

Business Perspective



February 2017

2017 Leadership class holds first session

The Chamber Foundation's 2017 Leadership Overland Park class held its first session last month. Class members participated in exercises to get to know each other and learn about different leadership styles. Their introduction to Overland Park and the Chamber included a city tour, a presentation on the history of Overland Park and discussions on the city's strengths and weaknesses in

health care, economic development, education, quality of life and regionalism. The class will learn about health and social issues this month and then go to Topeka next month for State Day. To see who's in this year's class, see page 6.

Our Special Thanks!

Healthy Eating/Lifestyle Sponsor:



Tour Sponsor:



Our Mission:

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



Connect with us at [opchamber](#):



Chamber Calendar

Economic Development Council Honors Lunch

Thursday, February 2, 2017 - 11:30 a.m.-1:30 p.m.
Johnson County Community College,
12345 College Boulevard
\$30 for EDC Investors; \$40 for Chamber members

Young Professionals Learning@4

Networking 101 workshop + Happy Hour Social
In partnership with Overland Park Rotary Club and
Overland Park South Rotary Club

Thursday, February 2, 2017 - 4:00-7:00 p.m.
Noah's Event Venue, 7341 West 133rd Street
Free and open to Young Professionals only

Wednesday Wake-up

Wednesday, February 8, 2017 - 8:00-9:00 a.m.
iFLY Indoor Skydiving, 10975 Metcalf Avenue
Free and open to Chamber members only

Legislative Breakfast #2

Saturday, February 18, 2017 - 7:30-9:00 a.m.
DoubleTree by Hilton Kansas City-Overland
Park, 10100 College Boulevard
Scheduled speakers: Senator Pat Pettey and
Representatives Linda Gallagher, Cindy Holscher, Jan
Kessinger, Patty Markley and Jarrod Ousley

Mayor's State of the City Luncheon

Sponsored by Saint Luke's Health System

Wednesday, February 22, 2017 - 11:30 a.m.-1:30 p.m.
Overland Park Convention Center,
6000 College Boulevard
Chamber members: \$35 per person; \$385 for table
Non-members: \$45 per person; \$495 for table of 10

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

Mayor's State of the City Address & Luncheon



Sponsored by



Join us to hear Mayor Carl Gerlach present his annual address highlighting accomplishments, issues and future developments occurring in Overland Park.

Wednesday, February 22

12:00-1:30 p.m. (registration begins at 11:30 a.m.)

Overland Park Convention Center

Register by February 15

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



FROM OUR PRESIDENT

Chamber Board and Staff

BOARD OFFICERS:

Michael Tracy, *Chairman*
OMNI Human Resource Management
Brett Bogan, *Chair-Elect*
Lathrop & Gage LLP
Mike Hess, *1st Vice Chairman*
HNTB Corporation
Stacie Gram, *2nd Vice Chairman*
Swiss Re America Holding Corporation
Chris Wally, *Secretary*
CBRE Kansas City
Charles Laird, *Treasurer*
Menorah Medical Center
Brad Stratton, *Past Chairman*
Overland Park Wealth Management

BOARD MEMBERS:

Marshaun Butler, **Children's Mercy Hospital Kansas**
Lance Collins, **YRC Worldwide**
Greg Crowley, **Crowley Furniture**
Jim Edwards, **Nothing Bundt Cakes**
Jarad Falk, **Charter Communications**
Craig Jeffries, **Empower Retirement**
Tim Kelley, **Security Bank of Kansas City**
Jodde Lanning, **Payne & Jones, Chartered**
Doug Lynn, **Sprint**
Don Pearce, **Pearce Construction Company**
Kartsten Randolph, **Shawnee Mission Health**
Ryan Reeves, **UnitedLex Corporation**
Bob Regnier, **Bank of Blue Valley**
Clint Robinson, **Black & Veatch**
Stephen Rhorer, **SPX Cooling Technologies**
Tony Rupp, **Foulston Siefkin LLP**
Mark Thomas, **Copaken Brooks**
Steve Troester, **PGAV Architects, Inc.**
Dr. Todd White, **Blue Valley School District**
Lori Wright, **Kansas City Power & Light**

EX-OFFICIO BOARD MEMBERS:

