

# BUSINESS JOURNAL

[www.saintjoseph.com](http://www.saintjoseph.com)

Summer 2017

MADE WITH  
**UNCOMMON  
CHARACTER**  
ST. JOSEPH, MO <sup>TM</sup>

New Community Brand Launches  
Kindred Biosciences Chooses St. Joseph Area  
St. Jo Frontier Casino Adds Amenities



Top 10 Employers

Mosaic Life Care	Health Services	3,471
Triumph Foods, LLC	Meat Products	2,767
School District of St. Joseph	Education	2,047
139th Airlift Wing	Government	1,494
Boehringer Ingelheim Vetmedica, Inc.	Animal Pharmaceuticals	1,100
Missouri Western State University	Education	820
American Family Insurance	Insurance	778
City of St. Joseph	Government	751
Wal-Mart	Department Store	740
Johnson Controls	Manufacturing	675



ST. JOSEPH  
Economic Development Partnership

Think Outside the Limits

[www.choosestjoseph.com](http://www.choosestjoseph.com)

Demographics

Population	76,780
Housing units	32,495
Average family size	3

Unemployment (July)

St. Joseph	3.7 percent
Missouri	3.8 percent
United States	4.3 percent

We challenge  
you to  
challenge us.

At Commerce Bank, we think you should demand more from a financial services provider. You need someone that works to understand your situation and present solutions that make sense. Whether it's equipment financing, real estate, fraud prevention or payment solutions, we're here to take on your toughest challenges.

816.236.5742  
[commercebank.com](http://commercebank.com)

© 2017 Commerce Bancshares, Inc.



Commerce  
Bank™  
Member FDIC

Challenge Accepted.™

# BUSINESS JOURNAL INDEX

A publication of the St. Joseph Chamber of Commerce. Published Sept. 2, 2017  
Cover photo by Patrick Evenson, Coverage Photography

Economic Update.....	2	Downtown Digest.....	10
USA 800 Celebrates 20 Years in the St. Joseph Community.....	4	Sealed Air Invests More Than \$74 Million in its St. Joseph Campus.....	13
Kindred Bioscience, Inc., Opens in Animal Health Corridor.....	5	Business Briefs.....	14
Member Profile: St. Jo Frontier Casino.....	6	Small Business Matters.....	15
Healthy St. Joe Recognizes Companies & Employees' Healthy Habits..	7	Business Briefs.....	16
Are You Uncommon? St. Joseph Launches New Community Brand.....	8		

## 2017 St. Joseph Chamber of Commerce BOARD OF DIRECTORS

<b>Chairman</b>	<b>Corky Marquart</b> Commerce Bank	<b>Directors</b>	<b>Tom Richmond</b> , Altec Industries, Inc. <b>Harry Roberts</b> , Buchanan County <b>J.L. Robertson</b> , Rupp Funeral Home <b>Col. Ralph Schwader</b> , 139th Airlift Wing, Mo. Air National Guard <b>Bill Severn</b> , St. Joseph News-Press <b>Kylee Strough</b> , United Way of Greater St. Joseph <b>Martial Thevenot</b> , Perka Building Frames by Business Logistics, Inc. <b>Dr. Robert Vartabedian</b> , Missouri Western State University <b>Mark Woodbury</b> , General Counsel, Polsinelli <b>Stet Schanze, Past Chair</b> , Gray Manufacturing Co. Inc. <b>Don Tolly</b> , Diplomats Club Representative, Don Tolly Insurance Agency <b>Wakefield Hare</b> , LEAD Representative, Greater Than Financial
<b>Chair-Elect</b>	<b>Matt Robertson</b> CliftonLarsonAllen	<b>Scott Albers</b> , Nor-Am Ice & Cold Storage <b>Brett Carolus</b> , Hillyard Companies <b>Rondale Dunn</b> , American Family Insurance <b>Sarah DeGarmo</b> , Rise by Design <b>Dr. Bernd Eichenmueller</b> , Boehringer Ingelheim Vetmedica, Inc. <b>Patti Eiman</b> , First American Title <b>Bill Falkner</b> , City of St. Joseph <b>Jennifer Kneib-Dixon</b> , Fairway Independent Mortgage Corp. <b>Dr. Mark Laney</b> , Mosaic Life Care <b>Todd Meierhoffer</b> , Meierhoffer Funeral Home & Crematory <b>Ronan Molloy</b> , Innovation Stockyard <b>Dr. Robert Newhart</b> , School District of St. Joseph	
<b>President/CEO</b>	<b>R. Patt Lilly</b> St. Joseph Chamber of Commerce		

## STAFF



**Kristie Arthur**

Director of  
Workforce Development  
arthur@saintjoseph.com  
816.364.4113



**Kristi Bailey**

Director of  
Communications & Marketing  
bailey@saintjoseph.com  
816.364.4108



**Valerie Brandt**

Executive Assistant, Receptionist  
brandt@saintjoseph.com  
816.232.4461



**Mary Brown**

Programs Coordinator  
brown@saintjoseph.com  
816.364.4102



**Jessica Jackson**

Membership Specialist  
jackson@saintjoseph.com  
816.364.4103



3003 Frederick Ave.  
816.232.4461 or  
800.748.7856

816.364.4873 (fax)  
www.saintjoseph.com



**Shannon Jobs**

Vice President, Administration  
jobs@saintjoseph.com  
816.364.4111



**Steve Johnston**

Director of Community  
Alliance of Saint Joseph  
johnston@saintjoseph.com  
816.364.4109



**Brad Lau**

Vice President, Economic  
Development  
blau@saintjoseph.com  
816.364.4110



**R. Patt Lilly**

President & CEO  
plilly@saintjoseph.com  
816.232.4485



**Natalie Redmond**

Vice President, Membership  
redmond@saintjoseph.com  
816.364.4107



## USA 800 Celebrates 20 Years in St. Joseph Community

USA800 is celebrating 20 years of business in St. Joseph. As a contact center, it provides customer support through inbound and outbound voice, online chat & e-mail channels to millions of customers a year.

