



Employees have been moving into Shamrock Trading Corp.'s new eight-story office building at 95th Street & Metcalf Avenue. The growing company oversees six transportation services, finance and technology brands.

Be an informed voter

2020 GENERAL ELECTION

If you haven't yet cast your advance ballot in the November 3 general election, we encourage you to do so.

Election Calendar

- Oct. 13 Last day to register to vote
[For registration details](#)
- Oct. 14 Advance voting by mail begins
- Oct. 17 Advance voting in person begins
- Oct. 27 Advance ballot application deadline (5 p.m.)
- Oct. 31 Last day to advance vote (or Nov. 2 at Election Office only)
- Nov. 3 General election (polls open 6 a.m.-7 p.m.)

Voter engagement is a priority initiative of the Overland Park Chamber. In partnership with the Johnson County Public Policy Council, we survey candidates for office, host candidate forums and conduct video interviews with candidates. These are posted online at www.VoteJoCo.com to help you be a more informed voter.

Learn more about the candidates here:

- [United States Senate](#)
- [United States House of Representatives - 3rd District](#)
- [Kansas Senate](#)
- [Kansas House of Representatives](#)
- [Kansas State Board of Education](#)
- [Johnson County Commission - District 3](#)

We encourage you to participate in the democratic process and vote!

Have you updated your Chamber login?

Your Chamber has converted to a new membership database. This new database offers a new way to register for Chamber events and submit your events, news, coupons and job postings. You also have the opportunity to select which communications you receive from us.

To create an account, [click here](#) or contact Drew at daggus@opchamber.org or (913) 491-3600.

Events Calendar

Candidate Forums

Kansas House District 28
Friday, October 2
10:00-10:45 a.m.

Kansas Senate District 8
Monday, October 5
1:00-1:45 p.m.

Kansas Senate District 37
Tuesday, October 13
1:30-2:15 p.m.

To register, [click here](#)

Virtual Coffee Break

Sponsored by [Fortune Financial Advisors](#)

Wednesday, October 14
9:30-10:30 a.m.

To register, [click here](#)

Powerful Voices

Sponsored by [UnitedHealthcare](#)

Tuesday, October 20
3:00-4:00 p.m.

Good Morning, Overland Park!

Virtual program featuring good news from around Overland Park

Friday, November 20
8:00-9:00 a.m.

Board & Staff

Board Officers:

Bobby Olm-Shipman, Chairman
Saint Luke's South Hospital

Bill Ferguson, Chair-Elect
Central Bank of the Midwest

Tony Rupp, 1st Vice Chairman
Foulston Siefkin LLP

Joan Wells, 2nd Vice Chairman
Wellington

Cindy Rock, Secretary
Thryv

Chris Wally, Treasurer
Wally & Co.

Mike Hess, Past Chairman
HNTB Corporation

Board Members:

Sean Barnard, Bambou Salon & Spa

Josh Beck, MarksNelson

Dr. Andy Bowne, Johnson County Community College

Faruk Capan, Intouch Group

Paula Day, YRC Worldwide

John Fuller, DLR Group

Matt Gunter, SelectQuote

Jim Hemenway, Chicago Title

Tom Herzog, Netsmart Technologies

Brenner Holland, Hunt Midwest

Craig Jeffries, Empower Retirement

Melody Rayl, Fisher Phillips LLP

Stacy Rose, AdamsGabbert

Matt Sheets, FNBO-First National Bank of Omaha

Matt Sogard, Overland Park Regional Medical Center

Steve Troester, PGAV Architects, Inc.

Mark Williams, Garver

Ex-Officio Board:

Bill Ebel, City of Overland Park

Mayor Carl Gerlach, City of Overland Park

Dana Markel, Visit Overland Park

Dr. Tonya Merrigan, Blue Valley School District

Tracey Osborne Oltjen, CCE, Overland Park Chamber

Greg Wolf, Dentons

Roger Summers, Fogel Anderson
[2020 Chairman of OP Chamber Economic Development Council]

Staff:

Tracey Osborne Oltjen, CCE, President & CEO

Drew Aggus, Member Services Coordinator

Stacey Cowan, Membership Director

Frank Ebling, CFO

Celia Fritz-Watson, IOM, Director of Events & Member Services

Tim Holverson, IOM, Director, Workforce & Business Growth

Chris Jackson, Research Analyst

Beth Johnson, CEcD, Senior Vice President of Economic Development

Stan Lawson, Communications Director

Erin Murray, Executive Assistant

Kevin Walker, IOM, Senior Vice President of Public Policy

Tracey Osborne Oltjen, CCE
Chamber President & CEO



Economy – and business recovery – is the top issue

PRESIDENT'S MESSAGE

You've probably noticed we're surveying more frequently; I promise it's not to clutter your Inbox with more email. We need to know what you think; how you're doing. Your opinions shape the Chamber's policies and how we respond to the ongoing pandemic.

