

CHAMBER LINK

The Official Newsletter of the Lee's Summit Chamber of Commerce



It'll be a **Blast!**

The Chamber's Annual Dinner and Auction is set to take stage Saturday, January 26, at the John Knox Village Pavilion. With KUDL radio personality Dan Hurst as Emcee, along with the Leavenworth Players Group, an evening of "drop-dead" drama is planned just for you. The event will begin at 5:30 p.m. with a cocktail reception and at 7 p.m., a delicious dinner catered by Bonterra Catering will be served.

The annual auction at the event is always a big "hit" as well! If you are interested in promoting your business by donating an item, please call Whitney Zeiler at 816-524-2424. If you do not have an item to donate, you may always purchase an item or certificate and be recognized for your contribution. So, be watching for your invitation in the mail the end of December -- we'll make you an offer you can't refuse!

First Community Bank honored with Fast Track Award

First Community Bank was recently recognized by the Missouri Chamber of Commerce at the statewide group's annual meeting in Kansas City.

The Chamber's Fast Track Award recognizes fast-growing businesses. Five awards are made each year and First Community is the second bank to be honored.

"Our 2007 Fast Track Award winners represent the growing companies throughout our state that are fueling our economy, and we think it is important to recognize these entrepreneurs for the risks they have taken and the rewards they are providing for their employees and our state's economy," said Dan Mehan, president and CEO of Missouri Chamber of Commerce and Industry.

The Missouri Chamber Fast Track Awards have been presented annually since inception of the program in 2003. The award winners are selected from nominations received from Missouri Chamber members and local chambers of commerce based on growth rates over the last four years.

Fast Track winners are companies that have demonstrated the ability to take advantage of market opportunities, resulting in rapid earnings growth and expansion for their businesses. Some were nominated by local chambers, others by their peers. All aimed for success, have achieved it, and are using the accomplishment as a platform to strive for even greater successes.

First Community's assets increased by 13 percent during the 12 months that ended June 30 to \$546 million. The bank earned \$2 million during the first six months of this year, up 12 percent from the year-ago period.

First Community was founded in 1979. Today, the bank has 240 employees serving 18,000 customers. It operates 18 branches in Missouri and Kansas and has agreed to buy Norbank in North Kansas City.



Chamber ranked fourth in metro

The Kansas City Star recently recognized area chambers of commerce and ranked Lee's Summit fourth with Greater Kansas City, Olathe and Overland Park respectively as the top three. Lee's Summit was ranked fourth by membership numbers. The Chamber currently has 950 members with a budget of \$750,000.

Boatwright named CEO of LSMC

Damond W. Boatwright has been named president and CEO of Lee's Summit Medical Center and Lee's Summit Medical Center Summit Ridge Campus, both owned by HCA Midwest Health Systems.

Boatwright comes to Kansas City from Henrico Doctors Hospital in Richmond, Va., where he served as CEO for two years. Boatwright succeeds Carolyn Caldwell.



What began as two small Lee's Summit companies with big ideas has grown into a full-service marketing agency: candid. A joint venture between Becky Freetly-Graber of pineapple marketing group and Stephen Gentry of New Summit Media, this marriage of services creates a marketing powerhouse called candid.

candid offers the following services:

- * Strategic Marketing Plan Development
- * Integrated Campaigns
- * Brand and Logo Development
- * Web Site Development
- * Public Relations
- * Executive Positioning
- * Advertising
- * Direct Marketing
- * Special Event Planning
- * Unique Marketing Tactics
- * Market Research

To get candid, visit www.justbecandid.com, or call Becky or Stephen at 816.554.3608.

Local attorney up for appointment for Court of Appeals

Cindy Reams Martin, PC, is on a panel named by the Commission to fill the vacancy on the Missouri Court of Appeals for the Western District created by the resignation of Judge Robert Ulrich. The Court of Appeals serves as the intermediate appellate court system in Missouri. The Western District hears appeals for one third of the State--over 40 counties. There are 11 judges on the Western District Court of Appeals--only nine are currently seated, as there are two vacancies and one of those two vacancies will be filled.

Interested applicants apply when vacancies are announced, and a Commission comprised of three lawyers elected by their peers, three lay members selected by the Governor, and the sitting Supreme Court Chief Justice interview the applicants and name a panel of three for submission to the Governor. The Governor then has until December 23, to select the new judge from the submitted panel.

