Business Perspective



Vote in the primary on August 7! Your Vote Matters.

Be an Informed Voter!

<u>VoteJoCo.com</u> is your voter resource for candidate information.

- Candidate surveys
- Candidate forum videos
- Sample ballots & polling place locations

www.VoteJoCo.com

Cowan receives national sales award

Congratulations to Stacey Cowan, Overland Park Chamber Membership Director, on receiving a Bronze Lifetime Sales Achievement Award at the Association of Chamber of Commerce Executives annual convention last month. A Bronze award represents 500 transactions or \$175,000 in sales, which Stacey achieved during 3¹/₂ years at the Chamber. She was one of only seven sales professionals from across the country to receive a Bronze award.





Our Mission:

CHAMBER OF COMMERCE

RLAND PARK

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



Chamber Calendar

Wednesday Wake-up

2018 Series Sponsor: <u>Baker University</u> Wednesday, August 8 - 8:00-9:00 a.m. Title Boxing Club 119th, 7812 West 119th Street Free and open to Chamber members only

Community Blood Drive

Hosted by Overland Park Young Professionals and the Community Blood Center of Greater Kansas City

Thursday, August 9 - 12:00-4:00 p.m. Overland Park Chamber, 9001 West 110th Street

Public Policy & Advocacy Committee

Discussing our 2019 Federal Legislative Agenda **Friday, August 10 -** 12:00-1:30 p.m. Overland Park Chamber, 9001 West 110th Street

Chamber Golf Tournament

Presented by Shawnee Mission Health Overland Park Monday, August 20 - Shotgun start at 12:00 p.m. Nicklaus Golf Club at LionsGate, 14225 Dearborn Street Promote your company as a sponsor or donate door prizes and good bag items.

Executive Leadership Series

2018 Series Sponsor: <u>First National Bank</u> Featuring Michael Rea, Rx Saving Solutions Friday, August 24 - 7:30-9:00 a.m. DoubleTree by Hilton Kansas City-Overland Park, 10100 College Boulevard

Working Lunch

2018 Series Sponsor: <u>Grantham University</u> Thursday, August 30 - 12:00-1:30 p.m. Barley's Kitchen + Tap, 11924 West 119th Street Chamber members only

To register for these events, <u>click here</u> or call (913) 491-3600.

Upcoming ribbon cuttings

Wednesday, August 8 - 5:00 p.m. Shack Breakfast & Lunch, 7940 West 135th Street

Thursday, August 9 - 4:45 p.m. Monarch Montessori School, 7600 West 75th Street

Thursday, August 16 - 4:30 p.m. Hampton Inn & Suites, 7521 West 135th Street

Tuesday, August 21 - 4:30 p.m. SERC Physical Therapy, 7211 West 110th Street

Thursday, August 23 - 4:30 p.m. Mastin Discount Liquor, 10321 Mastin Street

FROM OUR PRESIDENT

Chamber Board and Staff

BOARD OFFICERS:

Brett Bogan, Chairman Spencer Fane LLP Mike Hess, Chair-Elect HNTB Corporation Stacie Gram, 1st Vice Chairman Swiss Re America Holding Corporation Charles Laird, 2nd Vice Chairman Menorah Medical Center Doug Lynn, Secretary Sprint Chris Wally, Treasurer CBRE Kansas City Michael Tracy, Past Chairman OMNI Human Resource Management

BOARD MEMBERS:

Marshaun Butler, **Children's Mercy Hospital Kansas** Faruk Capan, **Intouch Solutions** Diana Chaloux-LaCerte, **Hitch Fit Gym** Greg Crowley, **Crowley Furniture** Jim Edwards, **Nothing Bundt Cakes** Bill Ferguson, **Central Bank of the Midwest** Dr. Michael Fulton, **Shawnee Mission School District** Brenner Holland, **Hunt Midwest** Craig Jeffries, **Empower Retirement** Jodde Lanning, **Payne & Jones, Chartered** Earl Major Don Pearce, **Pearce Construction Company** Karsten Bandolph, **Shawnee Mission Health**

Karsten Randolph, **Shawnee Mission Health** Bob Regnier, **Bank of Blue Valley** Stephen Rhorer, **SPX Cooling Technologies** Tony Rupp, **Foulston Siefkin LLP** Mark Thomas, **Copaken Brooks** Steve Troester, **PGAV Architects, Inc.** 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 Frank Ebling, Controller Celia Fritz-Watson, Director of Events & Member Services Tim Holverson, IOM, Recruitment & Retention Director, Economic Development Chris Jackson, EDC Policy & Communications Coordinator Beth Johnson, CEcD, 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

What companies want

Several months ago, the Kansas City Area Development Council, our partners in regional economic development, held its quarterly breakfast meeting in Overland Park. There were a lot of moving parts to this meeting, including an update on Evergy (the merger of Great Plains and Westar Energy, the latest on the proposed Sprint/T-Mobile merger, as well as several exciting company announcements.