Joe Andrick, **True North Hotel Group** [Convention & Visitors Bureau board representative]
Bill Ebel, **City of Overland Park**
Mayor Carl Gerlach, **City of Overland Park**
Dana Markel, **Visit Overland Park**
Greg Musil, **Douthitt Frets Rouse Gentile & Rhodes**
[2017 Chair of Overland Park Chamber Economic Development Council]
Tracey Osborne, CCE, Overland Park Chamber
Dr. Joe Sopcich, **Johnson County Community College**
Greg Wolf, **Dentons**

CHAMBER STAFF:

Tracey Osborne, CCE, *President*
Stacey Cowan, *Membership Director*
Frank Ebling, *Controller*
Celia Fritz-Watson, *Director of Events & Member Services*
Tim Holverson, *IOM, Recruitment & Retention Director, Economic Development*
Beth Johnson, *CEcD, Senior Vice President of Economic Development*
Michael Kelley, *EDC Policy & Communications Coordinator*
Stan Lawson, *Communications Director*
Erin Murray, *Assistant to the President*
Tom Robinett, *Vice President of Public Policy & Advocacy*
Amy Stock, *Member Services Coordinator*

Leading with our hearts

You have probably driven by his statue in downtown Overland Park numerous times. He's our founder, William B. Strang, Jr., who purchased 600 acres of farmland at 79th and Military Parkway (now Metcalf) in 1905, platting six subdivisions and naming his planned community Overland Park. Not until 1960 would a group of business and civic leaders determine the time had come to formalize this bit of land that had been rejected as neighboring communities grew and incorporated.

Seven years later the business community was ready for more, and a small group of businessmen undertook a Chamber membership drive that created a city-wide organization to extend beyond the downtown to include all businesses, not just retailers. In a leap of faith, they hired a professional director, Dick Molamphy, in whose memory a fountain was built on 110th Street across from Lighton Tower in 1990.

This year we celebrate our 50th anniversary. I hope by now you have received your new membership directory featuring our founding members, past chairmen, along with a tribute to one of our founders, Ben Craig, who we lost last summer. You'll see a nostalgic timeline celebrating important Overland Park milestones. We've come a long way as a community, and the partnership of the City and the Chamber cannot be minimized in this success. From a population of 28,085 to 189,450 today, we have grown into a city of choice for both residents and businesses.

A few weeks ago the [34th Leadership Overland Park class](#) convened for its opening retreat. I had the opportunity to spend time with the class as they learned about each other through a Leadership Compass Exercise, identifying the strengths and weaknesses of their individual leadership styles, and how we can capitalize upon the styles of others to maximize each team we are on, whether we are leading the group, or leading as a follower. Each style was defined as a direction on the compass – North, South, East, West – but our discussion brought out that each of us is a hybrid of several directions and, for many, the diversity of our jobs may require us to position in the middle of our proverbial compass, spinning from one set of directional strengths to another, based upon the tasks at hand. This requires a heightened sense of awareness of the incumbent weaknesses as well as the ability to bring in others to complement our personal styles.

The day ends with the appointment of the hypothetical "Mayor's Commission" to identify Overland Park's strengths and weaknesses in the areas of health care, economic development, quality of life, education, transportation and regionalism. This serves as a benchmark for the next six months of sessions, identifying areas for additional study and questions for speakers. We'll see what modifications or edits the class makes to the list when they revisit this exercise at their final session.

For several years the class has read a book along with their regular LOP coursework to broaden their discussion and professional development. This year, it's *The Heart Led Leader: How Living and Leading from the Heart Will Change Your Organization and Your Life* by Tommy Spaulding. Spaulding teaches that the distance from your heart to your head is 18 metaphorical inches and that, rather than focusing on the six inches between our ears, those 18 connecting our intellect and our emotion are far more important. He notes, "Heart-led leadership transcends numbers and spreadsheets. It is more sustainable and more rewarding. It also inspires, encourages, and influences



Tracey Osborne, CCE
Chamber President
[@traceylosborne](#)

(continued on the next page)

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

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President's Message continued . . .
the world for the better. And that leads to even greater results, because it creates passionate teams to provide discretionary effort (effort beyond what's required of them), teams that model heart-led leadership and pass it on to others."

Overland Park has been fortunate to have had many heart-led leaders who built who we are: Chamber members, board members,

Mayors and City Council members, dedicated staff at the Chamber and City who worked together and a network of agencies and elected officials across the county and state who believed in the importance of education and quality of life as economic development tools. Heart-led leaders are devoted to their mission, and we will celebrate them throughout 2017 even as we seek leaders to take us into the next 50 years.



