Chamber prepared for 2016 legislative session

The 2016 Kansas Legislative Session begins January 11 and your Chamber is ready to be there as your representative on business issues. Tom Robinett, the Chamber’s Vice President of Government Affairs, will be at the Statehouse every day monitoring committee and floor action and talking with legislators about the legislative priorities established by our Government Affairs Committee that impact the business environment of Johnson County and our state.

Chamber’s Legislative Agendas Online

To view the Overland Park Chamber of Commerce’s 2016 State and Federal legislative agendas, click here or visit www.opchamber.org and click on the “Government Affairs” tab.

Sign up for Weekly Legislative Updates

Stay up to date on legislative action at the State Capitol during the next legislative session with our weekly “This Week in Topeka” reports written by Tom Robinett, Chamber Vice President of Government Affairs. To sign up to receive Tom’s weekly e-mail reports, contact Julie Hakan at hakan@opchamber.org or (913) 766-7606.

Legislative Breakfast Series Cancelled in 2016

The Johnson County Public Policy Council is not hosting a legislative breakfast series this year. Watch for announcements about new legislative events being held in 2016.

Sporting KC’s Heineman addresses membership

Robb Heineman, CEO of Sporting Club, delivered the keynote address to 500 business professionals attending the Chamber’s 2015 Annual Meeting last month. In his presentation relating some of the methods for the success of Sporting Club, Heineman imparted these key points:

• Be Original
• Be Connected
• Emphasize Local
• Foster the Youth
• Go Big

For additional photos from our 2015 Annual Meeting, see page 3.
Re-engaging for a common purpose

In preparation for the year ahead, your 2016 board of directors has been hard at work. The board has reviewed and discussed not only the present programs and services of the Chamber, but also explored influences that will shape our chamber of commerce over the next ten years. From these discussions, four key influences emerged as the most important for us to address in order to be a successful chamber of commerce going forward.

The first of these influences is probably the most obvious - a continued importance of being the place for Belonging and Gathering. Our event planning role will need to remain nimble and creative to be relevant to our membership and to fulfill the need for networking with each other both now and in the future.

The second influence goes hand in hand with the first – Communications and Technology. Your board agreed that an important role of a value-added chamber is to be a source for timely information but also to serve as the analyst and filter of key information. This can be accomplished by leveraging technology as well as by delivering information to members in a face to face environment.

Third, your board sees a continuing Population Shift as a key influence on the future of our chamber. In ten years, the millennial generation will make up the largest segment of the workplace. We are fortunate to have a vibrant Young Professionals and Leadership Overland Park program with hundreds of participants. It will be crucial to engage these emerging leaders early on and include them at decision-making levels so they are equipped to be our future community leaders.

And the fourth important influence identified as a key to the future success of your Chamber of Commerce is Catalytic Leadership. We are the beneficiaries of great local leadership of the past. Thanks to their leadership, we have a great city in Overland Park. Now it is up to us to ensure that we have great local leadership going forward in order to ensure our continued community success.

This is where I see both our greatest challenge as well as our greatest opportunity. We are becoming increasingly fragmented as a civic and business community and we are slowly losing our collective voice. There are too many competing ideals, complex issues and varying agendas that have caused the Johnson County voice to become slowly marginalized. This needs to change. As your Chamber Chairman for the coming year, my number one priority is to bring us back together as a unified voice and to galvanize our business and civic community throughout Johnson County.

This is where you come in. We need your help and participation. Over the next two months, we will be convening roundtable meetings with civic, business and elected leaders throughout Johnson County to determine how we ALL can re-engage for a common purpose. I believe we can bring together community leaders around a common purpose . . . that being . . . to be the true voice of business in Johnson County and throughout our region.

Being this true voice for our community is what I see to be our number one priority for the coming year as the Overland Park Chamber of Commerce and I look forward to having you join us as we together elevate the conversation and once again be recognized as the economic engine of the State of Kansas.

