

Business Perspective

November 2018

Vote on November 6!

Learn about the candidates at www.VoteJoCo.com where you'll find candidates' responses to a questionnaire on important business issues and also video of candidate forums hosted by the Johnson County Public Policy Council.

For details on voting in Johnson County, visit www.jocoelection.org.



Chamber and Congressman Yoder host U.S. Secretary of Transportation

At the invitation of Congressman Kevin Yoder, U.S. Secretary of Transportation Elaine L. Chao visited the Overland Park Chamber office last month. During her visit here, Sec. Chao was given a bus tour on U.S. Highway 69 to learn about needed improvements along the increasingly congested corridor. Yoder said he's asking the federal government for assistance to fix traffic congestion problems on U.S. 69 by investing in projects such as lane expansion and

funding for mass transit services such as those offered by **RideKC**. At the Chamber office, Chao and Yoder met with civic leaders from across the area to discuss the critical transportation needs of Congressional District 3. The leaders told Chao that further investment in transportation is necessary in order to keep the economy growing in Overland Park and surrounding communities.



City Manager Bill Ebel, City of Overland Park; Mary Birch, **Lathrop Gage LLP**; Chamber Chair-Elect Mike Hess, **HNTB Corporation**; Chamber President & CEO Tracey Osborne Oltjen; Congressman Kevin Yoder; U.S. Secretary Elaine L. Chao; Mayor Carl Gerlach, City of Overland Park; Rick Backlund, Federal Highway Administration; and Mokhtee Ahmad, Federal Transit Administration.

Our Mission:

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



Chamber Calendar

Member Orientation

Learn about Chamber resources!

Thursday, November 8 - 8:00-9:00 a.m.

Overland Park Chamber, 9001 West 110th Street

Wednesday Wake-up

2018 Series Sponsor: Baker University

Wednesday, November 14 - 8:00-9:00 a.m.

Baker University, 7301 College Boulevard, Suite 120
Free and open to Chamber members only

Good Morning, Overland Park!

Our annual good news breakfast

Sponsored by Humana

Friday, November 16 - 7:30-9:00 a.m.

Marriott Kansas City Overland Park,
10800 Metcalf Avenue

\$30 per person or \$350 for table of 10 for members;
\$40 per person or \$450 for table of 10 for non-members

2018 Annual Meeting

Featuring best-selling author **Tommy Spaulding**

Sponsored by **Security Bank of Kansas City**

Wednesday, December 5 - 11:30 a.m.-1:30 p.m.

Overland Park Convention Center,
6000 College Boulevard

\$1,000 for Corporate Table Sponsor (members only
& includes reserved table of 10); Standard table of
10: \$695 per member or \$850 per non-member;
Individuals: \$65 per member or \$80 per non-member

Please make reservations at www.opchamber.org
or call (913) 491-3600.

Chamber Board and Staff

BOARD OFFICERS:

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

BOARD MEMBERS:

Marshaun Butler, **Children's Mercy Hospital Kansas**
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Greg Crowley, **Crowley Furniture**
Jim Edwards, **Nothing Bundt Cakes**
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Jodde Lanning, **Payne & Jones, Chartered**
Don Pearce, **Pearce Construction Company**
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EX-OFFICIO BOARD MEMBERS:

Bruce Boettcher, **Sheraton Overland Park Hotel**
[Visit Overland Park board representative]
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Bill Ebel, **City of Overland Park**
Mayor Carl Gerlach, **City of Overland Park**
Dana Markel, **Visit Overland Park**
Bobby Olm-Shipman, **St. Luke's South Hospital**
[2018 Chairman of Overland Park Chamber Economic Development Council]
Tracey Osborne Oltjen, CCE, Overland Park Chamber
Greg Wolf, **Dentons**

CHAMBER STAFF:

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

On U.S. Highway 69 and the future

Have you heard that phrase, "The road to success is always under construction?" If you live in Overland Park, hopefully that phrase is true, at least regarding U.S. Highway 69. Don't misunderstand – I don't want to drive through a constant maze of orange cones any more than you do. What I mean is that we must be consistently advocating, planning for, and funding the expansion of our transportation network, particularly the city's north/south spine.

