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A Conversation



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# PRESIDENT & CEO'S POINT OF VIEW

It's a brand new year, and time to think about "What's Next, KC" in 2017.

That was the theme of our Annual Dinner just a month or so ago, and it's still an appropriate question. So here's what's next for the KC Chamber in 2017:

- **Strategic planning:** A new Chamber strategic plan is a priority for Chamber Chair Karen Daniel. In the coming months, we'll engage Chamber members and all of Kansas City about our region's future and the critical issues that will shape that future, issues like education, inclusion, and transportation.
- **UMKC Downtown Arts Campus:** The goal has been reached in private fundraising efforts toward our Big 5 goal of building a new UMKC downtown arts campus. The next step is working with lawmakers in Jefferson City to ensure the matching funds needed to make this project a reality.
- **Urban Neighborhood Initiative (UNI):** Progress, too, for this Big 5 goal. In 2016, UNI opened the doors of a new, central city charter school, the Kansas City Neighborhood Academy (KCNA). KCNA is the first step in a plan to transform the neighborhoods surrounding the school. This year, KCNA will add third grade classes to their current offering of PreK-2. Enrollment is open now for the 2017-18 school year.
- **Diversity & Inclusion:** We took a (long) day trip to Tulsa last year to learn more about that chamber's stellar D&I initiatives. The result: as the Tulsa Chamber has done successfully, we're planning a survey to measure local D&I efforts, and to share best practices. Stay tuned for that later this year.
- **Promoting Entrepreneurship:** When we launched this Big 5 goal, entrepreneurs told us funding was their #1 concern, so, for the last year, we've been holding sessions with investors and potential investors, educating them on the needs of startups, how to become an angel investor, and KC's entrepreneurial ecosystem. The result: more funding and larger rounds of local investment. We'll continue that effort, with another session scheduled for later this month.
- **2017 Missouri & Kansas legislative sessions:** In Jefferson City, we'll be lobbying hard for the state's share of funding for the UMKC Arts campus, more money for the Missouri Technology Corporation, and we're primed to take on any discriminatory legislation like last year's SJR39. In Kansas, meanwhile, budget shortfalls are the dominating issue. We are opposed to additional reductions in critical programs including infrastructure and education, especially any renewed attempts to sell the assets of the Children's Initiative Fund which uses tobacco settlement money (about \$68 million/year) to fund early childhood education.

So that's some of what's next for your Chamber. Whatever's next for you in 2017, I hope it leads to happiness and fulfillment. Best wishes for a Happy New Year!

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**JOE REARDON**



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 Each Issue in 2017,  
 Alumni Will Reflect Back

Cover photograph of Don Hall, Jr. of Hallmark, with his father Don Hall, Sr., from the KC Chamber's 2016 Annual Dinner. Don Hall, Jr. was named Kansas Citian of the Year at the event, and he's the fourth member of his family to be given the honor. His mother, Adele Hall, father Don Hall, Sr., and his grandfather and Hallmark founder Joyce C. Hall all received the award previously.  
 Photo credit: Kyle Rivas, Rivas Photography  
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## A CONVERSATION WITH MADELEINE MCDONOUGH

*Chair, Shook, Hardy & Bacon*

In 1990, Madeleine McDonough began a summer internship at the law firm of Shook, Hardy & Bacon. On January 1, 2017, she becomes Chair of the Kansas City-based law firm.

Her career as a lawyer is actually her second - her first was as a clinical pharmacist, working at Saint Luke's and the University of Kansas Hospital. "I was fascinated by pharmacology," she says, "but there came a time that I thought I might enjoy the law.

"I had thought about being a lawyer as a kid, and have always been interested in the law. Both my parents went to law school, which is actually where they met, so that was a big influence," she says. She graduated from the University of Kansas law school in 1990, and began her internship at Shook.

Her background as a pharmacist has been put to good use: prior to her new role as Chair, McDonough led the firm's pharmaceutical and medical device practices, one of Shook's three practice areas. The firm represents all of the major pharmaceutical companies, eight of the Top 10 automakers, and tech companies like Microsoft, Adobe, Spotify, Garmin, and Intel.

As Chair, McDonough says, "I'm responsible for all aspects of the firm, making sure we're offering A+ legal services, that the firm is cohesive with a strong culture aligned among our offices." (Shook has 12 offices in North America and Europe.)