In late August you told us about the impact of Covid-19 on your business. Regional chambers joined us in our survey because we wanted the results to reflect what's happening in Johnson County. Not surprisingly, we learned that countywide, 46% of you are less optimistic about the health of your business than you were before the pandemic hit, with 42% about the same. The good news is 75% of respondents reported they are fully open (most or all employees in the office or business) or open with restrictions (employees in the office or business with some functions limited). Seventeen percent are fully open but working remotely and only 2% are temporarily closed. You also told us what would be most helpful to your business would be a cash grant.

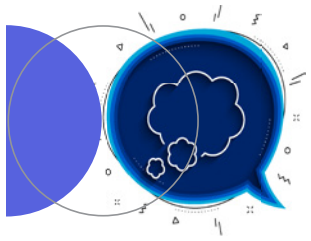
The results of our survey and what you tell us every day are validated in the newly released MetLife/U.S. Chamber of Com-

merce Small Business Index. They reported 53% of small businesses reported good health in August, statistically unchanged from July and March. What is important is that perceptions of business health are dependent upon business sector. Professional services are most likely to report good health (62%) while the retail sector is least likely at 37%, which is an eight-point decline from July. There was some significant movement in various sectors such as the 18-point increase for the service sector from July to August and an 18-point decrease in reported perception of health for manufacturing small businesses.

What does this mean, beyond the obvious concerns for these individual businesses who are our friends and neighbors?

MetLife reports that most (78%) of small business owners categorized the economy as "average" or "poor" in August. Local economic outlooks are relatively unchanged since April, with 36% of those businesses perceiving the local economy to be in poor health. More than three in five (62%) of small business owners say they are more interested in this election compared to the previous presidential election. By region, interest is highest in the Midwest.

That's a good thing. IF it translates into votes. MetLife's survey indicates 57% of
(continued on page 6)



Powerful Voices Series

Economic Outlook for State and Local Governments

SPONSORED BY

United Healthcare

Tuesday, October 20

3:00-4:00 p.m.

Join us for this virtual event in which we'll hear about the economic outlook for state and local governments from these featured speakers:

- A representative with the State of Kansas
- Penny Postoak Ferguson, County Manager, Johnson County
- Bill Ebel, City Manager, City of Overland Park



Save the Date!

Good Morning, Overland Park!

Friday, November 20 - 8:00-9:00 a.m.

Virtual event featuring good news from around Overland Park!

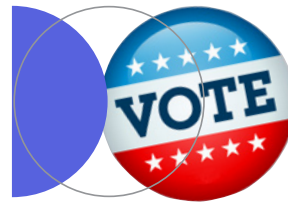
Chamber supports change in law about liquor by the drink

Johnson County voters have the opportunity to ease restrictions on the sale of alcoholic beverages when they head to the polls, and the Overland Park Chamber encourages residents to support the measure.

Under current law, drinking establishments in Johnson County must generate at least 30% of their sales from food in order to offer individual alcoholic beverages. The rule is tied to county-by-county decisions made after the 1986 state constitutional amendment providing for the sale of liquor by the drink in Kansas.

The growth of the micro-brewery industry spurred the Johnson County Commission to put this question in front of voters. Johnson County is the last of the state's suburban counties to allow for this change. Out of 105 counties in Kansas, 35 - including Wyandotte, Leavenworth, Douglas, Shawnee and Sedgwick - have no food sales requirement. Three counties do not allow liquor by the drink at all and 67 - including Johnson County - require an establishment to satisfy the 30% food sales requirement.

The Chamber believes removing this barrier helps keep Johnson County businesses competitive with our neighboring counties in Kansas and across the state line.