Those who know me well know I love lists, and this meeting yielded an important one. It's not new, but bears repeating. One of the featured speakers was site selection consultant Jim Colson, CEO of Advisors Community. Jim shared with the group the top three criteria for site selection; in other words, what companies are looking for in a community: workforce, infrastructure and government stability.

Not surprising, any of these.

First is workforce. The quest for talent is a top priority for most every Chamber member or prospective business we talk with, and retention/recruitment of talent has become both an art and a science. Any economic development discussion begins with the question of whether our community can supply the needed talent the business requires both now and in the future. No other factor counts if we can't satisfy this first issue.



Tracey Osborne Oltjen, CCE, IOM President & CEO @traceylosborne

Second is infrastructure. This encompasses a lot of territory. It's utilities for power, water, and wastewater, as well as telecommunications connectivity. It's air, rail, local streets and thoroughfares, highways and bridges and ingress and egress that provide efficient and safe movement of people and goods. Companies want to know whether our community's network

is sufficient for the needs of the company now, and for its growth? Does our community maintain its network well and also plan sufficiently for future growth? Finally, lim spent most of his time on stability of government, calling it "critical." While acknowledging the list of criterion site selectors and company decision makers use is longer than these three, he noted the increased importance of community stability in expansion and location decisions. "The capacity of a community to demonstrate good leadership is crucial," he said. This is a key driver in creating a strong business climate and supporting local business growth. Business leaders are reluctant to plan for a future in a community whose leadership is inconsistent about what drives economic growth - strong education systems, well-maintained infrastructure, public safety, access to health care, and quality of life factors such as parks and recreation, arts and culture. Businesses desire predictability in process and regulation. This doesn't mean communities can't innovate, improve or change. It means that there are greater responsibilities to consider the impact to the community, respect processes and communicate intentions, while doing so as we build a quality of life and business climate that ensures success for all.

We impact these three criteria, with our vote this primary season. Vote early in person, or by mail, or vote the traditional way on August 7 at your polling place. Learn about the candidates in your area at the non-partisan <u>www.votejoco.com</u>, where you'll find candidate surveys, videos of candidate forums and voter info. Your informed vote makes a difference on what kind of community we'll be after this election cycle. Let's make sure we're the top of all the lists.

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 • <u>opcc@opchamber.org</u> • <u>www.opchamber.org</u>

.....

UPCOMING EVENTS



8:00-9:00 a.m.

Hosted by





Join us for networking and breakfast and learn more about **<u>TITLE Boxing Club 119th</u>**. With group fitness classes led by professionals, TITLE Boxing helps women and men of all fitness levels burn up to 1,000 calories per hour in explosive total body boxing and kickboxing fitness workouts.

Free and open to Chamber members only.

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

Executive Leadership Series

Join us for these programs featuring executive insight on business leadership.

Proudly sponsored by:

First National Bank

Friday, August 24

Breakfast program: 7:30-9:00 a.m. DoubleTree by Hilton Kansas City-Overland Park

10100 College Boulevard featuring

Dr. Michael Rea, Founder & CEO Rx Savings Solutions

Dr. Michael Rea founded **Rx Savings Solutions** after routinely witnessing consumers struggle to pay for medications. He noticed quickly that consumers were paying much more than they needed to, which was attributable to a lack of available information. He set out to arm consumers with this information and add efficiency



and transparency back in to the world of pharmacy through a patented software. Dr. Rea has been involved with research surrounding pharmacy transparency for more than 13 years. He received his Doctor of Pharmacy degree from Creighton University.

Members: \$30 per person or \$330 for a reserved table of 10 Non-members: \$40 per person or \$440 for a reserved table of 10

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



\$25 per person for Chamber members only. To register, <u>click here</u>.

