

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

JUNE 2020

2020 CHAMBER CORPORATE SPONSORS



Click on logos & links for more information

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Thank you to Dawn Thomas, Raytown Artists Association for doing this beautiful watercolor "artists rendering" of the Chamber building including the plaza area.

The Raytown Chamber will be featuring a business through a new series called "Business Spotlight Premier". If you are interested please contact Vicki today! For Chamber members the cost is only \$50 and includes the following:

Business Spotlight includes:

- A 3-5 minute video business profile (business tour and/or interview)
 - Virtual Video Premiere Marketing
 - Promotion of video on social media (up to 10 times)
- **Special Members Only Bonus**
 - Video will be posted on the Raytown Chamber Website
 - Access to the video file for your use

Business Spotlight -
06/03/2020
The UPS Store
6222 Trafficway
Raytown





THINKRAYTOWNFIRST.COM

Board of Directors

Melvin Norrington, Chair
Evergy

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

Board Members

Robert Atkins
Farmers Insurance

Steve Dempsey
Missouri Job Center

Corrine Emerson-Dix
Research Medical Center

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
staff@raytownchamber.com

PRESIDENT'S CORNER

As we continue to connect through Zoom meetings, in June we will look to reconnect in person beginning in July. We are currently accessing the following events. We want to make sure that we are following all guidelines as suggested by Jackson County and/or the City of Kansas City (depending where we have the events) to keep everyone as safe as possible.

June 25 Membership Luncheon

July A.M. Connections

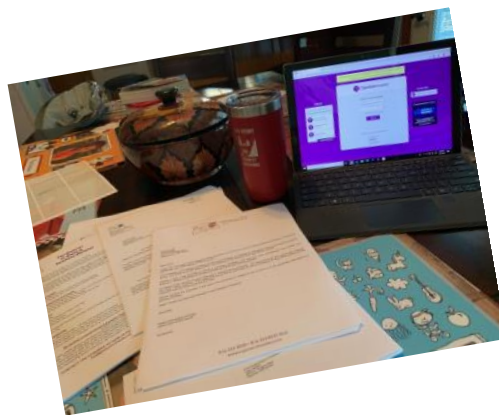
July 22 Membership Luncheon

July 30 Golf Tournament

Mega Office Party

Senior Celebration

Remaining A.M. Connections, After-Hours and Membership Luncheons
What's On The Menu Series?



Working from home! Getting ready to send membership invoices for those who renew in July. Thank you to those who have paid their membership invoices since March. The Chamber is a business as well and has been working hard to keep expenses down.



Thank you Tom Moore for the flowers. They made my day!.



My grandson, Harrison helping Kris (Bompa) to put up the Chamber's new flag. He is such a great helper.

My heart breaks and I am not sure what to do personally. Know I think of you all!

Remember my office is always open!

Vicki Turnbow, President



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



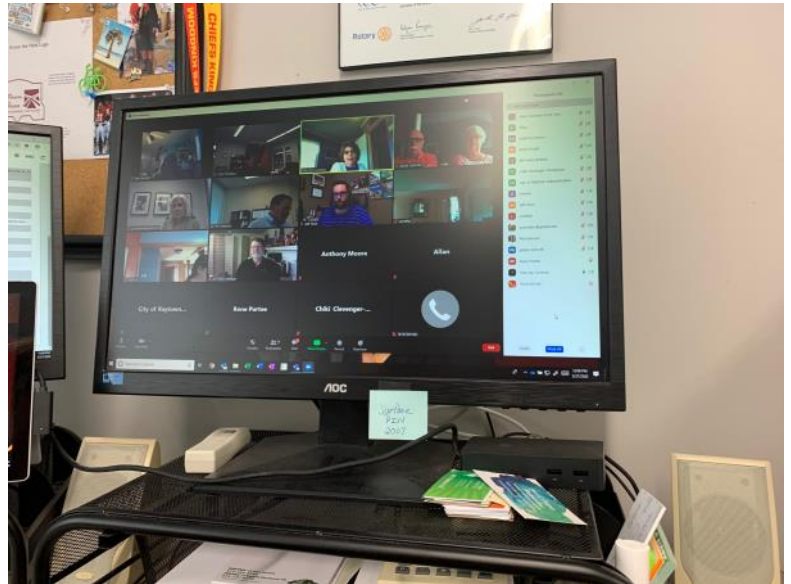
Kent Friend
 Employee Benefits and Property & Casualty Consultant
 kfriend@bukaty.com
 P: 913.777.7535
 C: 816.803.7406
 F: 913.345.2608



