

Business Perspective

April 2018



Community Conversations is next step in ForwardOP visioning process

After a successful public kickoff to the **ForwardOP** visioning process in January, it's time to come back together to talk about our shared vision for the next 20-25 years. A series of Community Conversations this month is the next step in the ForwardOP process.

Join your neighbors for an interactive discussion about ways to achieve our community vision. The format of each meeting is identical, so you may attend the one that is most convenient for you. Each meeting will last 90 minutes.

The sessions will center around validating and deliberating on the input received in the first round of engagement. With nearly 3,000 unique pieces of input shared by participants in that workshop, there is a lot to think about!

ForwardOP

Imagine Tomorrow ▶ Inspire Action

Let's continue the conversation!

Tuesday, April 24

6:30 p.m. Matt Ross Community Center

Wednesday, April 25

7:30 a.m. St. Andrews Golf Club

12:00 p.m. Johnson County Community College

4:00 p.m. Overland Park Chamber of Commerce

6:30 p.m. Shawnee Mission South High School

Thursday, April 26

7:30 a.m. Tomahawk Ridge Community Center

10:00 a.m. Oak Park Mall

12:00 p.m. Central Resource Library

4:00 p.m. Mazuma Credit Union

6:30 p.m. Blue Valley Hilltop Conference Center

RSVPs are encouraged, but not required.

For more information, [click here](#).

Two companies establishing headquarters in Overland Park

Mediware Information Systems, Inc., will move its headquarters and be the anchor tenant in a 125,000-square-foot building to be constructed in CityPlace, a **Block Real Estate Services** development at College Boulevard and U.S. 69 Highway. Mediware is a supplier of software for health care and human service providers and payers. The company employs more than 900 people across nine offices including nearly 100 full-time employees locally. The company is actively recruiting and hiring, and leadership recognized it would quickly outgrow its current space in Lenexa. The new headquarters is scheduled for completion in mid-2019.

ERBER Group is establishing its North American headquarters in Overland Park. ERBER is the holding company for five divisions including **BIOMIN Ameri-**

ca Inc., a leading research company and producer of feed additives with offices in Corporate Woods.

Continued growth in the North American market afforded BIOMIN the opportunity to relocate here.

"The abundance of qualified workforce coupled with ease of travel for global employees, made Kansas City the right choice for our new North American presence," said Simon Walley, president of BIOMIN North America.

"The animal health corridor just became stronger and more attractive with BIOMIN locating in Overland Park," said Overland Park Mayor Carl Gerlach. The Kansas City region is home to more than 300 animal health companies, representing the largest concentration of animal health and diagnostics in the world.

Our Mission:

To enhance the business environment and quality of life in our community.



Chamber Calendar

ForwardOP: Community Conversation with Young Professionals

Tuesday, April 3 - 12:00-1:30 p.m.

Overland Park Chamber, 9001 West 110th Street

Young Professionals Learning@4

Liqueur Tasting & Networking

Friday, April 6 - 4:00-5:30 p.m.

Kansas State University Olathe, 22201 West Innovation Drive

Wednesday Wake-up

Wednesday, April 11 - 8:00-9:00 a.m.

Bank of Blue Valley, 11935 Riley Street

Free and open to Chamber members only

Public Policy & Advocacy Committee

Friday, April 13 - 12:00-1:30 p.m.

Overland Park Chamber, 9001 West 110th Street

Community Blood Drive

Hosted by Overland Park Young Professionals and the Community Blood Center

Friday, April 20 - 12:00-4:00 p.m.

Overland Park Chamber, 9001 West 110th Street

To make reservations, [click here](#) or call (913) 491-3600.

April ribbon cuttings

Wednesday, April 4 - 4:30 p.m.

Pete's Pest Control, 8853 Lenexa Drive

Thursday, April 12 - 4:00 p.m.

Retail Success, 11230 College Boulevard

Friday, April 20 - 9:00 a.m.

Premier Family Chiropractic, 7398 West 162nd Terrace

Wednesday, April 25 - 2:00 p.m.

