

## Win Airline Tickets!

See page 4 for details.



## Chamber advocacy generates legislative success

One of the highlights of the 2009 Kansas legislative session was a bill sponsored by State Representative Marvin Kleeb, R-Overland Park. Ultimately contained in Senate Bill 97, Rep. Kleeb's legislation known as PEAK, Promoting Employment Across Kansas, was signed in to law April

20th by Governor Kathleen Sebelius. For some time, professionals engaged in economic development in Kansas have said the incentives available to help with job creation were not usable in many situations. We have programs that  
*(continued on page 5)*

## Chamber sponsors trip to China

The Overland Park Chamber of Commerce is traveling to China and the general public is invited to join the week-plus immersion in Chinese culture. The nine-day tour occurs October 8-16 and includes the Forbidden City and the Summer Palace at Beijing, the Great Wall, Ming Tombs, National Embroidery Institute, economic development zones in Hangzhou and Pudong, boat cruise on West Lake, and the Yu Garden and the Bund in Shanghai.

"Membership in the Chamber is not required to participant in the trip," said Tracey Osborne, Chamber president.

"By partnering with one of our members, who has 30 years of tour experience in China, we are able to offer this tour package at the very affordable price of \$1,799 per person from Los Angeles,"

Osborne said. "Those who join us will enjoy 5- and 4-star hotel accommodations and three full meals each day."

For a brochure, call (913) 491-3600 or visit [www.opchamber.org](http://www.opchamber.org).



## Our Mission:

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

## Inside Perspective

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## Employee Free Choice Act not really a free choice

As this newsletter goes to print, Congress is reconvening after its spring break. Most media attention recently has been on the transition of the new administration and its response to the economy. One issue lingering from previous legislative sessions is the Employee Free Choice Act, also known by its nickname of Card Check.

Proponents have long opined that this legislation levels the playing field for workers to choose to join or form unions by simply checking their choice when the opportunity presents itself. Of late, proponents have softened the sell by saying that this new legislation really doesn't change current law all that much.



**Tracey Osborne, CCE**  
President

Not so. In reality, the Employee Free Choice Act undermines long-standing principles of workplace democracy and fairness by restricting workers' rights to have secret ballot elections in union certification campaigns. Instead, union organizers could ask/persuade workers to sign cards publicly anywhere – in the parking lot after work, in restaurants, or at home. Once the 50% threshold of employee-signed cards is achieved, the union is certified with no more debate and no secret ballot election, as is the case now.

Currently, Kansas is a Right to Work state, which means individuals may work where they want and not be required to join a union to be or stay employed. A "card check" type of election, which does not allow secret ballot, puts employees under public scrutiny and potential intimidation for those who do not choose the "right" way.

Let me be clear that the Overland Park Chamber is not against union organization. We are against destruction of the right of free choice by secret ballot for employees. Imagine if, on election day, someone else were allowed into the voting booth with you to oversee your choices. Many have fought for hundreds of years to preserve this freedom of secret ballot for our country, and I contend the philosophy is the same.

Another tenet of the legislation perhaps most troubling is that it requires binding arbitration after 120 days if the new union and business cannot agree on a collective bargaining agreement. The contract, which then would be in effect for two years, would be formed by a government panel of arbitrators, who may or may not understand the issues being discussed in the negotiations and could likely mandate how the business is to be run during the contract period, including wages, benefits and use of employees. How does this differ from the status quo? In the end, employees would not have the opportunity to ratify the contract, which they would have under normal collective bargaining. Some speculate there could be an incentive for the union to delay negotiations in order to force binding arbitration. Either way, we don't believe this is the best outcome for business or employees.

What can you do? Talk to your senator and representative, because the proponents have. On its blog posting, the AFL-CIO touted its grassroots efforts on this legislation of "Nearly 100,000 phone calls to Congress. More than 27,000 letters to Congress. More than 400 community events." The Service Employees International Union (SEIU) has pledged \$85 million to assure passage of this legislation. The U.S. Chamber and local chambers have communicated their positions, but phone calls or letters are always most effective to present a local business perspective. Let Sen. Pat Roberts and U.S. Rep. Dennis Moore know your position. We must protect our citizens' rights to secret voting on union organization.

Contact information for your representatives may be found at [www.opchamber.org](http://www.opchamber.org), or contact Dave Holtwick at [dholtwick@opchamber.org](mailto:dholtwick@opchamber.org).