LEARN ABOUT THE CANDIDATES

Candidate Forums

Friday, October 2 - 10:00-10:45 a.m.

Kansas House District 28 - Sally Jercha and Carl Turner

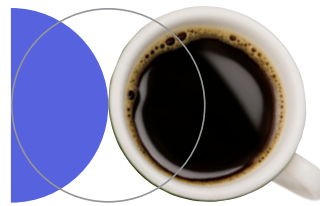
Monday, October 5 - 1:00-1:45 p.m.

Kansas Senate District 8 - Rep. Cindy Holscher and James Todd

Tuesday, October 13 - 1:30-2:15 p.m.

Kansas Senate District 37 - Sen. Molly Baumgardner and Becca Peck

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



Virtual Coffee Break



SPONSORED BY

Wednesday, October 14 - 9:30-10:30 a.m.

Grab a fresh cup of coffee and connect with fellow business professionals virtually from the comfort of your home or office to exchange ideas and support one another.

Registration is required. After registering, you will receive a confirmation email with Zoom access details.

To register, [click here](#).



2020 Annual Meeting

SPONSORED BY **SECURITY BANK**
OF KANSAS CITY™

Event sponsorships available!

Friday, December 4 - 12:00-1:30 p.m.

This year's Chamber Annual Meeting is going virtual and we're pleased to welcome back futurist and economist **Rebecca Ryan** as our keynote speaker. Following up to her dynamic presentation at last year's Annual Meeting, Rebecca will enthrall us with her perspective on our changed business environment in the age of COVID-19.

For sponsorship information, contact Celia at (913) 766-7603 or cfritzwatson@opchamber.org.



City Council President Fred Spears and the Chamber helped David Sauer, owner; and his team celebrate the opening of [Game Show Battle Rooms](#), 10520 Metcalf Lane. One of the nation's first game show experiences, Game Show Battle Rooms lets you face off against friends, family and coworkers in custom game show settings. For more information: (913) 350-1819.



City Council President Fred Spears and the Chamber helped Jonathan Langford, owner, and his team celebrate the opening of [Mr. Brews Taphouse](#), 8021 Metcalf Avenue in Downtown Overland Park. For more information: (913) 602-8628.



City Council President Fred Spears and the Chamber helped Chief Pitmaster Todd Johns and his team celebrate the first anniversary for [Plowboys Barbeque](#), 6737 West 75th Street. For more information: (913) 914-7569.

Thanks for your reinvestment!

SEPTEMBER MEMBER RENEWALS INVESTING IN OUR COMMUNITY

50+ Years

Mize CPAs Inc.
AT&T

40-49 Years

Oak Park Mall
Valbridge Property Advisors |
Kansas City

20-39 Years

Ascension Living St. Joseph
Place
Cross Manufacturing, Inc.
Downtown Overland Park
Partnership
Fiorella's Jack Stack Barbecue
Hechler Orthodontics
Lund, George W.
Martin, Pringle, Oliver, Wallace &
Bauer, LLP
Ottawa University-Kansas City
Parris Communications Inc.
Paul Henson Family YMCA
RideKC
State Farm Insurance - Penny
Hardesty
True North Hotel Group

10-19 Years

Affinis Corp
DeFraim & Million CPAs, LLC
Holmes Murphy & Associates
Johnson County Sheriff's Office
Mirabile M.D. Beauty, Health &
Wellness
Object Technology Solutions Inc.
Olsson
University of Saint Mary

5-9 Years

Capstone Insurance Agency
Catholic Charities of Northeast
Kansas
Garver, LLC
Heartland Soccer Association
LANE4 Property Group
Lifestyle Publications
Rasmussen College
Rehabilitation Hospital of
Overland Park
University of Kansas Health
System

1-4 Years

Andy's Frozen Custard
Avenue 81
Bambou Salons & Spas
Bassett Home Furnishings
Core Bank
CORE Strategies Physical
Therapy
Employee Benefit Professionals
HopeKids Kansas City
KC Disposal
Kelly Construction Group, Inc.
Mid-America Orthopedics
Kansas City
Network Tech
Promontory Apartments
Regular Guy Computer Services
Saint Paul School of Theology
Snyder Law Firm LLC
Total Nurses Network
Tower Properties Company
Vein Clinics of America
ALDI, Inc. - 95th Street

Businesses are making difficult choices; we appreciate you recognizing the value the Chamber continues to provide you.