The company employs more than 500 people throughout each year and provides an additional 200 jobs at various times of the year operating 24/7.

USA800 is currently hiring for customer service advocates and always looking for candidates with strong customer service skills. Its annual payroll has exceeded \$10 million this past year, leading to further investment in the community.

Helen Hendrix has been an employee for more than 19 years.

“Over my years at USA800 it is the family environment; we try to take care of each other,” she said. “We just have a lot of caring people here and that is what I like about it. I have watched our technology

develop and how our business has grown from a little call center on the fifth floor of N. Fourth Street with roughly 75 people to what we are today with over 500 employees. From moving out of our small facility downtown to 5804 Corporate Drive and expanding the building twice since moving. This is an exciting time for our company. Not a lot of businesses stay in business for more than 20 years and that makes this special for us.”

Beginning Sept 11 USA800 will begin a month-long celebration with fun activities, snacks and food provided each week for employees leading up to its Customer Service week starting on Oct. 2.

On Sept. 26 it will officially celebrate 20 years in St. Joseph with a dunk tank in which employees will be able to dunk their favorite managers & director. It also will provide a nacho bar and plans to set off 20 lanterns to commemorate its 20 years in St. Joseph



## Connect to your community. Connect to your customers.



### News-Press Media Group connects your business to prospective customers in this community and beyond.

We listen to your individual needs and pair them with our consumer insight and product portfolio for an affordable, custom online and mobile game plan that gets you real results. And unlike other digital companies, we do continuous monitoring and offer ad fraud protection, so your message will stick to your target.

Connect to your customers the right way. Call us today!

# News-Press

... MEDIA GROUP

(816) 271-8500 | [newspressmediagroup.com](http://newspressmediagroup.com)



# Kindred Bioscience, Inc., Opens in Animal Health Corridor

## Expansion Projects Lead the Way in Job Creation

Kindred Bioscience, Inc., a biopharmaceutical company focused on saving and improving the lives of pets, will open a new 180,000-square-foot facility in Elwood, Kan., near St. Joseph.

The facility, formerly owned by Boehringer Ingelheim Vetmedica Inc., and most recently by Strategic Veterinary Pharmaceuticals, Inc., includes about 8 acres of land and two buildings with clean rooms, utility, equipment and related quality documentation suitable for small molecule and biologics manufacturing.

Kindred Biosciences selected the location due to its ability to meet the anticipated manufacturing needs of

its pipeline, lower its costs of goods and increase its margins.

In addition, the company will benefit from the animal health talent in the St. Joseph area.

"We are pleased to welcome Kindred Biosciences to the St. Joseph area to join other animal health companies in the community," said R. Patt Lilly, President and CEO of the St. Joseph Chamber of Commerce. "The new jobs and investment will be welcomed by our neighbors in Elwood and further solidifies St. Joseph as a major player in the animal health corridor."

Kindred Biosciences is a California-based development-stage biopharmaceutical company focused



on saving and improving the lives of pets. Its mission is to bring to pets the same kinds of safe and effective medicines that human family members enjoy. The company's strategy is to identify compounds and targets that have already demonstrated safety and efficacy in humans and to develop therapeutics based on these validated compounds and targets for dogs, cats and horses.

The company has a deep pipeline of novel drugs and biologics in development across many therapeutic classes.

No information on the number of jobs to be created are available at this time.



When looking to invest in commercial real estate,  
*Your Best Interest is our only business...*



Frank Leone  
387-1996



Lonnie Bass  
752-8235



Laura Wyeth, 387-6899  
Lynne Stover, 262-7787



Tara Horn  
261-3338



Larry Buck  
351-9369



Preston Taylor  
617-1078



Mark Clark  
294-0880



Seth Campbell  
752-1428



Ray Sisson, CCIM  
Director of  
Commercial Services  
390-7478

*We are a team of dedicated commercial real estate  
professionals delivering superior results for our clients.*



**BERKSHIRE  
HATHAWAY**  
HomeServices

COMMERCIAL DIVISION

**Stein & Summers**  
Real Estate



Adam Stein, CCIM  
Broker/Owner  
248-6821

**816-232-2000 | [www.bhhsstein.com](http://www.bhhsstein.com) | 1007 E St Maartens Dr. St. Joseph, MO**

**Good For Your Business**



# St. Jo Frontier Casino

## Casinos

**Jim Simms, Executive Vice President, General Manager**  
 777 Winners Circle  
 St. Joseph, MO 64505  
 (816) 279-5514  
[www.stjofrontiercasino.com](http://www.stjofrontiercasino.com)

**The St. Jo Frontier Casino has been a source of entertainment and employment for the St. Joseph community for decades. When did the casino first open and how has it changed?**

Although under a different name and in a different location, we are still considered by many to be one of the first four casinos to operate in Missouri. Our current casino was opened by William M. Grace on June 24, 1994, the property was purchased by Herbst Gaming in 2005 and the name was changed. We were later renamed as St. Jo Frontier Casino, owned by Z Capital and managed by Affinity Gaming.

**Recently the casino has undergone some major facility upgrades. What is new that visitors will enjoy?**

Our Player's Club, slot floor and dining options have all been upgraded for our players to ensure they have a great visit.

For starters, our A Play Club rewards members now receive more points, more multipliers and more rewards.

