

INTERVIEW WITH THE PRESIDENT

You recently filled an opening on your staff. What does the Executive Director of Business Relations and Development do?

While the Chamber has proven to be fiercely competitive in business attraction, we have always put retention and expansion of existing businesses at the top of our priorities. We feel it's important to serve the needs of those who already have invested in our community and employ our workers. The Executive Director of Business Relations and Development has these main duties:

- Establish a mutually-trusting relationship between the Chamber and the business community;
- Become familiar with their company, their products and their customer base;
- Address workforce development issues they may be experiencing;
- Assist them in overcoming challenges and seize expansion opportunities with a variety of incentive programs offered through the city, county, state and our Small Business and Technology Development Center;
- Encourage their managers and employees to be involved with the community whenever possible;
- Express our appreciation for their presence in our corporate community.

Why is this position so important?

We track our successes in the new job creation and capital investment fields and have found that the vast majority of quality economic growth comes from existing industries. For example, Cyndra Lorey, our former Executive Director of Business Relations and Development, was instrumental in

forming the multi-layered incentive package that helped secure the Boehringer Ingelheim Vetmedica's \$150 million expansion for St. Joseph. As is the case with most large companies considering a major expansion, their decision-making process included an evaluation of alternative sites in several other states. Had we not been aggressive in assisting them with community and state support, their headquarters could have been moved from St. Joseph.



Ted Allison, CED
President & CEO

Who is the new recruit?

Steve Hamilton is our new Executive Director of Business Relations and Development. We're very fortunate to have someone of his caliber on our economic development team. He has 40 years of banking, real estate, and management experience, as well as a long list of community volunteer leadership positions. He started on July 1 and has already hit the ground running in meeting with employers around the community and getting acquainted with his new role.

Through the years, Steve has been quite successful in raising funds for the Missouri Western State University Foundation, United Way, and other non-profits. However, Steve won't be engaged in fundraising activity for the Chamber. We feel it is important that his relationships with our local employers should be built on what he can do for their companies without asking for anything in return. We really are here to help them grow and prosper in our community.

Follow us on
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and **Twitter**



Chamber Night at the Mustangs enjoyed by all

Left: Jamie Kafer, Kendel Kafer, Jane Cathcart, Brad Graves and Jane Graves came out to a hot night at the Mustangs game. New awnings at Phil Welch Stadium helped cool the crowd, who also enjoyed refreshments, networking and a great game!

NEW MEMBERS

The following businesses and individuals have been approved for membership in the St. Joseph Area Chamber of Commerce:

Randall Resources International
Kathleen Randall
1007 Rosewood Drive
Cameron, MO 64429
(816) 617-4825
kathleen@randallresourcesint.com
www.randallresourcesint.com
TRAINING & LEADERSHIP DEVELOPMENT

Tim Sprague Construction
Tim Sprague
4905 N. Lakewood Drive (06)
(816) 676-1577
spraguehomes@stjoelive.com
HOME BUILDER

Peachtree Place
Debbie Bower
3303 S. 35th St. (03)
(816) 387-4410
pearstreet@fairwaymanagement.com
FAMILY RESIDENTIAL HOUSING

Lofts at Landmark
Lynne Harris
210 N. Fourth St. (01)
(816) 232-5212
loftsatlandmark@fairwaymanagement.com
FAMILY RESIDENTIAL HOUSING

Ring Container Technologies
Brandon Busick
1 Ring Drive (03)
(816) 232-0983
Brandon.Busick@ringcontainer.com
MANUFACTURERS-PLASTIC CONTAINERS

Little Cakes Bake Shop & Boutique
Maggie Gilbert
300 S. Belt Highway, Ste. C (06)
(816) 646-3729
littlecakesbakeshop@yahoo.com
www.littlecakesstjoe.com
BAKERY

Missouri Job Corps
John H. Ross
514 E. High St., Ste. 30
Jefferson City, MO 65101
(573) 634-5686
Ross.John.H@jobcorps.org
EMPLOYMENT SERVICES

10

YEN Meeting

Presented by International Paper

The Young Executives Network is a group of young professionals representing the future of St. Joseph. YEN's mission is to provide professional and leadership development opportunities through social and educational programs.

Tuesday, Aug. 10
7:30 a.m. to 9 a.m.

Chamber of Commerce
3003 Frederick Ave.

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Lunch & Learn Box Lunch Seminar

*Lunch by
Whiskey Creek Woodfire Grill*

Presented by Missouri Western State University

Topic: "How the Healthcare Overhaul Could Affect You!"

Tony Drummond of Anthony G. Drummond CLU Insurance Brokerage Services, LLC will present a review of the new Healthcare Reform Act (PPACA). He will discuss key questions regarding the bill and explain major ways the overhaul will affect those who currently have health insurance and those who do not. The presentation will also include a discussion of the small business healthcare tax credit.

Tuesday, Aug. 10
11:30 a.m. to 1 p.m., \$10

Chamber of Commerce
3003 Frederick Ave.

RESERVATIONS REQUIRED:
816/232-4461 or www.saintjoseph.com

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DIPLOMATS CLUB Breakfast

Presented by Heartland Health

The Diplomats Club provides opportunities to promote your business and serve as a link between the Chamber and the community. Join us for our monthly meeting!

Thursday, Aug. 12
7:15 to 8:30 a.m., \$5, Breakfast provided

Southside Family Fun Center
6938 King Hill Ave.

RESERVATIONS REQUIRED:
816/232-4461 or www.saintjoseph.com

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Parties on the Parkway

Presented by Nodaway Valley Bank

Join us for Parties on the Parkway! These fun events are open to the public and allow those who attend to enjoy food, drinks, live music and St. Joseph's incredible Parkway system. August's featured band is [The Phil Vandel Band](#), which will perform its country tunes. Food and beverages are available for purchase. No alcoholic beverages may be brought into the event. Please bring your own lawn chair or blanket. Proceeds benefit the Friends of the Park.

Thursday, Aug. 12
5 to 8 p.m., FREE

Across from Corby Pond
(Rain date: Aug. 19)

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BUSINESS during HOURS

Presented by Altec

Meet other Chamber members at this month's Business Mixer. Business Mixers take place the third Tuesday of every month at different Chamber member businesses. Attend six or more mixers a year and qualify to win a prize at the 2010 Holiday Party!

Tuesday, Aug. 17
11:30 a.m. to 1 p.m., FREE

Northwest Missouri State University -- St. Joseph Center
701 N. Noyes Blvd.
Lunch will be provided.

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New Member Luncheon

Presented by Luna's Fine Dining, Inc.

Gold sponsors: KKJO, KQ2 and KCP&L

Join other new members, Chamber staff and Board members for introductions and an orientation to the Chamber's programs and services.

Thursday, Aug. 26
11:30 a.m. to 1 p.m., Free

Chamber of Commerce
3003 Frederick Ave.

RESERVATIONS REQUIRED:
816/232-4461 or www.saintjoseph.com

Mark your calendars now, and confirm your reservation one week prior to the event. Reservations must be cancelled 24 hours in advance to avoid charges. For more information, call 816/232-4461. CREDIT CARD RESERVATIONS CAN BE MADE ONLINE, www.saintjoseph.com



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Expires Sept. 30, 2010