SAVE THE DATE! Chamber Annual Meeting

Wednesday, December 5

11:30 a.m.-1:30 p.m.

Overland Park Convention Center 6000 College Boulevard

Keynote Speaker: Tommy Spaulding

New York Times bestselling author Tommy Spaulding is a leadership expert and nationally acclaimed speaker. He is the former CEO of a

renowned global leadership organization and believes heart-led leadership can change the lives of everyone you lead and serve. Tommy's heartfelt message can transform your organization, build committed teams, earn lifelong customers and drive bottom line results in today's competitive global marketplace.

Sponsorships Available!

Click here or contact Celia at cfritzwatson@opchamber.org



Event Sponsor:



NEW MEMBERS / REINVESTED MEMBERS



New Chamber members were recognized at last month's Wednesday Wake-up networking event. Membership Director Stacey Cowan and President Tracey Osborne Oltjen presented new members plaques to Regina Johnson, Universal Film Festival; Celsie Sneden, NEAT Method; James Hemenway, Chicago Title; Elizabeth & Behman Zakeri, Bury the Hatchet; Sharon Svetlak, Contract Furnishings; Debbie Walker, Avenue 81; Shannon Riordan, The Jewish Community Center of Greater Kansas City; David Pacer, Infinitas Coordinated Wealth Counsel; Courtney Stoddard, Budget Blinds; Josh Hill, Beckner & Associates; Caelee Lehman, Rockhurst University.

Member Renewals

We thank these companies for reinvesting in the Overland Park Chamber of Commerce in June 2018:

50+ Years

Bear & Bear Associates Family Tree Nursery O'Neill Honda

40-50 Years

New York Life Insurance Company **Overland Park Regional Medical** Center St. Joseph Medical Center

20-39 Years

Blue Valley School District BNSF Railway Co. Drs. Hawks, Besler, Rogers, & Stoppel Fisher Patterson Sayler & Smith, L.L.P. Menorah Medical Center Olathe Public School District #233 Price Chopper Queen's - 87th & Antioch Stinson Leonard Street Straub Construction Company, Inc. Valbridge Property Advisors | Kansas City Paul Henson Family YMCA

10-19 Years

Batteries Plus Bulbs #282 Costco Wholesale #369 Emporia State University-Kansas City Hutchins & Haake, LLC

Johnson County Sheriff's Office NBKC Terracon University of Saint Mary Visit Overland Park

5-9 Years DexYP

The Goddard School **Highland Ridge Apartments** Kansas Asphalt, Inc. Lifestyle Publications Overland Park Golf Club Red Robin Gourmet Burgers-South **Overland Park** The University of Kansas Hospital

1-4 Years

Aldi, Inc. - 95th Street Aldi, Inc. - 135th Street Bassett Home Furnishings Dave & Buster's Overland Park Dewey's Pizza Diagnostic Imaging Centers, P.A. Foodsby The Freelance Exchange of Kansas City Kansas Policy Institute Maurices The Navigators Phoenix Home Care, Inc. Primrose School of Blue Valley World Class Unlimited, Inc.

Welcome new members!

We are pleased to introduce these new Chamber members:

Budget Blinds of Overland Park

Courtney Stoddard, Vice President of Marketing 239 Southeast Main Street Lee's Summit, MO 64063 (913) 402-1600 Cstoddard@budgetblinds.com www.budgetblinds.com/ overlandpark

Window Blinds, Coverings & Shutters

Contract Furnishings

Sharon Svetlak, Executive Assistant 3129 Main Street Kansas City, MO 64111 (816) 931-0900 svetlaks@contractfurnishings.com www.contractfurnishings.com Office Furniture & Equipment

Creative Planning -2018 EDC Investor!

