

Business Perspective



OVERLAND PARK
K A N S A S
CHAMBER OF COMMERCE

September 2017

Chamber pledges support for investment in infrastructure and job creation

The Overland Park Chamber recently submitted a letter to Mayor Gerlach and City Council Members pledging the Chamber's support for the City's continued public/private investment in infrastructure and job creation. Signed by the members of the Chamber's board of directors representing companies from small retailers up to major employers such as Sprint, the letter notes record levels of redevelopment and outstanding growth attributable to the partnerships between and among elected local government, city staff and the Chamber.

Recognizing the delicate balance of competing fiscal management and investment interests, the letter notes that Overland Park has a proven track record of success in the advancement of infrastructure, public safety, job creation and redevelopment while maintaining

the lowest first-class city tax mill levy in the state.

Businesses and residents want to locate and invest in a community that is financially sound and invests in itself, the letter explains. "For 57 years Overland Park has been that place and your Chamber fully supports the City's leadership in continuing to fund that quality into the future."

The letter recognizes the City Council's judicious and analytical investments in job creation with a long range view of increased tax revenue for the community, appropriate benchmarks and clawbacks to ensure performance.

Examples of successful public/private investments in Overland Park presented in the letter include the increase in jobs and property tax receipts from construc-

(continued on page 4)

Our Mission:

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



Chamber Calendar

Ribbon cutting

Thursday, September 7, 2017 - 4:30 p.m.
Hustle and Heart Fitness, 8300 West 151st Street

Public Policy & Advocacy meeting

Friday, September 8, 2017 - 12:00 p.m.
Overland Park Chamber, 9001 West 110th Street

Wednesday Wake-up

Wednesday, September 13, 2017 - 8:00-9:00 a.m.
Advice & Aid Pregnancy Center,
10901 Granada Lane, Suite 100
Free and open to Chamber members only

Ribbon cutting

Thursday, September 14, 2017 - 2:00 p.m.
Greater Kansas City Public Safety Credit Union,
7721 West 123rd Street

Chamber Golf Tournament

Friday, September 15, 2017 - 12:30 shotgun
St. Andrews Golf Club, 11099 West 135th Street

Young Professionals Happy Hour

Tuesday, September 19, 2017 - 5:00-7:00 p.m.
Stagecoach Tavern, 9617 West 87th Street
Free for Chamber members; \$10 for non-members

Washington Update

Featuring U.S. Senator Jerry Moran
Friday, September 22, 2017 - 7:30-9:00 a.m.
Ritz Charles, 9000 West 137th Street
*\$32 per person for members and \$42 for non-members;
\$295 for a reserved table of 8 for members and \$385
for a reserved table of 8 for non-members*

OP After Hours

Thursday, September 28, 2017 - 5:00-7:00 p.m.
CoLab at Johnson County Community College,
12345 College Boulevard
Free networking event open to Chamber members only

Executive Leadership Series

Featuring Faruk Capan, Intouch Solutions
Wednesday, October 4, 2017 - 7:30-9:00 a.m.
DoubleTree by Hilton, 10100 College Boulevard
*\$30 per person for members and \$40 for non-members;
\$330 for a reserved table of 10 for members and \$440
for a reserved table of 10 for non-members*

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

SAVE THE DATE!

Chamber Annual Meeting

Wednesday, December 6

11:30 a.m.-1:30 p.m.
Overland Park Convention Center
6000 College Boulevard

Presenting Sponsor:

Sponsorships Available!
See page 5 for details.

Celebrating 50 years of business leadership!

Chamber Board and Staff

BOARD OFFICERS:

Michael Tracy, *Chairman*
OMNI Human Resource Management
Brett Bogan, *Chair-Elect*
Lathrop & Gage LLP
Mike Hess, *1st Vice Chairman*
HNTB Corporation
Stacie Gram, *2nd Vice Chairman*
Swiss Re America Holding Corporation
Chris Wally, *Secretary*
CBRE Kansas City
Charles Laird, *Treasurer*
Menorah Medical Center
Brad Stratton, *Past Chairman*
Overland Park Wealth Management

BOARD MEMBERS:

Marshaun Butler, **Children's Mercy Hospital Kansas**
Lance Collins, **YRC Worldwide**
Greg Crowley, **Crowley Furniture**
Jim Edwards, **Nothing Bundt Cakes**
Jarad Falk, **Charter Communications**
Craig Jeffries, **Empower Retirement**
Tim Kelley, **Security Bank of Kansas City**
Jodde Lanning, **Payne & Jones, Chartered**
Doug Lynn, **Sprint**
Don Pearce, **Pearce Construction Company**
Karsten Randolph, **Shawnee Mission Health**
Ryan Reeves, **UnitedLex Corporation**
Bob Regnier, **Bank of Blue Valley**
Clint Robinson, **Black & Veatch**
Stephen Rhorer, **SPX Cooling Technologies**
Tony Rupp, **Foulston Siefkin LLP**
Mark Thomas, **Copakem Brooks**
Steve Troester, **PGAV Architects, Inc.**
Dr. Todd White, **Blue Valley School District**
Lori Wright, **Kansas City Power & Light**

EX-OFFICIO BOARD MEMBERS:

