



Upcoming Community Events

You are cordially invited to the

Share
the
Love

Community Breakfast

A benefit for the
Raytown Educational Foundation

Thursday, February 6, 2020
8:00 a.m.

Raytown Schools &
Education Conference Center
10750 E 350 Highway

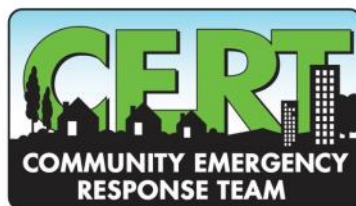
Reservations and payment may be made
online at raytowneducationalfoundation.org or
by mail: REF, 10750 E 350 Highway Raytown, MO 64138
Please RSVP by February 1, 2020



The Raytown Educational Foundation will be hosting its annual Share the Love community breakfast, Thursday, February 6, 2020. This breakfast benefit supports the foundation's Dual Credit Scholarships, Teaching and Learning Grants, and student recognition programs. Join us for a Valentine breakfast and learn more about this year's grant recipients from our student and staff recipients. For more information, contact Martha Cockerell, REF@raytownschools.org or click on the Share the Love page on our website:

<https://www.raytownschools.org/domain/1707>. Online registration is now available.

CERT TRAINING IS COMING TO RAYTOWN



Community Emergency Response Team 2020 Classes begin:

- Tuesday, April 7, 14, 21, 28 2020
6:00pm - 9:00pm
- Thursday, April 9, 16, 23, 30 2020
6:00pm - 9:00pm
- Saturday, May 02, 2020
9:00am -12:00pm (FINAL)

ALL CLASSES MUST BE ATTENDED
FOR CERTIFICATION

The Raytown Police Department is proud to present this FREE training to the public.

Following a major disaster, police, fire and medical professionals may not be able to fully meet the demand of those in need. People will have to rely on each other to meet immediate lifesaving and life sustaining needs. CERT Team members assist emergency services agencies in public safety events and critical incidents. Join the team! For more information, visit: <http://www.ready.gov/citizen-corps>

The class will be held at Raytown Fire District Station #1, 6020 Raytown Trafficway. The course curriculum will cover the following modules:

- | | |
|--------------------------------------|-----------------------|
| • Emergency Preparedness | • CERT Organization |
| • Fire Safety | • Disaster Psychology |
| • Emergency Medical Operations 1 | • Terrorism and CERT |
| • Emergency Medical Operations 2 | • Course Review |
| • Light Search and Rescue Operations | • Disaster Simulation |

Participants must be 17 years old or older. Applicants will be required to complete an application form and a background check.

For an application form, contact Captain Dyon Harper at 816-737-6104 or harperd@raytownpolice.org

Upcoming Community Events

SPECIAL REQUEST FROM PROJECT LEAD THE WAY

My name is Josh Reichert, I teach Project Lead the Way classes, sponsor Student Council at Raytown High School and also teach a Leadership Class called Jay Crew. This class was started in the 2014-2015 school year. The purpose of the class has evolved over the past 6 years, but the main goal remains. This class is designed to help leaders hone their communication skills, learn what it means to lead, problem solve, work with a team, learn what it means to be a citizen of a community and get involved, and most importantly learn about themselves and how special each of them are individually. Students apply to be in this class. Any student can apply as long as they have a minimum GPA of 2.5, no Ds or Fs, and no discipline issues. They fill out an application and interview with the Student Council Executive Board.

In fall 2015, Jay Crew and Student Council joined a national program and competition called Lead2Feed, which is now called Lead4Change. The past four years, we have won over \$21,000 for the Raytown Emergency Assistance Program and collected well over 100,000 items, finishing in the 2nd tier twice, and honorable mention the past two years. If you would like to learn more, you can go to the website, www.lead4change.org. This was created by 1970 Raytown High School graduate David Novak. Part of the competition is helping a non-profit organization. We picked to help REAP, because of what they do for the Raytown C-2 School District families, as well as the community of Raytown.

The past four years, Jay Crew has led Student Council and the school district to help REAP with a week called "the Hunger Games". During the week, we collect items throughout the school district. Last year, we collected 18,000 items and raised around \$500. That Saturday, we stood outside three store locations in the area and collected 7,000 more items and over \$1,000 in monetary donations. We are expanding and trying to get the community even more involved this year with a chili dinner and silent auction, being hosted at Raytown South High School in conjunction with the Raytown vs. Raytown South basketball game on February 8th. Information about the event is as follows. Sponsorships are available and if interested please contact me.

Events: Chili Cook-Off and Silent Auction

Location: Raytown South High School

Time: 3:30 - 5:30 pm

All proceeds go to Raytown Emergency Assistance Program & are tax deductible.