Last month we carried that clear message to U.S. Secretary of Transportation Elaine L. Chao. It's a rare opportunity for a community to host a United States Cabinet member, but with the leadership of Congressman Kevin Yoder, Sec. Chao and her team spent a morning with us. Boarding a **RideKC** bus (a Federal/Local partnership), we toured U.S. Highway 69 from College to 167th Street, demonstrating the residential and commercial growth and congestion points along the route. This was a unique opportunity to bring what previously had been just maps to life, as they could see the results of years of economic success and opportunity demonstrated by rooftops, full office buildings, dirt moving and cranes in the air.

From the tour, Secretary Chao and her team came to the Chamber where we had invited leaders from Johnson and Wyandotte counties to discuss their community infrastructure priorities. This



region from north to south is experiencing growth, and each community, Kansas City, Ks., Olathe and Edgerton, highlighted the connection between the expansion of its infrastructure to growing companies. From specific projects to the future of transportation in general, we covered transit, autonomous vehicles and funding options. These discussions will continue over the coming months and years, along with Rick Backlund from the Federal Highway Administration and Mokhtee Ahmad from the Federal Transit Administration, who also participated in the discussion.

Closer to home, your Chamber and City leaders will present the need for U.S. Highway 69 expansion on November 8 to the Kansas Transportation Vision Task Force, which has been appointed to evaluate the progress of the current state transportation program and make recommendations regarding the needs of our system ten years and beyond.

We'll make the case that investment is needed to keep up with growth that is already occurring and that we know will continue over the next three decades. Over the past 20 years, more than \$375 million in improvements have been made in the corridor. Now we face the dual challenges brought by continued growth (a good thing) and the fact that at 50 years old, U.S. Highway 69 is at the end of its service life. New developments are adding operational and safety challenges, and congestion will continue to worsen.

Members tell us they value safety and efficiency for their family and employees. That's why U.S. Highway 69 remains high on our priority list each year.



Tracey Osborne Oltjen, CCE, IOM
President & CEO
[@traceylosborne](mailto:tracey@opchamber.org)

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

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Chamber Annual Meeting

Wednesday, December 5

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

Overland Park Convention Center
6000 College Boulevard

Event Sponsor:



Keynote Speaker:
Tommy Spaulding

New York Times bestselling author Tommy Spaulding is a leadership expert and nationally acclaimed speaker. His heartfelt message can transform your organization, build committed teams, earn lifelong customers and drive bottom line results in today's competitive global marketplace.

- Honesty
- Empathy
- Purpose
- Trust
- Character
- Selflessness
- Transparency
- Encouragement
- Caring
- Vulnerability
- Honesty
- Purpose
- Character
- Empathy
- Passion
- Generosity
- Empathy
- Results
- Purpose
- Authenticity
- Trust
- Encouragement
- Generosity
- Honesty
- Humility
- Vulnerability
- Character
- Faithfulness
- Self-Awareness
- Forgiveness
- Love

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

Walker joins Chamber staff as VP of Public Policy & Advocacy

The Chamber has hired Kevin Walker as Vice President of Public Policy and Advocacy. He replaces longtime Vice President Tom Robinett who is retiring at the end of November.



Kevin Walker

Kevin is currently Regional Vice President of Advocacy for the **American Heart Association** where he has worked since 1999. He has more than 20 years experience working with Kansas and Missouri legislatures and agencies, as well as development of public policy agendas, campaign planning and execution, volunteer engage-

ment and lobbying at the local, state and federal levels. Kevin also served in executive, policy and marketing/member services roles at two local and one state chamber of commerce. You can reach Kevin at (913) 766-7602.