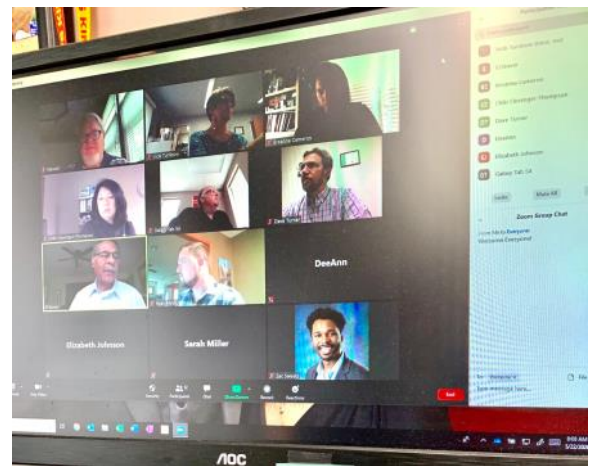
A Look at the Last 30 Days!

May Membership Luncheon
Reconnect, Recover & Reopen
05/27/2020

Sponsored by:



Staff participating in various meeting through the month of May



What is Motivated Marketing?

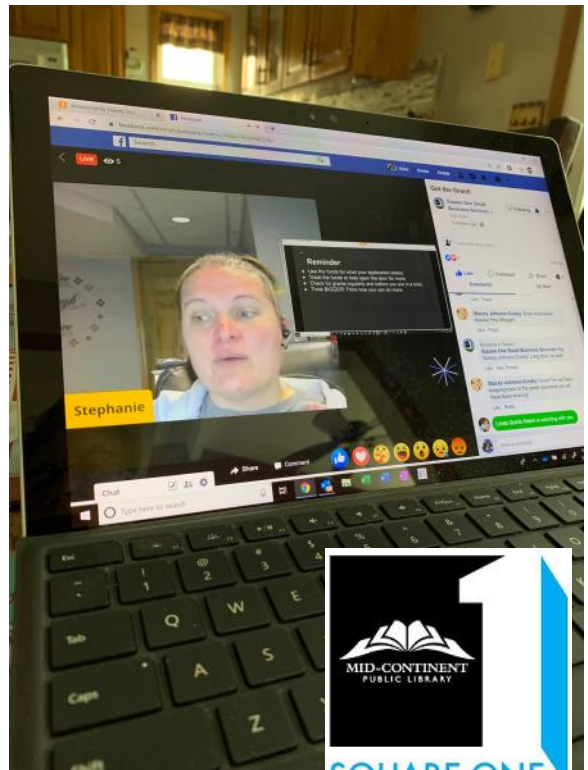
- ▶ **Marketing Defined** – the action or business of promoting and selling products or services.
- ▶ **Motivation Defined** – the general desire or willingness of someone to do something.
- ▶ **Motivated Marketing** – the general desire or willingness of someone to do the action or business of promoting and selling products or services.



A Look at the Last 30 Days with Members!



Jackson County Legislator
Theresa Galvin, 6th District



“GET THE GRANT” ZOOM EVENT ON
SATURDAY, 05/23/2020 - HOSTED BY
SMALL SQUARE BUSINESS



New Ambulance Squad 51 -
Raytown Fire Protection District



Kent Friend with Bukaty Insurance
donated face shields to Autumn
Terrace Health & Rehabilitation!

Thank you Kent!