Joe Andrick, **True North Hotel Group** [Convention & Visitors Bureau board representative]
Bill Ebel, **City of Overland Park**
Mayor Carl Gerlach, **City of Overland Park**
Dana Markel, **Visit Overland Park**
Greg Musil, **Douthit Frets Rouse Gentile & Rhodes** [2017 Chair of Overland Park Chamber Economic Development Council]
Tracey Osborne, CCE, Overland Park Chamber
Dr. Joe Sopcich, **Johnson County Community College**
Greg Wolf, **Dentons**

CHAMBER STAFF:

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

A 50-year partnership that reaps benefits

Last month I presented to the Mayor and Overland Park City Council a letter from the Chamber's Board of Directors to reinforce the business community's support for public investment in infrastructure, public safety and job creation. The letter was presented during the Council's analysis of the City's budget for 2018, but could just as appropriately have been presented on any Monday evening. The letter ([click here to view](#)), reflects upon the past success of our public/private partnerships and provides examples of the return these investments have yielded for our community.

In recent months, there has been some commentary during public hearings at Council meetings about the level of our city's taxation, and we wanted to address this head-on. The Chamber for the past 50 years has provided consistent messaging on this issue, particularly given that our members pay taxes both at the residential and commercial rates. You demand value for your dollars invested, and historically, as now, our expectation is public funds invested in infrastructure such as roads and interchanges, public safety and our quality of life yield a return on investment greater than those dollars spent. Our Board unanimously supported the 2012 increase in the mill levy as we preferred a tax increase to service eliminations that would have impeded business success and the quality of life we need to attract and retain talent.

Businesses and residents want to locate and invest in a community that is financially sound and invests in itself. For 57 years, Overland Park has been that place, and since our founding 50 years ago, the Overland Park Chamber has fully supported the City's leadership in funding that quality into the future. We thanked the Council for their longstanding partnership with the business community and excellent stewardship of our dollars that has produced a nationally-ranked city and the lowest-first-class city tax mill levy in the state. We reiterated our support for the City's continued investment in infrastructure, public safety, quality of life and job creation into the future.

The letter from our Board contains several examples of public/private partnerships through the years that exemplify why our history of investing in job creation and economic growth has been prudent. Beginning in 1997 with the investment in Universal Underwriters, now known as **Zurich**, the examples demonstrated that this Council and others preceding it have applied the economic tools available on a careful and analytical basis that has proven successful and advantageous to us as a community and for taxpayers.

While it's politically popular to talk about "corporate welfare" or "winners and losers," this investment, the way Overland Park applies it, has been a win-win all around. It's a win for companies as they grow, it's a win for the community as new jobs and investment are created, and it's a win for taxpayers as more taxes are generated than originally assessed. The analysis of these projects provides a picture of the effectiveness the City's partnership garnered in terms of jobs and financial growth.

We believe our community is at a crossroads as we enter into our visioning process for the next 20-30 years. As the voice of business, we have pledged our continued support and partnership in our mutual missions to create jobs and enhance our quality of life amenities. Your Chamber Board members individually signed the letter to collectively encourage and endorse continued public investment in Overland Park's infrastructure, public safety and economic development as key to our success.



Tracey Osborne, CCE
Chamber President
[@traceylosborne](#)

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

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Phone: (913) 491-3600 • Fax: (913) 491-0393 • opcc@opchamber.org • www.opchamber.org

Washington Update

featuring
**U.S. Senator
Jerry Moran**



Join us for the Washington Update breakfast featuring U.S. Senator Jerry Moran, who will provide an update on important issues being debated in Washington, D.C. that impact our local business community.

Friday, September 22
7:30-9:00 a.m.

Ritz Charles Overland Park
9000 West 137th Street

Members: \$32 per person
\$295 for a reserved table of 8

Non-members: \$42 per person
\$385 for a reserved table of 8
(Breakfast is included)



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

Join us at this networking event!

Wednesday Wake-up

A Business Before Hours

Wednesday, September 13

8:00-9:00 a.m.

Hosted by



10901 Granada Lane, Suite 100



Join us for networking over coffee and breakfast at **Advice & Aid Pregnancy Center**. This community resource offers a safe, confidential and caring environment to provide evidence-based, medical information about parenting, adoption and abortion in helping women and their families make an educated decision about an unplanned pregnancy.

Free and open to Chamber members only.

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

2017 GOLF TOURNAMENT

Friday, September 15, 2017

12:30 p.m. shotgun start

St. Andrew's Golf Club

Sponsored by



MENORAH MEDICAL CENTER
OVERLAND PARK REGIONAL
MEDICAL CENTER

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

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Lunch Sponsor

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Soft Drinks Sponsor



Signage Sponsor



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- Cosentino's Market Blue Valley
- Fortune Financial Advisors
- INTRUST Bank
- Kansas City Crusaders / Digital Ally Open
- Landmark National Bank
- Kansas State University Olathe
- Lathrop & Gage LLP
- Mid American Credit Union
- McCownGordon Construction
- Overland Park Modern Dentistry
- Renewal by Andersen
- Security Bank of Kansas City
- Valbridge Property Advisors | Kansas City



To promote your business to golfers:

Celia at (913) 766-7603 or cfritzwatson@opchamber.org

Join us at this networking event!