We've rearranged our slot floor to create wider, more spacious aisles, purchased all new slot chairs and added some of the newest most popular slot and table games for our customers.

We've relocated our Players Club to the main walkway and added all new flat screen TVs to the casino and entrance corridors. We are also currently remodeling our gift shop to include more grab and go snacks, beer and bottled spirits.

We have also made a significant improvement in food quality and have

taken our dining options to a new level.

Our Rivers Edge café menu now features several of the most popular dishes that use only fresh ingredients and consistently deliver the highest quality. We also offer an "all you can eat" self-serve buffet with customizable sodas on week nights and weekends.

The big news is the recent opening of our Winners Bar and Grill restaurant on the casino floor, which also offers a variety of breakfast, lunch and entrée options in a newly designed seating area. It's a great new experience for our casino guests. We're also upgrading our bar offerings and casino beverage service.

**What is it about your casino that keeps people coming back?**

We realize that gaming is a social experience and creating a great guest experience is the true key to our ongoing success. We have just launched our new guest service program called Affinity 5 and we are already seeing positive results. We are focusing on creating a great guest experience and are really increasing our focus on proactive guest interactions.

**How does the casino work to bring in new customers and visitors to St. Joseph?**

We want to position our property as one of the destination highlights of St. Joseph. We are working with the local Chamber of Commerce to both promote our business as a top attraction, as well as supporting the Made With Uncommon Character program.

# MemberProfile



**Top: The St. Jo Frontier Casino has the only riverfront dining option in St. Joseph. Bottom: The St. Jo Frontier Casino has recently went through major facility upgrades. Photos by Patrick Evenson of Coverage Photography.**

We are increasing our awareness and trial initiatives, with more advertising, promotions and leveraging our partner networks. They key is the then delivering a great experience that will lead to positive advocacy and repeat visitation.

**The casino is a source of employment for many. How many people do you employ and what kind of jobs are**

**available?**

We employ over 200 associates and typically offer positions in gaming, food and beverage, guest services and support operations services. We are a large, stable employer that can offer our team members a progressive career path, along with growth and development.



# Healthy St. Joe Recognizes Companies and Their Employees' Healthy Habits

In an effort to make St. Joseph a healthier city, the St. Joseph Chamber of Commerce launched Healthy St. Joseph in the fall of 2016.

Healthy St. Joseph is designed to bring leaders from area businesses, health care organizations, government, nonprofits, and foundations together to plan, research and dialogue about how to create a healthy workplace and community. The St. Joseph Chamber recognizes healthy employees are better employees.

"We are dedicated to making St. Joseph the best it can be," said Kristie Arthur, Director of Workforce Development for the Chamber. "We know that people and businesses are attracted to strong, healthy communities. Together we will find real solutions that help shape individual, organizational and environmental health change through a collaborative, community-wide,

public and private partnership. It is our vision to create a culture of health and wellness among individuals and businesses in the community by encouraging employers to strive for the highest Healthy St. Joseph certification."

Companies that applied were evaluated on four pillars of health: nutrition, physical activity, tobacco cessation, and work-life integration. In 2016-2017 more than 50 companies applied to be certified, of those 50, 21 earned certification at various levels.

This program would not have been possible without its sponsors. Presenting sponsor was Mosaic Life Care.

"Thank you to and all of our other sponsors and committee members who worked on this project, we are excited to see what year two of this initiative will produce," Arthur said.

## HEALTHY ST. JOSEPH

### Gold level companies:

Hillyard Companies, Lifeline Foods, Mosaic Life Care, Nestle Purina Petcare, & Nor-Am Cold Storage

### Silver level companies:

Altec Industries Inc., American Family Insurance, CliftonLarsonAllen, Heartland Foundation, Missouri Western State University, & Northwest Health Services

**Bronze level companies:** Anthony G. Drummond CLU Insurance

Brokerage Services, LLC, Rensenhoe Electric Supply, Midland Empire Resources for Independent Living (MERIL), Rolling Hills Consolidated Library, St. Joseph Family YMCA, St. Joseph Mustangs

**Honorable Mention:** BMO Harris Bank, Excel Lawn Service and Snow Removal, Gray Manufacturing Co., Inc, Second Harvest Community Food Bank.

Splitting  
time in  
several  
directions?  
**WE'RE NOT.**



Family  
Investment  
Center is  
committed  
to one thing:  
**Investment  
management.**



816-233-4100

[familyinvestmentcenter.com](http://familyinvestmentcenter.com)



[soundcloud.com/  
money-is-freedom](https://soundcloud.com/money-is-freedom)



# Are you UNCOMMON?

It was nearly two years in the making, but on Friday, Aug. 4, the new community brand for St. Joseph, Mo., formally launched to the public. The campaign is made entirely by St. Joseph residents both creatively in design and concept, and tangibly in execution of content and merchandise.

“Made with Uncommon Character” simply summarizes St. Joseph. This city of more than 76,000 residents has an abundance of character, in its architecture, its residents and in its amenities. It is uncommon -- from its pioneering and rebellious history, to its entrepreneurial spirit of yesterday and today. St. Joseph and its residents are unlike anywhere and anyone else.

All are invited to see campaign materials at [www.uncommoncharacter.com](http://www.uncommoncharacter.com) and follow its social media channels

on Facebook, Instagram and Twitter. Residents are encouraged to participate in the campaign by suggesting people, places or things to be featured as “Made with Uncommon Character” and to use #uncommoncharacter on social media. A chance to place submissions is on the website.

The campaign theme was formed by a group of 12 St. Joseph creative residents in June of 2016. The group contained writers, graphic artists, web designers, a photographer, videographer and a musician. Their talents and backgrounds varied, but they had one thing in common, they were St. Joseph residents and they cared about their city.