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

2 Business Perspective
2015 Annual Meeting
Wednesday, December 9, 2015
Overland Park Convention Center

2015 Chairman Marga Spangler, First National Bank; received a plaque of recognition from 2016 Chairman Brad Stratton, Overland Park Wealth Management.

2016 Chairman Brad Stratton, Overland Park Wealth Management, thanked Robb Heineman, Sporting Kansas City, for his presentation at the Annual Meeting.

Retiring board members recognized for their years of service to the Chamber included Dr. David Cook, The University of Kansas Edwards Campus; Jim Holland, Fisher & Phillips LLP; Ken Bacon, Shawnee Mission Health; Neal Sharma, DEG; Marty O’Connor, KeyBank; and Dr. Jim Hinson, Shawnee Mission School District. Presenting the awards were Chamber President Tracey Osborne (3rd from left); and 2015 Chairman Marga Spangler, First National Bank (far right).

2015 Chairman Marga Spangler, First National Bank; reviewed her year as chairman of the Overland Park Chamber.

Employees of Event Sponsor, Valley View Bank, represented their bank at the Annual Meeting.
Join us at this networking event!

**Wednesday wake-up**
*A Business Before Hours*
Wednesday, January 13
8:00 - 9:00 a.m.
Hosted by
Centra Care Shawnee Mission Urgent Care
9099 West 135th Street

Join us for networking with coffee and breakfast and learn more about Shawnee Mission Health’s new Centra Care. Centra Care is the affordable alternative to the emergency room for urgent, non life-threatening medical care. Board-certified adult and pediatric-trained physicians are accessible every day of the week.

RSVP by January 12 - [click here](#)

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**Save The Date!**

**Mayor’s State of the City Address & Luncheon**

Wednesday, March 9
12:00-1:30 p.m.
Overland Park Convention Center

Join us for a membership luncheon in which Mayor Carl Gerlach presents his annual address highlighting accomplishments, issues and future developments occurring in Overland Park.

To register, [click here](#)

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**Holiday Party**

At this event, the Young Professionals collected nearly 6,000 supplies for Growing Futures Early Education Center.

Thank you to these door prize donors:
- Active Family Chiropractic
- BurgerFi Leawood
- The Container Store
- Corner Bakery-Corbin Park
- Crowne Plaza Kansas City-Overland Park
- Fortune Financial
- Green Lantern Car Wash
- iFLY Indoor Skydiving
- Hawthorn Suites by Wyndham Overland Park
- Heartland Soccer Association
- Iron Tribe Fitness
- Kansas City Crusaders / Digital Ally
- KeyBank
- KU Edwards Campus
- Overland Park Ballroom
- Subway Café
- Valley View Bank


Haley Hickman and Allison Senger, both with *St. Andrews Golf Club*.

Kristen Council and Gloria Carpio, both with *Black & Veatch*.

Alexandra Sherf, *Deer Creek Golf Club*; was one of the winners of a door prize basket.
The following community leaders have joined the Overland Park Chamber of Commerce board of directors:

**Lance Collins** is Director of Properties for YRC Freight, where he and his team manage all areas of real estate, construction, and environmental compliance for 300 properties across North America. He is active with Big Brothers Big Sisters as a KC’s 2015 Most Wanted Honoree and is a founding member of the volunteer organization, CLICKKC, which supports various causes and non-profits in the greater Kansas City area. Lance is a Leadership Overland Park alum.

**Greg Crowley**, owner of Crowley Furniture, is a furniture retail veteran. He started working in the warehouse of his parents’ furniture business and making deliveries when he was 15 years old. Since graduating from the University of Kansas, he has accumulated 50 years of furniture retail experience in every facet of the business. Now with three Crowley Furniture locations, he focuses on sales management and advertising. He is a lifelong Northland resident where he is active in the community.

**Stacie Gram** is a Vice President and Claims Manager at Swiss Re Corporate Solutions. She manages a team of claims experts. In a previous position, she adjudicated complex attorney malpractice and insurance agent errors and omissions claims. Prior to joining a predecessor of the company in 1998, Stacie was partner in a litigation firm in Kansas City, Mo. Stacie graduated from the University of Kansas with a B.S.J. in Journalism and a J.D. She is a 2013 graduate of Leadership Overland Park and is an active volunteer with Blue Valley Schools.