Thursday, September 28

5:00-7:00 p.m.

CoLab at **Johnson County Community College**

12345 College Boulevard

Join us for a fun evening of networking, delicious food and drinks at The CoLab, **Johnson County Community College's** new collaboration center where students, faculty and community partners create collaborative, experiential learning opportunities.



Free and open to Chamber members only.

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

CHAMBER ANNOUNCEMENTS

Executive Leadership Series

INSIGHTS FROM THE TOP
Overland Park Chamber of Commerce

Join us for this program featuring executive insight on business leadership.

Proudly sponsored by:



Wednesday, October 4

7:30-9:00 a.m.

DoubleTree by Hilton Kansas City-Overland Park

10100 College Boulevard

featuring

Faruk Capan, [Intouch Solutions](#)

Throughout his career, Faruk Capan has capitalized on the possibilities that lie at the intersection of health care and technology. As founder and CEO of **Intouch Solutions**, his vision drives the health care marketing agency, his clients and the entire industry forward. Faruk was named a Top 40 Healthcare Transformer by MM&M in 2015. He also was named Industry Person of the Year by Med Ad News and PharmaVOICE magazine's 100 Most Inspiring People.



Members: \$30 per person or \$330 for a reserved table of 10
Non-members: \$40 per person or \$440 for a reserved table of 10

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

Click advertisement below for event details.

BrewFest 2017

FOOD, BEER, MUSIC, GAMES & FUN ALL INCLUDED WITH ADMISSION

OCTOBER 14, 2017, 4:00 P.M. – 8:00 P.M.
GENERAL ADMISSION – \$50, VIP – \$75
VIP INCLUDES FIRKIN TAPPING AT 3:00 P.M.

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OPABG.ORG

Chamber pledges support cont. . . .

tion and expansion by major employers including US Bank, **Black & Veatch** and Universal Underwriters Group (now **Zurich**).

The letter referenced a 2014 Kansas Legislative Post Audit study that analyzed a statewide sample of 42 projects (including 20 in Johnson County) that concluded the public/private investments generated more business activities in Kansas than an across-the-board tax

cut equal to the incentive would have and that local programs contributed a return on investment of \$46.80 per \$1 invested.

The Chamber Board, in conclusion, pledged its support for public partnerships with the business community and stated the key to our future is continued investment in Overland Park's infrastructure, public safety and economic development.

Hope Adams interning at Chamber

We are pleased to have Hope Adams, a Blue Valley North High School senior as a CAPS intern at the Chamber this semester. With a passion for marketing and event planning, she is looking to get hands-on experience to help her plan her career after college. She has plans to pursue a marketing degree at the Mays Business School at Texas A&M University.

Hope is a native of Austin, Tx., and has lived in Kansas since 2010. She is the second oldest of five daughters.



Hope Adams

Hope plays club soccer and on her high school team. She also enjoys giving back to the community by volunteering with the National Charity League.

2018 directory offers advertising opportunities

The Overland Park Chamber's 2018 Membership Directory, now in production, offers advertising opportunities for Chamber members. We are working with longtime partner **MetroMedia, Inc.**, to produce this publication.

To learn more about advertising in the directory, contact Kathy Moore, **MetroMedia Inc.**, at (913) 951-8441 or kmoore@metromediapublishers.com.

Complete and return your verification form to ensure your company information!

If you are the Chamber's primary contact at your business, please make updates on the verification form when you receive it and return it as soon as possible. If you need the verification form resent, please contact Amy at (913) 491-3600 or astock@opchamber.org.

Vote on November 7!



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Book your Holiday Party by October 31st and receive a Special Incentive!

13500 Nall Avenue | Overland Park, KS | 913-681-2165

Annual Meeting offers sponsorship opportunities

As we reflect on the leaders and companies that have developed Overland Park over the past 50 years, our Annual Meeting Luncheon on **December 6** at the **Overland Park Convention Center** will be a great opportunity for your company to gain visibility in front of more than 500 business professionals. Available sponsorships:

- **Gold Sponsor:** \$5,000 (2 available)
- **Silver Sponsor:** \$3,000 (3 available)
- **Corporate Table Sponsor:** \$1,000 (5 of 10 available)
- **Awards Sponsors:** \$500 (4 of 5 available)

For details: Celia Fritz-Watson at (913) 766-7603 or cfritzwatson@opchamber.org.

To advertise here next month, contact Stan at slawson@opchamber.org.

GET ON THE GOOD LIST THIS YEAR

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PRIVATE AND SEMI-PRIVATE ROOMS
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BOOK TODAY!
VISIT DAVEANDBUSTERS.COM/HOLIDAY

*Restrictions apply. OFFER EXPIRES 12/31/2017. This offer must be redeemed at the time of booking. Offer valid only for private event bookings (10/31/17 - 12/31/17). 20% discount requires a booking and \$1,000 minimum spend prior to tax, gratuity and outside vendors. 20% discount applied on food, non-alcoholic beverages, Private Dining and Rental Fees only and excludes all other charges including gratuity, outside vendors, tax and gratuity that vary with any other offer. Promotional restrictions for recurring hotel packages (Monday through Friday, Double, Unlimited Daily Breakfast, Standard Buffet & Food for thought. Special event may be restricted outside of valid dates. The 20% discount will not apply. Payment restrictions apply and will be outlined every by location. See above for details.