Building Capital Campaign Update

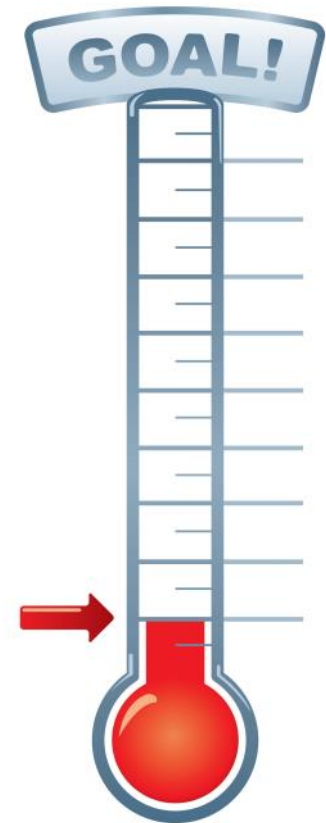
Raytown Chamber of Commerce Building Foundation Capital Campaign Update

Thank you to those who have sent in their pledge form and/or made a donation to the Capital Campaign, that will be used to remodel the building from the outside in. Including all pledges and donations we currently are at \$25,293. We know it is a tough time to raise money, but we hope those individuals and/or businesses interested will still want to donate. Remember all monetary donations will receive a charitable tax deduction letter from the Building Foundation. An engraved plate will be placed in the area in the hallway at the office where the first plate is located from the early 90's.

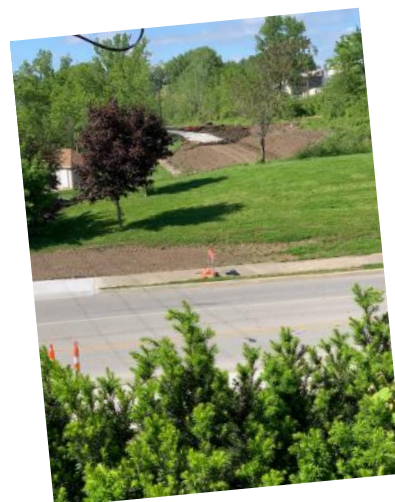
The BF continues to research various grants with regards to handicapped entrances and building remodels. If you know of a grant the BF can apply for, let Vicki know.

If you need another copy of the Capital Campaign packet, let me know.

Questions, contact Vicki Turnbow at 816-353-8500 or email her at president@raytownchamber.com



Rock Island Trail Construction Photos May 2020



CHAMBER RENEWALS

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

- ☺ Beacon Press, George Schwagerman 2012
- Boan Heating & Cooling, Shelly Seagrave 2014
- Bordner Installation Group, Rob Poettgen 1990
- City of Raytown, Mayor Mike McDonough 2015
- City of Raytown, Missy Wilson, Damon Hodges, Jason Hanson, Ray Haydaripoor, Teresa Henry, Jose Leon, Russ Petry 1995
- Cornerstone Home Improvement, Brenda Walters, Me'Shelle Bishop 1998
- ☺ Cosentino Price Chopper, Rick Carroll 2002
- Edward Jones, Brian Ross 2017
- ☺ Gibbens, Drake, Scott, Inc., Jill Huber 2001

- Otto Services, Andrew & Terri Otto, Allan Otto 2014
- Raytown Police Department, Police Chief Robert Kuehl, Captain Dyon Harper 1995
- State Farm, Beau Crawford 2013
- Willow Bend Villas, Marla Shackelford 2019



Have you utilized your member benefits lately?

NEW CHAMBER MEMBERS

Associate Member
Dee Louis-Scott



Madden Media
Jeff Hirst
913-951-0258
jhurst@maddenmedia.com
www.maddenmedia.com
Recruited: Self

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

Refer a potential member and see your name 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 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?



Updates From Our Members

GO FOR CONVENIENCE ARVEST GO

The Arvest Go mobile banking app gives you easier and faster control over your accounts.

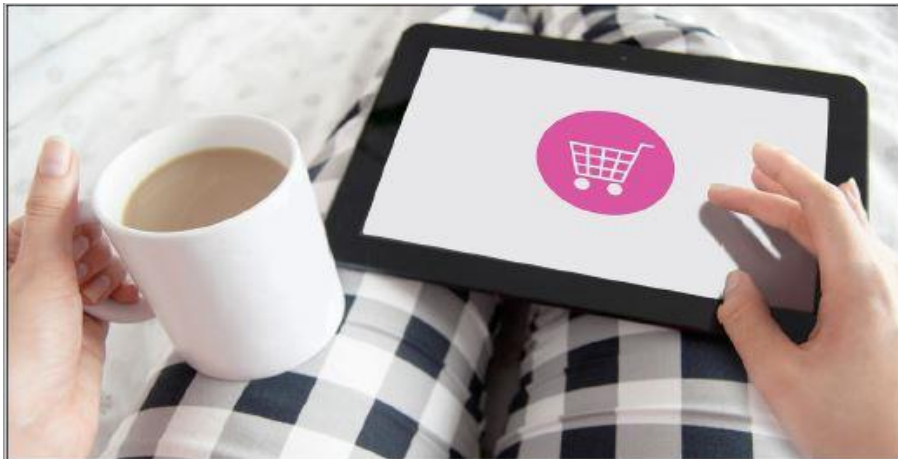
Download the Arvest Go app today!