**Dr. Al Hanna** is Interim Superintendent of the Blue Valley School District where his career spans three decades. Hanna came to Blue Valley from the neighboring Shawnee Mission School District in 1982, excited to be a part of a growing rural community. Al earned his bachelor’s degree from the University of Nebraska then completed his master’s degree in music education and later his education doctorate. He chaired Education Day for Leadership Overland Park for 11 years. He has served on Governmental Affairs committees for the Overland Park and Leawood chambers of commerce.

**Bob Regnier** is the President and Chief Executive Officer for Bank of Blue Valley. He has more than 40 years of experience in banking. Prior to the formation of Blue Valley Ban Corp., Bob held various managerial positions with Boatman’s Bank and Trust and Boatman’s First National Bank of Kansas City. He serves on the Board of Directors of numerous organizations including the Civic Council of Greater Kansas City, Union Station Kansas City, Inc., Greater Kansas City Community Foundation and the University of Kansas Hospital Authority. Bob also has extensive involvement in civic, business, and philanthropic organizations throughout the metropolitan area.

**Dr. Joe Sopcich** is the fifth president of Johnson County Community College where he has held director positions for nearly 25 years. Recent achievements include the implementation of Key Performance Indicators to measure the college’s performance regarding student success, and the college’s Strategic Plan for 2014-2017. He has taught as an adjunct in the business division since 2006. Dr. Sopcich’s honors include a Fulbright Award in 2011; the Colleague of the Year award from the JCCC Foundation in 2010; and the Faculty Leadership award in 2008. He earned bachelor’s and master’s degrees from the University of Notre Dame and a Ph.D. from the University of Kansas.

**Stephen Rhorer** is the Director of Operations-Americas for SPX Cooling Technologies Inc., where he has worked 11 years. His responsibilities are the safety, quality, cost, and delivery associated with the manufacturing of products in four factories. He holds a Bachelor’s Degree in Mechanical Engineering from the University of California, Berkeley.

**Chamber staff has 100% United Way participation**

The Overland Park Chamber is pleased to announce 100% participation by its staff in the United Way of Greater Kansas City’s 2015 campaign. United Way announced a total of $35,264,606 pledged for the campaign.
Welcome new members!

We are pleased to introduce these new Chamber members:

**Accrinet**
- Brad Owens, Director of Web Strategies
- 6404 Bannington Road, Suite B
- Charlotte, NC 28226
- (888) 965-3330
- Fax: (888) 545-3330
- info@accrinet.com
- www.accrinet.com
- Website Design

**emfluence Digital Marketing**
- Jessica Nollett, Senior Account Executive
- 106 West 11th Street, Suite 2220
- Kansas City, MO 64105
- (816) 472-4455
- Fax: (816) 472-8855
- expert@emfluence.com
- www.emfluence.com
- Internet Marketing & Advertising, Marketing Consultants

**eSolutions**
- Brian Tosh, Marketing Manager
- 8215 West 108th Terrace
- Overland Park, KS 66210
- (866) 633-4726
- Fax: (913) 780-4126
- info@esolutionsinc.com
- www.esolutionsinc.com
- Computer Software & Services, Health Care

**IMS**
- John DeDonder, Business Development Director
- 9401 Indian Creek Parkway, Suite 140
- Overland Park, KS 66210
- (913) 440-4849
- inquiry@imsisit.com
- www.imsisit.com
- Computer Software & Services, Data Systems Consultants

**Kansas Christian College**
- Chad Pollard, VP of Operations & Admissions
- 7401 Metcalf Avenue
- Overland Park, KS 66204
- (913) 722-0272
- Fax: (913) 213-5616
- chad.pollard@kansaschristian.edu
- www.kansaschristian.edu
- Colleges & Universities, Non-Profit Organizations