Christy Watson, Administrative Assistant 5454 West 110th Street Overland Park, KS 66211 (913) 815-6561 christy.watson@creativeplanning. com www.creativeplanning.com

Wealth Management, Attorneys

HighQ

Lesa Frick, Executive Administrator 7311 West 132nd Street, Suite 320 Overland Park, KS 66213 (9|3) 303-3|02 lesa.frick@highq.com www.HighQ.com Technology

KCWE 29-TV

Haley Lopez, Account Executive 6455 Winchester Avenue Kansas City, MO 64133 (816) 221-9999 hsmith@hearst.com www.kmbc.com/kcwetv Advertising, Media

KMBC-TV

Nick Adams, Account Executive 6455 Winchester Avenue Kansas City, MO 64133 (816) 221-9999 nadams@hearst.com www.kmbc.com Advertising, Media

Phoenix Natural Wellness

Brian Pitts, Owner 9627 West 87th Street Overland Park, KS 66006 (913) 730-8520 phoenixnaturalhealing@gmail.com www.phoenixnaturalwellness.com Alternative Health, Vitamins and Nutritional Supplements

Phoenix South CBD Super Store

Susan Pitts, Owner 7932 West 151st Street Overland Park, KS 66223 (913) 257-5717 phoenixnaturalhealing@gmail.com www.phoenixnaturalwellness.com Alternative Health, Retail

Rockhurst University

Mike Theobald, Director of **Career Services** 1100 Rockhurst Road Kansas City, MO 64110 (816) 501-4861 www.rockhurst.edu Schools-Colleges & Universities

Shack Breakfast and Lunch

Meghan Bueker, Marketing Manager 7218 College Boulevard Overland Park, KS 66210 (314) 488-0788 m bueker@eatatshack.com www.eatatshack.com Restaurants, Event Space

Shack Breakfast and Lunch

Meghan Bueker, Marketing Manager 7940 West 135th Street Overland Park, KS 66223 (913) 897-2755 m bueker@eatatshack.com www.eatatshack.com Restaurants, Event Space

War Horses for Veterans. Inc

Patricia Brown, Co-founder and Treasurer 18208 Nall Avenue Stilwell, KS 66085 (816) 516-6630 pat@warhorsesforveterans.com www.warhorsesforveterans.com Non-Profit Organizations -

CHAMBER ANNOUNCEMENTS

Chamber Foundation accepting 2019 LOP nominations

The Overland Park Chamber Foundation is now accepting nominations for the 2019 Leadership Overland Park (LOP) program, which will begin in January 2019.

LOP is a civic leadership program that focuses on information, education and discussion of local and regional assets, challenges and opportunities and provides opportunities to engage in organizations that resolve these issues. Leadership Overland Park class members participate in 10 full-day sessions from January to June. Sessions focus on specific aspects of Overland Park such as city, county and state government, history, education, politics and current issues facing the city, county, metro area and state.

The deadline for nominations is noon on September 7, 2018. Download the nomination form at www.opchamber.org - <u>click here</u> - or call (913) 491-3600.



City Council President Jim Kite, Chamber EDC Director of Recruitment & Retention Tim Holverson and Chamber Diplomats helped owners Behman & Elizabeth Zakeri celebrate the opening of **Bury the Hatchet KC**, 7105 West 105th Street. Bury the Hatchet offers two-hour sessions, safety instructions, one-on-one throwing practice, tournament rounds and teambuilding. For more information: (913) 218-0945 or www.burythehatchet.com.



City Council Member Fred Spears, Chamber Past Chairman Michael Tracy and Chamber Diplomats helped **Big Whiskey's**, 9100 West 135th Street, celebrate a ribbon cutting for their second Kansas City area location. Since 2006, Big Whiskey's has been known for great whiskey, tasty menu items, and the happiest happy hours. For more information: (913) 257-5439 or www.bigwhiskeys.com.

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Purchase tickets at MoonShineOnTheFarm.com

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Strategically placed advertising brings brand recognition and sales to your business.

Advertise with Oak Park Mall. For a limited time Chamber members can buy two months and get the third month free.

Call (913) 888-7597 for more information and pricing.



RECENT EVENTS







Beverly Nichols, **Overland Park Host Lions Club; Rep. Joy Koesten**; Neal Nichols, **Overland Park Host Lions Club**.

.....



hosted on July 12 by





Nikki Kearney and Elena Atnip, **HairMax** Salon; Evah Riungu, Everyday Home Care Kansas City.

.....





Dan Kopshinsky and Colby Siebersma, CliftonLarsonAllen LLP; Dustin Smith, Cleveland University Kansas City.



Empower Retirement is imagining a future in which Americans can replace their working income – for life. The company is blazing new trails to transform the way individuals, employers and financial professionals approach retirement planning.