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ME5C2

NEW MEMBERS / REINVESTED MEMBERS

Welcome new members!

We are pleased to introduce these new Chamber members:

Bassett Home Furnishings

Greg Crowley
6801 West 135th Street, Suite A41
Overland Park, KS 66223
(913) 839-0200
chad@bassettkc.com
www.bassett.com
Furniture Dealers, Home Decor

Burn Boot Camp

Callie Phillips, Franchise Owner
6600 College Boulevard, Suite 100
Overland Park, KS 66211
(913) 515-0714
overlandpark@burnbootcamp.com
www.burnbootcamp.com
Fitness, Health and Fitness Program
Consultants

Clearent

Vernon Finkenbinder, Account
Executive
1715 North Ridgeview Road
Olathe, KS 66061
(913) 209-0703
vfinkenbinder@clearent.com
www.clearent.com
Credit Cards - Merchant Services

Colonial Life

Katherine Harris, Territory
Recruiter
7015 College Boulevard, Suite
350
Overland Park, KS 66211
(913) 249-5493
KHarris@coloniallife.com
www.coloniallife.com
Insurance

CORE Strategies Physical Therapy

Jennifer Caswell & Danielle
Debbrecht, Co-owners
10400 West 103rd Street, Suite
22
Overland Park, KS 66214
(913) 322-4000
jennifer@coreptkc.com
www.coreptkc.com
Physical Therapists, Health &
Wellness

FranNet

Phil Cansler, Franchise Specialist
18824 West 98th Terrace
Lenexa, KS 66220
(913) 707-3960
pcansler@frannet.com
www.frannet.com
Franchising

I Love Kickboxing

AnnaMarie Womack, Owner &
General Manager
6912 West 135th Street
Overland Park, KS 66223
(913) 851-4040
overlandparkks@
ilovekickboxing.com
[www.ilovekickboxing-
overlandparkks.com](http://www.ilovekickboxing-
overlandparkks.com)
Fitness, Health & Wellness

Isagenix - Living The Dream #LTD

Lucie Williams, Co-Founder
Overland Park, KS 66213
(660) 281-9813
info@livingthedreamltd.com
www.livingthedreamltd.com
Health & Wellness, Weight Control
Service

Nature's Touch Cleaners

Jeff Kutcher, Owner
8073 West 159th Street
Overland Park, KS 66223
(816) 831-8989
jeff@naturestouchkc.com
www.naturestouchkc.com
Dry Cleaner

Office Pride of Overland Park

Sherryl Nens, Owner/President
7111 West 151st, #24
Overland Park, KS 66223
(913) 717-0222
sherrylnens@officepride.com
[www.officepride.com/
overlandpark-0306](http://www.officepride.com/
overlandpark-0306)
Janitor Service, Cleaning Services

Peer Technical - Veteran Owned

Rob Del Popolo, Account Mgr.
8801 Ballentine Street, Suite 400
Overland Park, KS 66214
(913) 703-4920
rdelpopolo@peertechnical.com
www.peertechnical.com
Employment Agencies & Services,
Executive Search Consultants

Porto Do Sul Brazilian Steakhouse

Leonice Ludwig, Chef/Owner
11900 Metcalf Avenue
Overland Park, KS 66213
(913) 283-9180
leonice@portodosul.com
www.portodosul.com
Restaurants, Event Space

SERC Physical Therapy - Overland Park

Jenna Weis, Clinic Director
7211 West 110th Street
Overland Park, KS 66210
(913) 451-7373
jweis@serctherapy.com
www.serctherapy.com
Physical Therapists, Occupational
Therapists

SERC Physical Therapy - Stanley

Tyler Lampe, Clinic Director
8019 West 151st Street
Overland Park, KS 66223
(913) 685-5803
tlampe@serctherapy.com
www.serctherapy.com/stanley
Physical Therapists, Health &
Wellness

Workforce Partnership

Keely Schneider, Exec. Director
9221 Quivira Road
Overland Park, KS 66215
(913) 577-5900
www.workforcepartnership.com
Employment Agencies & Services

Member Renewals

We thank these companies for their membership reinvestments in July 2017:

40-50 Years

Rau Construction Company

20-39 Years

BNSF Railway Company
Buchanan Clarke Schlader LLP
Fisher Patterson Sayler & Smith,
L.L.P.
Garden Terrace at Overland
Park
Hechler Orthodontics
Logan Logan & Watson, L.C.
Martin, Pringle, Oliver, Wallace
& Bauer, LLP
Prairie Life Center
Santa Fe Body, Inc.
SPX Cooling Technologies
Waddell & Reed Financial, Inc.
Wellington

10-19 Years

Ajilon
Cleveland University-Kansas
City

Display Studios
Financial Engines (formerly The
Mutual Fund Store)
Holmes Murphy & Associates
Hutchins & Haake, LLC
McCownGordon Construction
OptumRx
Parker Communications Group
Tequila Harry's Mexican
Restaurant
VanTrust Real Estate, LLC

