

# CHAMBER CONNECTIONS



#VisitRaytown



## 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 2021

### 2021 CHAMBER CORPORATE SPONSORS



Click on logos & links for more information

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Thursday,  
November 4, 2021

*Chamber Meet & Greet  
at Crane Brewing  
6515 Railroad St.*

4:30 TO 6:00 P.M.  
**RESERVATIONS REQUIRED**

What a great way to meet other Raytown Chamber members! Reservations are required by 3:00 p.m. On Monday, 11/01/2021 Snacks will be provided

[Click here to make a reservation!](#)

**MONTHLY  
MEMBERSHIP  
LUNCHEON**

**November Membership Luncheon  
Wednesday, 11/17/2021  
(one week early)  
Raytown Wellness Center  
\$15 per person  
Reservations required by  
Monday, 11/15/2021 at Noon**

Join us for our last luncheon of 2021 as the Tourism Committee unveils the Visit Raytown website.

[Click here to Register](#)





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

### Board of Directors

**Melvin Norrington**, Chair  
Every

**Tamara Wheeler**, Chair Elect  
United Consumers Credit Union

**Patrick Nelson**, Secretary/Treasurer  
Aviation Institute of Maintenance

**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

**ElizaBeth Clayton**  
Village Hospice

**Carmen Kraus**  
Connection Point Church

**Al Maddox**  
Cave Spring

**Linda Roberts**  
Raytown Lee's Summit Community  
Credit Union

**Brian Ross**  
Edward Jones

**James Wendleton**  
Stoney Creek Hotel & Conference  
Center

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

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

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

**Dr. Kathrine Swanson**, Liaison  
Metropolitan Community College—  
Longview

**Missy Wilson**, Liaison  
City of Raytown

*Staff*

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

[staff@raytownchamber.com](mailto:staff@raytownchamber.com)

## PRESIDENT'S CORNER

The Chamber Board of Directors was busy last month. They were able to get the By-Laws for both the Raytown Chamber and the Building Foundation updated; Employee Manual and Financial Policy for the Chamber were updated as well. The 2022 budget was discussed with regards to membership dues increases. The Board of Directors have voted to increase the membership dues for individuals, associate members, additional locations and non-profits by \$5.00 and all others \$10 beginning with the January 1, 2022 renewals. The last time the Chamber took a membership dues increase was in 2011.

The Board of Directors also approved the following members to the Board of Directors:

Carmen Kraus, Connection Point Church and ElizaBeth Clayton, Village Hospice to the Class of 2022. I am excited about these two additions to the Board.

Each Committee is working on their 2022 Strategic Plans and Government Relations Committee will be working on their Guiding Public Policy Principles to present to the Board in December.

Looking towards November:

November 3—Membership Services Committee Zoom Meeting

November 4—Meet & Greet at Crane Brewing 4:30 to 6:00 p.m.

November 5—Raytown Tourism Committee Zoom meeting Noon

November 5 - Extended deadline to purchase marketing space in the 2022 Community Profile and Chamber Directory

November 11—Chamber/BF Board Zoom Meeting 8:00 a.m.

November 17—November Membership Luncheon (one week early)

November 19—Government Relations Committee Zoom Meeting 8:00 a.m.

November 25 & 26—office closed Thanksgiving

[Click here to go directly to the Community Calendar so you can make reservations and obtain any information about all events listed.](#)



BE KIND, BE PATIENT, BE RAYTOWN!  
Remember to call or stop by if there is anything I can help you with.

*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



GFL Environmental Inc  
7801 E Truman Road  
Kansas City, MO 64126

**Norbert Love**  
Account Executive Sales Representative

Email: [norbert.love@gflenv.com](mailto:norbert.love@gflenv.com)  
C: (816) 341-7680

### 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 AD COULD BE IN THIS MARKETING SPACE!



## 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](mailto:kfriend@bukaty.com)  
P: 913.777.7535  
C: 816.803.7406  
F: 913.345.2608