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## Chamber Board and Staff

### BOARD OFFICERS:

Suze Parker, *Chairman*

**Parker Communications Group**

Ed O'Connor, *Chairman Elect*

**PC Partners, Inc.**

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**University of Kansas Edwards Campus**

Steve Smith, *Secretary*

**Midland Loan Services**

Mike Armstrong, *Treasurer*

**WaterOne**

Greg Musil, *Past Chairman*

**Polsinelli Shughart PC**

### BOARD MEMBERS:

Joe Brand, **HNTB Corporation**

Allison Darling, **ManagementConcepts, Inc.**

Jaime Jones, **Sprint**

John R. Marshall, **Kansas City Power & Light**

Ellen Martin, **Embarq Corporation**

Terry McCafferty, **Zurich North America**

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Gus Meyer, **Rau Construction Company**

Leo Nunnink, **UMB Bank**

Carl Petz, **Black & Veatch**

Karla Rocker, **Oak Park Mall**

Barry Sullivan, **First National Bank**

Dr. Tom Trigg, **Blue Valley School District**

Sam Turner, **Shawnee Mission Medical Center**

Larry Winn, III, **Polsinelli Shughart PC**

Kirk Young, **Job Match Assessment, Inc.**

Craig Zahnd, **Swiss Re**

### EX-OFFICIO BOARD MEMBERS:

Dr. Jerry Cook, **Overland Park Convention & Visitors Bureau**

Mayor Carl Gerlach, **City of Overland Park**

Bill Frey, **Ritz Charles Overland Park**

Mike Lally, **Olsson Associates**, 2009 Chair of Overland Park Chamber of Commerce Economic Development Council

John Nachbar, **City of Overland Park**

Tracey Osborne, CCE, Overland Park Chamber of Commerce

Greg Wolf, **Shook, Hardy & Bacon, L.L.P.**

### CHAMBER STAFF:

Tracey Osborne, CCE, *President*

Trish Fielder, *Office Manager*

Jenni Glass, *Research and Project Coordinator, EDC*

Dave Holtwick, *VP of Governmental Affairs*

Stan Lawson, *Communications Director*

Rozanne Megee, *Controller*

Andrew Nave, *CECD Business Recruitment and Retention Manager, EDC*

Amy Niemann, *IOM, Director of Operations*

David Prunte, *IOM, Membership Director*

Amanda Schumacher, *Special Projects Coordinator*

Gary Sherrer, *Senior Consultant, EDC*

Lavern Squier, CCE, *Senior Vice President, EDC*

Join us at this networking event!

**Wednesday  
Wake-up**  
A Business Before Hours

**Wednesday, May 13**  
8-9 a.m.



**Jayhawk Central**  
12600 Quivira Road

Jayhawk Central features the KU Bookstore, Sarpino's Pizzeria, Mildred's Coffeehouse, as well as a robust Wi-Fi environment. Additional amenities include outdoor terrace seating, meeting spaces and ATM services.



**RSVP by noon on May 12**

**BUSINESS EDUCATION SEMINAR**

**Advertising, Marketing & Promotion  
for Small Business**

**Tuesday, May 19** – Chamber offices, 9001 W. 110th St.  
presented by Bob Larson, Ed.D., Overland Park Lions Host Club

Wondering how to spend your advertising dollars? Attend this hands-on presentation to understand, create and appreciate local newspaper and television advertising. Advantages and disadvantages of a host of other media and other marketing techniques will also be highlighted.

7:45 a.m. coffee & check-in, 8:00-10:00 a.m. seminar  
\$25 for members, \$35 for non-members

**RSVP by noon on Monday, May 18**

**Legislative Breakfast**  
Saturday, May 16

7:30-9:00 p.m.

**Ritz Charles Overland Park**

Featuring: Senator John Vratil and Representatives Owen Donohoe, Terrie Huntington, Marvin Kleeb, Gene Rardin and Milack Talia.

To register, visit [www.opchamber.org](http://www.opchamber.org), call (913) 491-3600 or send e-mail to [opcc@opchamber.org](mailto:opcc@opchamber.org).

Join us at this networking event!

**Wednesday  
Wrap-up**  
A Business After Hours

**Wednesday, May 27**  
5-7 p.m.



**Cambridge Square**  
10701 Ash Street

Come celebrate the unofficial start to summer. Join us by the pool at AMLI at Cambridge Square for a fabulous night of networking. Enjoy live music, appetizers, beverages, party favors and door prizes.



**RSVP by noon on May 26**



**Sixty Minutes of  
Pure Networking.**

**For Overland Park Chamber of Commerce Members Only**

**Thursday, May 21**  
8-9 a.m.

Held at the Chamber office  
9001 W. 110th Street  
(Building 29 in Corporate Woods)

Seating is limited.  
**RSVP by noon on May 20**

proudly sponsored by



# CHAMBER ANNOUNCEMENTS



## Stand out from the competition!

Advertise in this newsletter and target your message to the local business community.