(915) 261-2265
arvest.com/go

ARVEST[®]
BANK

Member FDIC

Fees, restrictions, and cut-off times may apply for some mobile banking services; visit arvest.com for more information. Messaging and data charges may apply, see your wireless carrier for details.



Morgansites is Offering a Coronavirus **Small Business Recovery Plan**

Free 6-page e-commerce website.

Visit our website for details.

<https://morgansites.com>



We're Here to Help

MORGANSITES

Web Design & More

Serving Greater Kansas City | 816-630-8480

Updates From Our Members

SeneGence
 PJs/SeneGence
 6310 Ash
 Raytown

SKIN CARE
 HAVE FLAWLESS SKIN WITH OUR
 POWERFUL ANTI-AGING SKIN CARE
 THE EVERYDAY ADVENTURER COSMETICS
 IMAGES BY SIARA'S PICS

Power Squad

HYDRATE + REPAIR + MOISTURIZE

Phylis Goforth
 816-536-7560

SERVICES OFFERED BY BUKATY COMPANIES

Here is a brief list of services Bukaty has to offer businesses. During times like this, it is a good time to re-evaluate your insurance needs. Bukaty offers many resources to businesses.

1. Bukaty has some exclusive less-expensive options on Group Medical coming available that company's may want to take a look at.
2. Bukaty can adjust their premiums on their commercial policies due to less payroll and less sales.
3. Do you have D&O/Errors and Omissions? If yes, this is a good time to check on that policy and see what is and is not covered. D&O / Errors and Omissions need to also be in place to protect them from frivolous lawsuits of employees claiming that the company put them in a harmful position regarding COVID-19.
4. Don't forget to put into place proper hygiene/ facility cleanliness processes at your business.
5. If employees choose to not come back to work... claiming they are scared or have child care issues or they are making more money on unemployment.... we need to guide the employer thru that process... the employer should not be held hostage by employees! But there are things that have to be properly.... to protect the employer. Questions on this? Contact Bukaty today!

Kent Friend

National Strategic Benefit Consultant
 Commercial Property & Casualty

4601 College Boulevard, Suite 100 | Leawood, KS 66211
 Direct: 913.777.7535 | Cell: 816.803.7406

BUKATY
 COMPANIES
 Property & Casualty

Our Members in the News



Currently Evergy has stopped disconnections for residential customers.

During this time, customer bills still accumulate, and eventually will need to be paid. There is money available to eligible customers through state assistance programs (see below) as well as special funds at area agencies such as Dollar Aide and Project Deserve. We encourage customers to complete applications **now** for these dollars, before time and money available runs out. To find out about these programs and other payment options, Evergy customers can go to [Payment Assistance](#).

Missouri Low-income Home Energy Assistance Program (LIHEAP)

Deadline: Winter assistance ends May, 31 2020 and grants are up to \$800. Summer assistance begins June 1, 2020 and grants are up to \$300. Customers who received winter assistance may also receive summer assistance. To go directly to the MO Division of family services and program information visit <https://dss.mo.gov/fsd/energy-assistance/index.htm>

Project Deserve and Dollar Aide

These are additional payment assistance funds not associated with LIHEAP and LIEAP programs. To find an agency near you that may have funds available, Call 2-1-1.