*October in Photos!*

# IT'S GAME TIME! EJC B.A.S.H.

Presented By



Title Sponsor



Location Sponsor

Catering Sponsor



*October in Photos!*

# IT'S GAME TIME!

# EJC B.A.S.H.

## Thank You To Our MVP Sponsor Vendors



COPYPRINT  
**CopyPrint**



**ESI**  
Entertainment  
Systems, Inc.



Matchstick  
WEBSITES



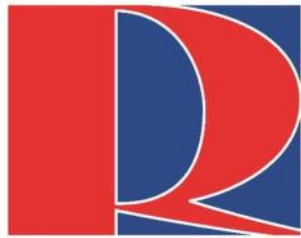
## Expo Vendors

- ◆ B Positively Promoting U
- ◆ Big Frog Custom T-Shirts
- ◆ BV Strategic Solutions
- ◆ Century 21 All-Pro Commercial
- ◆ Columbia College - Kansas City
- ◆ Commercial Concepts and Furnishings
- ◆ Full Employment Council
- ◆ Graceland University Independence
- ◆ Gutter Helmet
- ◆ HopeKids Kansas City
- ◆ Jackson County Republican Committee
- ◆ Job One
- ◆ Missouri Wine Council
- ◆ OmniLife VR
- ◆ Oswald Rew LLC
- ◆ Paradise Travel Services
- ◆ Southeast Enterprises
- ◆ Summit at West Pryor
- ◆ Summit Strength Physical Therapy
- ◆ The Chive, Simply Good, Café and Market
- ◆ Tivona Naturals
- ◆ TRC Companies
- ◆ United Consumers Credit Union

Wednesday, October 13, 2021

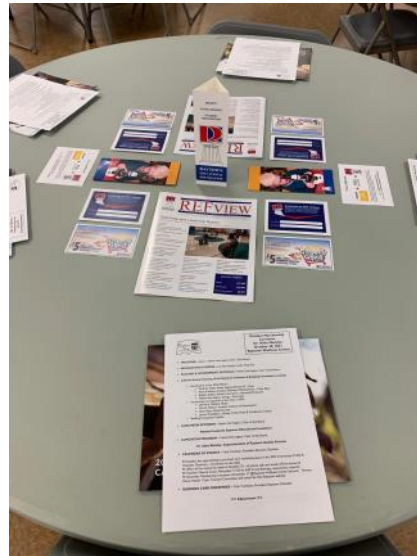


# October Membership Luncheon



**RAYTOWN  
QUALITY  
SCHOOLS**  
Expect the Exceptional

Thank you to Martha Cockerell with Raytown Educational Foundation for being the October luncheon sponsor and to Dr. Allan Markley for giving us an update on the school district, this was Dr. Markley's last update before he retires at the end of June 2022.



## Other Photos from October




We stopped in and visited with new member, Thatcher Rogers with Rock Island Coffee KC. He is proudly displaying his Raytown Chamber member plaque! Are you?


I had a great visit with Antionette Bray with Centerwell Senior Primary Care. They are located at 9300 E. Gregory Blvd (inside Walgreens)



**STATE OF THE COUNTY**



JOIN JACKSON COUNTY EXECUTIVE  
**FRANK WHITE JR**  
FOR THE VIRTUAL  
STATE OF THE COUNTY ADDRESS  
@JACKSONCOUNTYMO  
ON YOUTUBE



**WEDNESDAY, NOVEMBER 10**  
**2:00 PM CST**



## *Building Capital Campaign Update & Office Photos*

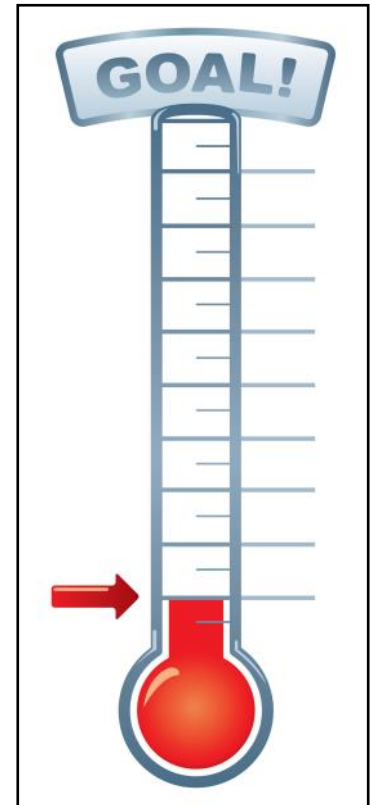
Phase 2 - Building Accessibility Project has been narrowed down to right around \$27,000. This does include 42 feet of cement and the handicapped railings for the ramp. Please consider making a donation to this next phase.

As of 10/31/2021  
\$56,573.00 raised

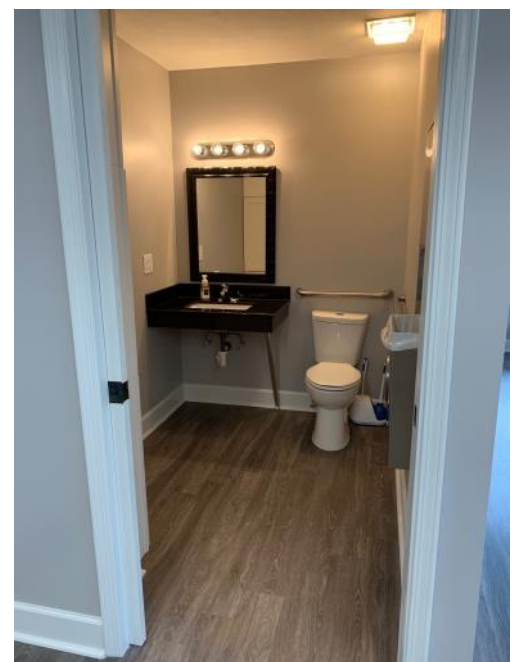
The 50/50 Split the Pot Raffle is currently running until November 24.