Since the theme was created, it was tested and refined to what you see today by even more local creative residents. The words “Uncommon Character” are hand drawn by local

artist Matthew Robertson and the rest of the logo was created and digitized by local graphic designer Lauren Black.

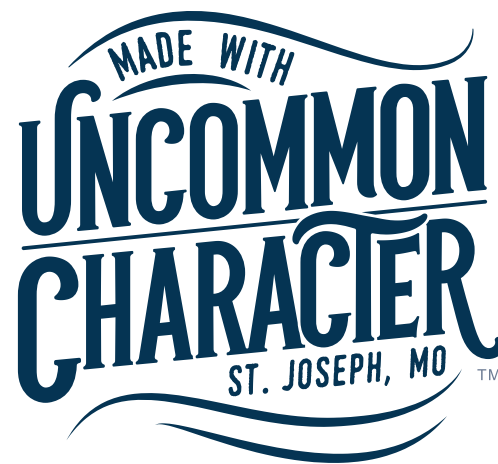
The campaign, of course, is much more than a logo. A website, billboards, social media platforms, merchandise and print, radio and digital advertising all have been created by St. Joseph residents and all vendors used are St. Joseph businesses.

“St. Joseph has much to be proud of,” said Kristi Bailey, who leads St. Joseph Community Branding LLC. “Our city has such talented residents, there was no reason to look elsewhere or hire a marketing firm from another city. Who else knows our community better than St. Joseph natives, or transplants who have moved here? No one else should tell our story. And when it came time to

spend money with vendors, it was very important to the group to keep the business all local.”

The campaign features characteristics that make St. Joseph and the surrounding area different, and residents, places and things that help bring those traits to life.

For instance, the word “bright” describes St. Joseph native Conner Hazelrigg. She created the Sunshine Box, which she developed during an internship at Sunshine Electronic Display in St. Joseph. Her innovation harnesses solar energy



to power 10 cell phones at once and is used in countries like Haiti, where 80 percent of people have cell phones but only 12 percent have access to electricity.

“St. Joseph has so many positive stories to tell,” Bailey said. “In today’s social media landscape, it’s easy to share the negative. By telling stories of our friends, family and neighbors and the extraordinary, cool or quirky things they are doing, we can help improve our residents’ morale. Often, visitors and new residents see all the good of St. Joseph, where our own residents are the hardest on themselves. Our group wants to help change that.”

St. Joseph Community Branding LLC is a nonprofit organization led by a collaborative grassroots group of communications and creative professionals.

“Our group members all have specific audiences – businesses, tourists, students, etc., but we didn’t have one consistent message for our residents and potential residents alike,” Bailey said. “We know St. Joseph isn’t perfect. What town is? We have our quirks and we have problems to solve. But we have always persevered and we will continue to do so. One thing about St. Joseph, good or bad, it’s never boring and that’s something to take pride in.”

The campaign is funded by residents who believe in the campaign and have donated on its gofundme page and by investments by organizations and businesses whose leaders feel that St. Joseph is a unique place to live, work and play.



Some of the members of the creative and coordinating teams that helped form “Made With Uncommon Character” are pictured at the Launch Party on Aug. 4, 2017, at the Paradox Theatre in downtown St. Joseph. Photos by Patrick Evenson of Coverage Photography.





**Simon Fink and Jason Riley perform “Are You In Love?” This is an original song about St. Joseph written by Fink and performed first live at the launch of the Uncommon Character campaign. It will soon be available on iTunes. Below, attendees enjoy and record the performance of the song.**

Simon Fink, a musician with Under the Big Oak Tree, has written an original song about St. Joseph and its uncommon character in a song called, “Are You In Love?” It tells of St. Joseph’s past and the pursuit of current residents who continually strive to make their lives better.

“There was definitely some magic in the room when we met as a creative team last summer,” Fink said. “I used a lot of ideas from those creative sessions in the song, which I’m hoping will help people get excited about the campaign and about their town.”

The website is a tool for residents, tourists and potential residents. It has a full events calendar, job postings, information on education, housing and recreation options. It will be marketed so that when people search online for

relocating to St. Joseph, that the site is easily found.

“We want to make a good first impression, and make it easy for potential residents to find everything they need on one website. We think we’ve accomplished that,” Bailey said.

St. Joseph Community Branding LLC is led by Bailey, of the St. Joseph Chamber of Commerce. Members of the group include Joey Austin, Mosaic Life Care; Bridget Blevins, St. Joseph School District; Beth Conway, St. Joseph Convention & Visitors Bureau; Jomel Nichols, Missouri Western State University; and Mary Robertson, City of St. Joseph. Christel Gollnick, of JUPER Communications, LLC, serves with the group and has managed creative development in 2017.



## ATTENTION BUSINESSES

Made With Uncommon Character can help you recruit and retain employees! Brochures, videos, goodie bags for top recruits, social media channels and the website all provide information on what makes St. Joseph a good choice as a place to live and work. Use these materials in your recruitment efforts to help explain where St. Joseph is and why this is a good place to be.

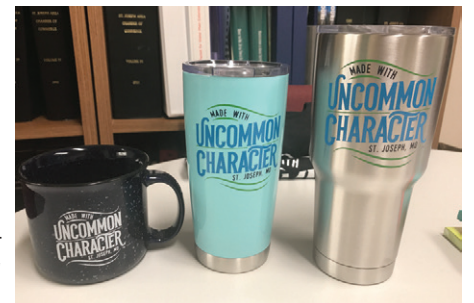
Encourage your current employees to follow Uncommon Character on social media to find out about events in the area, business openings and to learn about other residents who help make our city unique.