Rates as low as \$75\*

For rates and more information, contact Stan at [slawson@opchamber.org](mailto:slawson@opchamber.org) or (913) 491-3600. Plus, receive discounts when you also advertise on our Web site!

*\*when you advertise for 12 months*

*Participate in the Chamber's Referral Drive and you could win fabulous prizes!*



### How does it work?

To become eligible to win, just contact the Chamber and refer businesses with potential to become new Chamber members.

Prize winners will be those Chamber members who supply the most referrals that become paid members of the Overland Park Chamber of Commerce by June 30, 2009.

Provide us with the following information:

- Company name
  - Owner or manager's name
  - Phone number or email address
  - Your name and company to ensure you receive credit
- Send referrals to David Prunte at [dprunte@opchamber.org](mailto:dprunte@opchamber.org).*

**You'll find prospects everywhere in your daily routine.**  
*Start referring prospective members today!*

## LOP class learns about county and city governments

The 30 class members of the Leadership Overland Park program studied county government and local government in recent sessions. On County Government Day, they joined members of Leadership Lenexa and Leadership Gardner at the **Johnson County Government** offices in Olathe to attend a Johnson County Board of Commissioners meeting and tour the Olathe Adult Detention



District Attorney Steve Howe

Center. The class also heard presentations from Community Emergency Response Team (CERT), Undersheriff David Burger, County Appraiser Paul Welcome and Lurena Mead, community relations manager for **Johnson County Developmental Supports**.

On Local Government Day, class members spent time at City Hall and also enjoyed a bus tour of Overland Park. During the day, they heard presentations by Kristy Stall-

ings, Deputy City Manager; Bill Ebel, Director of Planning and Development Services, and they met with Mayor Carl Gerlach.

They toured and received an overview of the City's Command and Control

Center, hearing about the Fire Department from Fire Chief

Bryan Dehner, the Police Department from Deputy Chief Jack Cauley and Public Works from Director Doug Brown. The

class participated in a mock city council meeting before enjoying dinner with the City Council

and attending a City Council meeting.

*Thank you to the sponsor of our LOP dinner with the City Council:*  
**Bodker Realty, Inc.**



County Commissioner Ed Peterson



City Manager John Nachbar discussed issues facing the City of Overland Park.

**Legislative successes continued from page 1 . . .**

reward companies for making capital investments but we have lagged other states in offering job creation incentives. PEAK will provide a tool to allow us to compete for projects that are service oriented and that create jobs but may not have a large capital investment component.

This legislation will allow qualifying companies to retain up to 95% of the withholding taxes associated with new jobs created in or moved back to the state of Kansas. Several thresholds must be met in order for the company to “qualify” with the Department of Commerce including a provision that wages for the new jobs must be equal to or above the county average wage for the county in which they are created.

Due in part to the state’s fiscal situation, few expected any economic development legislation to advance this year. In a year filled with depressing economic news, we are thankful for Representative Kleeb’s leadership and the legislature’s support for this impressive new tool.

Despite current economic conditions, there still is economic development activity in Johnson County. In fact, the new PEAK legislation has sparked specific interest, and the Overland Park Economic Development team reports they are working with several prospective companies attracted, in part, by this new economic development incentive.

For more information on the PEAK program, contact Lavern Squier or Andrew Nave with the Overland Park Chamber of Commerce Economic Development Council at (913) 491-3600.

*The* **YOUNG**  
**PROFESSIONALS**  
**LUNCH** *&* **LEARN**

**“Communicating  
across  
Generations”**

presented by  
Tracy Russo  
**University of Kansas  
Edwards Campus**



**Monday, May 18**

11:45 a.m.-1:00 p.m.

Overland Park Chamber of Commerce

\$10 for Chamber members; \$15 for non members

RSVP by noon on May 14

Online registration available at [www.opchamber.org](http://www.opchamber.org)

**LEADERSHIP**  
OVERLAND PARK

**General Membership Luncheon  
Leadership Overland Park Graduation**

**Wednesday, June 24, 2009**

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

Doubletree Hotel Overland Park, 10100 College Boulevard

Featuring:

**Bob Regnier**

President, Bank of Blue Valley

*Mr. Regnier will address the importance of civic involvement and volunteerism. The lunch also will include a recognition ceremony for the 30 graduates of Leadership Overland Park, Class of 2009.*

\$28/member and \$35/non-member  
\$320 for reserved table of 10

RSVP by June 17

Registration form available at  
[www.opchamber.org](http://www.opchamber.org).



Young Professionals  
Founding Sponsors:



**Johnson County Delegation  
Recognition Luncheon**

**Tuesday, June 2**

12:00-1:30 p.m.