Cindy is a member of the Chamber and has served on the Lee's Summit Industrial Development Authority. She co-chaired the Taste of Lee's Summit for four years, a unique collaboration of the three competitive high school music parent organizations, and an event which successfully raised in excess of \$75,000 in net proceeds for R-7 Schools music education during that time. Organization of that event has been transitioned to the Lee's Summit Educational Foundation, for which she serves as an Advisory Board member. In 2006, she co-chaired the Building our Future Committee which worked to promote and support the no tax increase R-7 School Bond on the April 2006 ballot. She has served on the Board for the Southeastern Jackson County Citizens Association since that organization's inception.

Chamber of Commerce Preferred Partnership Program

As an active member of the Chamber of Commerce, you are eligible to receive special discounts and benefits. **The Fountains at Greenbriar** invites you (or any friends or family you refer) to take advantage of a \$1,000 discount from the community fee, as well as a 5% rate reduction, if your loved one moves in by December 31, 2008. No RSVP is required to use the discount, simply refer to the preferred partnership program.

We look forward to your participation.

Contact **The Fountains at Greenbriar** at 816-257-5100 to find out more about our program!

2007 BOARD OF DIRECTORS

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Kurt Lutz - Secretary/Treasurer

Hawthorn Bank

Al Tranchilla, Chair Emeritus

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Todd Tunison

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Rick Viar

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Summit Bank of Kansas City

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Great Southern Bank

BOARD MEMBERS

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Marian Zajic - Marian's Kids

Carl Chinnery - Legal Counsel

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MCC - Longview

Dr. David McGehee

Lee's Summit R-7 School District

Mr. Steve Arbo

Interim City Administrator

Karen Messerli, Mayor

City of Lee's Summit

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Nancy Bruns - President

Mark Dickey - Director of Governmental & Business Relations

Leann Northway - Director of Communications

Cathy Young - Director of Member Services

Whitney Zeiler - Director of Special Events

Kathy LeChien - Administrative Assistant

Marilyn Pemberton - Part-time Assistant

Tuesday, December 4

3:30 p.m.

John Knox Village Places Restaurant

Topic: *Preparing for 2008 -*

Tax Considerations and Updates

Speaker: Julia Hampton, CPA

Sponsor: LeaderFuelNow

Tax considerations play an important role in achieving success in a business. Often times, it's the tax implications that determine the bottom line for many small- to medium-sized companies. Tax law changes are inevitable, and 2008 is shaping up to be one that will test the business community. Join Julia Hampton, an expert in tax law, to learn what 2008 will have in store for your business and approaches to minimize your tax liabilities and position yourself as a business in motion.

Get Noticed!

Take advantage of these great low-cost advertising opportunities in the monthly Chamber Link newsletter and get noticed!

Business Card size ad (2 x 3.5) \$75

One-Quarter size b/w ad (3.5 x 5) \$150

One-Half size b/w ad (5 x 7.5) \$200

Full Page b/w ad (7.5 x 10) \$350

(Color ads add additional \$75 more.)

Ads must be in the Chamber office by the 15th of the month prior to publication.

Chamber Link Inserts \$250

(You must provide 1,200 copies on 8.5 x 11, 20 lb. paper, one or two sided. Inserts must be delivered to the Chamber office by the 15th of the month prior to publication.)

Mailing Labels

Primary: \$100, Non Member Rate: \$200

All Reps: \$125, Non Member Rate: \$225

For more information, e-mail Leann at lnorthway@lschamber.com or call 816-524-2424.

MEMBER-GET-A-MEMBER

Bring in a new member and get your name listed in the Link each month, receive a \$15 "Chamber Cash" certificate, and get two chances to win \$100 at the monthly luncheon! Your name is automatically entered for a \$100 cash prize drawing and the top recruiter receives \$100 cash! Congratulations to the following members who brought in a new member in 2007.