Member Orientation

Thursday, November 8 – 8:00-9:00 a.m.

Overland Park Chamber, 9001 West 110th Street
New members and new employees of existing members are invited to learn about Chamber resources and how to maximize opportunities. Network with fellow members and meet Chamber staff and representatives of the Chamber board, Economic Development Council and the City.

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

Build your business network!

Wednesday Wake-up

A Business Before Hours

Wednesday, November 14

8:00-9:00 a.m.

Hosted by



7301 College Boulevard,
Suite 120



Join us for networking and breakfast and learn more about [Baker University's](#) School of Professional & Graduate Studies at its Overland Park campus where adults can earn graduate degrees in business and management, nursing and education.

Free and open to Chamber members only.

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

Come hear Overland Park's good news!

GOOD MORNING



OVERLAND PARK!

Friday, November 16

7:30-9:00 a.m.

Marriott Kansas City-Overland Park
10800 Metcalf Avenue

Individuals: \$30 for members;
\$40 for non-members
Table of 10: \$350 for members
or \$450 for non-members

Proudly sponsored by



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

RECENT EVENTS / DIPLOMAT SPOTLIGHT

Chamber Diplomat Q&A

Dawn Crouch, Oliver Insurance

Q: What is your company and your position?

A: **Oliver Insurance** provides home and auto insurance to families and commercial insurance to businesses in our community. My role is to assist both groups address their life, disability and long-term care insurance needs.



Q: Who do you find is a best connection / partner for you in business?

A: There's a natural partnership between financial advisors and insurance agents. One helps you build and

grow, the other helps you protect it all.

Q: Why are you a Chamber Diplomat?

A: It's a great way to be part of the business community. All I have to do is approach everyone with friendly curiosity and a "how can I help you" attitude.

Q: What has been your favorite benefit or moment as a member of the Chamber?

A: I love ribbon cuttings. They are celebration of the dreams and hard work it takes to get started and the atmosphere is always fun and energizing.

Q: Where are you from / what brought you to Overland Park?

A: Osoyoos, British Columbia. Yes, that's a long way from here. Nothing short of true love would induce me to leave my home and native land and move to the States. I am so glad I trusted my husband when he said I would love it here.

Q: What has been your favorite journey?

A: Last year we took a road trip all around Nova Scotia and Prince Edward Island. The rugged coastline, friendly people, welcoming culture, beautiful historic B&Bs and the fantastic food exceeded all my expectations.

Q: What is the best advice you've ever received?

A: The world does not revolve around me.

To find out more about becoming a Chamber Diplomat, contact Stacey Cowan at (913) 766-7604 or scowan@opchamber.org.



Mayor Carl Gerlach and Chamber President Tracey Osborne Oltjen helped Tim Barton, **Edison Factory** and his team celebrate a groundbreaking for the **Edison District** in **Downtown Overland Park!** The Edison District will add 100,000 square feet of office space to the downtown plus more than 10,000 square feet of retail space, a chef-driven food hall offering unique dining experiences, an event plaza and ample covered parking. It also features the preservation of the historic Overland Park Presbyterian Church, built in 1929, transformed into modern office space that could become a unique corporate home. For more information: www.edisondistrict.com.

Wednesday Wake-up

A Business Before Hours

hosted on October 10 by



Marshaun Butler, **Children's Mercy Hospital Kansas**; Trish Reedy, **PrimeLending**; Dr. Kari Farris, **New Woman Obstetrics & Gynecology**.



Grant Montgomery, **Infinitas Coordinated Wealth Counsel**; Sidra Connell, **Jason's Deli**.



Kristen Steuart and Dr. Megan McRell, **Premier Family Chiropractic**; Dr. Michael Cartwright, **Cleveland University**; Dr. Jen Santa Maria, **Premier Family Chiropractic**.

Welcome new members!