**Marriott Overland Park**

10800 Metcalf Avenue

Featured Speakers:

Representatives Terrie Huntington and Kevin Yoder

*Come help us recognize our state legislators for their efforts this legislative session on behalf of Johnson County business.*

\$29 for Chamber members / \$35 for non members  
\$320 for reserved table of 10

RSVP by noon on May 27

Registration form available at [www.opchamber.org](http://www.opchamber.org).

# RECENT EVENTS

## Wednesday rap-up

A Business After Hours

hosted on March 25 by



**Sheraton  
Overland Park**  
HOTEL  
AT THE CONVENTION CENTER



Bill Gladden, **Outpost Worldwide**; and Tim Johnston, **Judith Hoeffel Company**.



Nick Wilson, **Waddell & Reed, Inc.**; Jerry Amaro, **UPS Store-Oak Park Commons**; and Ginger Kastens.



Suzanne Lammers, **Imagination Branding**; Stacy Callahan and Rachel Hartman, **Paul Mitchell The School Overland Park**.



Ginger Kastens; Becca Bruns and Julie Craig, **Freedom Pointe of Overland Park**.



Jackie West, **Central Exchange**; and Janiese Middlebrooks, **Manpower**.



Anne Miles, Grace Ebner, and Bridget Snodgrass, all of **Grand Court of Overland Park**.



John Daugherty, **Career Paths International**; and Jess Lohrey, **Capstone Insurance Agency**.



Jamie Lowe, **Capital City Bank**; and Carolyn Sterbenz, **Doubletree Hotel**.



Networking in the Winter Garden at **Sprint**.



Corey Hansen, Briefing and Demonstration Manager, gave a presentation on new technology in the **Sprint** Executive Briefing Center.

## Wednesday wake-up

A Business Before Hours

hosted on April 8 by:





Representatives at **Overland Park Regional Medical Center**, 10500 Quivira Road, cut a ribbon for the new Women's Imaging Center.



Chamber Diplomats helped Patty McGinnis and her staff at **Integrity GMAC Real Estate**, 7111 W. 79th Street, celebrate a ribbon cutting ceremony.



The Local Housing Market was the topic of a Lunch & Learn program for The Young Professionals in April. Featured speakers were Jennifer Martin with **RE/MAX First Realtors** (top photo) and Claudia Jones and Mark Frutiger, **INTRUST Bank** (lower photo).



Chamber Diplomats helped owner Gary Bodony, his staff, family and friends cut a ribbon for **The Tan Company**, 13725 Metcalf Avenue, Suite 105.



Chamber Diplomats helped Paul Wamser, branch manager, and other bank officials cut a ribbon for the newest location of **Commerce Bank**, 11080 Oakmont Street.



Kit Chadick, **Smith Barney**; Todd Baker, **Summit Insurance Group**; and Emily McKinzie, **Manpower**.

## OPC CHAMBER CONNECTION

sponsored by



Dr. Talence Kasiyamhuru, **Kasiya Family & Cosmetic Dentistry**, was the event sponsor.



Jacob Hopkins, **New York Life Insurance**; Rob Walker, **Fulk Chiropractic**; and Randy Woehl, **HR Systems, Inc.**



Jan Salisbury, **Hechler Orthodontics**; Steve Warren, **Servpro of Leawood/Overland Park**; and Jayne Altic, **IronStone Bank**.



Dennis Brown, **The Alternative Board**; and Jim Mathis, **Mathis Photography**.

## Welcome new members!

We are pleased to introduce these new members:

### 435 South Magazine

Kathy Boos, Publisher  
6240 West 135th Street  
Overland Park, KS 66223  
(913) 647-5155  
Fax: (913) 647-5355  
kboos@435southmag.com  
www.435southmag.com  
Publishers - Magazines

### AdvoCare International

Teresa Reh, Product and Business  
Advisor  
8839 West 113th Street  
Overland Park, KS 66210  
(913) 488-7625  
Fax: (913) 696-0670  
ktreh@kc.rr.com  
www.sparkRevolution.com  
Health & Wellness Products - Retail,  
Vitamins and Nutritional Supplements

### Brookridge Golf and Country Club

Rachael Featherston, Catering  
Manager  
8223 West 103rd Street  
Overland Park, KS 66212  
(913) 648-1600  
Fax: (913) 648-1726  
banquets@kc.rr.com  
www.brookridgegolf.com  
Clubs, Golf Courses

### Capstone Insurance Agency

Jess Lohrey, Agent  
12721 Metcalf Avenue, Suite 203  
Overland Park, KS 66213  
(913) 825-2700  
Fax: (913) 825-2701  
jared@capstoneagency.com  
www.capstoneagency.com  
Insurance