Want to help support the campaign? Buy Uncommon Character merchandise for your employees to wear on casual Fridays. You can even choose one of a dozen character traits that describes your company to customize your shirts or add your logo to help build city and company spirit.



## ATTENTION RETAILERS

Want to feature Made With Uncommon Character merchandise in your store or gift shop? These items have become popular since the Aug. 4 launch of the campaign and are currently only available online and at special events. Draw more shoppers into your store by letting the Uncommon Character campaign advertise your business as a place to purchase items.



Wholesale discounts are offered for orders of 12 or more for business use or retail sales. All money raised goes directly back into creating more campaign materials. Call (816) 364-4108 or e-mail [bailey@saintjoseph.com](mailto:bailey@saintjoseph.com) for more information.

[UNCOMMONCHARACTER.COM](http://UNCOMMONCHARACTER.COM)  
[FACEBOOK.COM/UNCOMMONCHARACTER](https://FACEBOOK.COM/UNCOMMONCHARACTER)  
[TWITTER.COM/SJCB\\_UNCOMMON](https://TWITTER.COM/SJCB_UNCOMMON)  
[INSTAGRAM.COM/UNCOMMONCHARACTER](https://INSTAGRAM.COM/UNCOMMONCHARACTER)

BUY MERCHANDISE ONLINE: [STORE.UNCOMMONCHARACTER.COM](http://STORE.UNCOMMONCHARACTER.COM)



# DowntownDigest

Information and photos provided by the St. Joseph Downtown Partnership

## St. Joseph Downtown Association Gets New Logo

The St. Joseph Downtown Association is pleased to introduce a new logo for the organization. The new logo was designed by Sandlot Strategic, a downtown creative and marketing company. The logo features historic buildings located in our downtown community. The organization is in the process of utilizing the logo for letterhead, envelopes, T-shirts, member stickers and more!



Crowds have packed into Coleman Hawkins Park at Felix Street Square for events this summer.

## Aglio 614

Authentic, homemade Italian and Mediterranean cuisines are now available downtown! Discover the ambiance and charm of this unique chef-driven restaurant located in the heart of downtown.

Chef Andrew Clark, of Bad Art Bistro, has expanded his skills to offer dishes made of only the freshest ingredients at 614 Francis St. The restaurant opens at 11 a.m. Monday through Saturday. To make reservations call (816) 259-5162.

## September will be packed with Events Downtown

This past summer was an extremely busy time for events at Coleman Hawkins Park at Felix Street Square. This venue has become the entertainment centerpiece of the St. Joseph community. Huge crowds came out to the "Sounds of Summer" concert series on Friday nights, the Imagine 11 concert series on Sunday nights, special events and festivals like Ride for Ryan, Coleman Hawkins Jazz Festival, St. Joe Pride Festival and the

new Celtic Street Faire. The fun times will continue downtown in September with more events!

**Joestock Music Festival:** Joestock 8 will be held on Labor Day Weekend. This festival is organized by the St. Joseph Music Foundation and is a three-day celebration of local live music. The St. Joseph Music Foundation hosts this event to showcase local talent and as a fundraiser for its local radio station, 93.3.

Artist / Band line-up and times:

Friday, Sept. 1, 2017

Grounds open at 4 p.m.

5 p.m. -- Tony Hernandez - original traditional blues acoustic

6 p.m. -- Scotty Plowman & Friends - original prog' bluegrass, folk, Americana

7 p.m. -- Aleah Ekoniak - original/cover, piano, guitar

8 p.m. -- Jerry's Kids - 60's era rock and roll

9 p.m. -- 2 Miles Deep - cover rock, blues & soul

10 p.m. -- Jamazon Cloud - rock, funk and blues

Saturday, Sept. 2, 2017

Grounds open at noon

1 p.m. -- Oxford Remedy, 90s Grunge to current indie/alternative, some originals

2 p.m. -- Stone Blind, Hard Rock Power Trio, originals/covers, Black Sabbath, Clutch

3 p.m. -- Thousand Years Wide, hard rock originals

4 p.m. -- Carbon, hard rock/metal originals, some covers

5 p.m. -- Daniel "Berg" Bergonzoni, original instrumental heavy metal

6 p.m. -- Amenazar Thrush, originals, rock, power ballads

7 p.m. -- BLACKOUT, hard rock originals/covers

8 p.m. -- Robo Hops, original alternative/ psych/ rock

9 p.m. -- San Francisco Sandolls, rock/alternative covers

10 p.m. -- The Devil & The Southern Fellowship, original/cover rock, 70s,80s or 90s

Sunday, Sept. 3, 2017

Grounds open at 10 a.m.

11 a.m. -- Mary Beth Rosenauer, covers and originals

Noon -- Shadow Rabbits, original acoustic duo

1 p.m. -- Triple Cross, original/rock/





metal

2 p.m. -- Stephanie Gummelt, acoustic originals

3 p.m. -- The Unplugged Matinee Band - originals, covers, rock, country and folk

4 p.m. -- Embers, rock covers, family group, father and daughters

5 p.m. -- The Re Agents, Americana/jam band

#### Coleman Hawkins Blues Festival:

The Coleman Hawkins Jazz Heritage Society exists to preserve the history of Coleman Hawkins and his music, to enhance the cultural development of persons of all ages in the community, and to promote an understanding and appreciation of the jazz style of music by bringing people together in a celebration of musical artistry. The society began a Blues Festival about 11 years ago and will host this year's festival on Sept. 8 and 9 at Coleman Hawkins Park at Felix Street Square. Some great blues bands will be on hand for this event.