COVID-19 Emergency Grant – See additional details at Evergy.com

We realize COVID-19 creates funding needs for many agencies serving our customers and communities. As a result, special consideration will be given to the following requests for operations, projects and programs. The intent of this program is to provide support to agencies working the front lines of the pandemic and have seen costs increase as well as normal revenue streams decrease:

- Coordinated community programs to support those impacted by COVID-19 (such as housing, payment assistance, emergency relief, etc.)
- Expanded and/or re-evaluated agency programming to support those most impacted by COVID-19.
- Funding to support client needs, cover costs associated with decreased staffing, increased technology for remote working due to quarantine/social distancing and increased sanitation of facilities that serve clients. Coordination of in-kind goods and donations to sites and organizations that provide human services and serve vulnerable populations.

Hometown Economic Recovery Program – In June, 2020 we will be accepting applications from non-profit agencies working to restore the economies in our local communities. More on the criteria and process will be provided in June. Please check back [here](#) at that time.

**WE GOT THIS
RAYTOWN!**



Our Members in the News



Connection Point Church Raytown



The “What if the Church Resource Drive” in Raytown on May 2nd, was peaceful, successful and a quality event. Carmen Kraus said, "I enjoyed being apart of the BIG C church of KC and seeing community members from various churches, businesses and other groups come together for the needs of our community." The leadership and organization of What if the Church was well organized which made the implementation of the day successful. The Volunteers who wore their masks and practiced social distancing worked hard from 9:00-noon receiving donations and loading the truck. The community turned out in great numbers to support their neighbors, some even came through twice to donate goods.

At the Connection Point Church Raytown location we collected approximately \$2000 worth of food and other needed supplies. Servpro of Raytown/East Kansas City donated the use of their box truck to put the items in and then transported them to the Raytown United Food Ministry pantry located at Seed of Faith International.

Thank you to Timmy Hensel with Raytown United Food Ministry, Porsche Seals with Caring for Kids, Michele Workman with Hope Network of Raytown and Connection Point Church for partnering together to make the resource collection in Raytown a success. These partnerships made during this time will continue in the months ahead as we find ways to love on our community.

For more information on how to donate funds or supplies or if you are in need of resources please visit the Raytown School District website to find various opportunities. <https://www.raytownschools.org/domain/1809>



Our Members in the News



SERVPRO Cleaning Specialist Recommends Four Key Things to Look for as Businesses Reopen

For the past several months, people across the country have been sheltering at home to help stop the spread of the COVID-19 virus. It is no surprise that many consumers are now nervous about rejoining their communities and reentering public spaces. A recent nationally recognized survey reported that 89% of consumers were hesitant about visiting a brick-and-mortar business and 40% cited cleanliness as a top concern.

The COVID-19 pandemic has changed our definition of clean. As the country slowly begins to reopen, local professional cleaning specialist Chad Kimbley from SERVPRO of Raytown/East Kansas City notes four things people should look for when they reenter their community to help ensure they are stepping into a healthy environment.

1. Look for “signs” of clean.

When you first walk into a building, you should immediately take inventory of whether the space has been cleaned recently. A clean space should be free of visible dirt and trash. Fingerprints on doors and windows and stains on countertops and tables may indicate a relaxed attitude towards cleaning. High-touch surfaces should be disinfected regularly. Oftentimes, you can smell a freshly cleaned facility. Standalone sanitation stations are a good sign that preventing the spread of germs is a priority. You may notice physical signage stating when the space was last cleaned, who is servicing the facility, or details of a regular cleaning regimen. Many businesses are also hanging signage to remind guests and employees of proper social distancing standards.

2. What adjustments have staff made?

Everyone has a responsibility to stop the spread of the coronavirus. The staff of retail businesses, restaurants, or community centers should be properly trained in CDC-approved cleaning methods. If employees are not using proper techniques or products, it might be because of a lack of proper training. Likewise, look for staff who are wearing gloves and masks and who are practicing safe distancing when interacting with customers. It is obvious when the business is not protecting its employees. People should come before profits.

3. What adjustments has the business made to the physical space?

Many businesses and facilities have made physical changes to their buildings to help reduce the risk of spreading illness. The business may adjust the traffic flow of patrons to prevent congested areas. Contactless points-of-sale are becoming more common, and many businesses are constructing barriers between employees and guests. Some are even adding markers on floors to indicate safe distances. One good way to help prevent the spread of infection is to reduce the number of touch points, such as propping doors open and opening windows to increase airflow. Some businesses are going a step further and reducing the number of guests allowed inside the space at one time.