Melanie Allen -AMLI New Longview

Bill Baird -Infinity Realty - 2

Michael Blau -Farmer's Insurance & Financial Services - 2

Sonci Bleckinger -M & I Bank

Charles Brooks -Missouri State Teachers Association

Don Burdolski -Summit Insurance Group

Dina Canseco -Commerce Bank - 4

Ron Carter -Carter Creations

Brad Cox -Emaline Ballroom

Scott DeVouton -Attorney

Julie Doane -Missouri Central Credit Union - 4

Steve Dempsey -Missouri Division of Workforce Development

Beth Ehrett -FPC - 5

Jon Ellis - Paradise Park

Diane Forte -Dean's Trophies, Shirts & Awards - 2

Beth Franklin -Keller Williams Realty

Becky Freetly-Graber -candid marketing agency - 3

Jo Anne Gabbert -Adams-Gabbert & Associates

Rebecca Gibson -Lee's Summit Tribune

Trisha Goodale -Goodale Homes, Inc. & Arbonne International

Carson Graff -Northwest Mutual Financial Network

Lori Harp -CEAH Realtors - 4

Craig Harris -Beacon Press

Gary Hawkins -HSMC, Certified Public Accountants, P.C.

Steven Heiner -Get Smarter Prep

Lynn Hinkle -Great Southern Bank - 2

Scott Holsman -Search Express

Adam Hubbard -Blue Ridge Bank and Trust Co.

Kevin Ingram -First Trust of MidAmerica

Tom Jackson -First National Bank of Missouri

Debbie Leonard -Aquila - 2

Brian Lint -Brian A. Lint CPA, P.C.

Zach Lund -Lund & Denker, LLC

Kurt Lutz -Hawthorn Bank - 3

Laura Maxwell -R-7 School District - 2

Linda Napton -MCC Business & Technology Campus - 2

Linda Paulsrud -Accounting & Development Solutions, Inc.

Joe Perry -Gale Communities, Inc.

Patti Peterson -Cornerstone Counseling

Teresa Poppinga -Doc's Sorbet & Ice Cream Co.

Pamela Potts -Arbonne International - 2

Lisa Pycior -Cartridge World-Lee's Summit - 2

Jeanine Rann -Downtown Lee's Summit Main Street

Barbara Reed -Girlfriend's Nail Studio

Amy Robertson -Cameron's Inc.

Judy Schmoeger -Anytime Fitness

Diane Seif -DVA Enterprises & Not Just Desserts - 8

Jayne Sikyta -Fidos & Felines

Jeff Silver -Allstate Insurance

Connie Smith -Equity Bank - 4

Chad Snider -CyteWorks, Inc.

Cindy Sommerville -Blue Ridge Bank and Trust Co.

Michele Spilker -Spilker, McKeone & Co., P.C. - 2

Tina Stidham -New Age Graphics - 2

Lara Vermillion -Kwik Kopy Printing - 15

Rick Viar -Summit Bank of Kansas City - 3

Sonja Wald -Wald & Co., Inc.

Randy Weeda -Farmer's Insurance, Weeda Insurance Agency

Glenda Weeks -Union Bank - 4



Holiday Happenings



Join the Chamber Young Professionals group to celebrate the holidays with Holiday Hop, a progressive networking event that will have you hopping to four different Downtown establishments.

The event will begin at 4:30 p.m. at the Blue Glass/Beauchamps on the Rail, 301 SE Douglas and will progress every 45 minutes.

Come jingle and mingle with other young professionals. Stay for as little or as long as you like - it's sure to be a holly jolly good time!



Local dance company to perform at Folly Theater

Join Santa and over 100 multi-talented singers and dancers as they take you on a magical tour through "Toyland" and "Candy Cane Lane" at the *The Wonderful World of Christmas*, produced by Monica's School of Dance and KUDL Radio.

Share the enchantment as you go through the massive twelve foot doors to Santa's workshop, marvel at the spell-binding music box dancer and the life-size puppets. Experience the majesty of the Trans-Siberian ballet and witness the toys that come to life all at the Folley Theater at 7 p.m. on December 8, or 4 p.m. on December 9.

For ticket information, call 816-246-6776.

You're invited to the Chamber's Annual Holiday Reception

5-7 p.m., Dec. 5

Longview Mansion

RSVP online under
Calendar of Events



Membership Luncheon presents

Committee Holiday Performances

Join us at 11:45 a.m. on December 21, at MCC-Longview, Mel Aytes Education Center, for the monthly membership luncheon featuring our very own talented members. Chamber committee members will teach us a little about their committees in seasonal holiday spirit with song or dance or whatever they come up with! Enjoy great food, fellowship and fun while unwinding a bit before the holidays. Make your reservations online at Ischamber.com under calendar of events.

Sponsor: Chinnery Evans & Nail, PC

Lee's Summit Community Health Fair

In conjunction
with Legacy Park
Birthday Bash

9 a.m. - 1 p.m.