Friday, Sept. 8:

5 p.m. -- Rich Berry Blues

6 p.m. -- Brody Buster OMB

8 p.m. -- The MGDs

Saturday Sept. 9:

2 p.m. -- St. Joseph Blues Academy Students

3 p.m. -- Dave Hays & Pedro Squella

4:50 p.m. -- Scottyboy Daniel Blues Band

6:40 p.m. -- Kansas City Boogie

8:30 p.m. -- Brick Fields

**Rock the Park:** The St. Joseph Downtown Association's kick-off event, Rock the Park was originally scheduled for May 19 but, unfortunately, the event was rained out. The event was re-scheduled for Sept. 15 at Coleman Hawkins Park at Felix Street Square. It will be the last event of the season for the St. Joseph Downtown Association. Oxymoron will open up the event at the concession building at 5 p.m. followed by the 80s band BOCC at 6:30 p.m. on the stage at the gazebo at Coleman Hawkins Park at Felix Street Square.

**Bluegrass Battles Hunger:** The goal of the committee that organizes the Bluegrass Battles Hunger Festival is to organize a successful annual event that attracts concert goers both locally and regionally, in an effort to support hunger relief efforts and awareness through support of Second Harvest Community Food Bank. This is the eighth year for the event at Coleman Hawkins Park at Felix Street Square. The line-up for the event is as follows:

Friday, Sept. 22, 2017

6 p.m. -- Shapiro Bros

7 p.m. -- Grassfed

8:30 p.m. -- Old Sound

Saturday, Sept. 23, 2017

3 p.m. -- The Trolley Dodgers

4 p.m. -- Whiskey for the Lady

5 p.m. -- No Mountain String Band

6 p.m. -- The Matchsellers

7 p.m. -- Steamboat Bandits

8:30 p.m. -- The Creek Rocks

\*Saturday between artists, Julie

Bennett Hume with Scott Tichenor will be performing.



Emily Gummelt will perform at Joe-Stock Labor Day Weekend.

# Griffons Mean Business

## Master of Information Management

*Enterprise Resource Planning using SAP™*

- ▶ 2 locations: St. Joseph and Kansas City
- ▶ SAP TERP 10 Certification class and exam
- ▶ Evening class times

[missouriwestern.edu/mim](http://missouriwestern.edu/mim)

## MBA

*Master of Business Administration*

- ▶ General Business
- ▶ Enterprise Resource Planning
- ▶ Forensic Accounting
- ▶ Animal and Life Sciences

[missouriwestern.edu/mba](http://missouriwestern.edu/mba)



SAP  
University  
Alliances

(816) 271-4351

Missouri Western is an equal opportunity institution.



# ON POINT



Your St. Joseph Chamber of Commerce  
-- on point representing business and community needs.

## **JOBS**

Helped create nearly 1,000 jobs and \$38 million in new payroll and \$488 million in capital investment in the last four years alone.

## **IDEAS**

Helped create programs for start-up businesses and entrepreneurs like St. Joe Sandbox, Cup of Joe and a new co-working space for entrepreneurs.

## **EDUCATION**

Developed programming to encourage students to pursue technical careers, including Manufacturing Day, and attendance programs to help students think of a school week like a work week.

## **GOVERNMENT**

Helped save 6,000 jobs and the 139th Airlift Wing as part of the Missouri River levee campaign. Led the charge to represent business needs in Washington, D.C., Jefferson City and in local government.



**ST. JOSEPH**  
Chamber of Commerce

We share the community's success with our public/private partners.

[saintjoseph.com](http://saintjoseph.com)



# Sealed Air Invests More Than \$74 Million in its St. Joseph Campus

Sealed Air, a food safety and packaging company in St. Joseph, continues to expand in the Stockyards Industrial Park.

In late 2016, the company announced it would invest an additional \$9 million in new equipment in the former Smurfit Stone facility, which is adjacent to Sealed Air's existing facility. This increases Sealed Air's original 2015 investment to \$74 million in the two St. Joseph facilities.

Aaron Conn, Plant Manager, recently spoke to St. Joseph Chamber of Commerce members about the company's history in St. Joseph and the recent investments.

The plant opened in St. Joseph in 1983 as Danish-owned Schur Pack and became Sealed Air in 1998. In 2016 alone, the St. Joseph facility produced 60 million pounds of finished product and employs 190 people both full and part time.

The company makes pouch packaging (an alternative to metal cans) for the food service industry. The company can provide custom sizes and customers can reheat in the packaging with tool-free opening technology. It has storage compression, so Sealed Air's packaging takes less space and costs less to transport than traditional canned storage methods.

Conn said that Sealed Air's packaging is used a lot in tomato-based products, soups and sauces, fruits, cooked meats and condiments. When asked why Sealed Air chose to stay in and heavily invest in its St. Joseph facility, Conn said that with manufacturing plants in Texas and South Carolina, Missouri is right in the middle and St. Joseph had the right building at the right time.

A new high-capacity, high-speed and high-impact printing machine was added at the St. Joseph campus.



"The printing press is one of two of its kind in the world," said Brad Lau, Vice President of Economic Development for the St. Joseph Chamber of Commerce. "It can make the picture images on the plastic packaging look life-like and the colors more resolute than what is typical on plastic packaging."

Tours are available for prospective customers.

"We're looking for opportunities to supply local businesses and build growth for the St. Joseph plant," Conn said.

For more information call (816) 238-1703.