Welcome to the Chamber!

INTRODUCING OUR NEWEST MEMBER

American Legion Dwight Cowles Post 370

Andrew Darling, Vice
Commander
7500 West 75th Street
Overland Park KS 66210
(913) 432-4012
Organizations

Who do you know who believes in the strength of our business community? Connect them with Stacey at scowan@opchamber.org and receive a credit when they invest in our Chamber!

For more information, click the advertisement below.

— WE HAVE IMPLEMENTED PROGRESSIVE SAFETY MEASURES TO KEEP YOU SAFE —

LET US BRING
*The Q
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President's Message cont.

small business owners said the economy is the first or second most important issue for them in considering which presidential candidate to vote for.

It's my hope that every voter understands that EACH race on the ballot impacts your life and our economy. Elections can be brutal but layering an election over the pandemic debate has been particularly so. Civil discourse has been largely forgotten, turning into vitriolic volleys rather than respectful communication to provide or exchange information. We've become almost immune to the barbs and sneers on social media, shouts from angry crowds and venomous political postcards and commercials seeking to "inform" our views. It's no wonder that while some are energized by this many, many more simply disengage.

While I occasionally escape the madness with HGTV or a great book, it's critical to find trusted sources of information so you can make informed decisions. Your presidential vote is important, but so is every other vote down the ballot as state and local governments determine how you live, and how your business functions every day. Our chamber works with the other chambers in the Johnson County to provide candidate profiles, interviews and forums on business issues on www.votejoco.com. Share this non-partisan resource with others and make sure they vote. Shape our economy and quality of life by choosing elected officials who represent what you and your business need to succeed. And, watch your Inbox for information about a cash grant program coming soon from Johnson County's CARES Act funds we advocated for based on your needs you told us about in August.

Chamber Board endorses KC Rising's Pillars of Prosperity

CHAMBER BOARD ACTION

The Overland Park Chamber Board of Directors voted to endorse the Shared Vision: Pillars of Prosperity plan developed by KC Rising to promote regional prosperity.

The pillars are enterprise, industry, inclusion, connectivity, culture, neighborhoods and education. For more information about these seven pillars, [click here](#).

Our Chamber is the first organization to endorse the plan. Chamber President Tracey Osborne Oltjen is a member of the KC Rising steering committee.

Comprised of business and civic leadership from across the two-state region, KC Rising is supported by coordinated leadership from The Civic Council of Greater Kansas City, The Kansas City Area Development Council, The Mid-America Regional Council and The KC Chamber. For more information, [click here](#).

Trusted health system cares for Overland Park and the metro

CORPORATE SPONSOR SPOTLIGHT

As part of the leading academic health system serving Kansas City and the region, The University of Kansas Health System works to enhance the health and wellness of the communities it serves.

While its main campus is in Kansas City, Kansas, the health system extends the reach of academic medicine to communities across the metro. This allows people to remain closer to home yet still receive the advanced care they need.

The health system provides primary, specialty and emergency care for every condition, from routine to rare. Their facilities in Overland Park are inviting, convenient locations for a wide range of services designed to meet the needs of the community.

The Ambulatory Surgery Center at Indian Creek Campus provides same-day procedures in a comfortable setting. Care teams there specialize in sports medicine, orthopedics, GI and ear, nose and throat care, and more.

Indian Creek Campus also offers a hospital and physician offices. Essential services conveniently located here include pharmacy, imaging, spine care, pain management, plastic surgery, urology and others. The campus is also home to the Sarcoma Center and The Women's Cancer Center.

Additional services offered elsewhere in Overland Park include dermatology, reproductive medicine and fertility, rehabilitation, cardiology, obstetrics and gynecology, and more.

Learn more at kansashealthsystem.com.