"We identify emerging legal trends, figure out what

the regulatory landscape is going to be, what the challenges are that our clients might face," she says. "Take data privacy, for instance. We've been on top of the issue before it was named, making sure our clients were taking the right precautions.

"There are a lot of moving pieces," she continues. "We need to provide good legal services and ensure we're a good place to work."

For the last nine years, Shook has earned a 100-percent rating on the Human Right's Campaign's 2017 Corporate Equality Index, making it one of the "Best Places to Work for LGBT Equality." The firm hopes to make it ten years in a row next year.

"We want to be at the forefront of protection for members of the LGBTQ community and other groups, including minorities and women," McDonough says. "We want everyone to bring their best energy to work every day. We want to recruit great lawyers, and our policies matter."

When McDonough's mother went to law school, she was the only woman in her law school class. Those numbers have risen sharply - to fifty percent or so - but there's been no comparable rise in the number of women in leadership positions in the law.

In its 2015 survey on gender equity, the National Association of Women Lawyers found a number of discrepancies: only 28 percent of non-equity partners are women and just 18 percent of equity partners are women. Law360, in another 2015 survey, found that of the 143 firmwide chair and managing partner positions at the top 100 firms, only 15 are held by women.

"Shook is above the national average on those figures," McDonough says. "We've been able to do better than our peers but we have a ways to go."

Her advice to women attorneys: "Try to be aware of the dynamics and the landscape where you work. Look for any gaps in your experience and fill those in. Work hard and smart - foster relationships. Ask people to invest in you, to work with you, to be a true mentor."

McDonough says she's had many along the way: "My cup runneth over with mentors!"

Her job - both old and new - requires a lot of travel, but home is Kansas City. "People who haven't been here don't know we have the Kauffman Performing Arts Center, the Nelson, architecture, arts, sports...all at a very livable price," she says. "I call Kansas City a 'hidden gem.'" ▾



THE GREATER KANSAS CITY CHAMBER OF COMMERCE

# SMALL BUSINESS CELEBRATION

**APPLICATION DEADLINE: JANUARY 27, 5 P.M.**

The KC Chamber's 31st annual Small Business Celebration is a series of events that supports and celebrates the small business community within the Kansas City region, concluding with the Small Business Awards Luncheon. Here are five of the awards that will be presented at the Luncheon, which we encourage you to apply for if you qualify:

**Small Business of the Year Award- 'Mr. K Award':** This award goes to a company that has shown growth or sustainability of their business with strong employee relations and a record of giving back to the community.

**Diverse Small Business of the Year:** This award is geared towards small businesses that are minority-owned, woman-owned, veteran-owned, service disabled veteran-owned, or LGBT-owned that have demonstrated vision, leadership, and courage by achieving business success while overcoming obstacles and maintaining a strong sense of service for the community.

**Entrepreneur Award:** This award is geared towards companies less than three years old that have been built on ideology, values, and the goal to make change through enrichment.

**International Award:** This award will go to a small business that recognizes the importance of entering the international marketplace and succeeds in creating a global footprint for our region.

**Legacy of Kansas City Award:** This award is directed towards honoring longevity, quality products and/or services, and community service in small businesses more than 15 years old in the Kansas City region.

Questions? Call (816) 374-5444 or email [dryden@kcchamber.com](mailto:dryden@kcchamber.com).