### CFM Enterprises, Inc.

Miguel Cartagena, President  
12641 Antioch Road, Box 140  
Overland Park, KS 66213  
(913) 814-7661  
Fax: (913) 563-5853  
jason@cfmenterprises.com  
www.cfmenterprises.com  
Marketing Consultants

### Elephant Bar Restaurant

Steven Kyriazis, General Mgr.  
11900 Metcalf Avenue  
Overland Park, KS 66213  
(913) 663-2654  
Fax: (913) 663-2534  
www.elephantbar.com  
Restaurants

### Experian

Steve Rufino, Director of Sales  
9200 Indian Creek Parkway  
Suite 567

Overland Park, KS 66210  
(913) 345-1578  
Fax: (913) 345-1487  
steve.rufino@experian.com  
www.experian.com  
Credit Reporting Agencies

### Keating & Associates

Ryan Mann  
10985 Cody Street Suite 118  
Overland Park, KS 66210  
(913) 663-2385  
Fax: (913) 906-9844  
ryanm@keatinginc.com  
www.keatinginc.com  
Financial Planning Consultants &  
Services, Insurance Consultants and  
Analysts

### One Stop Decorating Center

Chrissy Roellchen, Interior  
Designer  
7200 West 135th Street  
Overland Park, KS 66223  
(913) 378-0888  
Fax: (913) 814-0716  
chrissy@onestopdecorating.com  
www.onestopdecorating.com  
Window Blinds, Interior Decorators &  
Designers

### Talk of the Town Grill & Bar

Janez Lomshek, Owner  
11922 West 119th Street  
Overland Park, KS 66210  
(913) 661-9922  
Fax: (913) 661-9944  
jlomshek@sportingup.com  
www.talkofthetowngrill.com  
Restaurants

### TownePlace Suites by Marriott

Rocky Middlebrooks, General  
Manager  
7020 West 133rd Street  
Overland Park, KS 66209  
(913) 851-3100 ext 406  
Fax: (913) 851-3340  
tps.mcity.gm@marriott.com  
www.marriott.com  
Hotels, Meeting Facilities

*If you know a business that doesn't belong to the Overland Park Chamber of Commerce, let us know so we can tell them about the benefits of membership. Send names to David Prunte at dprunte@opchamber.org.*

## Member News & Events

**ManagementConcepts, Inc.**, presents a GoalGETTING Intensive Workshop, 1:30-5 p.m. on **May 4 and 11**. Chamber members use the "OP CofC" button in the shopping cart at [www.GoalGettersOnline.com](http://www.GoalGettersOnline.com) for a 20% discount.

**Hermes Nursery** offers its 3rd annual direct-to-public sale, 8 a.m.-4 p.m. on **May 9** at 2000 W. 47th Street in Shawnee. For more information: [www.hermesnursery.com](http://www.hermesnursery.com) or (913) 441-2400.

The Kansas Department of Commerce co-sponsors a workshop on Doing Business in Africa, 8-10 a.m. on **May 6** at the Overland Park Chamber.

**Enterprise Center of Johnson County**, 8527 Bluejacket, presents an Investment-Grade Presentations Workshop on **May 7** and a Forms of Organization for High-Growth New Business Ventures Workshop on **May 14**. Register at [www.ecjc.com](http://www.ecjc.com).

**DLR Group** presents the Tim Shellenberger Memorial Golf Tournament on **May 12** at **Deer Creek Golf Club**, 7000 West 133rd Street, with a shotgun start at 8 a.m. Sponsorships are available.

(continued on next page)

# FRIENDS UNIVERSITY

## Master of Business Administration

New cohort starting soon. Enroll now. Call Matt or Niki today!  
913.233.8700



Class schedules designed for working adults

Classes meet once a week  
Lock in cost of tuition once you enroll

Financial Aid available

Friends University is accredited by The Higher Learning Commission and is a member of the North Central Association, 1-312-263-0456, [www.ncahigherlearningcommission.org](http://www.ncahigherlearningcommission.org)

## Cookies mean *business*...



Get your foot in the door!



Close the deal!



Say Thanks!