Legislative Breakfast Series

The Johnson County Public Policy Council presents these upcoming breakfasts in which Johnson County legislators provide updates on legislative action at the Statehouse:

Saturday, February 18

Scheduled Speakers:

- Sen. Pat Pettey
- Rep. Linda Gallagher
- Rep. Cindy Holscher
- Rep. Jan Kessinger
- Rep. Patty Markley
- Rep. Jarrod Ousley

Saturday, March 25

Scheduled Speakers:

- Sen. Barbara Bollier
- Rep. Stepanie Clayton
- Rep. Erin Davis
- Rep. Nancy Lusk
- Rep. Brett Parker

Breakfasts are 7:30-9:00 a.m. at the **DoubleTree by Hilton Kansas City-Overland Park**, 10100 College Boulevard.

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

State of the County Address & Luncheon presented by Chairman Ed Eilert

Tuesday, March 28

12:00-1:15 p.m. (check-in at 11:30 a.m.)

Ritz Charles Overland Park

9000 West 137th Street

\$30 per person

\$300 for a corporate table of 8

RSVP by noon on March 21

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



Join us at this networking event!

Wednesday Wake-up

A Business Before Hours

Wednesday, February 8

8:00 - 9:00 a.m.

Hosted by



10975 Metcalf Avenue



Join us for networking over coffee and breakfast at one of Overland Park's most exciting new venues, **iFLY Indoor Skydiving**. iFLY gives you the chance to experience the thrill

of skydiving in a safe, indoor environment. In addition to traditional flight packages, iFLY also offers team-building, corporate events, birthday parties and field trips.

Attendees also have the opportunity to join the 9:00 flight class at the reduced rate of \$40. This special offer is available to the first 24 flyers who contact Lisa at lmcmachen@iflyworld.com by February 3.

Free and open to members only

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

Executive Leadership Series

INSIGHTS FROM THE TOP
Overland Park Chamber of Commerce

Join us for this program featuring executive insight on business leadership.

Proudly sponsored by:



Tuesday, March 21

7:30-9:00 a.m.

DoubleTree by Hilton Kansas City-Overland Park

10100 College Boulevard

featuring

Bob Regnier, President

Bank of Blue Valley



In 1989, Robert "Bob" Regnier started **Bank of Blue Valley**, a locally-owned and operated community bank that now has five locations throughout Johnson County. Regnier is a native Kansas Citian with degrees from Kansas State University and the University of Missouri Kansas City. He has been active in dozens of community organizations and foundations and has received numerous recognitions.

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

CHAMBER ANNOUNCEMENTS

Members sponsor Chamber Building meeting spaces

We are pleased to acknowledge and thank several Chamber members for their sponsorship of public meeting rooms as part of the recent renovation of the Overland Park Chamber Foundation Building in Corporate Woods. Meeting spaces at the Chamber Foundation Building include:

- **Ben Craig Leadership Center** sponsored by **Central Bank of the Midwest**
- **Black & Veatch Education Center**
- **Sprint Board Room**
- **Rau Conference Room**
- **Affinis Collaboration Room**
- **Sunderland / Ash Grove Terrace**



These meeting spaces are available for rent by small and large groups. Many of them feature technology such as Flat LCD Smart TVs and WiFi.

To find out more about renting meeting space in the Chamber Foundation Building,

contact Amy Stock at astock@opchamber.org or (913) 491-3600.

Thank you to our
Coffee Bar Sponsor:

PARISI
ARTISAN COFFEE

Thank You!

Thank you to these members for their ongoing support of the Overland Park Chamber:



Thank you to David Gordon and **Grandma's Office Catering** for sponsoring *Business Intelligence Report*, a monthly electronic publication featuring business strategies, tips and trends for our members.



Thank you to **Santee Floral Designs** for the weekly floral displays in the Chamber Building lobby.

Wednesday Wake-up

A Business Before Hours

hosted on January 11 by



Dr. Dan Lorenz tells attendees about **Specialists in Sports and Orthopedic Rehabilitation**.



Rick Worrel, **Affinis Corp**; Ed O'Connor, **PC Partners, Inc.**; Tom Oltjen, **Equity Bank**.



Welcome new members!