Lash Lounge, 6435 West 135th Street

Chamber Board and Staff

BOARD OFFICERS:

Brett Bogan, *Chairman*
Spencer Fane LLP
Mike Hess, *Chair-Elect*
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OMNI Human Resource Management

BOARD MEMBERS:

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Jodde Lanning, **Payne & Jones, Chartered**
Earl Major
Don Pearce, **Pearce Construction Company**
Karsten Randolph, **Shawnee Mission Health**
Bob Regnier, **Bank of Blue Valley**
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Mark Williams, **Garver**

EX-OFFICIO BOARD MEMBERS:

Bruce Boettcher, **Sheraton Overland Park Hotel**
[Visit Overland Park board representative]
Dr. David Cook, **The University of Kansas Edwards Campus**
Bill Ebel, **City of Overland Park**
Mayor Carl Gerlach, **City of Overland Park**
Dana Markel, **Visit Overland Park**
Bobby Olm-Shipman, **St. Luke's South Hospital**
[2018 Chairman of Overland Park Chamber Economic Development Council]
Tracey Osborne Oltjen, CCE, Overland Park Chamber
Greg Wolf, **Dentons**

CHAMBER STAFF:

Tracey Osborne Oltjen, CCE, *President & CEO*
Stacey Cowan, *Membership Director*
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Tim Holverson, *IOM, Recruitment & Retention Director, Economic Development*
Chris Jackson, *EDC Policy & Communications Coordinator*
Beth Johnson, *CEd, Senior Vice President of Economic Development*
Stan Lawson, *Communications Director*
Erin Murray, *Assistant to the President*
Tom Robinett, *Vice President of Public Policy & Advocacy*
Amy Stock, *Member Services Coordinator*

Planning for the workforce of the future

Last month, the Chamber's Board of Directors spent time looking at demographic trends impacting the metropolitan region. Jeff Pinkerton, senior researcher at the Mid-America Regional Council, provided the backdrop for discussions regarding workforce and talent recruitment challenges.

One of our major priorities this year is our 30-year visioning process, ForwardOP. Planning for the future is crucial for any community, but is especially so for one that is growing, both with population and jobs. Projections indicate Johnson County will be the metro's most populous county in 2040, with over 812,000 residents, nearly 70,000 more than Jackson County. In Overland Park we must be prepared for our share of that growth, anticipating over 66,000 new residents by 2040, swelling our population to nearly 240,000.

Several interesting tidbits from Jeff's presentation included validation of the "graying of America" through Census Bureau data comparing 2005 and 2016 for the U.S., Kansas City, Johnson County and Overland Park, all exhibiting upward trends in the 50+ populations. There were several areas in which Overland Park performed better than other parts of the region. The first is with the Five Years Old/Under category, where regional and national trends indicate that age group decreasing, but Overland Park experienced an uptick. Secondly, the 25-34 age group increased over 30% locally compared to just 10% throughout Johnson County and the KC metro. Though more thorough analysis would be needed, the selling points of strong schools and quality of life factors like excellent neighborhoods, public safety, health care and recreational/cultural amenities cannot be dismissed.

Growth was seen in our commuting patterns, following robust years of job creation. From 2010-2015, Overland Park's in-migration of workforce increased by nearly 10,000, to 103,353 employees daily. We send 63,732 Overland Park residents to jobs throughout the metro (an increase of just under 7,000), primarily to other locations in Johnson County, or to Kansas City. A lucky 30,646 are like me – living and working here in the luxury of an easy commute each day.

We analyzed some upticks and downturns in the primary employment sectors. Locally, we've lost jobs in information and manufacturing, and in the last few years began recovery of retail jobs lost in the recession. Big gains? Finance/insurance, professional services such as engineering, legal and IT, and health care.

Based upon our daily interactions with members, and the discussion with our Board, the growth in these sectors overall, combined with the low unemployment rate, creates challenges for businesses of all types. We hear a lot about the "war" on talent, and increasingly it can feel like one to identify, attract and retain the people who fit your culture and mission.

During our Board discussion, Past Chair Mike Tracy, **OMNI Human Resource Management**, noted that particularly for the under 500 employees market, employers have to be more brand-focused. He said, "You have to be the place people want to come. The challenge is between offering a job, or offering a profession."