Saturday, January 5, 2008
Legacy Park Community Center
901 NE Bluestem Drive

Health Screenings, 5-K Run,
and all day activities for the whole family to
help celebrate Legacy Park's Birthday!

For more information, contact the Parks and Recreation
Department at 969-1550. For information on the Health
Fair, contact the Chamber at 524-2424.



TRUMAN MEDICAL CENTER
Lakewood

Truman Medical Center Lakewood selected as Business of the Month

TMC Lakewood made a significant community investment when they signed a three-year sponsorship agreement with the Summer Concert Series through the Lee's Summit Parks and Recreation. The sponsorship also received special recognition by the Missouri Parks and Recreation Association.

TMC Lakewood has been honored, both locally and nationally, in several publications. TMC Lakewood was named a top performer in heart attack and heart failure care by the Missouri Medical Quality Initiative Program; one of the top 5 academic medical centers in the nation by the University Health System Consortium; and named the Corporation of the Year by the Minority Enterprise Development Corporation for their continued support in minority development.

In addition, TMC Lakewood has been named one of "America's Best Hospitals" for asthma treatment by US News and World Report. And they were named a "Top 100 Hospital" by Solucient for rating among the highest in improved patient outcomes and financial performance. They continue to build upon providing the highest quality of healthcare possible to everyone in our community. Congratulations, TMC Lakewood.

Ribbon Cutting



123 Fit

Elaine & Melissa Rose

1465 NE Douglas St., Lee's Summit, Mo. 64086

816-246-7348

Holiday business tips

Got enough staff for the holidays?

If you assume your business is completely unaffected by the holidays, consider the importance of having enough staff on hand to continue business as usual. No matter if it's a retail store having to face a crunch of customers, or an accounting firm swamped with requests for end of the year advice, make certain you have sufficient staff ready.

Make sure you have enough staff to continue things efficiently and without any hassle, and also, make sure your staff is properly trained. Contacting a temporary employment agency or hiring dependable college students for help during the holiday rush could save you dollars and customers in the long run.

Keep your personal life organized as well.

The stress of the holidays from a professional standpoint can often wreak havoc on your relationships with family and friends. Don't overlook your personal life when it comes to mapping out your business for the upcoming holidays.

Keep your personal life as simple as possible.

Not only can that make your business run more smoothly, it also lessens the overload that the holidays can bring. It's important to organize your personal life as much as your business. That way, you stand less of a chance becoming over-stressed.

Ad sales begin soon for community magazine

The Chamber is beginning its fourth year as sponsor for the Images of Lee's Summit, a polished, four-color magazine that showcases the people, natural beauty and progressive business climate of the area through original photography and professionally written stories.

Chamber members have the opportunity to purchase advertising space in the magazine, scheduled to publish in June 2008. More than 5,000 copies of Images of Lee's Summit will be distributed to prospective businesses, residents and visitors.

The Chamber is partnering with Journal Communications, an award-winning custom publisher of community and specialty magazines in more than 25 states.

For more information about advertising in the magazine, contact the Chamber of Commerce at 816-524-2424 and ask for Evan Shaver after Dec. 10.



November Renewals

Thanks for your continued support!

Berry Jennings State Farm Insurance	33	Kelly Suchman, D.D.S., P.C.	6	State Farm-Michael Chapman	3
L & K Realty	31	Cosentino's Price Chopper-Lakewood	5	State Farm Insurance-Jerry Owens	3
Lee's Summit Medical Center	30	Costco Wholesale	5	Union Bank-Blue Ridge	3
Jeffrey L. Harsch, D.P.M.	23	Flooring & More Concepts	5	Valpak of Kansas City	3
ABI Corporation	22	HSMC Financial Services	5	Morehead Agency, L.L.C.	2
Great Southern Travel	21	Infinity Realty	5	The Pita Pit	2
Longview Funeral Home & Cemetery	19	Lee's Summit Cares	5	University of Phoenix	2
Nat'l Research Center for College & University Admissions	19	Strickland Construction Company	5	Affordable Elegance	1
Talley's T.G. Auto Body, Inc.	19	Cain & Cain, P.C.	4	Community Blood Center	1
Summit East Plaza Apartments	18	Clearline Plumbing	4	Creative Blow Mold Tooling	1
John Knox Village	16	Cleveland Chiropractic College	4	Farmer's Insurance Group-Steve Ferguson	1
Monica's School of Dance	15	Fender Family Dentistry	4	Gomer's Fine Wine & Spirits	1
Missouri Central Credit Union	14	Giant Step Special Needs Developmental Consulting	4	Lund and Denker, L.L.C.	1
Express Pak N Ship	11	On The Border	4	Metzler Bros. Insurance	1
Space Center Kansas City, Inc.	11	Safeguard Alarms	4	Morrow, Willnauer & Klosterman, L.L.C.	1
Carey Law Firm, L.L.C.	9	Summit Computer Solutions	4	Nash & Franciskato Law Firm	1
FedEx Kinko's	8	Travel by Julie	4	Paycor, Inc.	1
FPC	8	Bank of the West-M-291	3	State Farm Insurance-Bruce Holiman	1
Office Depot	6	Bob Smith Motor Company	3	UMB Investment & Wealth Management	1
M & I Bank	6	Criswell & Wyatt, L.L.C.	3		
RED Capital Holdings of Lee's Summit	6	Eric Kjelshus Energy	3		
Santa Fe Glass Company	6	MortgageTree Financial	3		
		Stained Glass Station, L.L.C.	3		