7536 W 119th  
OVERLAND PARK, KS 913.338.1420  
913.338.1420 [cookiesbydesign.com](http://cookiesbydesign.com)

## Member Renewals

We thank the following for their membership reinvestment with the Chamber in March 2009:

### 20+ Years

APAC-Kansas, Inc. - Kansas City Division  
Ashok B. Bavishi, C.P.A.  
Bud Brown Chrysler, Inc.  
GlynnDevins Advertising & Marketing Services  
Johnson County Community College  
Nearing Staats Prelogar & Jones  
Overland Park Nursing and Rehab Center, Inc.  
Overland Park Racquet Club  
Pace Products, Inc.  
Pearce Construction Company

Data Source of Overland Park, L.L.C.  
Effective Sales Development, Inc.  
Fingerprint Marketing & Advertising  
Fort Dodge Animal Health  
Fulk Chiropractic  
Hampton Inn of Overland Park  
John A. Marshall Company  
Johnson County Wastewater  
The Mayer Group, Inc.  
Midas Auto Service  
Midwest Airlines, Inc.  
Moore Financial Management, LLC  
RE/MAX First Realtors - Jennifer Martin  
Santee Floral Designs, Inc.  
Trozzolo Communications Group  
U.S. Postal Service

United Healthcare, Kansas  
Wal-Mart - 119th & Metcalf

### 5-9 Years

Ameriprise Financial Services, Inc.  
Casa de Fuentes  
Home Association Solutions LLC  
Hooters  
Jos. A. Bank Clothiers  
Kansas City Security Systems, Inc.  
Labor Pros, L.L.C.  
On the Border Mexican Grill & Cantina  
PepsiAmericas, Inc.  
Silvercrest at Deer Creek

B&H General Supply & Marketing  
Best Buy  
Chick-fil-A of Overland Park  
Edible Arrangements  
Fisher & Phillips, LLP  
Landworks, Inc.  
March of Dimes Foundation  
Mid-America Rehabilitation Hospital  
Quintiles, Inc.  
Staples, Inc.  
Sunlight Spa  
United Studios of Self Defense  
WingGate Travel/American Express

### 10-19 Years

API Advertising  
Compass Financial Resources

### 1-4 Years

Accord Coaching LLC  
The Alternative Board

**We encourage you to use these Chamber members first when purchasing goods and services.**

Member News continued . . .

The **Overland Park Convention and Visitors Bureau** will host its annual National Tourism Week luncheon on **May 14** at the New Theatre Restaurant. The program features crop artist Stan Herd and presentation of the annual tourism awards. Cost is \$35 per person. Make reservations by May 8 at (913) 491-0123 or info@opcvb.org.

See The Elders in concert at Heartstrings in Bloom, a benefit for **Heartstrings Community Foundation**, 8 p.m. on **May 16** in Yardley

Hall at **Johnson County Community College**. Tickets are \$30 and \$20 at (913) 469-4445. Tickets for the VIP Pre-Party are \$125 at (913) 649-5700. For details: www.heartstringscf.org.

**ManagementConcepts** presents GoalGETTERS Group Kick Off, 1:30- 4 p.m. on **May 18**. See details at www.GoalGetters.info.

**Humana** of Kansas City announces the appointment of George Wheeler as president of local operations.

Charles Sanders has been hired as director of technology at **BIGSHOT**.

**Media Services** and **ShredTime** has named Katie Ward as sales and marketing coordinator.

**GBA** announced that Sarah Smith, Nick Hoyt, Jennifer Gunby and Julie Peterson have received the Professional Engineering (PE) designation. Receiving Leadership in Energy and Environmental Design (LEED) professional accreditation were Wayne Kirchoff, AICP, ASLA; Gus Lind, P.E., PLS; Sam Wagner, AIA; and Holly Boomsma, El.

Alan Michels, PE, has joined **BHC RHODES** Development Services team.

**Shafer, Kline & Warren, Inc.**, announced the promotion of Dave Stanfield to Executive Vice-President, and the promotion of Mark Anderson to Principal and the Board of Directors.

Cindy Green, **Kansas City Regional Association of Realtors**, has been recognized with the Realtor Association Certified Executive (RCE) designation.

**Johnson County Community College** received \$82,000 in Workforce Solutions Funds to assist in the implementation of a solar electric photovoltaic training program.

(continued on page 12)

## Office DEPOT.

Let us Take Care of *YOUR* Business!

Full Color Business Cards

Starting at just **\$30**  
for 250

10551 METCALF (105TH & METCALF)  
OVERLAND PARK, KS 66212

**DOUG KRATZ**  
STORE MANAGER



**BAKER UNIVERSITY**  
SCHOOL OF PROFESSIONAL  
AND GRADUATE STUDIES

### Classes forming for our Overland Park campus



Now you have more options than ever.

To talk to one of our friendly representatives, call the number below or visit [www.bakerU.edu](http://www.bakerU.edu)

Call Nancy Brooks  
or Pam Spencer  
913.491.4432

## Sponsor Spotlight:

A cancer diagnosis affects all aspects of your life, and **Kansas City Cancer Center** is by your side at every turn. We've found that patients do best when they receive care close to home, family and friends, and when they have an entire team of medical specialists and support staff collaborating on their behalf. Kansas City Cancer Center works as a team to take care of your needs and put you at ease.