That's certainly a balance. In a time in which, as board member Earl Major noted, people can work at eight different jobs by age 35, there's a lot of talent flowing

(continued on the next page)



Tracey Oltjen, CCE
President & CEO
@traceylosborne

Business Perspective is published monthly by the Overland Park Chamber of Commerce.

9001 West 110th Street, Suite 150, Overland Park, KS 66210

Phone: (913) 491-3600 • Fax: (913) 491-0393 • opcc@opchamber.org • www.opchamber.org

President's Message contd. ...

between companies. And as is often said, we're educating students for jobs that don't exist yet.

We'd like to hear from you. What innovative solutions have helped your company? Your industry? What's lacking in our regional talent pool

that you need for your business to be successful? Do you have suggestions to improve partnerships with the educational community to better equip our workforce for the constantly evolving workplace?

Send me your thoughts at tosborne@opchamber.org.



Donate blood and help save a life!

BLOOD DRIVE

Friday, April 20
Overland Park Chamber



The Overland Park Young Professionals and the Community Blood Center are hosting a Community Blood Drive at the Overland Park Chamber of Commerce.

Appointments are appreciated, but walk-ins are welcome.

Register at www.esavealifenow.org – Sponsor code: OPCH

Join us at this networking event!

Wednesday Wake-up

A Business Before Hours

Wednesday, April 11

8:00-9:00 a.m.

Hosted by



Bank of Blue Valley

11935 Riley Street



Join us for networking over coffee and breakfast at **Bank of Blue Valley**, a local community bank celebrating nearly 30 years in Overland Park. Founder Bob Regnier, will be there to meet and greet and he'd like you to meet the rest of his incredible team of bankers. You can check out their newly remodeled facility and enjoy coffee and refreshments.

Free and open to Chamber members only.

To register, [click here](#) or call (913) 491-3600

Click on the advertisements below for more details.

2018
Stems
a garden soirée
JUNE 23, 7-11 P.M.

Come join The Arts & Recreation Foundation of Overland Park for an evening of fun at the Overland Park Arboretum & Botanical Gardens. Purchase your tickets or sponsorship package today.

Visit stemssoiree.org or call 913.322.6467 for all ticket and event information.

Presenting Sponsors:

Bank of Blue Valley in partnership with the Regnier Family Foundations

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NATURE
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SCIENCE
ECHO

WHIRLWIND
ART IN MOTION

A premiere exhibition of kinetic sculptures at the Overland Park Arboretum & Botanical Gardens
April 21, 2018 – Sept. 30, 2019 - More Info: www.artsandrec-op.org/whirlwind

NEW MEMBERS / REINVESTED MEMBERS

Welcome new members!

We are pleased to introduce these new Chamber members:

BIOMIN America Inc.

Melissa Kirchner, Regional
Marketing Officer
10801 Mastin Boulevard, Suite 100
Overland Park, KS 66210
(913) 533-7526
office.usa@biomin.net
www.biomin.net
Animal Health

Brancato's Catering

Andrea Burkhardt, Marketing Dir.
5050 Kansas Avenue
Kansas City, KS 66106
(816) 765-4707
aburkhardt@brancatocatering.com
www.brancatocatering.com
Caterers

The Brass Onion

Andrea Burkhardt, Marketing Dir.
5501 West 135th Street, Suite 2330
Overland Park, KS 66223
(913) 851-5940
www.thebrassonion.com
Restaurants, Event Space

Culinary Creations

Eric Rodricks, Owner/chef
Overland Park, KS
(816) 787-8636
Culinarycreationskc@gmail.com
Caterers, Event Services
*Referred by Stephanie Landis, Small
Business Development Center*

Emma's Place for Exceptional Children

Heather Barboza, Director/
Owner
12635 Hemlock Street
Overland Park, KS 66215-1455
(913) 940-9401
emmasplacekc@gmail.com
www.emmasplacekc.com
Child Care

Integrative Health Providers, LLC

Everett Bennett, III, Nurse
Practitioner/Owner
11791 West 112th Street
Overland Park, KS 66210
(913) 353-4703
trey@ihpkc.com
www.ihpkc.com
Health & Wellness

Reece Commercial Real Estate- Marty Gilchrist

Marty Gilchrist, Senior
Brokerage Associate
8005 West 110th Street, Suite 150
Overland Park, KS 66210
(913) 945-3707
martyg@reececommercial.com
www.reececommercial.com
Real Estate - Commercial & Industrial

Rothwell Construction

New EDC Investor!