**Nifty Promotions**
- Joe Shelton, Promotional Products Advisor
- 13725 Metcalf Avenue, Suite 318
- Overland Park, KS 66223
- (913) 278-1300
- Fax: (913) 399-5616
- joe@niftypromos.com
- www.NiftyPromotions.com
- Promotional Products & Services, Advertising

**Pintervention**
- Nancy Duin, Owner
- 14872 Metcalf Avenue
- Overland Park, KS 66223
- (913) 828-2400
- nancyduin@pinterventionkc.com
- www.pinterventionkc.com
- Entertainment, Event Space

**Signal Restoration**
- Erin Meyers, Business Development Manager-Central U.S.
- 10323 West 84th Street
- Lenexa, KS 66214
- (913) 710-5908
- emeyers@signalrestoration.com
- www.signalrestoration.com
- Contractors - General, Fire & Water Damage Restoration

**Signature Behavioral Healthcare**
- Roger Smith, Director of Marketing
- 7501 College Boulevard
- Overland Park, KS 66210
- (903) 795-1445
- Fax: (913) 908-4439
- rsmith@spknc.net
- www.signaturebehavioral-health.net
- Health Care, Health & Wellness

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Member Renewals

We thank these companies for their membership reinvestments in November 2015:

**20+ Years**
- Allied Staffing
- Better Homes and Gardens Real Estate Kansas City Homes
- Central Exchange
- Ottawa University - Kansas City Campus
- RubinBrown LLP
- Santa Fe Body, Inc.
- University of Kansas Edwards Campus

**10-19 Years**
- Argentine Federal Savings
- Arvest Bank
- Axcet HR Solutions
- Better Homes and Gardens Real Estate-Phil Summerson
- Georgetown Apartments LLC
- H&R Block
- PC Partners, Inc.

**5-9 Years**
- Burns and McDonnell Engineering Company, Inc.
- Crowley Furniture
- Milburn Country Club
- OMNI Employment Management Services, LLC
- Prairiebrooke Arts, Inc.
- SIMSdirect LLC

**1-4 Years**
- Clear Creek Apartments
- Dr. Pepper Snapple Group
- Grantham University
- Lee and Associates Kansas City, LLC
- Parisi Café
- Pickering Law Firm
- Rotary Club of Overland Park
- School of Rock Overland Park
- Secure Title of Kansas City
- The Sovereign at Overland Park
- Visionary Jewelers

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To learn more about being a Chamber Diplomat, contact Stacey at (913) 766-7604 or scowan@opchamber.org.
RECENT EVENTS

Wednesday Wake-up
A Business Before Hours

hosted on December 2 by

ABERDEEN VILLAGE
The way you want to live*

Cindy Sims, SIMSdirect LLC; Chuck Milde, AAA Missouri; Lauren Twyman, Paychex, Inc.

Suzanne Willey, Aberdeen Village; Karen Prange, Empower Retirement; Chris Muehlbach, Museum at Prairefire.

Chris Muehlbach delivers a thirty-second commercial about the Museum at Prairefire.

Sheryl Cronenwett, Reece Nichols-Jennifer Harvey Team; Carole Kropscot, Creative Photo Slideshows.

GOOD MORNING OVERLAND PARK!

sponsored by Humana

Thank you to these door prize donors:
• The Athletic Club of Overland Park
• Chick-fil-A Overland Park
• Corner Bakery Cafe-Corbin Park
• DoubleTree by Hilton / Embassy Suites
• Downtown Overland Park Partnership
• Firebirds Wood Fired Grill
• 5 Guys Transportation
• Fogelman Management Group
• Fortune Financial Advisors, LLC
• Gigi’s Cupcakes
• Grimaldi’s Coal Brick-Oven Pizzeria
• Hilton Garden Inn Overland Park
• Holiday Inn Express & Suites Overland Park
• Kansas State University Olathe
• LaMar’s Donuts & Coffee
• MODE
• Parisi Cafe
• Pinstripes
• Sunlight Day Spa
• Ted’s Cafe Escondido
• University of Kansas Edwards Campus
• University of Saint Mary
• Valley View Bank

Greg Musil, Douthit Frets Rouse Gentile & Rhodes, served as Master of Ceremonies.