We are pleased to introduce these new Chamber members:

Dairy Queen

Abdul Quddus, President
8601 West 137th Street
Overland Park, KS 66223
(913) 795-5545
Fax: (816) 625-3585
hr@fastfriendlystores.com
www.dairyqueen.com
Restaurants, Food Service

Dr. Susan Harrison - Author & Speaker

(913) 568-9285
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Farrell's eXtreme Body- shaping – Opening Soon!

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(402) 812-7396
waynelewis@eXtreme-
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Jack O'Connor, Field Representative
(913) 515-9886
oconnorjack7@gmail.com
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and Analysts

Mickey "The Cotton Candy Man"

Mickey Levey, Owner
8210 West Country Club Drive, #2
Overland Park, KS 66212
(913) 269-8479
info@mickeythecottoncandyman.com
www.mickeythecottoncandyman.com
Entertainment, Event Services
Referred by Larry Schneider,
Miracles With Water

New Woman Obstetrics & Gynecology

Dr. Kari Farris, Physician/Owner
9209 West 110th Street
Overland Park, KS 66210
(913) 735-4726
kari.farris@newwomanobgyn.com
www.newwomanobgyn.com
Health Care, Physicians & Surgeons M.D.
Referred by Cathy Gordon, New
Birth Company

St. Paul School of Theology

Tiana Gatewood, Director of
Events & Public Relations
13720 Roe Avenue, Building C
Leawood, KS 66224
(913) 253-5000
tiana.gatewood@spst.edu
www.spst.edu
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Overland Park, KS 66212
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khunter@staffbridge.com
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Jim Hatch, Director of Business
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(877) 380-7771
jim@tn-networks.com
www.tn-networks.com
Health Care, Medical Staffing
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Trinity Nursing & Rehab Center

Luis Jimenez, Administrator
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Merriam, KS 66203
(913) 384-0800
Fax: (913) 384-0709
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Pam Uriarte, HR Generalist
7171 West 95th Street, Suite 400
Overland Park, KS 66212
(913) 495-1441
pam.uriarte@weightwatchers.com
www.weightwatchers.com
Health & Wellness

.....
Refer potential new Chamber
members and earn Chamber
credit when they become a
member. Send referrals to Stacey
Cowan at (913) 766-7604 or
scowan@opchamber.org.

Member Renewals

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

40-50 Years

Atmos Energy Corporation
INTRUST Bank

20-39 Years

Allied Global Services
API Broadcast Advertising
Blue Valley Education Association
Fiorella's Jack Stack Barbecue
Hyatt Place Metcalf
Hy-Vee Food & Drug Store #1
State Farm Insurance - Penny
Hardesty

10-19 Years

Holmes Murphy & Associates
Signs by Tomorrow - Overland
Park
True North Hotel Group

5-9 Years

American Girl
DeFrain & Million CPAs, LLC
Engage Advisors
KeyBank
Mia Bella Donna Med Spa
Morningside Place Alzheimer's &
Memory Support
Netsmart Technologies
Tri-Land Properties, Inc

1-4 Years

Academy Bank
Avid Communications
Burnt End BBQ
CARSTAR Metcalf
DeMarche Associates
Garver, LLC
Indian Creek Land & Investment
Co., LP
Kelly Construction Group, Inc.
Oxford Animal Hospital
PrimeLending
Raising Cane's Chicken Fingers
Red Door Woodfired Grill
RF Benchmark Construction, LLC
Rx Savings Solutions
Spectrum Eyecare
Stephens & Associates Advertising
Inc.
Tower Properties Company
YaYa's Euro Bistro
Zaxby's

Please support fellow
Chamber members who
have made investments
to enhance the prosperity
of our community!



RECENT EVENTS



Chamber President Tracey Osborne Oltjen and Chamber Diplomats helped Dale Klose, Regional President-Kansas; and Nathan Santomieri, Area Solutions Manager; and their team celebrate a ribbon cutting for **PNC's** national retail banking expansion. The new location at 10851 Mastin Street in Corporate Woods is the company's first solutions center in the Kansas City area and was designed by **Baron Contracting Corporation**.