5-9 Years

Boyer & Corporon Wealth
Management, LLC
DEG
Fortune Financial Advisors, LLC
Hovey Williams LLP
Lansing Trade Group
Morningside Place Alzheimer's &
Memory Support Residence
New Birth Company
Primrose School of Overland
Park

Rasmussen College
Savers

I-4 Years

APEX Career Services
Baron Contracting Corporation
Farmers Insurance - The
Wertzberger Agency
Hawthorne Plaza, LLC
The Healthcare Resort of
Shawnee Mission
Heartland Soccer Association
McCallum Place Eating Disorder
Centers
MW Builders, Inc.
The Navigators
Nothing Bundt Cakes Overland
Park
REACH Healthcare Foundation
SARIN Energy Solutions
Servpro of Leawood/Overland
Park
TITLE Boxing Club 119th
WaterFront Wealth

OP After Hours

hosted on August 3 by

JOHNSON COUNTY
Arts & Heritage Center



Michael Tracy, **OMNI Human Resource Management**; Pat Grazier, **Lenny's Subs**; Rob Hess, **Foodsby**.



Dan Riggs, **HighPointe Financial Group**; Eric Rome, **Spencer Fane LLP**; Jonathan Lohmann, **First National Bank**.



Paul Snider, **RideKC**; Brad Stratton, **Overland Park Wealth Management**; Tony Rupp, **Foulston Siefkin LLP**.

Mary Galloway, **Kansas City Eye Clinic**; Josh Smith, **Johnson County Community College**; Matt Nichols and Julie Cortes, **Freelance Exchange of Kansas City**.



Becky Lisner, Sherry Saylor, Sherie Small and Franci Massey, all with **Spectrum Business**; Crystal Howard, **Spencer Fane LLP**.



Debbie Shaffar and Lori McKenna, **Adelman Travel**; Mary Galloway, **Kansas City Eye Clinic**; Randy Harris, **Chick-fil-A Overland Park**; Anita Tilton, **Coffee News Door 2 Door**.

Wednesday Wake-up

A Business Before Hours

hosted on August 9 by

Shawnee Mission Health
OVERLAND PARK



Lance Collins, **YRC Worldwide**; served as Master of Ceremonies.



Teresa Reh, **AdvoCare**; Jennifer Caswell and Jenna Stones, **CORE Strategies Physical Therapy**; Kelly Lieberman, **Everyday Home Care**; Danielle Debbrecht, **CORE Strategies Physical Therapy**.



Michael Funaro, **Kansas City Crusaders/Digital Ally Open**; Bryan Meyer, **Topline Business Management**; Leo Buse, **True North Hotel Group**.



Chairmen in 1980s continued Chamber momentum

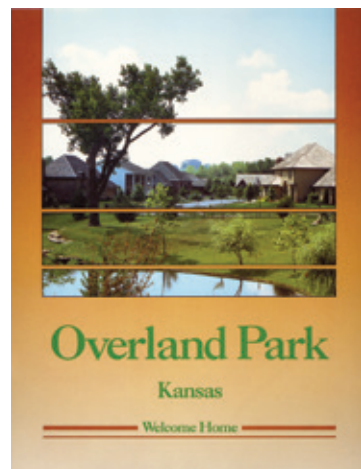
Chairmen in the 1980s continued to lead the Overland Park Chamber along the path their predecessors had thoughtfully laid out in the 1960s and 1970s, ensuring that the organization's priorities continued to focus on quality of life, economic development and public policy that led to a vibrant business environment. This month we reflect on Chamber chairmen from the 1980s.

1980 – Steve Rose was publisher of the Johnson County Sun, the local newspaper originally founded by his parents. Steve led the chamber in its push to retract the occupational tax. After a prolonged and contentious effort, the City agreed to rescind the measure. During his time on the Chamber board, he also was a strong advocate for promoting Mary Birch to Chamber president after the death of Dick Molamphy. After Steve sold Sun Publications, he established **Metro-**



Steve Rose
1980

Media, Inc., publisher of chamber directories and lifestyle publications including the *Kansas City Jewish Chronicle*. He also has been a columnist for the **Kansas City Star**. He co-chaired the bi-state initiative that saved Union Station.



Early EDC brochure.



1981 – Bud Brown was the owner of Bud Brown Chrysler-Plymouth. During his chairmanship, Bud emphasized greater cooperation with the city. He also led the Chamber's efforts to ensure expanded commercial zoning along College Boulevard. He passed away March 21, 2013.

1982 – Kirby Deeter helped found **Varnum Armstrong Deeter L.L.C.** in January 1969. During his time as chairman, the Chamber worked to defeat a proposal to raise zoning and development fees in the city. Kirby also pushed to expand economic education for students in the **Shawnee Mission** and **Blue Valley** school districts. In addition, he helped to significantly improve

relations with the Overland Park City Council and the Planning Commission. Today, Kirby continues to work as a principal and broker at Varnum Armstrong Deeter LLC.



Kirby Deeter
1982



Bud Brown
1981

1983 – Phil Kline was a founding partner of Shafer and Kline, Civil Engineers (now **Shafer, Kline and Warren**, which also is a charter member of the Chamber) as well as a public servant. Although he was president in 1983, the president-elect, Jim Pirner, initially served in his place while Phil served his first term as a member of the Kansas House of Representatives. His chairmanship saw the beginning of Leadership Overland Park as well as a strengthened relationship with the Johnson County delegation. Following his term, Phil continued to serve in the state legislature until 2001. He passed away February 19, 2014.