Kristi Haskell, Jordan Swanson, Mike Tymosko and Jeremy Gaskell, all with Humana.

Dr. Brad Vince, Vince & Associates Clinical Research, Inc.

City Councilmember Paul Lyons and Chamber representatives helped Mike Kirk and his team celebrate a ribbon cutting for **Title Boxing Club**, 14868 Metcalf Avenue. With explosive total body workouts including group boxing and kickboxing classes, Title Boxing can help you burn up to 1,000 calories in just one hour. In addition to its signature Power Hours, Title Boxing offers personal training sessions tailored to specific fitness goals. For more information: (913) 851-4269 or www.titleboxingclub.com.

City Councilmember Paul Lyons and Chamber representatives helped Steve Speer, General Manager; Eric Greenwald, COO; and their team celebrate a ribbon cutting for **Grimaldi’s Pizzeria**, 5601 West 135th Street in Prairiefire. Grimaldi’s boasts a 100-year history of making coal-fired, brick-oven New York-style pizza. For more information: (913) 851-5062 or www.grimaldispizzeria.com.

**Sponsor Spotlight:**

**Waddell & Reed Financial, Inc.**

(WNYSE: WDR) is one of the largest employers in Johnson County and one of the oldest asset management and financial planning firms in the country. Waddell & Reed, from its campus at Shawnee Mission Parkway and Lamar Avenue, is also a significant distributor of investment products, collectively encompassing four mutual fund families comprising 80 distinct funds in virtually all major asset classes. Investment products are offered primarily through the firm’s financial advisors and through wholesale channels, as well as institutionally. From retirement and estate planning to education funding and investment management, the firm serves clients locally, regionally, nationally and internationally.

The firm’s distribution channels include:

**Advisors Channel** - Waddell & Reed’s national network of nearly 1,800 financial advisors provides personal financial planning services to individuals, families and businesses.

**Wholesale Channel** - Through national wholesalers, the company offers the Ivy Funds, Ivy Funds Variable Insurance Portfolios, and InvestEd 529 Portfolios via broker/dealers, registered investment advisors and 401(k)/retirement channels.

**Institutional Channel** – Investment strategies are offered to defined benefit plans, pension plans and endowments. The company also provides subadvisory services to other investment companies.

Founded in 1937 in Kansas City, Mo., Waddell & Reed today has approximately $110 billion in total assets under management. The company also has several financial advisor offices throughout the metro area. Waddell & Reed is a major sponsor of the Leukemia & Lymphoma Society-Midwest Chapter’s Light the Night Walk and a major contributor to the United Way. For more than 10 years, the firm has been the title sponsor of the annual Waddell & Reed Kansas City Marathon, With Ivy Funds, which in 2015 attracted more than 10,000 runners from throughout the U.S. and several countries. The firm and its executives support a range of other local and regional institutions, including Operation Breakthrough, the National World War I Museum at Liberty Memorial, Community LINC, the Nelson-Atkins Museum of Art, the Kansas City Sports Commission & Foundation, Truman Medical Center, DIFFA, Cristo Rey Kansas City and Harvesters.

Learn more at [www.waddell.com](http://www.waddell.com) and at [www.ivyfunds.com](http://www.ivyfunds.com).
2016 Membership Directory
The Chamber’s 2016 Membership Directory is being distributed this month. It features a community profile, alphabetical and categorical listings of Chamber members, a Who’s Who section of business leaders and information about Chamber programs and services.

The directory is being mailed to all Chamber members and also is available at the Chamber office. For additional copies of the directory, call (913) 491-3600 or send a request to opcc@opchamber.org.