At Kansas City Cancer Center, our commitment to high quality care is evident the minute you walk in the door. It starts with the receptionist at the front desk and continues with our nurse practitioners, lab technicians and – of course – our experienced oncologists. We support our patients through all phases of treatment, including medical and radiation oncology, genetic risk evaluation and testing, diagnostic services, nutrition counseling, pain management and more.

### **We don't just manage the cancer, we manage the risk**

People come from all over the country to meet with the genetic cancer risk management oncologists at Kansas City Cancer Center. By doing a full analysis of a patient's risk factors and family history, our medical oncologists can better understand the underlying cause of the disease. This information allows them to more accurately predict treatment response and create a highly individualized plan. With genetic consultation, we can manage cancer more effectively – and more proactively.

### **Technology you won't find elsewhere**

As part of our promise to provide exceptional patient care that's convenient, we're opening a new site in June on the campus of Shawnee Mission Medical Center. This new center, our tenth, will house technology not available to patients anywhere else in Kansas City. It's the latest example of our commitment to lead the way regionally with diagnostic testing, radiation oncology and PET/CT and CT scanning as well as the benefits these tools bring to patients.

### **Centered on Survivorship**

Kansas City Cancer Center believes there is more to treating cancer than just treating the disease, and our survivorship care program addresses the physical, social and psychological needs of our patients. There are many ways in which cancer makes an impact on your life. Fortunately, there's one place to go for all of the support you need.

For more information, and to access current cancer articles and information, visit [www.KCCancerCenter.com](http://www.KCCancerCenter.com) or call (913) 234-0400. The KCCC office in Overland Park is located at 12200 West 110th Street.



- Computer and IT Training
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## The Center for Business and Technology Your Preferred Training Provider

The Center for Business and Technology at Johnson County Community College is the Center for all your training needs. The Center provides training that spans nearly every functional area of a successful business. Our expansive array of programs and customized training sets us apart from the competition. In addition, our expert instructors and quality curriculum is unmatched in meeting the needs of Kansas City's most successful individuals, businesses and organizations.

To learn more, call 913.469.3845 or visit the Center's Web site at [www.centerforbusiness.org](http://www.centerforbusiness.org).

Johnson County Community College  
12345 College Blvd, Overland Park, KS 66210

# Luncheon focuses on economic development incentives

At the Economic Development Council's Monthly Investor Luncheon in April, Mary Faye LaFaver, Ernst & Young in Washington D.C., presented a program on economic development and business incentives. Here are a few highlights from her presentation:

- More states are switching from tax credits to cash based incentives. For example, Virginia has converted nearly all its tax credit programs, and partnered with regional economic development teams to identify large parcels of land (1,000 acres in many cases) that could be in public hands for use in attracting large, mega-deal projects. LaFaver commended Kansas for being ahead of the curve and recognizing new models

by enacting Promoting Employment Across Kansas (PEAK) Act, which is focused on creating new jobs. She also mentioned that a retention focus should be integrated, if possible.

Business retention efforts are important. A great example of successful retention efforts is the recent Black & Veatch announcement. Existing business is the anchor for other economic development activity.

- Adequate educational funding is vital to economic growth. LaFaver praised the recent passage of the Johnson County Education & Research Triangle to support regional education assets. She said this exemplifies the fact that the community recognizes these



Mary Faye LaFaver

assets and is prepared to support those efforts on behalf of business.

- The bio and animal health industries are important to Overland Park, Johnson County and Kansas. The recent announcement of the National Bio and Agro-Defense Facility (NBAF) in Manhattan is a great example of how the animal health corridor is

attracting new projects to the region.

- "Green Collar" jobs are a strong growth area for the future. More than 2,000 "green collar" jobs will be created by two renewable energy technology investments announced by wind turbine manufacturer LM Glasfiber in Arkansas and solar cell and panel manufacturer SolarWorld in Oregon. New sources of incentives include federal green and state-level stimulus programs to entice and help create these jobs.

Economic Development Council Investors receive information like this at the Council's monthly Investor Luncheon. If you would like details on becoming an investor, contact Jenni Glass at (913) 491-3600.