1984 – Jim Pirner worked for TeleCable of Overland Park. During his time as Chairman, Mary Birch was promoted to president of the Chamber. Jim also began to raise awareness about school finance issues among those in the business community. Following his term, Jim remained involved in the



Phil Kline
1983



Jim Pirner
1984

community for a number of years before retiring to Colorado with his wife.

1985 – Michael H. Fragale was with Sutherland Lumber Company. During his time as Chairman, the **Shawnee Mission School District** saw a great deal of growth and change, in terms of number of students and expectations. Fragale encouraged the Chamber to strengthen its ties with both the community and neighboring chambers. Michael eventually retired, but continues to call Overland Park home.

1986 – Ron Nelson was owner of Overland Park Garden Center, which he started in 1964. A charter member of the Chamber, this business now is known as **Family Tree Nursery**. During his time in office, the City, the Chamber, and the Convention and Visitor's Bureau began to explore the development of the convention center. Ron retired after more than 40 years and passed the business on to his son Eric.

1987 – Jim Hix was founder and later president/owner of Bossler-Hix Personnel Service, Inc. As Chairman, Jim made the decision, along with Mary Birch, to create the

(continued on the next page)



Michael Fragale
1985



Ron Nelson
1986



Receiving new member plaques last month from Chamber President Tracey Osborne were Leonice & Edson Ludwig, **Porto Do Sul Brazilian**; AnnaMarie Womack, **I Love Kickboxing**; Jeff Kutcher, **Nature's Touch Cleaners**; Rob Del Popolo, **Peer Technical**; Bryan Meyer, **Topline Business Management**; Sherryl Nens, **Office Pride of Overland Park**; Fred Cornwall, **DeMarche Associates**; Vernon Finkenbinder, **Clearent**; Danielle Debbrecht and Jennifer Caswell, **CORE Strategies Physical Therapy**; Jennifer Ryan, **Arbor Development**; and Jerred Mann, **Anytime Fitness**.

1980s Chairmen cont. . . .

Economic Development Council. Additionally, he



Jim Hix
1987

worked to form a separate Overland Park Convention and Visitors Bureau. Also during this time, the

I-435 & Quivira interchange opened and work began on the Antioch interchange. Jim went on to serve as a member of the Overland Park City Council for 12 years.

1988 – Sen. John Vratil was an attorney for Lathrop, Koontz & Norquist (now

Lathrop & Gage).

John's term saw the relocation of the Chamber office to Corporate Woods and the expansion of the city's allocation to



John Vratil
1988

the EDC. It was also during this time that discussions began over the University of Kansas Regents Center. After being appointed to the Kansas State Senate in 1998, John continued to serve until 2012 and was Vice President of the Senate.

1989 – Bruce Robb was with **Varnum Armstrong Deeter L.L.C.** Bruce's year as chairman coincided with a burst of

expansion for Overland Park, including growth in the Blue Valley School District and the city's efforts to

develop 119th as well as 135th Streets. The Chamber moved towards selling more services. Bruce remained active in the local real estate market, and will soon be retiring after more than 40 years.



Bruce Robb
1989

Next month, we'll recall Chamber Chairmen from the 1990s.

Sponsor Spotlight:



Improving life in the communities we serve

More than 130 years ago, a small group of forward-thinking friends believed electricity was more than a novelty. Every day, our employees honor our founders' standards: innovation, entrepreneurship and community leadership.

As an investor-owned, regulated electric utility, we serve more than 800,000 customers in 47 northwest Missouri and eastern Kansas counties. With a service area of about 18,000 square miles, it takes more than 3,000 miles of transmission lines, 24,000 miles of distribution lines and more than 400 substations to deliver power to our customers.

Our region also benefits from:

- **Community Impact** - KCP&L employees volunteer nearly 20,000 hours each year to support the neighborhoods in which we live and work. Employees also supplement our corporate community investments with more than \$1 million of their own money.
- **Environmental Focus** - In all our sustainable efforts, we strive to improve, protect and conserve beyond what the law asks of us. One way we can ensure reliable and affordable electricity is by offering energy efficiency solutions that reduce what's needed to power our customers' lives. We also invest in renewable initiatives to build a foundation for the future. We ensure our coal-fired plants are among the cleanest in the country. And we develop environmental conservation efforts to create fertile habitats for wildlife.
- **Economic Support** - Our Economic Development Team is ready to help your business grow and prosper. Our team offers a deep understanding of how the needs of your energy infrastructure drive economic development. Our knowledge of local business dynamics, energy costs and incentives will save time and conserve resources.

For more information: www.kcpl.com or (816) 471-5275



RECENT EVENTS



City Council President John Thompson, Chamber Chairman Michael Tracey and Chamber Diplomats helped owners Mike and Teresa Rosenthal and their team celebrate a ribbon cutting for **HairMax Salon**, 12675 Metcalf Avenue. HairMax Salon is a full-service salon with an emphasis on healthy hair and solutions for thinning hair. HairMax International is a leader in laser hair therapy and associated products to correct thinning hair. For more information: (913) 851-4644 or www.hairmaxkc.com.