Bill Fennelly, Sr. Sales Manager
1500 North 7 Highway, Suite 100
Blue Springs, MO 64014
(816) 228-8808
bill@rothwell-construction.com
www.rothwell-construction.com
Contractors - General

Slim Chickens

Aspen Grams, Marketing
Manager
9001 West 135th Street
Overland Park, KS 66221
(913) 283-9124
www.slimchickens.com
Restaurants, Caterers

Spencer Reed Group, LLC

Saiday Mulbah, Manager of
Healthcare Placements
5700 West 112th Street, Suite 110
Overland Park, KS 66211
(913) 663-4400
contact@spencerreedgroup.com
www.spencerreedgroup.com
Employment Agencies & Services

Vertical Merger

David Moley, CEO
9393 West 110th Street, Suite 500
Overland Park, KS 66210
(913) 738-0025
david@verticalmerger.com
www.verticalmerger.com
Computer Software & Services,
Computers - System Designers &
Consultants

Vision Bank

John Geiger, Market President
11120 West 135th Street
Overland Park, KS 66221
(913) 481-2503
jgeiger@visionbanking.com
www.visionbanking.com
Banks, Mortgages



Chamber President Tracey Osborne Oljten presented new member plaques to some of our newest Chamber members at last month's Wednesday Wake-up networking event. Receiving plaques were David Moley, **Vertical Merger**; Michelle Carpet-Chichura, **Riordan Clinic**; John Geiger, **Vision Bank**; Marty Gilchrist, **Reece Commercial Real Estate**; Ryann Dowdy, **iFocus Marketing**; Danielle Pinon, **ARIUM Overland Park**; Meg Trast, **Metcalf Village Apartments**; Courtney Kounkel, **Monarch**; Russ Schuster and Mike Leardi, **Camm Construction**; Eric Rodricks, **Culinary Creations**.

Member Renewals

We thank these companies for reinvesting in February 2018:

40-50 Years

Kansas City Power & Light
Kansas Gas Service
Overland Park Funeral Chapel
Overland Park Racquet Club

20-39 Years

Abdallah Shriners
Agenda: USA
Allied Global Services
Villa Saint Joseph
Commerce Bank
Embassy Suites Hotel
Hampton Inn of Overland Park
Heavy Constructors Association
HMN Architects, Inc.
Lathrop Gage LLP
Yaeger Architecture, Inc.

10-19 Years

Consolidated Communications
Dana F. Cole & Company, LLP
Fry-Wagner Moving & Storage
J. Gilbert's Wood-Fired Steaks &
Seafood
Merrill Companies
MidAmerica Rehabilitation
Hospital
Principal Financial Group
Super 8 Overland Park
Waterford Property Co. LLC

5-9 Years

Goody Tickets
National Auctioneers Association
Newmark Grubb Zimmer
Specialists in Sports and
Orthopedic Rehabilitation
Stallard Technologies, Inc.
Truss

1-4 Years

Arcadia at Overland Park
Corner Bakery Cafe-Corbin Park
Cornerstones of Care - Overland
Park
Cosentino Service Corp
Price Chopper Cosentino's
Greater KC Public Safety Credit
Union
Haas & Wilkerson Insurance
InQuest Marketing
Kansas Christian College
Midwest Engravers
Overland Park Modern Dentistry
Premier Mazda of Overland Park
The Ranch at Prairie Trace
Rouse Frets Gentle Rhodes, LLC
SEOMike Consulting
Sunflower Bank

Please support these Chamber members who have made
investments to enhance the prosperity of our community!

Refer potential new members to Stacey Cowan at
scowan@opchamber.org and receive Chamber credits!



Alexis Ceule and Diane Schmidt, **The Freelance Exchange of Kansas City**; Julie Prewitt, **JNA Advertising**; Courtney Kounkel, **MONARCH**.

Wednesday Wake-up

A Business Before Hours

hosted on March 14 by



JNA ADVERTISING



Chamber Board Member Steve Troester, **PGAV Architects**, served as master of ceremonies.