Business Perspective is published monthly by the Overland Park Chamber of Commerce, 9001 West 110th Street, Suite 150, Overland Park, KS 66210.
(913) 491-3600 | Fax: (913) 491-0393
opcc@opchamber.org | www.opchamber.org

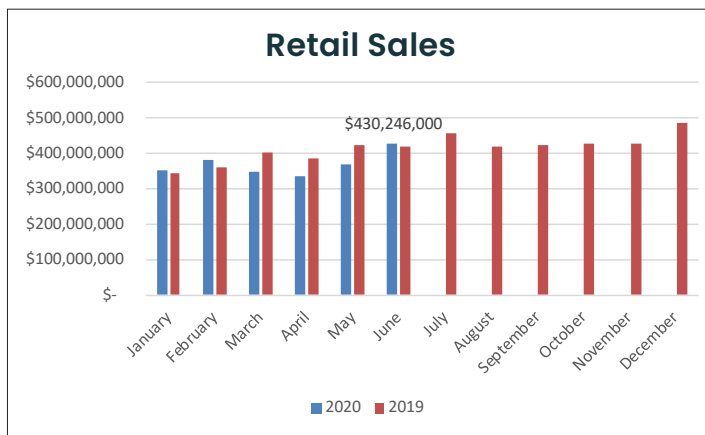
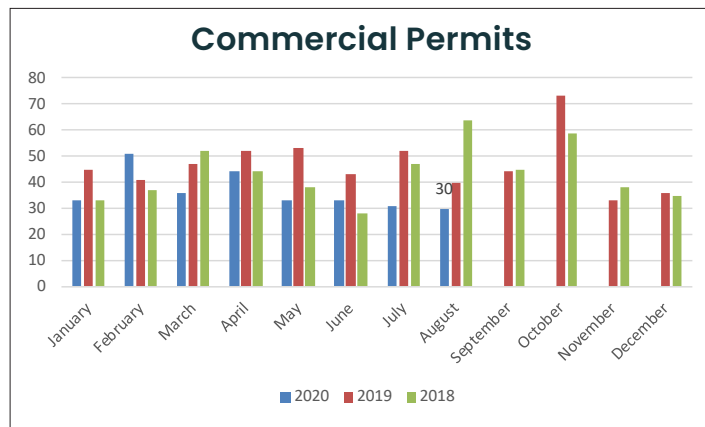
Driving Economic Success

Unemployment			
	Aug. 2019	July 2020	Aug. 2020
Overland Park	3.3%	6.8%	6.2%
Johnson County	3.0%	6.6%	6.1%
Kansas City Metro MSA	3.5%	7.6%	7.3%
State of Kansas	3.4%	7.7%	7.1%

*(These percentages are not seasonally adjusted)
 – Kansas Labor Information Center (KLIC)
 – U.S. Bureau of Labor Statistics*

Building Permits				
	New Commercial	Institutional, Schools, etc.	Other Commercial	Totals
July 2020	3	1	26	30
Sq. Feet	123,809	73,190	128,125	325,124
Value	\$18,493,650	\$11,890,447	\$1,582,886	\$31,966,983

– City of Overland Park



Job postings for K-12 and childcare positions increase over last year

Back to school!

It's certainly been an unprecedented year for education. The Chamber's Economic Development team thought it would be interesting to see how job postings in the education and childcare occupations in the month leading up to the start of school compared to last year. The 160 job postings for these occupa-

tions in 2020 was greater this year than the 130 from the analogous period in 2019. It represents 3.98% of all job postings.

If you have questions about the data or suggestions for occupations we should look at next, reach out to Chris at cjackson@opchamber.org or (913) 766-7605.

Job postings in 30 days before start of school		
Number of Job Postings		Occupation Category
2019	2020	
29	40	Preschool teachers, except special education
9	27	Elementary teachers, except special education
11	24	Secondary teachers, except special & career/technical education
14	22	Nannies
18	11	Special education teachers, elementary school
3	8	Middle school teachers, except special & career/technical education
0	7	Special education teachers, middle school
16	7	Special education teachers, other
16	6	Childcare workers
12	5	Special education teachers, secondary school
2	3	Kindergarten teachers, except special education
130	160	All childcare and pre-K-12 occupations combined
3,482	4,025	All occupations

Submit a guest column for this newsletter

Chamber members are invited to share industry knowledge through a guest column in this monthly newsletter. Columns should provide general information beneficial to a wide range of business professionals, and be commercial-free and not promotional in nature. They might focus on best practices and ideally would be a timely topic addressing the current business environment or issues such as COVID-19. For details: Stan at slawson@opchamber.org.