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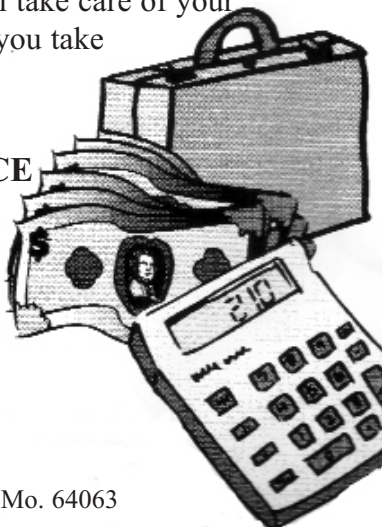


**SUMMIT
INSURANCE
GROUP**



3 SE Third St.
P.O. Box 1029, Lee's Summit, Mo. 64063
www.summitinsurancegroup.com
816-524-0031

Remember: Chamber members receive a 12% discount!



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LEE'S SUMMIT, MO 64063
(816) 347-0818
allure_lounge@yahoo.com

AMF Strike Market Lanes

Carl Chestnut
936 SE 3RD STREET
LEE'S SUMMIT, MO 64063-2935
(816) 525-1900
Fax: (816) 525-0937
www.strikemarketlanes.amf.com

Center for God, Family and Country

Steve McCollum
800 NW COMMERCE
LEE'S SUMMIT, MO 64086
(816) 588-5439
steve.mccollum@att.net
www.godfamilycountry.info

Concepts In Organizing

Linda Henderson
PO BOX 1172
RAYMORE, MO 64083
(816) 820-8392
linda@conceptsorganizing.com
www.conceptsorganizing.com

The Daily Shake Nutrition Center, L.L.C.

Lori Klaus
318 SW MAIN
LEE'S SUMMIT, MO 64063
(816) 246-1266
dailyshake@att.net
www.dailyshake.net

The Fountains at Greenbriar

Desiree Rogers
2100 S SWOPE DRIVE
INDEPENDENCE, MO 64057
(816) 257-5100
Fax: (816) 257-2442
greenbriar.ed@sunriseseniorliving.com
www.sunriseseniorliving.com

Gail's Harley-Davidson

Debby Spillane
5900 EAST 150 HIGHWAY
GRANDVIEW, MO 64030
(816) 966-2222
Fax: (816) 966-6570
debby@feelthepower.com
www.feelthepower.com

Honkerbean's Cafe, L.L.C.

Michael & Wanda Thornton
1196 NE DOUGLAS STREET
LEE'S SUMMIT, MO 64086
(816) 246-8665
Fax: (816) 246-8863
honkerbean@sbcglobal.net
www.honkerbeans.com

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Fax: (816) 875-2388
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Infinity Realty

Lori Day
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Fax: (816) 554-6351
lori@loridaysells.com
www.loridaysells.com

Integrity Home Care

Trina Cole
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(816) 254-3131
tcole@integrityhc.com
www.integrityhc.com

Rejuvenate Chiropractic Center

Joe Symes, D.C.
400 SW LONGVIEW BOULEVARD, #160
LEE'S SUMMIT, MO 64081
(816) 761-3944
rejuvenatekc@gmail.com
www.rejuvenatekc.com