## Overland Park by the numbers

### March Permit Activity

#### New Commercial Permit Activity

Issued for Month: 10  
 2009 YTD: 14  
 2008 YTD: 9

#### Value for Month: \$8,501,665

2009 YTD: \$ 19,397,846  
 2008 YTD: \$ 11,131,920

#### Permits Issued to:

1. Corbin Park Parking Shopping Center, 135th & Metcalf - 5 permits issued
2. Overland Park Youth Soccer, 136th & Switzer - 3 permits issued
3. Mausoleum, 11200 Metcalf
4. Sonic, 12090 Metcalf

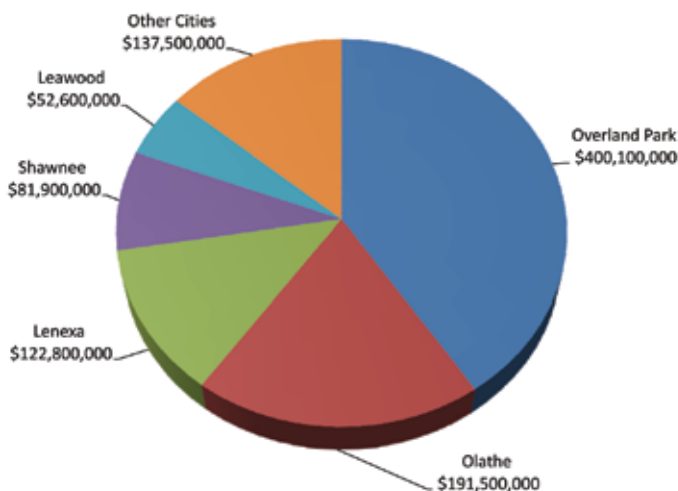
#### Other Commercial (Remodel/Misc.) Permit Activity

Issued for Month: 34  
 2009 YTD: 127  
 2008 YTD: 170

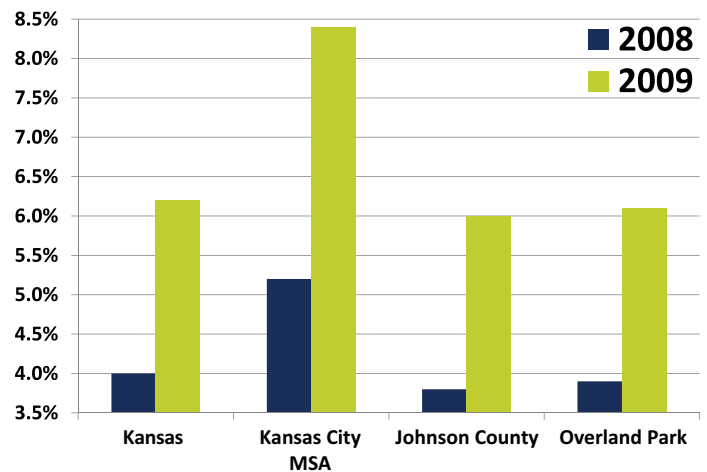
#### Value for Month: \$4,038,075

2009 YTD: \$11,723,712  
 2008 YTD: \$26,474,951

### Johnson County Retail Sales - January 2008



### Unemployment Rates - February 2008



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**Johnson County Developmental Supports** is developing a line of products that create paid work and artistic outlet for individuals with disabilities. The first item is a tote imprinted with a design by a JCDS client and hand-colored by other clients. It costs \$7. For details, contact Dan Freeman at (913) 826-2329.

Four **BHC RHODES'** civil engineers recently received their Leadership in Energy and Environmental Design (LEED) accreditation from the US Green Building Council. Only 28 civil engineers in Kansas have earned this credential.

**SAFEHOME** has been selected by the Kansas Attorney General's Office as the Outstanding Victim Service Organization of the Year.

**SIMSDirect LLC** recently won an award in the annual Ambit Awards competition.

Arts/craft vendors are sought for **Downtown Overland Park** Mardi Gras Days, a family fun-filled event on June 5-6. Applications may be obtained at [www.downtownop.org](http://www.downtownop.org).

**Friends University** will hold a Career Fair, 10 a.m.- 2p.m. on **June 2**. The cost to participate is \$50 and includes a

table, 2 chairs, drinks, snacks, advertisement on the school's Web site and access to qualified candidates.

Area residents are invited to watch the action of the U.S. Open Sectional Qualifier on **June 8** at **Milburn Golf and Country Club**, 7501 W. 69th Street.

**Delmar Gardens** will hold its second annual golf tournament on **June 11** at Sycamore Ridge in Spring Hill to benefit the Kansas City Alzheimer's Association. For more information, contact Katie or Jessica at (913) 469-4210.

**SAFEHOME** will hold its 17th Annual June Jubilee on **June 14** at the **Doubletree Hotel**. Tickets are \$125 per person. For details, call Susan at (913) 378-1518 or visit [www.safehome-ks.org](http://www.safehome-ks.org).

Area businesses are invited to participate in the Johnson County Fair's "Dancing with the Steers" decorating contest. The 6' plywood steers can be decorated and displayed prior to the fair on August 3-8. For details: [www.jocokansasfair.com](http://www.jocokansasfair.com).

**To share news about your company with our members, e-mail information to [slawson@opchamber.org](mailto:slawson@opchamber.org).**