City Council President John Thompson, Chamber Chairman Michael Tracy and Chamber Senior Vice President Beth Johnson helped owners Mike & Lisa Clausen celebrate a ribbon cutting for **Peer Technical Group**, 8801 Ballentine Street. Peer Technical is a veteran-owned nationwide staffing and search firm. For more information: (913) 703-4920 or www.peertechnical.com.



City Council Member Rick Collins, Chamber President Tracey Osborne, Bassett CEO Rob Spilman and other business leaders helped Greg, Beth and Laura Crowley and Chad Rayborn, Manager, celebrate a ribbon cutting for **Bassett Home Furnishings**, 6801 West 135th Street, Suite A41. For more information: (913) 839-0200 or www.bassett.com.

Member News & Events

Companies interested in doing business with **Johnson County** are invited to an event where they will be able to meet with county department representatives to discuss business needs and to attend a session on how to do business with Johnson County, 9 a.m.-noon on **September 18** at the Johnson County Administration Building, 111 S. Cherry Street. Registration is not required for this event. For additional information: Robin Lynes at (913) 715-0596 or robin.lynes@jocogov.org.

Crowley Furniture has opened **Basset Home Furnishings** at 6801 West 135th Street in **Corbin Park**.

Sherryl Nens has opened **Office Pride of Overland Park**, a local franchise of the national commercial cleaning company.

Bambou Salons & Spa announced plans to move into the former bank building at 7341 West 80th Street in

Downtown Overland Park. Owner Sean Barnard said “We are creating our flagship salon and spa in this wonderful city that is reinventing itself as a vibrant community.”

Garver has again been recognized as a “Best Firm to Work For,” making another appearance on Zweig Group’s ranking of the nation’s best multi-discipline architecture, engineering, and environmental consulting firms to work for.

Kansas State University Olathe’s adult and continuing education program has been renamed to the adult learning and leadership program.

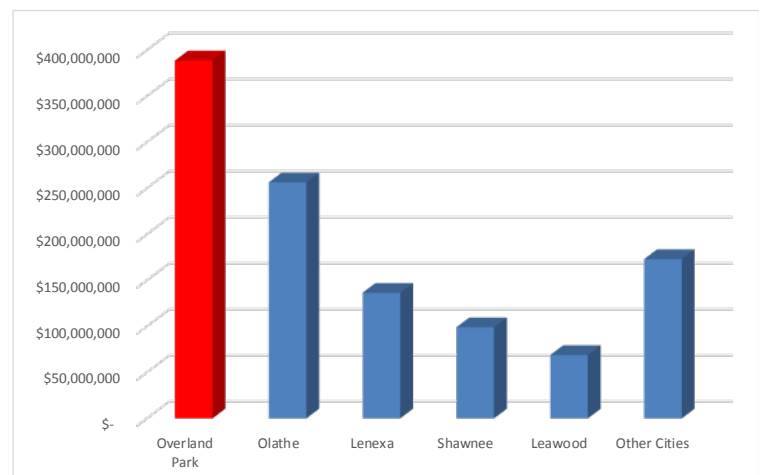
The **Terracon** Foundation awarded \$110,300 in grant and scholarships supporting dependents of employees.

Olathe Public Schools is one of seven school districts selected to participate in the Kansans Can School Redesign project.

(continued on the back page)

Overland Park Retail Sales

May 2017



Overland Park companies appear on 2017 Inc. 5000 list

Another year, another strong showing for Overland Park-based firms on the illustrious Inc. 5000 list of the fastest growing companies in the nation.

Of the 40 Kansas City area companies that made the list this year, 21 were in Johnson County. Of those companies, 15 have headquarters in Overland Park.

Lifestyle Publications

appeared for the third time on the list, coming in at #2036. The company publishes community-based magazines focused on family features, local business and community events. Lifestyle Publications boast a three-year growth rate of 184% and generated \$11.6 million in revenue in 2016.

DEG was ranked #3072 on the list, its seventh consecutive appearance among the Inc. 5000. DEG offers digital marketing, integrated e-commerce, social media and collaboration strategies for companies of all sizes. In addition to \$38.3 million in revenue last year, the company also has a three-year growth rate of 108%.

TITLE Boxing Club was ranked #4337 based on its

three-year growth rate of 60%. They operate a growing fitness franchise of boxing and kickboxing classes through its 150-plus locations, and over 500 more are in development. In 2016, the company earned \$65 million in revenue. This is TITLE Boxing Club's fourth appearance on the list.

Other Overland Park companies on the 2017 Inc. 5000 list include:

- #884 – Hinrichs+Pesavento
- #1563 – United States Appraisals
- #2165 – Go Local Interactive
- #2167 – Propio Language Services
- #2369 – eSolutions
- #2533 – United Mortgage
- #3034 – ProPharma Group
- #3187 – Titan Protection and Consulting
- #3468 – Avenue Link
- #3844 – Platinum Realty
- #4127 Mortgage Lenders of America
- #4222 – Dimensional Innovations

Together, the 15 Overland Park businesses on the list employ over 2100 people and generated more than \$420 million in revenue in 2016.