**[CLICK HERE TO PURCHASE YOUR RAFFLE ENTRIES NOW!](#)**

If you need a donation/pledge form or have questions, contact Vicki Turnbow at 816-353-8500 or email her at [president@raytownchamber.com](mailto:president@raytownchamber.com).



The furniture for the President’s office was delivered and setup and the furniture for the Staff area will be delivered and setup the first week of November. The bathroom on the second level is almost complete. Nesting tables have been purchased for easier access for meetings, etc. There are a few items that still need to be received and installed. Window coverings have not been purchased - they are not in this phase.





# CHAMBER RENEWALS

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

- A & D Heating and Cooling, Dave Parker 2012
- ☺ Associate Member, DeeAnn Stock 2018
- ☺ Cave Spring Al Maddox 2017
- Citizens 4 Progress, John Ivey 2019
- ☺ CommunityAmerica Credit Union, TuJuania Scott, Crystal Hinck 2009
- ☺ Corlew Construction, Dick Corlew 1978

- ☺ Metropolitan Community College – Longview, Dr. Kathrine Swanson, Dr. Dan Hocoy, Chris Kelly 1991
- Personal Care Dental, Jourdan Price, Dr. Chris Barreca, Dr. Rubelita James, Dr. Pamela Richardson 1977
- ☺ Raytown Historical Society & Museum, Charlotte Belger 2007
- ☺ V's Italiano Ristorante, Greg Hunsucker 2013



**Have you utilized your member benefits late? Questions about the benefits available to you as a member, call the office today!**

**Thank you to those businesses who paid 110% and are now members of the 110% CLUB**

Porter Furniture  
 Brett Porter  
 9717 E. 63<sup>rd</sup> St  
 Raytown, MO 64133  
 816-213-1679  
[brett@porterfurniturekc.com](mailto:brett@porterfurniturekc.com)  
[www.porterfurniturekc.com](http://www.porterfurniturekc.com)  
 Custom Furniture  
 Recruited by: Multi Year



## HELP US GROW YOUR CHAMBER

### NEW MEMBER REFERRALS NEEDED

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.

# 2022 Community Profile & Directory Marketing Prices

**DEADLINE EXTENDED TO NOVEMBER 5!**

**RAYTOWN ARA CHAMBER OF COMMERCE & TOURISM  
2022 MEMBERSHIP DIRECTORY SIZES/RATES  
CONTACT THE CHAMBER OFFICE AT 816-353-8500 IF INTERESTED**

**HALF PAGE**  
(4.5" X 3.5")  
\$450.00

**FULL PAGE**  
(4.5" x 7.5")  
\$750.00

**INSIDE FRONT/  
BACK COVER**  
\$850.00

**BACK COVER**  
\$1000.00

**QUARTER PAGE - HORIZONTAL**  
(4.5" x 1.75")  
\$300.00

*\*All marketing spaces on the Website will be this size.*

**QUARTER PAGE  
-VERTICAL**  
(2.25" x 3.5")  
\$300.00

**Design/creation services are available for an additional \$75.**



# Members In the News



## RAYTOWN MAIN STREET ASSOCIATION INSTALLS HISTORICAL PLAQUES

The Raytown Main Street Association with a grant from the Truman Heartland Community Foundation have provided to the citizens of Raytown four (4) historical plaques depicting the written and mapped history of our community.

These historical plaques were planned with the original downtown streetscape improvement and are now completed and installed on the monument in front of Fox Drug at the corner of 63<sup>rd</sup> Street and Raytown Road.

The Raytown Main Street Association in collaboration with the City of Raytown, the Raytown Historical Society & Museum, the Raytown Area Chamber of Commerce and Tourism and the Santa Fe Trail Association compiled, edited, and revised information provided by Mary Jane Spradley in her work, "Raytown, Missouri – A Glimpse at Its Past, a 1999 publication.



## Our Members in the News



### RAYTOWN PARKS STAFF REPAIRS IN-HOUSE REPAIRS TO MINOR-SMITH TENNIS COURTS

The Raytown Parks staff took on a project to try to repair in-house the Minor-Smith tennis courts. These courts were cracked from being weathered through freeze and thaw cycles, and due to their age.