Chili Cook-Off

Any businesses/schools/individuals can compete (max 3 crockpots per competitor)

Categories - Red/White Chili

Silent Auction

Baskets or Services can be donated to be auctioned off. Retail amount of basket is needed.

Sponsorship Levels

Bronze: \$50-99

- Vocal advertisement at basketball game and throughout event

Silver: \$100-200

- Vocal advertisement at basketball game and throughout event
- Shirt logo

Gold: \$201-300

- Vocal advertisement at basketball game and throughout event
- Shirt logo
- Mention in event itinerary

Platinum: \$301+

- T-shirt logo and banner logo
- Mention in event itinerary and vocal advertisement at basketball game and throughout event
- Advertisement around district buildings
- Advertisement on district website

Josh Reichert

Raytown High School Teacher, Student Council Advisor

josh.reichert@raytownschools.org or call (816) 268-7300 ext. 313



Upcoming Chamber Events

Join the Raytown Chamber and new member Complete Image for
A grand opening and ribbon cutting on Wednesday, **January 8, 2020**.
Located at 5900 Raytown Trafficway (additional parking at the Chamber office)
Open house from 2:00 to 3:00 pm with ribbon cutting at 2:30

[Click Here to Register](#)



The **February 18 A.M. Connections** is being hosted by
Partners In Primary Care located at 9300A Gregory
in Raytown,

Stop by for a cup of coffee between 7:30 and 8:30 and network with
fellow Chamber members and the Staff of Partners In Primary Care.

[Click Here to Register](#)

Chamber Day at the Capitol will be Tuesday, **February 25, 2020**. Mark your calendars and watch for more details to follow. Contact the Chamber with questions.

[Click Here for Details & to Register](#)



FEBRUARY 27 MEMBERSHIP LUNCHEON

Topic: State of the City - presented by Mayor Mike McDonough

Location: Connection Point Church (Atrium)

10500 E. 350 Highway, Raytown, MO 64138

Time: 11:00 to 11:30 Networking & Registration

11:30 to Noon Buffet Lunch

Noon to 1:00 pm Program

Cost: \$21.00 per person - reservations required (tables of 6)

[Click here to Register](#)

Sponsored by:



Upcoming Chamber Events

CELEBRATING 11 YEARS - RAYTOWN NIGHT WITH THE MAVERICKS



What a great
stocking stuffer
idea &
Valentine's Day
Gift!

FRIDAY, FEBRUARY 14, 2020 7:05PM

KANSAS CITY MAVERICKS VS. UTAH GRIZZLIES

TICKETS \$ 20.00 (TERRACE SECTION—\$ 28.00 VALUE)

BUY ON LINE ONLY AT:

KCMAVERICKS.COM/RAYTOWN

**Offer not available at the Box Office*

SILVERSTEIN EYE CENTERS ARENA • 19100 E. VALLEY VIEW PKWY. (AT I-70 & 291 INTERSECTION)

BUY YOUR TICKETS TODAY!

New this year, tickets may only be purchased on line at the address listed above.

For more information call the Chamber office, 816-353-8500.

The Raytown Educational Foundation will be selling Chuck-A-Pucks during the game. All chuck-a-puck sales will go back to REF.

5909 Raytown Trafficway
M-F 9:00am-4:30pm
A fundraiser for:

PARKING IS FREE!!

Businesses & Groups selling 20 or more tickets get their name on the Video Board



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:

April 14, June 16, July 14, August 18, September 15, October 13, November 10

2020 After Hours Available:

April 2, June 4, 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

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, July 22 and November 18



JANUARY

2020

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>Check your weekly Chamber Connections C-mail for an up-to-date Calendar</p> <p>****</p> | | 1 | 2 | 3 | 4 |
| 5 | 6 | 7 | <p>8</p> <p>Membership Services Committee Noon Brown Bag @Chamber Office</p> | <p>9</p> <p>Board of Director's Meeting 7:30 am @Chamber Office</p> | 10 | 11 |
| 12 | 13 | 14 | 15 | 16 | <p>17</p> <p>Government Relations Meeting @Chamber Office 8:00 a.m.</p> | 18 |
| 19 | <p>20</p> <p>Reservation Deadline at Noon for luncheon on January 22.</p> | 21 | <p>22</p> <p>Chamber Celebration Luncheon @Best Western Premier</p> | 23 | 24 | 25 |
| 26 | 27 | 28 | 29 | <p>30</p> <p>Come Celebrate the New Year @Chamber Office 4- 6 pm</p> | 31 | |