4. Does it look like “business as usual?”

In the same way that the country changed following 9/11, what we once knew as “normal” may change forever. If a facility is still operating in the way it did before the coronavirus pandemic, there is a good chance the managers or staff are not taking the illness seriously and are not prioritizing the health of their employees and guests. Many have reduced their hours of operation or offered times when they are open only for at-risk individuals, such as senior citizens or those who are immune-compromised. Before stepping out of your door, check the company’s social media pages or their website for communications about their hours and the steps they are taking to protect patrons. These locations should be following federal, state, and local mandates with regard to safety.

Reopening America requires all of us to move forward together by practicing social distancing and other daily habits to help reduce the risk of exposure to the coronavirus.

“We see it as our duty—not our job—to inspire confidence with consumers and employees by helping ensure businesses are ‘Certified: SERVPRO Cleaned’*,” Chad Kimbley, owner of SERVPRO of Raytown/East Kansas City said. “Whether it is an office building, restaurant, retail space, event center, school, daycare, or any other location, we’re here to help—24 hours a day, 7 days a week—in the communities we call home.”

“Just because a company is the expert in their business doesn’t mean they are experts in clean. We are trained and experienced—our business is ‘clean’,” added Kimbley. “If a facility has the ‘Certified: SERVPRO Cleaned’ seal, you can rest assured it has been taken to ‘a higher level of clean.’”

SERVPRO specializes in disaster restoration, cleanup, and repair services, helping to remediate damage, making it “Like it never even happened” for both commercial and residential customers. For more information on SERVPRO of Raytown/East Kansas City, please contact Chad Kimbley at (816) 737-8776 or servpro9562@sbcglobal.net. For more information on the “Certified: SERVPRO Cleaned” program, please visit www.servpro.com.

Our Members in the News



Raytown School District announces Teacher of the Year

Herndon Career Center culinary instructor Chef Mike Chrostowski has been named the Raytown School District Teacher of the Year for the 2020-2021 school year. Chrostowski, is a 14 year educator and received his degree from Pittsburgh State University this is his fourth year as the culinary instructor at Herndon Career Center.

In her letter of support, Director of Herndon Career Center Dr. Cheryl Reichert said, “Chef has really set the tone for our staff and students in ensuring that they know that the expectation on a daily basis is to give your very best effort and push yourself beyond what you thought you were capable of achieving. The judges described Chrostowski as dedicated to preparing and equipping students with the tools they need to accomplish their career goals. Students are on the pathway to successful futures thanks to the guidance provided by Chrostowski.

“When I was nominated by the faculty at the Herndon Career Center for teacher of the year I was truly honored. I work with some truly amazing educators that inspire me to be better and challenge me to keep up with them. It feels great to be a part of that conversation. To find out I was selected to represent Raytown is something I thought I would never see happen,” said Chrostowski. “So much of this award will be shared by the staff I work with, my family that supports me unconditionally, and to current and former students who challenge me to teach them a skill and a craft that will last them a lifetime, for that I am truly humbled.”

Building Teacher of the Year nominations for 2020-2021 include Dallas Bauer, Raytown Success Academy; Dee Brummer, Robinson Elementary; Chef Mike Chrostowski, Herndon Career Center; Melanie Dowell, Raytown High School; Terri Elmore, Laurel Hills Elementary; Jennifer Ernst, Raytown Middle School; Sarah Halsey-Rogers, Spring Valley Elementary; Laura Homan, Blue Ridge Elementary; Megan Jackman, Raytown South Middle School; Samantha Johnson, Raytown Central Middle School; Ashley Jones, Norfleet Elementary; Ryan Morrill, Fleetridge Elementary; Starla Myers, Little Blue Elementary; Sean Nunn, Raytown South High School; Ariel Strahle, Eastwood Hills Elementary; Lyndsey Swierczek, Westridge Elementary; and Kristin Wilson, Southwood Elementary.

Chrostowski will represent the District in the Regional Teacher of the Year selection process and will deliver a speech at the District’s annual back to school Convocation in August.