We are pleased to introduce these new Chamber members:

State Farm Insurance - Henry Sandate Agency

Henry Sandate, Agent
10281 West 87th Street, Suite 102
Overland Park, KS 66212
(913) 438-2249
henry.sandate.b6ss@statefarm.com
www.hsandate.com
Insurance

Outpost Worldwide

Kyle Stanley, Account Services
1810 Charlotte Street
Kansas City, MO 64108
(913) 235-1174
kyle@outpostworldwide.com
www.outpostworldwide.com
Video Production Services

Oxford Realty LLC

James Clark, Owner
9305 Tomashaw Lane
Lenexa, KS 66219
(913) 406-5677
jclark4218@gmail.com
Real Estate - Investments

ResettleMe LLC

Peggy Shults, President
10650 Roe Avenue, #102
Overland Park, KS 66207
(913) 667-2301
pshults@resettleme.com
www.resettleme.com
Movers, Accountants

Sharp Connections

Stephanie Sharp
21109 West 81st Terrace
Lenexa, KS 66220
(913) 579-4376
stephanie@sharpconnections.biz
www.sharpconnections.biz
Marketing Services

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Refer potential new Chamber members and earn credits toward event registrations or advertising when they become a member. Send referrals to scowan@opchamber.org.

Member News & Events

Valley View Bancshares completed the merger of its seven BancAbility brands under the **Security Bank of Kansas City** charter. Security Bank of Kansas City is now the third-largest bank based in the Kansas City area and has the area's third-largest branch network with 44 branch offices.

Blue Valley Recreation

Commission has opened its new Recreation Center at the Hilltop Campus.

The Birth Center at **Shawnee Mission Medical Center** welcomed a record-breaking 5,092 babies in 2016.

Shawnee Mission Medical Center has opened a Harvest Kitchen as part of the hospital's \$22 million renovation of the original hospital tower. The new restaurant features

dishes that highlight seasonally available produce.

The **Rotary Club of Overland Park** members provided 57,404 children's books with a monetary value of more than \$600,000 to 87 local educational and charitable organizations.

Shawnee Mission School District received a \$373,508 grant from The Early Education Funders Collaborative at the Greater Kansas City Community Foundation.

St. Joseph Medical Center has launched Senior Comfort Services to help seniors navigate their care.

The **Downtown Overland Park Partnership** has a new web page with information about several redevelopment projects bringing new vitality to Downtown Overland Park.

Member Renewals

We thank these companies for their membership reinvestments in December 2016:

20+ Years

Ash Grove Cement Company, Inc.
Bank of Blue Valley
Black & Veatch
Fastsigns of Overland Park
Hepler & Associates
Kansas City Business Journal
Marriott Kansas City Overland Park
MC Realty Group, LLC
McGilley & Hoge Johnson
County Memorial Chapel
Memorial Events of Johnson County - 82nd & Metcalf
Suburban Lawn & Garden
TPP Certified Public Accountants, LLC
Varnum/Armstrong/Deeter, L.L.C.
Wallace Saunders
YRC Worldwide
Zurich North America Commercial

10-19 Years

Bott Radio Network / KCCV FM AM
Cancer Action, Inc.
Costco Wholesale #369
Dean & Deluca
Erickson Solutions Group
Fidelity Bank
Grandma's Office Catering
Hawthorn Suites by Wyndham Overland Park
Kathleen's Flowers
McAuley & Crandall, PA
Memorial Events of Johnson County - 112th & Metcalf

Mutual of Omaha
PNC Real Estate - Midland Loan Services
Saint Thomas Aquinas High School
SpringHill Suites by Marriott

5-9 Years

The Athletic Club of Overland Park
CBRE Group Inc.
Chick-fil-A at Oak Park Plaza
Fred's Train Shop
Great Getaways
Talk of the Town Grill & Bar-Leawood
Waterford Property Company LLC

1-4 Years

The Burris Group LLC
Cornerstone Home Lending
Davidson Architecture & Engineering
Deer Creek Family Dental Care
Grimaldi's Pizzeria
The Healthcare Resort of Shawnee Mission
Hillcrest Transitional Housing of Kansas
LockPath, Inc.
Miracles With Water - Cathy Weaver
Nifty Promotions
Occidental Management, Inc.
Parisi Café
Point Commercial
The Sovereign at Overland Park

.....
These businesses have invested in our community to keep it vibrant. We encourage you to use them first when purchasing goods and services.
.....