**We are a Design/Build Contractor with full service capability. Utilizing Pre-Engineered Building Systems allows us to economically provide quality buildings for commercial, retail, industrial, institutional and religious applications.**



## Full Service Design/Build Contractor:

- Professional Design/Autocad Capability
- Stamped Engineering drawings • Schedules and budgets
- Steel framing designed around Varco Pruden Pre-Engineered steel
- Utilize any wall system, tilt-up, block, brick veneer, glass, EIFS
- We can take the project from your concept through completion of construction



**Recognized for Professional Excellence**

QUALITY CONSTRUCTION SINCE 1974

**"Reputation is Everything"**



**Design Flexibility**

621 S 5th-St. Joseph, MO 64501 • 816-232-8000 • [www.systembuildersinc.com](http://www.systembuildersinc.com)



# BusinessBriefs

## New Master's Degree at MWSU James Buck Joins AgriLabs

A new master's degree at Missouri Western State University, a Master of Applied Science in Assessment with a K-12 Cross-Categorical Special Education option, began this fall. It is offered entirely online.

"The need for effective educators who know how to teach students with mild or moderate disabilities becomes more critical every year," said Dr. Dan Shepherd, chair of Missouri Western's Department of Education. "Severe shortages of qualified special education teachers continue to persist locally, regionally, statewide and nationally. This new option will help address that shortage because it is specifically designed to prepare graduates for state licensure."

Successful completion of the degree will prepare graduates to complete the Missouri Content Assessment (MoCA) and qualify for K-12 Mild/Moderate, Cross-Categorical Special Education licensure from the Missouri Department of Elementary and Secondary Education. The new option replaces the option in Autism Spectrum Disorders (ASD), which is being phased out.

Dr. Susan M. Bashinski, associate professor of special education and director of graduate programs in education, said the program includes a significant amount of practical, hands-on experience with a strong foundation in current research and practice.

"This is an exciting addition to our graduate offerings in education," said Dr. Ben Caldwell, dean of Missouri Western's Graduate School. "We are always looking for ways to meet the needs of our region's students and employers, and this is a good example of adjusting our curriculum to help fill a significant need for schools and school districts in our region."

For additional information, visit [missouriwestern.edu/masa/cross-cat-sped](http://missouriwestern.edu/masa/cross-cat-sped). Discounted tuition is available to cohort groups who enroll.



AgriLabs is pleased to announce the hiring of James Buck as territory manager for the South East. Buck will be responsible for managing and implementing sales within his assigned territory.

"We are pleased to have James join the AgriLabs team," remarked A.J. Ebert, Sales Manager for AgriLabs. "He has over 30 years of experience in the animal health industry and a diverse set of skills in sales, which will prove to be an asset to our team."

Buck will be responsible for providing high-quality service to the AgriLabs network of distributors, veterinarians, dealers and producers in the South East region.

"AgriLabs has built a great reputation for innovation, quality and service in animal health, and I look forward to building new relationships while providing comprehensive service to AgriLabs customers," said Buck.

With over 30 years' experience in the animal agriculture industry, Buck has led sales efforts and supported field sales through training and IT technology initiatives. He began his career with The Tennessee Farmers Co-operative as an outside sales rep focused on feed sales to dairymen. In the late 1990s, he transitioned into the animal health industry. He held multiple positions with Boehringer Ingelheim, Merial Limited and Novartis Animal Health. His background in sales, sales training and CRM management led to an executive role with a family-owned sales training company.

Through these roles his expertise working with distribution to launch new products and technologies includes endectocides, anti-microbial and DNA technologies. Seeing

partners achieve their goals is a motivator and provides personal and professional satisfaction.

Buck was raised in Tennessee and attended The University of Tennessee majoring in Agriculture Business. He currently lives in Roanoke, Virginia, with his wife of 32 years. They have two grown sons who have both graduated from college and are successful in their own fields.

## Chamber Member Establishing Presence in St. Louis

Thomas McGee, L.C., a leading Midwest risk management company and member of the St. Joseph Chamber of Commerce, is establishing its first presence in the St. Louis market.

Founded in Kansas City more than 100 years ago as an independent

insurance agency, the company now handles third-party claims administration as well as commercial, surety, employee benefits and personal risk for the country's leading insurance carriers.

"The addition of the St. Louis office supports our goal for Thomas McGee to become a regional force," said Doug Joyce, managing partner. "Beyond the physical space, we're adding expertise in third-party claims administration that will complement the capabilities in our Kansas City office." Joyce assumed the helm of Thomas McGee in 2015 with a focus on organic growth.

Dan Greco will be director of the new St. Louis office, which will concentrate on third-party administration services. The firm has more than 80 employees; it expects to add about 15 employees in St. Louis.

**Maintenance & Landscaping**

**ARCHER LAWN CARE**

**Commercial & Residential**

- LAWN CARE PROGRAMS
- LANDSCAPE DESIGN & BUILD
- LAWN MAINTENANCE
- SPRINKLER & IRRIGATION
- LANDSCAPE MAINTENANCE

Call us today! **816-279-7200** [www.archerlawn care.com](http://www.archerlawn care.com)

**5201 NE Woodbine Rd. Saint Joseph, MO 64505**

75068416



# SmallBusinessMatters

## Business Best Practice: Including Differences

Abraham Lincoln said, "I don't like that man. I must get to know him better." That quote encapsulates how our lack of knowledge of others can alter our perceptions. In business, if you're not as successful as you want to be, it could be time to take a fresh view of your organization as it relates to diversity of: thought, perspectives, styles, ethnicity, race, gender and culture.



Most of us are familiar with the drawing that shows two faces or a vase. Initially, you will see just one or the other image.

However, after hearing a different viewpoint, you can then see the opposing image.

Business is no different. If you surround yourself with leaders who are just like you, with all the same ideas, there will be little room for innovation and ideas that challenge us and the status quo, which is necessary for a business to thrive.

According to English cleric and author Charles Caleb Colton, "We

owe almost all our knowledge not to those who have agreed, but to those who have differed."