Raytown Area Chamber of Commerce & Raytown Rotary Club

GOLF TOURNAMENT



THURSDAY, JULY 30, 2020



ROYAL MEADOWS GOLF COURSE

10501 E. 47TH ST - KANSAS CITY, MO 64133

TOURNAMENT FORMAT:

- 11:00 a.m. Registration, lunch, putting contest, silent auction
- 1:00 p.m. Shot-gun start – 4 person scramble – multiple flights (no metal spikes, no denim attire, collared shirts required)
- Entry fee includes green fees, cart, lunch, awards reception
- Silent auction ends 15 minutes after last team finishes
- Awards ceremony & reception immediately following tournament
- Prizes awarded to 1st and 2nd in two flights

A very special Thank You to
our "Title Sponsor"

YOUR LOGO HERE



SPONSORSHIP OPPORTUNITIES

(All sponsorships include marketing in the Chamber Connections Newsletter, Facebook & Twitter posts plus what is listed below)

Title Sponsor: (\$1,500) 1 Available Includes 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

Lunch Sponsor: (\$1,000) 1 Available Includes a foursome and signage during lunch

Hole in One Sponsor: (\$500) Includes signage on multiple holes.

Beverage Cart Sponsor (2): (\$350) Signage on a beverage cart. Opportunity to help distribute beverages to players.

Awards Reception Sponsor: (\$300) Signage at awards reception.

Putting Contest Sponsor: (\$200) Signage at putting contest

Hole Sponsor: (\$100) Signage prominently displayed at the tee box.

Golf Cart Sponsor: (\$35) Signage on a golf cart.



Navigating the Road to Recovery



With the Raytown Chamber having members in all parts of the metropolitan area, we feel that sharing information is the best way to keep you informed. We do **NOT** want to confuse you. If you sit in the City limits of Raytown, you are to be following the guidelines as stated per Jackson County.

Continue to prepare as you navigate through Phases. Some things to think about:

1. Continue to talk to your employees. Come up with a plan on getting them back to work
2. Build your COVID-19 Plan / Share your plan / Post your plan
3. Respect social distancing with your employees and your customers
4. Create a cleaning schedule

If you have any questions, please contact Vicki at the Chamber today! Share this information with other businesses no matter if they are a member or not.

Here are some links with regards to a safe return to work and play. Remember it will take all of us doing our part. All of these links and documents are as of May 31, 2020. Make sure to check back often as this is a fluid situation with changes happening daily.

- [Stay Strong KC](#)
- [Return to Work Guide from the MO Chamber of Commerce](#)
- [Missouri's "Show Me Strong Recovery Plan"](#)
- [SBDC COVID-19 Updates](#)
- [Jackson County, Missouri](#)
- [Jackson County, Missouri Health Department](#)
- [Unemployment Resources \(Missouri\)](#)
- [MO Department of Health & Senior Services](#)
- [City of Raytown](#)



OFFICE IS OPEN
APPOINTMENTS ARE ENCOURAGED.
CALL OR EMAIL:

president@raytownchamber.com
816-353-8500

We have done our best to minimize the possibility of exposure to the Coronavirus, but exposure cannot be completely eliminated. Staff may wear a mask during all meetings, social distancing will be practiced and the office will be sanitized accordingly. We all must do our part.

HERE IS WHAT YOU CAN DO:
DO NOT ENTER IF YOU FEEL SICK
A FACE MASK IS STRONGLY ENCOURAGED
MAINTAIN A DISTANCE OF 6 FEET
BETWEEN PEOPLE
LEAVE AT RISK PEOPLE AT HOME WHEN POSSIBLE

www.raytownchamber.com







May 8, 2020



JUNE 2020

5909 RAYTOWN TRAFFICWAY
RAYTOWN, MO 64133-3860

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

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
	1	2	3 Zoom - Virtual Membership Meeting @ Noon 	4	5 Zoom - Virtual Meeting Senior Celebration @ 9:00 a.m.	6
7	8	9	10	11 Zoom - Virtual Chamber/BF Board Meeting 8:00 a.m.	12	13
14 	15	16	17	18	19 Zoom - Virtual Government Relations Meeting @ 8:00 a.m.	20 
21 	22	23	24	25 Pending - June Membership Luncheon	26	27
28	29	30	