Sunflower Bank's signature ABC program, which raises money for local schools and students, runs through March 31. Total donations since the program began are over \$1,000,000 supporting more than 300 schools in Colorado, Kansas, and Missouri.

Mize Houser & Company, PA, has launched Mize Houser Minutes, an online series of educational videos

produced in cooperation with the Kansas Restaurant & Hospitality Association.

For the third time in a row, **Shawnee Mission Medical Center** has earned five stars from The Centers for Medicare & Medicaid Services' new Hospital Compare website. **Overland Park Regional Medical Center** and **Saint Luke's South**

(continued on page 8)

2017 LEADERSHIP OVERLAND PARK CLASS



Afam Akamelu
INTRUST Bank



Aaron Attebery
Black & Veatch



Janet Barrow
WaterOne



Amber Beverlin
DLR Group



Julie Brewer
UCS of
Johnson County



Lyndsay Burden
Children's Mercy
Hospital



Ben Canther
Shawnee Mission
Health



Eric Clemenson
Sunflower Bank



Chris Cole
JE Dunn
Construction Company



Shawn Cross
McCownGordon
Construction



Jason Davis
Affinis Corp



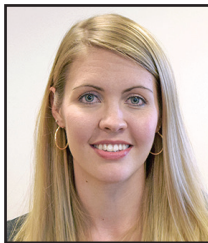
David Erlbacher
First National Bank



Kathleen Faulk
Humana, Inc.



Rollie Fors
Colliers
International



Jennifer Gerlach
McCarthy Building
Companies



David Green
Foulston Siefkin LLP



Jill Grotzinger
The Arts & Recreation
Foundation of OP



Ellie Haire
Downtown Overland
Park Partnership



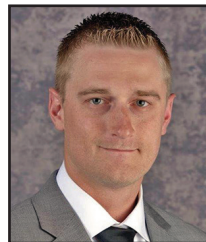
Greg Highbarger
Shawnee Mission
Health



Audrey Hill
Saint Luke's
Health System



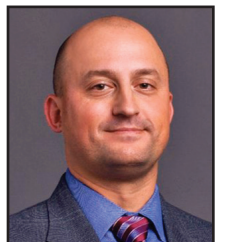
Tony Hofmann
City of Overland Park



Todd Lawler
Terracon



Cameron McGown
HNTB Corporation



Jacob Merriman
Burns & McDonnell
Engineering Company



Phillip Murphy II
Law Offices of
Phillip M. Murphy II



Shelli Palacio
Blue Valley
School District



Josh Powers
Johnson County
Government



Taylor Pruitt
Bravadas Wigs
and Extensions



Bethany Rambo
Bank of Blue Valley



Julie Ross
Empower
Retirement



Jessica Salazar
Overland Park Regional
Medical Center



Barb Silin
Overland Park
Convention Center



Ann Stevenson
Swiss Re America
Holding Corporation



Jen Stickney
UnitedLex
Corporation



Laura Tyson
Shafer, Kline &
Warren



Randy Weber
Johnson County
Community College



1967 vs. 2017

The Overland Park Chamber of Commerce has seen many changes in 50 years. Here is a then and now comparison of the Chamber:



1967

2017

Total budget

\$27,000

\$1.7 million

Membership

249

850

Member dues

\$10-\$100, \$83 average

\$415 base, \$766 average

Chamber staff

2

11

Office location

Breyfogle Building, corner of 79th & Marty streets

Corporate Woods, Building 29

Board of Directors

18

35

Programs:

- | | |
|--|--|
| <ul style="list-style-type: none"> • Day of Decision • Press party to announce business plan • Golf outing • Poolside party • "Progress Overland Park" Day • Annual Christmas party & dinner dance | <ul style="list-style-type: none"> • Economic Development Council • Public policy and advocacy • Leadership Overland Park • Young Professionals • Executive Leadership Series • Good Morning, Overland Park! • VoteJoCo.com • Conference space |
|--|--|

Significant issues:

- | | |
|--|--|
| <ul style="list-style-type: none"> • Transfer of Olathe Airport to Johnson County • Community College • Building rapport with Topeka • Sunday sales law • Growth south of I-435 | <ul style="list-style-type: none"> • New school funding formula • State tax reform • Enhancing quality of place for next generation • Redevelopment • Workforce • Transportation funding |
|--|--|



Chamber Chairman Michael Tracy and Chamber President Tracey Osborne helped owners Steve, Brad & Rachel Dailey celebrate a ribbon cutting for **Zaxby's**, 9500 West 135th Street. The Zaxby's menu features chicken wings, chicken fingers, sandwiches and salads. For more information: (913) 538-4067 or www.zaxbys.com.