Tony Mesa, the Raytown Parks Superintendent of Maintenance searched a new patching material, a naturally occurring asphalt, and the crew went to work. They first cleared the cracks and even cut away some asphalt to make patching easier. They then compacted the material into the cracks in the court, and ground down the material until it was level with the rest of the court surface. Parks

staff then sealed with an overlay, and painted the surface to make it more weather resistant.

The final stage was repainting the set of tennis courts to make everything match. The guys taped over the boundary lines to protect them, and painted the inside of the courts. The paint was left to dry for a day, and staff returned to paint the out of bounds areas of the tennis courts. After a drying period we removed the tape and were very pleased to see the results!

This type of work through a contractor would have been bid at over \$60,000. With the materials being purchased and work completed in-house, the Parks Department spent around \$4,000 and staff time to preserve these courts and get them in great shape for our park patrons! This was a tremendous improvement and shows how versatile our maintenance staff are in taking on repairs of all kinds.





## Our Members in the News



### Missouri Department of Natural Resources Award Matching Grant to Raytown Parks & Rec *Funds will improve Kenagy Park*

In October, the Missouri Department of Natural Resources selected Raytown Parks & Recreation Department as one of 20 recipients of the 2020 Land Water Conservation Fund (LWCF) grant program. Raytown Parks will use the funds to renovate the tennis courts at Kenagy Park, 9608 E 79<sup>th</sup> Street. The tennis courts were last renovated in 1996.

“We applied for this grant in February 2020 – COVID slowed the process,” said Raytown Parks & Recreation Director Dave Turner. “But after many delays, we are excited to learn that our project fit the criteria and was approved for assistance.”

The project is estimated at \$400,000, with half of this cost to be matched by the LWCF grant. The renovations include overlay of four tennis courts with post tension concrete. This compressed concrete construction technique increases the lifespan versus the traditional asphalt surface, causing the tennis courts to last for at least 40 years or more. The RFP process for this project will open soon. The project must be completed by Sept. 30, 2023.

The LWCF is administered through the Department of Interior via the Missouri Department of Natural Resources, State Parks Division and has funded community projects since 1965. This project by the Raytown Parks Department will affirmatively ensure that in any contract entered pursuant to this grant, businesses owned and controlled by socially and economically disadvantaged individuals will be afforded full opportunity to submit bids in response to the upcoming bid invitation and will not be discriminated against on the grounds of race, color, religion, creed, sex, age, ancestry or national origin in consideration for award. Federal Land and Water Conservation Funds are being used in this project, and all relevant federal, state, and local requirements will apply.



### S&P Improves Credit Rating for Raytown Sewerage System *City's bonds move up to stable, affirms 'A+' credit rating*

S&P Global Ratings has revised its credit rating on the City of Raytown's Sewerage System Refunding Revenue Bonds, Series 2013, from negative to stable, while simultaneously affirming the **'A+' credit rating** on the debt.

According to S&P's report, the improved outlook reflects “the City's team making rate adjustments to improve coverage and liquidity levels, informing our view of stabilizing utility operations after multiple years of reserve draws.” S&P also notes that the system's financial operations have shown improvement over the past three years, a trend that it expects will continue with strong debt service coverage ratios that are “likely to see further improvement beginning in 2022.”

The credit agency provided the system with a good financial management assessment, noting “thorough revenue and expense assumptions, budget monitoring, informal long-range financial planning as reflected in the system's rate study, and suitable capital planning including costs.” The report also notes the system's “robust liquidity position” and “manageable capital improvement plan,” which focuses heavily on replacing critical system components and the maintenance of current system assets.

S&P indicated that it expects to see the City “resume raising rates in line with its rate study completed in 2018.” The City enacted a moratorium on additional rate increases in 2020 and 2021 in response to the pandemic.

“We are very pleased with the revised rating outlook,” said Finance Director Russ Petry. “The City has worked diligently in recent years to maintain healthy utility operations and to formulate a sound capital improvement plan, all while keeping utility rates affordable and addressing pandemic-related challenges. It's encouraging to see these efforts acknowledged by S&P and reflected in an improved rating outlook.”

The City is currently working with its financial advisor, Columbia Capital Management, on evaluating the potential refinancing of the Series 2013 Bonds to produce interest savings for the City.






# NOVEMBER

## 2021

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 Membership Services Committee Zoom Meeting Noon	4 Chamber Meet & Greet at Crane 4:30 - 6:00 pm	5 Tourism Committee Zoom Meeting Noon	6
7	8	9	10	11 Chamber/BF Board Meeting Zoom 8:00 a.m.  	12	13
14	15 Deadline to RSVP For November Membership Luncheon	16	17 November Membership Luncheon  Visit Raytown Tourism Update	18	19 Government Relations Committee Zoom Meeting 8:00 a.m.	20
21	22	23	24 Last Day to Purchase online 50/50 Raffle Tickets  	25 Office Closed  	26 Office Closed	27
28	29	30				