As stated in the book FYI by Korn Ferry (2015), seeking to understand different perspectives and cultures is a skill that can be learned and results in a work environment that will help you learn and benefit from the wealth of knowledge and experience that diversity brings. It opens doors to new ways of thinking and new opportunities for building the success of your organization.

Companies committed to diverse leadership and workforce are more successful. According to research conducted by McKinsey & Company (2015) of 366 public companies, those in the top quartile for racial and ethnic diversity are 35 percent more likely to have financial returns above national industry medians, and companies in the top quartile for gender diversity are 15 percent more likely to have financial returns above their national industry peers.

Additionally, in the United States, there is a linear relationship between racial and ethnic diversity and better financial performance: for every 10

percent increase in racial and ethnic diversity on the senior-executive team, earnings before interest and taxes (EBIT) rise 0.8 percent. According to research from Bersin by Deloitte (2013), over a three-year period, diverse companies saw 2.3 times the cash flow per employee when compared to their less diverse peers.

The book FYI also states that in the increasingly global marketplace, business success is partially dependent on those who can interact effectively and respectfully with all. Research shows that employee engagement, innovation, teamwork, and the bottom line can be improved by truly valuing each other.

Essentially, diversity brings benefits that sameness can't, substantiating the need for businesses

to have a diverse leadership and workforce. The book says valuing differences will open doors to new ways of thinking and new opportunities for building the success of the organization. So how do you do this? (1) Seek to understand different perspectives and cultures. (2) Contribute to a work climate where differences are valued and supported. (3) Apply others' diverse experiences, style, backgrounds, and perspectives to get results. (4) Be sensitive to cultural norms, expectations, and ways of communicating.

"Whenever you see a successful business, someone once made a courageous decision," said Peter F. Drucker. Be courageous! Be successful!

***The Small Business & Technology Development Center (SBTDC) is located inside the St. Joseph Chamber of Commerce. You do not need to be a member of the Chamber to receive services. The SBTDC can complete a walk-through of your business to determine if there are any wastes that are causing your operation to run inefficiently and what can be done to correct those situations. All services performed by the SBTDC are pre-paid by the Small Business Administration, so there is never a charge to the business.***



Rebecca Lobina, Six Sigma Green Belt  
Regional Director  
Small Business & Technology Development Center  
NWMSU  
(816) 364-4105, lobina@nwmissouri.edu



**AL J. MUELLER**  
— DESIGN/BUILD CONSTRUCTION —

[aljmueeller.com](http://aljmueeller.com)

(816) 233-6055

(816) 233-3209 Fax

1305 S. 59th Street  
St. Joseph, MO 64507

*Together, with integrity and*  
**EXPERTISE** in  
DESIGN & BUILD CONSTRUCTION



# BusinessBriefs

## U.S. Bank Invests in Northwest Missouri Through Play Grants

Americans value play, but financial stress continues to limit play time. U.S. Bank, in partnership with Playworks, checked in with Americans across the country in a new survey, analyzing Americans' relationship with play. According to the survey, 98 percent of people said they think play is valuable, 86 percent believe it can relieve stress and yet 38 percent say financial stress prevents them from playing as often as they'd like.

U.S. Bank is responding by committing to reduce these barriers this summer through its Community Possible Month of Play. It starts with the bank investing \$6.6 million in local nonprofits supporting play programs and mobilizing 73,000 employee volunteers to help make play possible for 100,000 Americans. This includes donations to three nonprofits in the northern Missouri area.

The following nonprofits in the northern Missouri area received grants:

Allied Arts Council  
Bartlett Center  
St. Joseph Symphony Society

"We believe in the power of play," said Reba Dominski, chief social responsibility officer. "Play brings joy, stimulates creativity and innovation, helps with problem solving, and builds relationships. Play is critical to learning and development, health and creating a focus on the common good in diverse communities. Join us and make a commitment to get out and play during our Community Possible

Month of Play."

"During our month of Play, our goal is to make play possible for Americans across the country," said Mark Cochran, U.S. Bank lending team leader. "We believe we can achieve and even exceed our goal if everyone joins us. So, grab your family, co-workers and friends and get out and play this summer. And then tell us about it and share your stories. Play brings people together and together, we can build stronger communities."

Follow the journey at #CommunityPossible as we make play possible across the country. For more information, visit [www.usbank.com/community](http://www.usbank.com/community).

## Family Investment Center Featured in Kansas City Star

Dan Danford, founder/CEO of Family Investment Center, published the article "America is full of people who need help making financial decisions" on June 28, 2017, in the Kansas City Star.

Check out Dan's insights about investment layers and D-I-Y investment information, including "Whatever the reason for his paralysis, he did exactly what he had always done when the stock price shuddered: nothing. America is full of people just like these: hardworking, honest folks lacking the information and tools needed to make solid financial decisions."

Read more here: <http://www.kansascity.com/news/local/community/joco-913/article158639884>.html

Thinking of joining the Chamber?  
Visit [saintjoseph.com](http://saintjoseph.com)



CBIZ enables you to dedicate your time to critical business matters by providing custom solutions that help you manage your finances and employees. We offer clients exceptional quality and diverse capabilities with the personal attention your business needs and deserves, all with a single focus: **your success.**

**Property & Casualty Insurance Services**  
**Employee Benefits • Accounting**  
**Payroll & HR Services • Executive Recruiting**

*Plus other consulting services specifically customized to your company's needs*



CBIZ Insurance Services, Inc.

**Heidi Walker | Andy Burnham | Brett Dempsey**  
218 South 7th Street • 816.233.0201 • 800.776.8114  
[www.cbiz.com](http://www.cbiz.com)