City Councilmember Rick Collins, Chamber EDC Director of Recruitment & Retention Tim Holverson and Chamber Diplomats helped founders Tass & Karen Saada celebrate a ribbon cutting for **Seeds Of Hope**, 8101 College Boulevard, Suite 100. Tass and Karen founded the humanitarian aid organization in 2008 to help children and families in the Middle East through education, economic development, cultural exchange and humanitarian aid. For more information: www.seedsofhope.org.



City Councilmember Paul Lyons, Chamber Senior Vice President Beth Johnson and Chamber Diplomats helped Travis Lewis and his team celebrate a ribbon cutting for the expansion of **Ajilon**, 10801 Mastin Street, Suite 600. Ajilon helps connect employers and talent in administrative, non-clinical healthcare, human resources, and supply chain and logistics temp and permanent positions. For more information: (913) 563-1700 or www.ajilon.com.



City Councilmember Paul Lyons, EDC Director of Recruitment & Retention Tim Holverson and Chamber Diplomats helped Dr. Meghan Hamilton and her team celebrate a ribbon cutting for **Brookridge Dentistry and Orthodontics**, 9528 Antioch Road. Dr. Hamilton and her team are committed to helping you look, feel and smile your best and use advanced dental technology to keep your smile looking its best. For more information: (913) 286-5189 or www.brookridgedentistry.com.



City Councilmember Paul Lyons, Chamber President Tracey Osborne Oltjen and Chamber Diplomats helped Abdul Quddus, franchise owner; Feras Obaideen, general manager; and their team celebrate a ribbon cutting for the opening of **Dairy Queen**, 8601 West 137th Street. For more information: (913) 795-5545 or www.dairyqueen.com.



State Representative Sean Tarwater, City Councilmembers Jim Kite and Chris Newlin, Chamber Senior Vice President Beth Johnson and Chamber Diplomats helped Joanna Sheehy, store manager; and her team celebrate a major remodel of **Walmart Overland Park**, 15700 Metcalf Avenue. For more information: (913) 685-9959 or www.walmart.com.



New Chamber members were recognized at last month's Wednesday Wake-up networking event. Membership Director Stacey Cowan and Chamber EDC Senior Vice President Beth Johnson presented plaques to Kelly Magee, **Q39 LLC**; Mindy Riley, **Olive Tree**; Dr. Angela Sims, **St. Paul School of Theology**; Dr. Kari Farris, **New Woman Obstetrics & Gynecology**; Katie Cornwell, **Kinesphere Physical Therapy & Pilates**; Jack O'Connor, **First Oak LLC**; Brittany Long, **Brookdale Senior Living**; Kelli Griffith, **CoStar Group Inc.**; William Hoffman, **Two Maids & A Mop**; and Jim Hatch, **Total Nurses Network**.

Member News & Events

The City of Overland Park, **Sprint** and other organizations are recognizing veterans with a Veteran's Day event featuring patriotic performances, exhibits, demonstrations, activities and food trucks, 11 a.m.-2 p.m. on **November 8** at the Sprint Campus, 6200 Sprint Parkway.

Downtown Overland Park merchants are kick off the holiday season with the annual Mayor's Holiday Tree Lighting Ceremony on **November 16** at the Clock Tower. Mayor Carl Gerlach will be joined by emcee Bryan Busby, Santa, hayrides and more. The beneficiary of this year's event is **Heartstrings Community Foundation**. After the Tree Lighting, merchants will be open for their monthly Local Life 3rd Friday.

Rouse Frets Gentile Rhodes, LLC and White | Goss have merged to become **Rouse Frets White Goss Gentile Rhodes, P.C.** The combined law firm will have 65 attorneys and leading practice areas.

To reflect its growth and national image, Olsson Associates has rebranded as **Olsson**.

