

CHAMBER Connections

CONNECTING THE
CHAMBER WITH
MEMBERS IN A
MONTHLY NEWS
SOURCE

INTERVIEW WITH THE PRESIDENT

The St. Joseph Business Park Corporation is going to build a shell building. What is a shell building?

"A shell building is a partially-built structure that is intentionally left unfinished in order to remain flexible to the needs of a potential buyer. It is literally just an outside shell. There isn't even a floor until the exact needs of the user are specified. Our next shell building will be 50,000 square feet and designed to be easily expanded. It will be positioned on a lot so it could be expanded to more than double the size of the original building without having to buy any additional land."

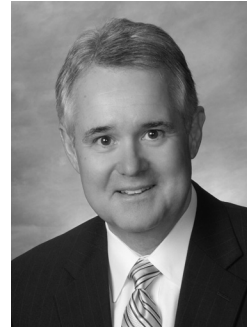
Why build a shell building?

"Historically, the Shell Building Program has helped the Chamber generate a higher level of prospect flow into the community, as well as accommodate expanding local businesses. The building helps us attract outside prospects to visit our community. Through the 18-year lifespan of Mitchell Woods Business Park, the St. Joseph Business Park Corporation developed a series of four shell buildings, which was instrumental in making Mitchell Woods the success it has been. Today there are nearly 2,000 employees in Mitchell Woods Business Park and a wide variety

of employers. Our Shell Building Program is credited with generating much of that success."

Where will the next shell building be and when will you break ground?

"In going forward, it's important to extend this program to help with the attraction of employers to our new Eastowne Business Park. During the last few months we've been moving forward with the building's design and specs in order to receive bids from potential contractors. At this point, we are securing our loan funds from several sources. It is our hope that we'll soon be breaking ground on the new structure with a projected completion date early next summer."



Ted Allison, CEcD
President & CEO



Company Leaders Talk to YEN Members

The Young Executives Network met with local CEOs at its meeting on Nov. 14. YEN opened the meeting up to other members of the Chamber and more than 60 people attended to discuss business with Dr. Mark Laney, CEO of Heartland Health; Jim Carolus, President of Hillyard Industries; Pete Gray, CEO of Gray Manufacturing; Tom Richmond, Parts Manager at Altec; and Dr. Robert Vartabedian, President of Missouri Western State University.

NEW MEMBERS

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

Midwest Data Center

Michael Goins
518 Felix St. (01)
(877) 405-8070
mgoins@mwddata.net
www.mwddata.net

INFORMATION TECHNOLOGY

Forte Marketing & PR

Trish Heath
4005 N. 31st St. (06)
(816) 769-9110
pheath51@gmail.com
www.fortempr.com

MARKETING

Business Efficiency & Quality Solutions

Aaron Brennan
1710 N. 22nd St. (05)
(888) 782-7704
aaron.brennan@beandgs.com
www.beandgs.com

CONSULTANT-BUSINESS

Olive Garden

Travis Ehlers
5312 N. Belt Highway (06)
(816) 901-9211
tehlers@olivegarden.com
www.olivegarden.com

RESTAURANTS

Four Seasons Heating & Cooling

Rick Storer
17002 Bus. Hwy 71 (05)
(816) 390-4829
fourf@centurytel.net

HEATING & COOLING

Jesse James Antique Mall

Kevin Hummer
12777 Country Place Drive (05)
(816) 676-1200
kevinh@rjpromotions.com
www.jessejamesantiquemall.com

ANTIQUÉ MALLS

Harris Bros Cleaners Inc.

Ross Markle
1823 Pine Ridge Drive
Leavenworth, KS 66048
(913) 682-3535
rmarkle@kc.rr.com

DRY CLEANERS

Le Peep

Alan Thuman
919 Woodbine Road (06)
(816) 671-9793
lepeep64506@sbcglobal.net
www.lepeep.com

RESTAURANTS

Brookdale East Apartments

Cheryl Bidding
3414 Messanie St. (01)
(816) 233-5549
brookdale@umikc.com

APARTMENTS

December Calendar

All members, employees and guests are invited to attend events. Call the Chamber for any dietary needs.