Corporate Partners



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Kansas Gas Service
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Construction
Saint Luke's Health System
The University of Kansas
Edwards Campus
The University of Kansas
Health System

Leadership Circle

AdamsGabbert

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

Member News

NEWS FROM OUR MEMBERS

[Sweet Streams Lavender Farm](#)

in Bucyrus will be open to the public as part of the Miami County Farm Tour, 10 a.m.-4 p.m., **October 17-18**.

American Cancer Society presents [Making Strides Against Breast Cancer](#), a fun non-competitive, family friendly three-mile walk on **October 24** to celebrate breast cancer survivors, honor those we have lost, and fuel the fight for a future without breast cancer.

Enter your dog in the [Best In Show Virtual Rescue Dog Show](#) for a chance to be in the Great Plains SPCA 2021 Calendar and be crowned Best In Show. Then participate in a virtual brunch and watch the dog show final on **October 25**.

Jermel Stevenson is the City of Overland Park's new [Director of Parks and Recreation](#).

[Kansas State University](#) announced its "big data" operations will move to the K-State Olathe campus, doubling down on the 1Data project and its ability to turn "big data" into opportunities for Greater Kansas City industry to develop new therapeutics, drugs and medical technologies for people and animals.

[Capitol Federal Savings](#) has reopened its doors at all locations.

[B&B Theatres Overland Park 16](#) is now open seven days a week.

The National Merit Scholarship Corporation announced the semifinalists in the 2021 National Merit Scholarship Program, which includes 49 seniors from the [Blue Valley School District](#), 13 seniors from the [Shawnee Mission School District](#) and 15 seniors from the [Olathe School District](#). Semifi-

nalists have an opportunity to advance in the competition for National Merit Scholarship awards, worth about \$31 million that will be offered next spring.

[Olathe Public Schools](#) and [Johnson County Mental Health Center](#) received a grant from the Kansas Department of Education to hire therapists to provide mental health services to district families.

[Johnson County Community College](#) is partnering with the Disaster Recovery Institute International to provide an advanced hands-on course in business continuity with four days of instruction; certification exam on day 5.

[Bambou Salons & Spas](#) has opened new locations in Lenexa and on the Country Club Plaza, making it one of the largest privately owned beauty salon companies in the Midwest with five locations.

[Safely Delicious, LLC](#), is the recipient of a Kansas City Minority Business Resiliency Grant.

Johnson County Board of County Commissioners has awarded CARES Act funds that will allow [Johnson County Park and Recreation District](#) to provide JCPRD remote learning hubs and Out of School Time (OST) services at discounted rates for children ages 5 to 12 to qualifying families.

[GBA](#) recently acquired Jay Engineering Company, Inc. in Leander, Tex., as part of its strategic regional growth plan.

[Bambou Salons & Spas](#) has acquired new locations in Lenexa and on the Country Club Plaza, making it one of the largest privately owned beauty salon companies in the Midwest with five locations.

[Straub Construction](#) unveiled a new company brand in honor of its centennial anniversary as a

Kansas City community cornerstone.

[Hillcrest Transitional Housing's](#) store at 79th & Quivira is in need of clothing donations as students return to school and the weather turns colder.

[Contract Furnishings](#) has developed a cost-effective plexiglass solution that allows for CDC-compliant re-opening of booths.

[KU Edwards Campus'](#) first-ever School of Professional Studies class has commenced.

Food & Wine magazine recently named [Plowboys Barbeque's](#) Yardbird Rub as a must-have in your backyard barbeque arsenal.

[AdventHealth Shawnee Mission](#) has been awarded the Get with the Guidelines® Stroke Gold Plus Award from the American Heart Association and the American Stroke Association.

Fifteen of [Foulston Siefkin's](#) Overland Park-based attorneys have been named to the 2021 editions of The Best Lawyers in America® and Best Lawyers: Ones to Watch, including 1 honored as "Lawyer of the Year" in a specific practice area and city.

[BHC Rhodes](#) has hired Brent Thompson, P.L.S., as a survey manager.

[St. Joseph Medical Center](#) has hired Dr. Patrick Santiago to join the HealiEnt Physician Group.

[HCA Midwest Health's](#) Lori A. Boyajian-O'Neill, D.O., is a recipient of the Outstanding Women of Kansas Award from the Kansas 19th Centennial Committee.

Valerie Jennings, [Jennings Social Media and MarTech](#), was featured in *In Kansas City's* Women in Business series.

To submit company news, events and promotions, [click here](#).