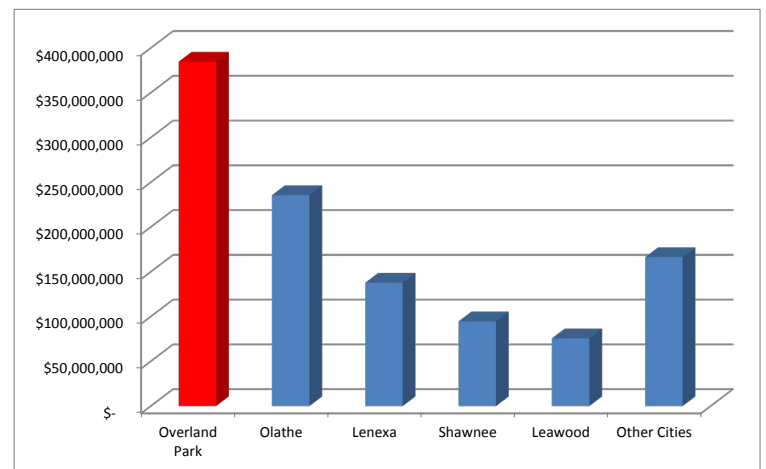
Unemployment

	Nov. 2016	Nov. 2015
Overland Park	3.2%	3.0%
Johnson County	3.1%	2.9%
Kansas City Metro MSA	3.8%	3.8%
State of Kansas	3.8%	3.6%

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

Overland Park Retail Sales

October 2016



Building Permits in Overland Park

	New Commercial	Institutional, Schools	Other Commercial	Totals
Dec. 2016	1	0	36	37
Square Feet	8,486	NA	NA	8,486
Value	\$1,065,672	\$0	\$3,718,884	\$4,784,556

— City of Overland Park

Thank you to our 2017 Sponsors!

Corporate Partners



Corporate Sponsors

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[First National Bank](#)

[JE Dunn Construction Company](#)

[Johnson County
Community College](#)

[Kansas City Power & Light](#)

[Kansas Gas Service](#)

[Saint Luke's Health System](#)

[Stoltz Management](#)

[The University of Kansas
Edwards Campus](#)

Leadership Circle Sponsors

[Children's Mercy Hospital Kansas](#)

[Memorial Events of Johnson County](#)

[Overland Park Wealth Management](#)

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



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

Member News & Events

Hospital received four stars. **Menorah Medical Center**, **St. Joseph Medical Center** and **The University of Kansas Hospital** each received three stars.

Jodi Fincher, RN, BSN, MBA, CCRN, FABC has been named administrator of **St. Joseph Medical Center**.

Johnson County Airport Commission has named Aaron Otto as its executive director.

Shawnee Mission Health welcomes four new physicians: Albert Chmielewski, MD; Katie Lorentz, MD; Aleksandra (Ola) Siwkiewicz, MD, and Elizabeth Volk, MD, who will serve patients at Shawnee Mission Primary Care locations in Johnson County.

MarksNelson LLC, has hired Jennifer Katrulya, CPA, CITP, CGMA, as a practice leader; and Betsy Teegardin as a senior staff accountant.

Dana Knapp has been appointed interim president and CEO of **ArtsKC** during the organization's search for a CEO.

Foulston Siefkin LLP, has named Tony Rupp partner-in-charge for the Kansas City-area office.

Olsson Associates announced several leadership changes: Jamie Fain was promoted to office leader in Overland Park, Sterling Cramer was promoted into a regional leader role overseeing eight offices, Brad Strittmatter is now chief executive officer and Ryan Beckman is the firm's new president.

Abram Chrislip, CPA, and Sean Dawson, CPA, have been admitted as shareholders at **Mize Houser & Company P.A.**

Harmon Construction has hired Matt Miller as a project leader. The company also announced the addition of Rob Pitkin to the company's Advisory Board of Directors.

Brock Heyde, **Valbridge Property Advisors**, received his MAI designation from the Appraisal Institute.

Submit company news to Stan Lawson at
slawson@opchamber.org.