The Chamber thanks the following members for their advertising support in the 2016 membership directory:

Aberdeen Village / Presbyterian Manors
André’s Confiserie Suisse - André’s Rivaz
Atmos Energy Corporation
Better Homes and Gardens Real Estate Kansas City Homes
Blue Cross & Blue Shield of Kansas City
Blue Valley School District
Capitol Federal Savings Bank
Chick-fil-A at Oak Park Plaza
Consolidated Communications
Corner Bakery Cafe - Corbin Park
Dana F. Cole & Company, LLP
Downtown Gardens of Overland Park
Downtown Overland Park Partnership, Inc.
Educatius International
Fidelity Bank
First National Bank
Fisher & Associates Real Estate
Goodcents Deli Fresh Subs
Greater Kansas City Realty, LLC
Hawthorn Suites by Wyndham Overland Park
HighPointe Financial Group, LLC
Intellectual Property Center, LLC
JE Dunn Construction Company
Johnson County Community College
Johnson County Museums
Johnson County Transit
Kansas Gas Service
MidAmerica Rehabilitation Hospital
Midland Loan Services
NBKC
Noodles & Company
Olathe Unified School District #233
Olsson Associates
Overland Park Funeral Chapel
Pittsburg State University - Kansas City Metro
Polestar Plumbing, Heating and Air
Rehabilitation Hospital of Overland Park
Rosana Square / Mark One Electric
Santa Fe Tow Service
Savoy Apartments
Servpro of Leawood / Overland Park
South creek Office Park
Stoltz Management Company
Stratford Commons Memory Care
Stroud’s Overland Park
Super 8 Overland Park
Tallgras Creek-Erickson Living
The Tasteful Olive Oil and Vinegar Shop
Ted’s Cafe Escondido-Corbin Park
Teva Pharmaceuticals
TranslationKC
Truss
Villa Saint Joseph
Wallace Saunders

LEADERSHIP
O F F I C E
O V E R L A N D P A R K

2016 Leadership class announced
The Overland Park Chamber Foundation is pleased to announce the 2016 Leadership Overland Park (LOP) class. Leadership Overland Park is an annual program designed to shape motivated leaders informed about the community and its issues, and trained to accept future leadership roles.

During ten full-day sessions, participants focus on challenges and opportunities facing local government and public safety, education, health care and social services, regionalism, the State of Kansas, arts, and economic development. Additional emphasis will be given to the leadership skills necessary to make an impact on issues that face our community.

Members of the 2016 class are:

• Wade Carr, Dentons
• Keith Carter, CommunityAmerica Credit Union
• Ronnie Chanvitayapong, Shawnee Mission Health
• Stephanie Cocherl, First National Bank
• Andrea Cook, Ottawa University-Kansas City Campus
• Ralph DeGruttola, Black & Veatch
• Joe Drimmel, HDR Engineering, Inc.
• Kelly Eddy, Kansas City Crusaders/Digital Ally Open
• Ryan Elam, BHC RHODES
• Josh Erhart, DLR Group
• Michael Fischer, Payne & Jones, Chartered
• Allega Gassman, Midwest Trust Company
• Mary Gerdes, INTRUST Bank
• Kate Gunja, City of Overland Park
• Matt Hartman, RubinBrown LLP
• Darin Heyen, Pearce Construction Company
• Karen Hogan, Turner Construction
• Dana Markel, Overland Park Convention & Visitors Bureau
• Rachel Mayfield, KidsTLC, Inc.
• Charles McAllister, Johnson County Wastewater
• Tonya Merrigan, Blue Valley School District
• Fletcher Mulvihill, Empower Retirement
• Lisa Pfeiff, Humana, Inc.
• Dusty Sease, WaterOne
• Sam Shelhorn, Harmon Construction, Inc.
• Robby Steffens, Olsson Associates
• Kate Sweeten, Downtown Overland Park Partnership, Inc.
• Amanda Unruh, Fox and Hound Sports Tavern
• Kristen VanFosson, True North Hotel Group
• Nichole Waring, McCownGordon Construction
• Tanya Wilson, Johnson County Community College
• Trevor Winchell, Swiss Re America Holding Company
• Neal Woodworth, Douthit Frets Rouse Gentile & Rhodes
• Jason Wright, JE Dunn Construction Company
Member News

MarksNelson LLC has acquired Marsh & Company and will integrate its employees into MarksNelson’s headquarters in Kansas City, Mo., on January 1.