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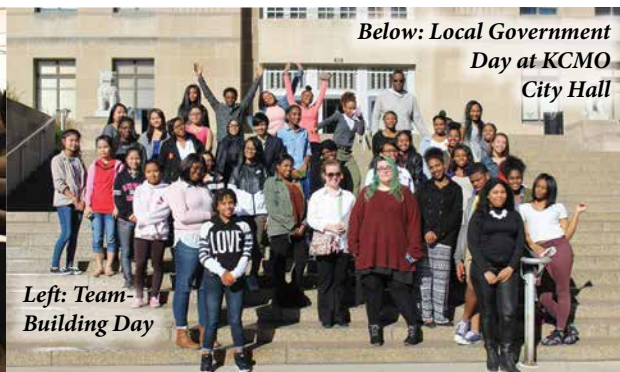
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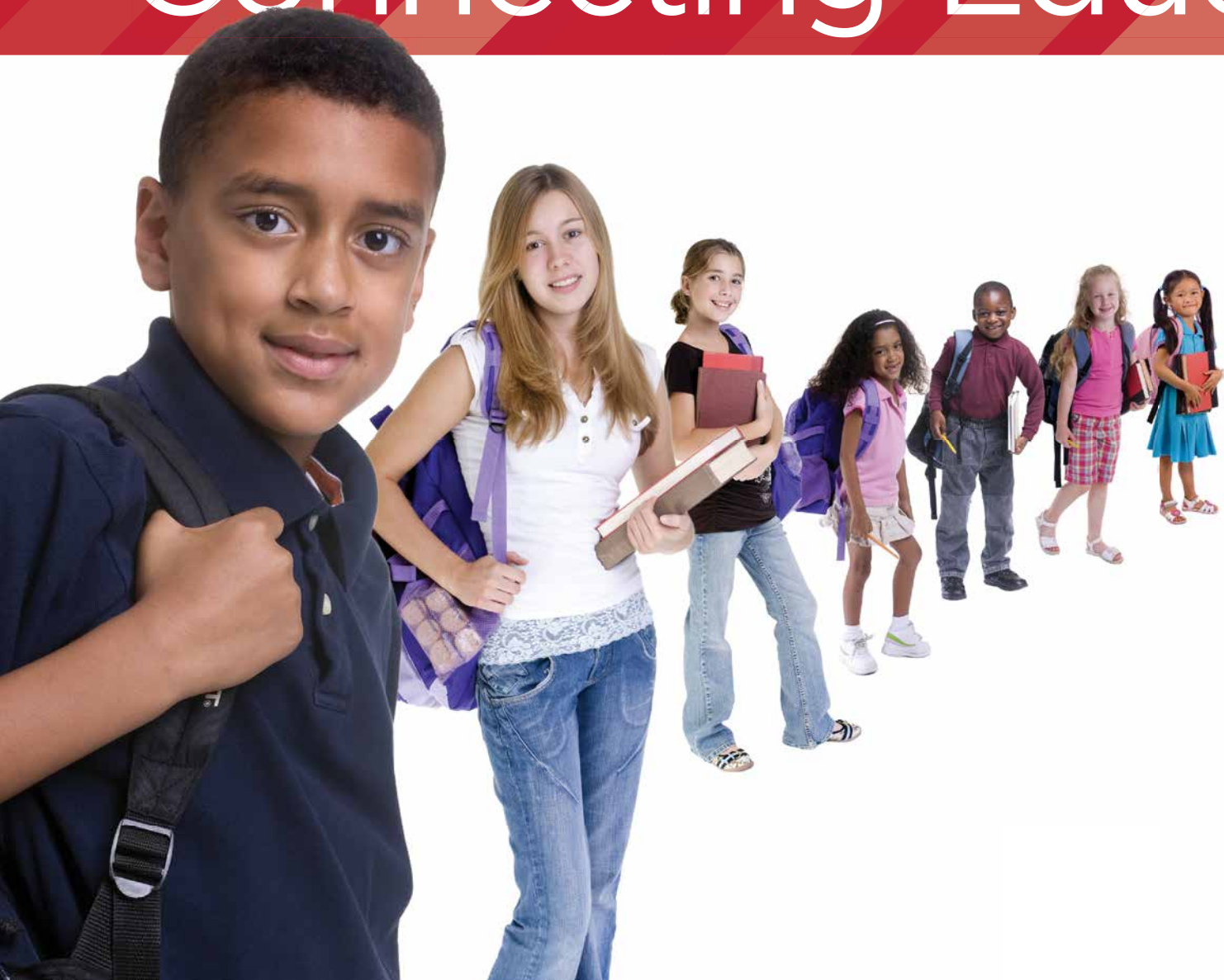
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# KC CHAMBER SUPERINTENDENTS FORUM

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"It's important for the business community to understand that education is very big business," says Gayden Carruth, Chair of the Chamber's Superintendents Forum and former head of the Park Hill School District. "But education is also the soft-heartedness of preparing our

children. So it's hard and it's soft."

In 2002, Carruth and then-Blue Valley School Superintendent Dave Benson recognized the need for school chief executives to connect with business CEOs. "The logical way to do that," she says, "was through the Chamber." She and Benson met with then-Chamber Chair Tom Bowser and established the Chamber's Superintendents Forum.

"I felt the superintendents needed to have their voice heard and amplified by Kansas City area business. The Chamber was the perfect place for that to happen," Bowser says. "The connection between business and education is important for our present and our

# tion and Business

future. I used to say, 'Business people go to work every day to make a little money. Teachers go to work to make little people.'