Thank you, 2017 EDC Investors

We thank these companies for their investment in the Chamber Economic Development Council since January 2017:

- 2Point Construction Company LLC
- Affinis Corp
- Arbor Development, LLC - **New!**
- Atmos Energy Corporation
- Bank of Blue Valley
- Bear Claw Construction Management, LLC - **New!**
- Black & Veatch
- Block Real Estate Services, LLC
- Blue Valley School District
- CBRE Group Inc.
- Central Bank of the Midwest
- Children's Mercy Hospital Kansas
- City of Overland Park
- Crossland Construction Company - **New!**
- Curtin Property Company
- Dentons
- DLR Group
- DoubleTree by Hilton Kansas City-Overland Park
- Douthitt Frets Rouse Gentile & Rhodes
- Downtown Overland Park Partnership, Inc.
- Empower Retirement
- Equity Bank - **New!**
- First National Bank
- Fogel-Anderson Construction
- Fortune Financial Advisors, LLC
- Foulston Siefkin LLP
- GBA
- Harmon Construction, Inc.
- Hawthorne Plaza, LLC
- HNTB Corporation
- Hoefer Wysocki Architects L.L.C.
- INTRUST Bank
- JE Dunn Construction Company
- Johnson County Community College
- Kansas City Power & Light
- Kansas Gas Service
- Landmark National Bank
- Lathrop & Gage LLP
- Marriott Kansas City Overland Park
- McCownGordon Construction
- Menorah Medical Center
- Merrill Companies
- MW Builders, Inc.
- Occidental Management, Inc.
- Olsson Associates
- Overland Park Regional Medical Center
- Oxford Realty LLC - **New!**
- PGAV Architects, Inc.
- PNC Bank
- Polsinelli
- Price Commercial Realty
- Rasmussen College
- Rau Construction Company
- Rees Masilionis Turley Architecture
- Rosana Square/Mark One Electric
- Saint Luke's South Hospital
- Scott Rice Office Works
- Security Bank of Kansas City
- Shawnee Mission Health
- Shawnee Mission School District
- Sheraton Overland Park Hotel
- Sprint
- Stinson Leonard Street
- Stoltz Management Company
- Sunflower Bank
- Titan Built, LLC
- Turner Construction
- University of Kansas Edwards Campus
- Varnum Armstrong Deeter, LLC.
- Visit Overland Park
- WaterOne
- White | Goss, a Professional Corporation
- Yaeger Architecture, Inc.

*EDC investors since January 2017

For information about becoming an EDC investor: Beth Johnson at bjohnson@opchamber.org or (913) 766-7612.

Unemployment

	June 2017	June 2016
Overland Park	3.3%	3.7%
Johnson County	3.2%	3.6%
Kansas City Metro MSA	3.8%	4.5%
State of Kansas	3.7%	4.2%

(These percentages are not seasonally adjusted)

– Kansas Labor Information Center (KLIC)

Building Permits in Overland Park

	New Commercial	Institutional, Schools	Other Commercial	Totals
July 2017	1	1	106	108
Square Feet	450	170,389	NA	170,839
Value	\$37,931	\$18,852,537	\$8,913,138	\$27,803,606

– City of Overland Park

Thank you to our 2017 Sponsors!

Corporate Partners



Corporate Sponsors

[Affinis Corp](#)

[Corporate Woods](#)

[First National Bank](#)

[JE Dunn Construction Company](#)

[Johnson County
Community College](#)

[Kansas City Power & Light](#)

[Kansas Gas Service](#)

[Saint Luke's Health System](#)

[The University of Kansas
Edwards Campus](#)

Leadership Circle Sponsors

Children's Mercy Hospital Kansas

Fortune Financial Advisors, LLC

OMNI Human Resource
Management

Overland Park Funeral Chapel /
Johnson County Funeral Chapel and
Memorial Gardens

Overland Park Wealth Management

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



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Member News contd. . . .

The Breast Center at Sarah Cannon Cancer Institute at **Overland Park Regional Medical Center** and **Menorah Medical Center** has been granted three-year/full accreditation designations by the National Accreditation Program for Breast Centers, a program administered by the American College of Surgeons.

Catholic Charities of Northeast Kansas has hired Heather Harper as Vice President of Events and Community Engagement.

Terri Thompson is the new Director of Community Engagement for the **Museum at Prairiefire**. You can reach her at (913) 333-3503.

Howard Turley is now executive director of **Morningside Place Alzheimer's & Memory Support Residence**.

Kansas State University Olathe hired two new employees: Laura Loyacono as

director of community and education engagement; and Angela Buzard as manager of training and development.

MarksNelson LLC hired three new employees: Kristina Cassone, JD, LL.M, joins MarksNelson as State and Local Tax Associate in the Specialty Services Department; Eli Colmenero, JD, is a new staff associate in the Insurance area of the Specialty Services Department; and Zach Large, MAcc, accepted a position as a staff accountant in the Tax Department.

Christopher Cummings, D.O., has joined St. Joseph's Surgical Associates bringing robotic surgery expertise to **St. Joseph Medical Center**.

Chris Hoffman, **Valbridge Property Advisors | Kansas City**, received his Certified General Appraisal License from the Appraisal Institute.

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