John Nohe, **JNA Advertising**; Dustin Carroll, **Inspireity**.



Russ Schuster tells attendees about his company, **Camm Construction**.



Rebecca Bolich, **Brain Balance**; Julie Prewitt, Natalie Neppi and Megan Sutter, all with **JNA Advertising**.

Click on the ad below for more details.

PROGRAM OFFERED AT THE OVERLAND PARK CHAMBER OF COMMERCE:
9001 W. 110th St. | Overland Park, KS

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RECENT EVENTS / SPONSOR SPOTLIGHT



City Councilmember Paul Lyons, Chamber President Tracey Osborne Oltjen and Chamber Diplomats helped Sean Barnard and his team celebrate the move of **Bambou Salons & Spas** into the beautifully renovated former Overland Park State Bank building at 7341 West 80th in Downtown Overland Park. For more information: (913) 341-1717 or www.bambousalons.com.



City Council President Jim Kite and Chamber Membership Director Stacey Cowan helped Drs. Eric and Alyssa Phillips and their team celebrate a ribbon cutting for **Identity Chiropractic**, 10410 Mastin Street. For more information: (913) 226-3575 or www.identitychiropractic.com.



City Council President Jim Kite, Chamber EDC Vice President Beth Johnson and Chamber Diplomats helped owners Ryan and Erin Seager and Cayce Stapp celebrate a ribbon cutting for **Office Evolution**, 8101 College Boulevard. In the heart of Overland Park's business community, Office Evolution offers office space rentals, shared co-working space, conference rooms and other business services such as phone answering. For more information: (913) 484-9664 or www.officeevolution.com.

Sponsor Spotlight: First National Bank

First National Bank has been named to the *Forbes* Best Banks in America list for seven years in a row, beginning in 2012. This year, *MONEY*™ named the company “The Best Bank in Kansas.” This level of recognition further validates First National’s commitment to its customers and the communities it serves.

For 160 years – 25 in Kansas City – First National Bank has been committed to being a responsible corporate citizen and has maintained a passion for doing what is right for its customers and communities. Matt Sheets, the bank’s new Kansas City president, believes the bank’s success is measured by that of each of its stakeholders – customers, communities, business partners, employees and the environment.

In Johnson County, First National Bank’s ongoing commitment is demonstrated by its steady growth over the past 25 years to seven, full-service branch locations in the area. In 2017, First National Bank invested more than \$650,000 in the Kansas City area, primarily in partnerships designed to help individuals gain employment, advance their careers and improve their financial well-being, as well as in organizations that offer access to the arts. First National Bank will serve as presenting sponsor of the Overland Park Arboretum’s Luminary Walk again this year, as well as Shawnee Mission’s Theater in the Park, and the 11th Annual Books & Boutiques, a benefit for **St. Luke’s South Hospital’s** new outdoor physical therapy garden. The bank’s support contributes to the vibrancy of our region.

At First National Bank, you won’t find a one-size-fits-all approach. The bank offers a wide range of financial products and services for a diverse group of clients, and its employees are dedicated to building effective, long-lasting banking relationships.

If you’re ready for one of the best banking experiences in America, visit www.fnbk.com, stop by one of its seven branches in Fairway, Olathe, Overland Park or Shawnee, or call (913) 266-7000.



 First National Bank
“Best Bank in Kansas”
— **Money**® 2017-18

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City Council President Jim Kite, Chamber EDC Director of Recruitment & Retention Tim Holverson and Chamber Diplomats helped Brian Conaty, Area Manager; Trish Reedy, Loan Officer; and their team celebrate a ribbon cutting for the new offices of **PrimeLending**, 8900 Indian Creek Parkway, Suite 100. For more information: (913) 305-5435 or www.primelending.com.



City Council President Jim Kite, Chamber President Tracey Osborne Oltjen and Chamber Diplomats helped Bob Regnier and his team celebrate a ribbon cutting for the completion of the remodel of the **Bank of Blue Valley** headquarters at 11935 Riley Street.