Value Stream Consulting is partnering with the Hispanic Economic Development Corporation on a joint workforce development program to provide Salesforce user training specifically designed to improve employment opportunities for constituents of HEDC and provide local companies using Salesforce access to better qualified employee candidates.

For the seventh year in a row, Grantham University has been recognized by G.I. Jobs as a Military Friendly School® among the top 20 percent of post-secondary institutions that excel in serving men and women in the U.S. Armed Forces as they pursue their educational goals.

Menorah Medical Center and Overland Park Regional Medical Center have received Top Performer on Key Quality Measures® from The Joint Commission, America’s leading accreditor of health care organizations.

Shawnee Mission School District’s The Broadmoor Bistro, operated by culinary arts students, has received an OpenTable Diners’ Choice Award.

For the second time in two years and the fourth time overall, Johnson County Community College has received an Excellence in Education Award from The National Kitchen and Bath Association for the school’s interior design program.

After moving and expanding fifteen months ago, BHC RHODES continues to expand its corporate office and is relocating surveying operations in Kansas City, Kansas. Company growth is largely from the expansion of GIS teams in the Utilities Services segment.

SERVPRO of Leawood / Overland Park has moved to new offices at 9202 Barton Street.

Chamber Past Chairman Doug Firebaugh has closed Firebaugh Construction, Inc., after nearly 25 years in business.

The nation’s only annual study and ranking of K-12 education foundations, “Stepping Up: The Top K-12 Education Foundations in the Nation,” included Shawnee Mission Schools Education Foundation in its top 50 ranking.

Kiosks at Shawnee Mission Health locations now feature local coffee brand Mother Earth Coffee, which uses only natural materials in the growing and production of its coffee, purchases crops via direct trade, and uses fully certified organic processes in the storage, handling and roasting, which is conducted in Kansas City.

The Community Blood Center of Greater Kansas City announced a blood shortage emergency and asks (continued on page 12)
ECOMOMIC DEVELOPMENT

Overland Park Retail Sales
September 2015

<table>
<thead>
<tr>
<th>Building Permits in Overland Park</th>
</tr>
</thead>
<tbody>
<tr>
<td>New Commercial</td>
</tr>
<tr>
<td>November 2015</td>
</tr>
<tr>
<td>Square Feet</td>
</tr>
<tr>
<td>Value</td>
</tr>
</tbody>
</table>

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

Chamber of Commerce assists in development of TIF policy

The Overland Park Chamber of Commerce played an integral role in the recent passage of a city tax increment financing (TIF) policy that includes flexible guidelines on redevelopment standards, location, cost, and the appropriate amount of financing.

The Chamber hosted an October work session to discuss the proposed policy. Representatives from the City of Overland Park, the development community, Johnson County Government, and Shawnee Mission and Blue Valley school districts attended the meeting. The discussion allowed all parties to provide comments on the impact the policy would have on their developments, organization, or taxing entity.

The Chamber voiced its support for a TIF policy that establishes Overland Park’s standards for quality and a high probability for success in development while protecting the public’s interests. The development community understood the need for a policy and recommended flexibility in the evaluation of projects on an individual basis. The Chamber believes it is important for the City Council to continue to monitor projects and the impact of the new policy to determine if or when changes are needed.

TIF is an important incentive tool used by local governments to encourage economic development that might not otherwise occur. TIF pledges future gains in taxes to finance the current improvements that will result in those gains. Governments and economic development officials use incentives to successfully attract and retain primary employers to our community as well as redevelop important corridors to increase tax revenue generated. Flexibility is key to assisting redevelopment or development to occur.

Additional standards can add expenses, complicate plans, and render the project difficult to undertake.

Five Overland Park areas are identified as priorities for TIF project, including Downtown Overland Park, the stretches of Metcalf Avenue included in the Vision Metcalf Plan, and Shawnee Mission Parkway.