Nor was it a one-way street. Bowser says, "The Chamber added juice to their concerns in Jefferson City and Topeka, and Chamber Board members were uniformly impressed with the fine character and commitment of our city's leaders in education."

The Forum now includes superintendents from 26 Kansas City area school districts and meets about six times a year. Though they come from both sides of the state line, Carruth says, "We try to have a program that has relevance to the things we have in common."

For example, she says, "We've had experts come in and talk about trauma-induced learning environments, where children's individual environments compromise their ability to learn. That affects all schools."

"We've had CEOs from various companies talk to us about workplace needs, ranging from big businesses like JE Dunn, Sprint, and Blue Cross and Blue Shield of Kansas City, to small companies like k12itc's Brad Sandt," the Chamber's 2016 Small Business of the Year.

(Carruth smiles as she mentions Sandt. As Park Hill Superintendent, she hired the then-high school student to work in the district's IT department. The rest, as they say, is history.)

"We talk a lot about early childhood education," she continues, "and those things that are common to all school districts. We talk about funding. We share the good, the bad, and the ugly - all of which can be there."

"You want to learn from the good things that happen in other states and also the perilous things."

There's value, too, she says, in getting together with your peers. "Anytime you can share what you're doing and learn what other's are doing, there's value. Sometimes it's knowing you're not the only one. It's realizing you're able to provide information to someone on something to do."

"As a superintendent, you're one of a kind. You don't have a peer. The forum is your peer group," she says, "a support group."

The Superintendents Forum also serves as a key advisor to development of the Chamber's legislative agendas,

providing both policy recommendations and counsel on issues and priorities in Jefferson City, Topeka, and Washington DC.

"We try to frame our legislative issues broadly enough to react and respond to most things," Carruth says, "though oftentimes something will come up that was not anticipated and we'll poll our superintendents for their opinions."

This year, the superintendents spent a lot of time developing an education agenda. "The Chamber's advocacy for our agenda is more effective than the advocacy of educators, and that's why the Chamber is so important," Carruth says.

"The input from the Superintendents Forum is an invaluable asset to the Chamber as we develop our legislative agendas," says Chamber President and CEO Joe Reardon. "Supporting education - from PreK to post-graduate - is one of our top priorities, and their perspectives are critical."

"It's also a great example of the role we often play - that of regional convener," Reardon continues. "There's value in bringing people and organizations together to work on shared challenges and issues, whether it's Healthy KC, our Big 5 goals, or our area school superintendents."

"Our superintendents have budgets that range from \$38 million to \$350 million, with the same kinds of issues you would have if you had a \$350 million company," Carruth says. The challenges are wide-ranging. "You need to have high-functioning employees, funding that supports the expectations, and we need to connect every day with our community. We run the largest restaurants and the largest transportation systems. We are a major economic development entity as well as an economic driver for the region."

Carruth now serves as Executive Director of Cooperating School Districts of Greater Kansas City. While no longer a superintendent of schools herself, she says, "I can understand and I can empathize, but I don't have to implement. I have empathy for the high expectations they're asked to meet, and I'm extremely proud of our districts."

"I think most people know that school today isn't what it used to be when they were young," she says, "and it's every bit as wonderful." ▀

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# CENTURIONS LEADERSHIP

## Celebrating 40 Years

In 1976, the KC Chamber launched a new program designed to prepare Kansas City's leaders of tomorrow. They called it the Centurions Leadership program. Throughout 2017, in honor of the Centurions 40th anniversary, we'll be sharing some of the stories of Centurions alumni.

### Jeff Simon

*Kansas City Office Managing Partner, Husch Blackwell LLP*

"I was a young partner at the Blackwell Sanders law firm and had just finished service on the KCMO Board of Police Commissioners and was looking forward to getting involved in something new." He joined the Centurions program, he says, "And it worked out great."

He made a number of strong connections through his two years as a Centurion - and one in particular stands out. "I really got to know Sean O'Byrne at the Downtown Council. A few years ago, he encouraged me to join the Council and it's been a really good thing. But for Centurions, I don't know if I would have jumped in as I did." As a result, Simon says, Husch got very involved in LaunchKC and TechWeek. "The friendships that you make in Centurions lead to things down the road that you never would have imagined. Sixteen years down the road and some of the people are my closest friends.