City Council President Jim Kite, Chamber Membership Director Stacey Cowan and Chamber Diplomats helped owners Hilary & Jeff Contino celebrate the opening of **Dogtopia**, 6905 West 135th Street in Corbin Park. For more information: (913) 274-9033 or www.dogtopiaop.com.



City Council President Jim Kite and Chamber EDC Director of Recruitment & Retention Tim Holverson helped Bobby Olm-Shipman and other hospital officials celebrate the opening of **Saint Luke's South Hospital** Radiation Therapy Center at 6427 West 119th Street. For more information: (913) 202-1700 or www.saintlukeskc.org/South.

Unemployment

	Jan. 2018	Jan. 2017
Overland Park	2.8%	3.3%
Johnson County	2.9%	3.4%
Kansas City Metro MSA	4.0%	4.5%
State of Kansas	3.5%	4.2%

(These percentages are not seasonally adjusted)
– Kansas Labor Information Center (KLIC)

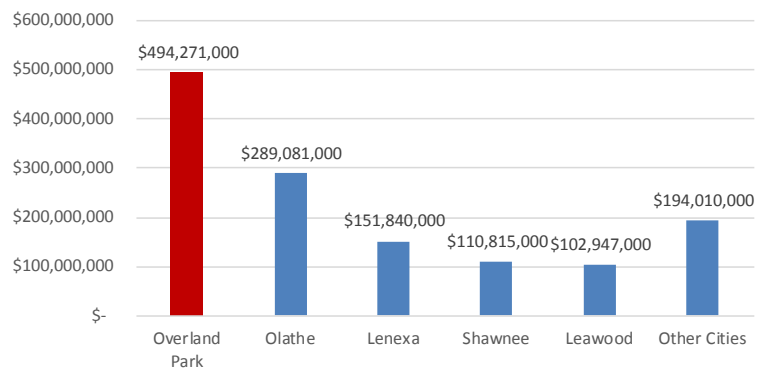
Building Permits in Overland Park

	New Commercial	Institutional, Schools	Other Commercial	Totals
Feb. 2018	1	3	33	37
Square Feet	69,228	183,664	N/A	252,892
Value	\$6,226,366	\$24,963,465	\$3,340,360	\$34,530,191

– City of Overland Park

Overland Park Retail Sales

December 2017



Thank you to our 2018 Sponsors!

Corporate Partners



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Edwards Campus](#)

Leadership Circle Sponsors

Fortune Financial Advisors, LLC

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Management

To add your name to this list each month,
contact Tracey Osborne Oltjen
at (913) 491-3600 or
tosborne@opchamber.org.

Member News & Events

Sporting Kansas City is hosting a Chamber of Commerce Networking Night on **April 20** with networking beginning at 4:30 p.m. and reserved seats for the Sporting Kansas City vs. Vancouver Whitecaps match. To register: (913) 951-3556.

Associates Solutions, Inc., has been acquired by High Touch Technologies.

Green Lantern Car Washes will change its name in May to Charlie's Car Wash to honor company founder and philanthropist Charlie Walker who passed in 2012.

For the fourth time, **Shawnee Mission Medical Center** has been named one of the nation's 100 Top Hospitals by IBM Watson Health. **Saint Luke's South Hospital** also was on the list.

Ken Bacon is leaving his position as president and CEO of **Shawnee Mission Health**, effective April 6.

Valbridge Property Advisors has appointed Daniel Kann and Jason Roos as managing directors. Celebrating its

fifth anniversary this month, Valbridge has doubled its staff and enjoyed double-digit growth since 2009.

Cleveland University-Kansas City has named Dr. Jon Wilson as dean of the University's College of Chiropractic. He takes over the new post after serving as assistant dean of chiropractic education.

Mayor Carl Gerlach and **Spencer Fane LLP** were among honorees recognized with awards for local leadership in the arts by **ArtsKC - Regional Arts Council**.

Twenty-five students received scholarships from **The Builders' Association Scholarship Foundation**.

Jackie Clark, **Ash Grove Cement Company**, was recognized as a 2018 STEP Ahead Award nominee by the Manufacturing Institute.

Edward Miller has been named a **First National Bank** 2017 Circle of Excellence award winner with \$45.5 million in loan volume and 190 closed loans.

To submit company news, [click here](#); or submit company events, [click here](#).