Once again, ACT scores of students in Johnson County school districts outpaced state and national averages. **Blue Valley School District** seniors scored a composite ACT score of 25.5, the second highest in district history. Students in the **Olathe School District** scored a composite score of 23.9. **Shawnee Mission School District** seniors earned a composite score of 23.8. The average Kansas composite score is 21.6 and the average national composite score is 20.8.

The second Overland Park location of **Shack Breakfast and Lunch** is open at 7218 College Boulevard.

KU Edwards Campus reported its highest enrollment in a decade.

Since the beginning of the school year, the **Overland Park Host Lions Club** has assisted school nurses in vision screening at

(continued on the next page)

Chamber Diplomat Q&A

Cindy Shelton, Nifty Promotions

Q: What is your company & describe your position?

A: **Nifty Promotions** is a local promotional products distributor that enhances companies' marketing plans using Promotional Products. I am a co-owner of the company, responsible for sales and marketing.



Q: Who do you find is a best connection / partner for you in business?

A: Individuals responsible for marketing within their company are the best connection for Nifty Promotions.

Q: Why are you a Chamber Diplomat?

A: I joined the Diplomat team to grow my network with chamber companies and to stay in touch with what is happening in my community.

Q: What has been your favorite benefit or moment as a member of the Chamber?

A: My favorite memory as a diplomat had to be when the team volunteered at **Rise Against Hunger!** Had a great time with great people for a great cause!

Q: Who is somebody you look up to as a role model and why?

A: My grandfather has been my role model since I was little. He never knew a stranger and would give the shirt off his back to anyone. He was very passionate about his family and life in general.

Q: What has been your favorite journey?

A: An anniversary cruise with my husband. We took a cruise from Venice, Italy to Turkey and on to Greece. The last half of our trip was interrupted with an engine failure on the cruise ship. The things we did see were breathtaking and I would certainly go again!

Q: What recent book or movie are you recommending to others?

A: The movie **THE BOOK CLUB** was just funny. Totally enjoyed it for the laughter!

To find out more about becoming a Chamber Diplomat, contact Stacey Cowan at (913) 766-7604 or scowan@opchamber.org.

Thank you to our 2018 Sponsors!

Corporate Partners



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Leadership Circle Sponsors

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



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Overland Park, Kansas 66210
(913) 491-3600 • www.opchamber.org

Member News continued . . .

Shawnee Mission elementary schools. To date, 1,419 students have been screened and there were 194 referrals for full professional eye exams. The Lions provide this service because they believe if vision problems are caught and corrected early, students enjoy greater success in school work.

KU Edwards Campus opened its new Veterans and Student Leadership Lounge as a designated space for veterans and student leaders to meet, work and study.

St. Joseph Medical Center is seeking veterans to recognize at a Veteran's Day program on **November 12**.

Blue Valley Dermatology recently celebrated its first anniversary and has increased its available appointment times to accommodate the usual end-of-year demand most medical specialties experience.

InVisible, an exhibition of art created by 12 homeless artists and conceived by **MarksNelson** is on display at the **Museum at Prairiefire** through December 31.

Menorah Medical Center has appointed Steven Kaster, M.D., MBA, is Chief Medical Officer. Dr. Kaster is board-certified in gastroenterology and fellowship-trained in gastroenterology and hepatology.

Overland Park Regional Medical Center has appointed Nan Whalen, MSN, RN, NEA-BC, as Chief Nursing Officer.

Olsson has named Cory Clark as its transportation practice leader in the Kansas City area. He also will serve on the firm's senior leadership team.

Lucas Tims, ND, FABNO Naturopathic Doctor and Certified Naturopathic Oncologist has joined the **Riordan Clinic** in Overland Park.

Erin Bradley has joined **Garver** as People Services Leader and will manage human resources efforts nationwide.

Mike Levitt, **Tutera Senior Living & Health Care**, recently was elected president of the Missouri Health Care Association.

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

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