A-KC-Santa

Jerry Peterson
3610 NW BLUE JACKET DRIVE
LEE'S SUMMIT, MO 64064-3012
(816) 510-0072
Fax: (816) 373-1128
jerrypete1@yahoo.com
www.akcsanta.com

Subway Sandwiches & Salads

Mike Patel
1134 NE DOUGLAS STREET
LEES SUMMIT, MO 64086
(816) 554-3900
mehil03@yahoo.com

Team Bank

Jason Herrington
Steve Hunter
3485 NE RALPH POWELL ROAD
LEE'S SUMMIT, MO 64064
(816) 347-9143
Fax: (816) 347-1801
jason.herrington@teamfinancialinc.com

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LEE'S SUMMIT, MO 64063
(816) 525-9543
Fax: (816) 525-0354
brent@bathompsoncpa.com

Weichert, Realtors Advantage Professionals

Jenny DeLuna
3005 SW 9TH TERRACE
LEE'S SUMMIT, MO 64081
(816) 304-4500
Fax: (816) 765-3005
jendeluna@weichert.com

Wood Re New

Dave Sullivan
1006 SW SOUTHCREST DRIVE
BLUE SPRINGS, MO 64015
(816) 228-9663
Fax: (816) 228-9663
kcmo@woodrenew.com
www.woodrenew.com

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1444 SW WALNUT STREET
LEE'S SUMMIT, MO 64081
(816) 507-9721
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www.youngkc.com

To participate in the 2008
Savings in Motion
Discount Program, complete
the insert in this Link and fax
back to Leann
at 816-524-5246.
Deadline: December 15!

December 4

3:30 p.m. - Recess for Success, *Preparing for 2008-Tax Considerations and Updates*, Speaker: Julia Hampton, CPA, Location: John Knox Village Pavilion.
Sponsor: LeaderFuelNow

December 5

5-7 p.m., Chamber Holiday Reception, Longview Mansion, 3661 SW Longview Road. Please bring non-perishable food items or a monetary donation to be given to Lee's Summit Social Services.

December 6

7:30 a.m., Health Care Committee, Truman Medical Center Lakewood
Noon, Ambassador Committee meeting, Depot

December 7

7:30 a.m., Orientation for Committee Chairs, Depot
11:30 a.m., Legislative Committee meeting, Depot
4:30-7:30 p.m., Chamber Young Professionals HOLIDAY HOP, beginning at Beauchamp's on the Rail, 301 SE Douglas

December 12

8 a.m., Executive Committee meeting, Depot
-Noon, Emerging Entrepreneurs Committee meeting, Depot

December 13

7:30 a.m., Visitors Council meeting, Depot
4 p.m., Joint Ribbon Cutting, Lund and Denker, LLC and IN AD TV
1308 NE Windsor Drive

December 18

4 p.m., Annual Dinner Auction Task Force meeting, Depot

December 19

Noon, Business Development Council meeting, Depot
Noon, Board of Directors meeting

December 20

4 p.m., Chamber Young Professionals, Depot

December 21

7:30 a.m., Governmental Relations Committee, John Knox Village Manhattan Room
11:45 a.m., Membership Luncheon, MCC-Longview, 500 SW Longview Road, Committee Holiday Performances

2007 Partnerships

Gold

DVA Enterprises, Inc.
Great Southern Bank
Paradise Park, Inc.
Summit Bank of Kansas City

Silver

Aquila
Atcheson Lawn & Landscape, Inc.
Bank of Lee's Summit
Bank of the West
Bank Midwest
Blue Ridge Bank and Trust Co.
Commerce Bank
Discover Vision Center
First Community Bank
First National Bank of Missouri
Hawthorn Bank
John Knox Village
M & I Bank
Pfizer Animal Health
Saint Luke's Health System
Townsend Capital
Truman Medical Center Lakewood
Union Bank

Bronze

Adams-Gabbert & Associates
Cardiovascular Consultants, P.A.
Dean's Trophies, Shirts & Awards
Earth Effects Lawn & Landscape, Inc.
Excel Bank
First American Title
First Federal Bank
Gale Communities, Inc.
Missouri Central Credit Union
Missouri Gas Energy
St. Mary's Medical Center
Summit Insurance Group
Technology Plus, Inc.
Time Warner
University of Central Missouri
Wal-Mart



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Happy Holidays
from the Chamber staff!