"Centurions has proven itself over 40 years as one of the best civic endeavors for people early in their careers. I can't imagine there's a better opportunity in town for people to get involved."



CLASS OF 2002

### Kevin Barth

*President & Chief Operating Officer, Commerce Bank*

"Not being a native of Kansas City, the task force presentations helped me gain valuable insight into areas and institutions in the city that I might not have had the opportunity to learn about.

Kansas City's leadership base has expanded since I was in the program. When I was in Centurions, leadership was concentrated around a few companies and families. There is a new generation of leaders from around the metropolitan area who have gained influence because of their success with the companies they have grown. This is a very positive thing for the city and should eventually help us take a more holistic approach to success in the greater metropolitan area."



CLASS OF 1992

### Marshaun Butler

*Vice President, Children's Mercy Hospital Kansas, Outreach & Regional Practices*

"The collective experience left me with a thirst to do more, lead more and be more. The quote by the late Maya Angelou encapsulates my Centurions experience - "I think that is we have a responsibility - human beings, that is to say, then it may be that we are responsible for the time we take up and the space we occupy." The Centurions experience influenced me to occupy my space through leadership by service.

What I'd tell current and future Centurions: treasure every experience, document your time and reflect on how you can be the change you want to see in addressing today's challenges... and remember to have fun!"



CLASS OF 2006

### Ramin Cherafat

*Chief Operating Officer, McCownGordon Construction*

"My most memorable experience of giving back during Centurions was volunteering at Community LINC, an organization that provided transitional housing for families in need. I spent some time at Community LINC volunteering with the kids during Easter. Watching how these incredible children were so happy and appreciative of the little things in life really touched me. I went on to serve on the board of Community LINC, chaired their fundraiser and eventually become board chairman. To this day, that experience has still had an impact of me... that all families and children simply need the opportu-



CLASS OF 2006



**CENTURIONS**  
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nity to succeed. Once given the opportunity anything is possible. My passion today, with respect to my philanthropic interests lies with children and education. I believe that providing a strong foundation in education and continuing to provide opportunities beyond high school is the single best option to help break the generational issues that some families face.

Advice to future Centurions: you really do get out of it what you put in. Be thoughtful and purposeful of how you stay engaged in the community after your Centurions experience. Centurions is somewhat of a 'foundation' and what happens beyond Centurions is totally up to you.... to be successful you have to have a well thought out plan and stick to it.

Also, know that Kansas City is full of business and civic leaders that are more than willing to help you out; don't be shy about reaching out for help and/or advice on how to continue to serve your community."

### Wendy Guillies

*President and CEO, Ewing Marion Kauffman Foundation*

"Spending time at Harvesters was my favorite. Not only did I have a chance to work alongside by Centurions colleagues, I developed a deeper appreciation for what the organization does to help those in our community who are hungry. It really gave me perspective.

To companies that have never participated in the program, I'd say, what are you waiting for?! Centurions is a wonderful way to develop and retain talented people in your organization because the program equips them with the knowledge and network to become more successful in work and in life."

### Lisa White Hardwick

*Judge, Missouri Court of Appeals, Western District*

"During my first year in Centurions, I was on a task force group that presented a program about public education in Kansas City. I learned a lot about the magnet school concept in the KCMO Public School System and helped plan a half-day program regarding the French-Immersion language school, Ecole Longan. As a result of my involvement in that program, I later decided to send my children to that school and became a strong advocate for foreign language immersion curriculums. Eventually, I joined forces with other parents from Ecole Longan to



CLASS OF 2008



CLASS OF 1993

create the first charter school in Missouri, Academie Lafayette, which was and remains today a full-immersion French language K-8 option for students within the district lines of the KCMO Public School system.

How has Kansas City changed since I was in Centurions? Kansas City is no longer just an aspirational town hoping to become a big city. It is now a vibrant, thriving, cutting-edge metropolis that offers all of the amenities of the cities we once envied. Our downtown has revived, our sports teams are exciting again, and suburbanites are returning to the urban core to live, work and play. Without a doubt, leaders who emerged from the Centurions program have helped shape the dream of KC LIVE that has become our reality."