EDC Honors Lunch
Thursday, February 4
Regnier Center at
Johnson County Community Center
Networking at 11:30 a.m. / Program at noon

Join us in honoring business leaders

NOVA Award
• Dimensional Innovations
• Nexus IT Group
• Rx Savings Solutions
• VeriShip

Business Hall of Honor
• Swiss Re America Holding Corporation

Ben Craig Vision Award
• The Regnier Family

Commercial Development Award
• Mazuma Credit Union
• Shamrock Towers

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EDC Investors receive one complimentary ticket.

Prices for additional tickets:
EDC Investor companies: $30 per person
Table of 8 for EDC Investor companies: $240
Chamber members (non-Investors): $40 per person
Table of 8 for Chamber members (non-Investors): $320
Non-Chamber members: $50 per person

For additional tickets, please contact Connor Stangler at (913) 766-7605 or cstangler@opchamber.org.

Overland Park Retail Sales
September 2015

Building Permits in Overland Park

<table>
<thead>
<tr>
<th>New Commercial</th>
<th>Institutional, Schools</th>
<th>Other Commercial</th>
<th>Totals</th>
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<tbody>
<tr>
<td>November 2015</td>
<td>5</td>
<td>0</td>
<td>46</td>
</tr>
<tr>
<td>Square Feet</td>
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<td>0</td>
<td>NA</td>
</tr>
<tr>
<td>Value</td>
<td>$44,382,915</td>
<td>0</td>
<td>$4,445,167</td>
</tr>
</tbody>
</table>

– City of Overland Park

Unemployment

<table>
<thead>
<tr>
<th>Nov. 2015</th>
<th>Nov. 2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Overland Park</td>
<td>3.0%</td>
</tr>
<tr>
<td>Johnson County</td>
<td>2.9%</td>
</tr>
<tr>
<td>Kansas City Metro MSA</td>
<td>4.2%</td>
</tr>
<tr>
<td>State of Kansas</td>
<td>3.5%</td>
</tr>
</tbody>
</table>

(These percentages are not seasonally adjusted)
– Kansas Labor Information Center (KLIC)
Thank you 2016 Corporate Partners and Sponsors for your continued support!

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- Kansas City Power & Light
- Kansas Gas Service
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- Stoltz Management
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- Waddell & Reed Financial, Inc.

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Leadership Circle

- Children’s Mercy Kansas
- EDZ Systems
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To receive the benefits of these annual sponsorships, contact us at (913) 491-3600 or tosborne@opchamber.org.

Member News continued . . .

for the community’s help to replenish the supply for emergencies. Donors can visit www.savealifenow.org/blood or call 1-877-468-6844 to find a date and location to donate.

The Foundation for Shawnee Mission Medical Center received a $1 million gift from Douglas Cusick, MD, and his wife Barbara to establish the Dr. J. Douglas Cusick Medical Mission Endowment. The fund will launch missions, covering supplies, equipment and travel aid for participants.

United Way of Greater Kansas City announced a total of $35,264,606 was pledged during its 2015 campaign.

United Community Services of Johnson County announced these new members joining its board of directors: Tara S. Eberline, Foulston Siefkin LLP; Donna Lauffer, community volunteer and former director of the Johnson County Library; Leo J. Nunnink, UMB Bank; and Kevin Tubbesing, The Land Source.

MarksNelson LLC announced three new hires: Shannon Wolcott as a supervisor in the Tax Department, Emily Hanover as a new staff accountant in the Tax Department and Carri Baker as a staff associate in the State & Local Tax Department.

Shafer, Kline & Warren has promoted Brian Johanning to Vice President of Infrastructure and Development.

Harmon Construction has promoted Todd Ramsey, an 18-year employee, as Principal and Pre-Construction.

Angie McElhaney, MarksNelson LLC, has received the Women to Watch Award presented by the Missouri Society for Certified Public Accountants and the American Institute of Certified Public Accountants.

Specialists in Sports and Orthopedic Rehabilitation (SSOR) has added licensed massage therapist Kelly Henry to staff. Your first one-hour massage with Kelly is only $45. For more information: (913) 904-1128.

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