The nation's second-largest retirement plan provider (*Pensions & Investments*, April 2018), Empower administers over \$534 billion in assets for 8.5 million Americans across the country. Formed in 2014, Empower serves corporate 401(k) clients, government 457 plans, non-profit 403(b) organizations and Individual Retirement Account customers.

About 6,000 employees worldwide work at Empower. This includes over 600 associates at the firm's Overland Park office, 11500 Outlook Street.

Empower employees use company-paid volunteer time and matching donations to support causes closest to their hearts. Here are a few ways they give to the Greater Kansas City community:

• Empower teamed up with the American Lung Association in Kansas & Greater Kansas City to sponsor the Fight For Air Climb.



• Empower employees

Empower softball team at the Kansas City Corporate Challenge.

volunteered at Heart of America Stand Down to provide homeless veterans with short- and long-term resources needed to begin rebuilding their lives.

- In partnership with the United Way, TeamSmile and the Kansas City Chiefs, Empower volunteers held a one-day dental clinic to help brighten the smiles of low-income children in the community.
- Empower Retirement was a Silver Sponsor of the 2018 Kansas City Corporate Challenge, benefiting Special Olympics KC Metro.

For more information, visit:

- <u>www.Empower-retirement.com</u>
- Twitter: <u>@EmpowerToday</u>
- Facebook: @empowerretirement
- Instagram: @empowerretirement

Member News & Events

The City of Overland Park's proposed 2019 budget maintains the lowest mill levy of any city in Johnson County or any first-class city in Kansas. The recommended budget includes additional personnel in the police and fire departments, public works, parks services and Deanna Rose Children's Farmstead. A second public hearing is scheduled for 7:30 p.m. on **August 6**.

Overland Park was ranked #1 in the Midwest for "Best Cities for Young Families to Buy a House 2018" by the website, ValuePenguin.

Five million dollars in tax credits are still available to investors in innovative emerging businesses through the Kansas Angel Tax Credit (KAITC) program. Johnson County Government is accepting applications for its Johnson County Citizens Academy, which takes place Tuesday evenings, August 28-October 30.

To address the ever-evolving needs of its clients, **Intouch Solutions** has formed Intouch Group, the parent organization for six affiliates representing the agency's diverse suite of capabilities and depth of service offerings.

Patrons of **Blue Valley** Schools have until August 6

to apply for an open Board of Education position.

Johnson County Government is accepting applications for its Johnson County Citizens Academy, Tuesday evenings, August 28-October 30.

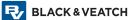
(continued on the next page)

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Thank you to our 2018 Sponsors!





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RETIREMENT

Shawnee Mission Health Much more than medicine.



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Leadership Circle Sponsors

AdamsGabbert Fortune Financial Advisors, LLC OMNI Human Resource Management

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



9001 West 110th Street, Suite 150 Overland Park, Kansas 66210 (913) 491-3600 • www.opchamber.org

Member News & Events

RideKC has added night service on Route 401 in Overland Park.

Garver, LLC, has hired these new employees: Ryan Robinson, project manager; and Collin Petri, project engineer; James McCollum and Brad Street as construction inspectors; and Terry Wilson as bridge inspector.

MarksNelson LLC, recently closed its offices for a day so its 181 employees could volunteer with 11 nonprofits across Kansas City.

Children's Mercy was once again recognized as one of the nation's top pediatric hospitals on U.S. News & World Report's 2018-2019 "Best Children's Hospitals" report.

Rebekka Collins and Debra Nelson are the new owners of **Kathleen's Flowers**, which has been in Overland Park since 1996.

The Johnson County Board of County Commissioners appointed Penny Postoak Ferguson as County Manager for Johnson County. M. Gayle Packer has been named president of **Terracon**, succeeding David Gaboury, P.E., who has served as president and CEO for more than 20 years.

Cleveland University-Kansas City

named Dr. Jason Qualls as Assistant Dean of Clinical Education.

At **Candlewoods Suites Overland Park-Kansas City**, Nina Duke is now general manager and Cara Daly is operations manager.

Dr. Daniel Lorenz, **Specialists in Sports and Orthopedic Rehabilitation**, was recognized as the 2018 Sports Medicine/Rehabilitation Specialist of the Year by the The National Strength and Conditioning Association.

John Hutchison, **Olathe Public Schools**, will receive the International Eagle Award from the Association of School Business Officials International.

To submit company news, <u>click here</u>. To submit events, <u>click here</u>.