1 New Member Luncheon

Presented by Luna's Fine Dining

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

Thursday, Dec. 1
11:30 a.m. - 1 p.m., Free

Chamber of Commerce
3003 Frederick Ave.

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

8 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 them for their monthly meeting! Interested in joining? Call 364-4107 or e-mail redmond@saintjoseph.com.

Thursday, Dec. 8
7:15 to 8:30 a.m.

\$5, breakfast included

Missouri Western State University
4525 Downs Drive
Blum Student Union, Hoff 219

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

8 BUSINESS after HOURS Holiday Party

Presented by Altec

Please join us for the 2011 Holiday Party, the Chamber's annual volunteer appreciation party, featuring Chamber Tastes. Enjoy a taste of these St. Joseph businesses: [Apple Market](#), [Buffalo Wild Wings Grill & Bar](#), [Carlos O'Kelly's](#), [Chick-fil-A](#), [Famous Dave's Legendary Pit Bar-B-Que](#), [Foster's Martini & Wine Bar](#), [Hy-Vee](#), [Jimmy John's](#), [McAlister's Deli](#), [Olive Garden](#), [O'Malley Beverage](#), [St. Joseph Country Club](#) and [Uncorked, Events by Lee](#). Holiday decorations provided by Spectacular Settings. The Holiday Party is a free event and open to all Chamber Members. The first 200 people will receive a gift for attending. Please bring a canned good as a donation to the hungry.

Thursday, Dec. 8
5 to 7 p.m., Free

Chamber of Commerce
3003 Frederick Ave.

13 YEN Meeting

Presented by Altec

The Young Executives Network (YEN) 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. Interested in joining? Call 364-4107 or e-mail redmond@saintjoseph.com.

Tuesday, Dec. 13
7:30 to 9 a.m., Free

Northwest Missouri State University
St. Joseph Center, 706 Felix St.

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

13 Lunch & Learn Box Lunch Seminar

*Lunch by Whiskey Creek
Woodfire Grill*

Presented by Missouri Western State University

Topic: Digital Copy Machines Pose Serious Data Security Risk!

Presenters: Rob Merritt, Branch Manager, and Patrick Bakker, Director of IT and Managed Print Services, both of EBE Office Solutions. This presentation will teach attendees how an office copier can be a serious data security risk, how every copy, print, scan or e-mail is stored on its hard drive and how easy it is to retrieve these documents with FREE software available on the Internet.

Tuesday, Dec. 13
11:30 a.m. - 1 p.m.
\$10, lunch included

Chamber of Commerce
3003 Frederick Ave.

RESERVATIONS
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16 St. Joseph Business Summit

Presented by Family Investment Center & Institute for Industrial and Applied Life Sciences

Come to the Business Summit to learn how to find finances in a challenging economy, how to plan for growth, how to find lost profits, how to use your marketing budget wisely, and to see if you're getting what you should out of your insurance plans. Stay after for a resource fair to meet one-on-one with professionals who can help your business.

Patrick Carpenter, Vice President of The Great Game of Business, Inc., will be the keynote speaker. He helped turn Springfield, Mo.'s SRC Holdings Corporation into what INC. Magazine has proclaimed "One of America's most competitive small companies." He's responsible for introducing new clients to the power of open book management. This technique gives employees all relevant financial information about the company so they can make better decisions as workers.

Friday, Dec. 16
7:30 to 11 a.m.
\$19.95, includes breakfast

MWSU Fulkerson Center
4525 Downs Drive

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

19 Shop St. Joseph

This popular program that encourages residents to shop locally during the holidays is in full swing. Check our website for a list of merchants and get your tickets ready for the prize drawings at 4:30 p.m on Dec. 19.

Nov. 15 to Dec. 18
Prize Drawing on Dec. 19
go to www.saintjoseph.com
for more information

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**