### Mark Larrabee

*President and CEO, Arvest Bank - GKC*

"Centurions is an excellent leadership development program that enhances upcoming leaders by exposing them to a variety of external perspectives that are outside of any development program you might have within your organization. Participants tend to be smart up-and-comers from their respective companies and the opportunity for personal and professional development is high. Perhaps underappreciated, is that by investing in your future leaders through the program and educating them on the many facets of the Kansas City community, their loyalty to both your company and the community is strengthened.

As a participant-led program, Centurions provides the opportunity to set direction, develop plans and execute while working with successful people from different organizations and backgrounds. The rich diversity of the group exposes you to a variety of successful styles and teaches how to lead and be a productive member of high-performing teams."

### Stacie Prosser

*President & Publisher, Kansas City Business Journal*

"My two tours of duty on the Trip Committee brought my fondest memories of the program. Even though it's a year-long commitment, it's the best way to really connect with the group.

The program made me a better leader by teaching me that having to follow once in a while is a great opportunity to observe." ─

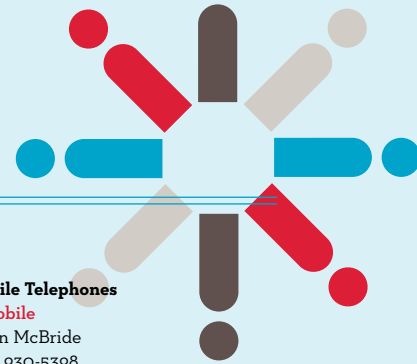


CLASS OF 1991



CLASS OF 2001

# NEW MEMBERS



Welcome to these members who recently joined the KC Chamber.

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www.deercreekgc.com

## Golf Courses Drumm Farm Golf Club

Jim Jamis  
(816) 350-9900  
www.drummfarmgolfclub.com

## Golf Courses Falcon Ridge

Steve Price  
(913) 393-4653  
www.falconridgegolf.com

## Golf Courses Leavenworth

Jason Reheis  
(913) 727-6600  
www.leavenworthgc.com

## Golf Courses Liberty Hills

Carmen Titus  
(816) 781-3636  
www.libertyhillsgc.com

## Golf Courses Painted Hills Golf Course

Jacqui McOsker  
(913) 334-1111  
www.paintedhillsgolfcourse.com

## Golf Courses River Oaks

Tony Highfill  
(816) 966-8111  
www.rogolfclub.com

## Golf Courses Royal Meadows Golf Course

Tony Highfill  
(816) 353-1323  
www.royalmeadowsgolfclub.com

## Golf Courses The Oaks

Jason Reheis  
(913) 651-5845  
www.theoaksgc.com

## Health Care Centers Regenerative Orthopaedic Institute

Anthony Vasquez  
(816) 788-6981  
www.kcroi.com

## Heating and Cooling - Commercial Carrier Cooperation Factory Services

James L. Sharpton  
(913) 305-7766  
www.carrier.com

## Insurance Agents & Brokers State Farm - Michael Johnson Agency

Kari Laudano  
(913) 888-8444  
www.michaeljohnsonsf.com

## Insurance Agents & Brokers SelectQuote Insurance Services

Amy Spellman  
(415) 543-7338  
www.selectquote.com

## Internet Software Consultants Whiting House Group

Michael Cantu  
(816) 272-4496  
www.whitinghouse.com

## Management Consultant Billi Lee & Company

Billi Lee  
(303) 442-1915  
www.billilee.com

## Medical Clinics Kansas City Direct Primary Care

Dr. Allison Edwards  
(913) 730-0331  
www.kansascitydirectprimarycare.com

## Mobile Telephones T-Mobile

Kevin McBride  
(719) 930-5398  
www.wirelessvision.com

## Non-Profits & Small Businesses Alpha Phi Omega National Service Fraternity

Bob London  
(816) 373-8667  
www.apo.org

## Non-Profits & Small Businesses American Lung Association in Kansas & Greater KC

Linda Crider  
(913) 353-9165  
www.lung.org

## Non-Profits & Small Businesses Climate + Energy Project

Dorothy Barnett  
(785) 424-0444  
www.climateandenergy.org

## Non-Profits & Small Businesses LaunchCode

Anna Welchman  
(913) 563-9937  
www.launchcode.org

## Property Management Summit and Apex on Quality Hill

Josh Gillespie  
(913) 484-5125  
www.summitapex.com

## Restaurants Donutology

Andrew Cameron  
(816) 298-5222  
www.donutology.com

## Retail Made in KC

Keith Bradley  
(913) 652-6509  
www.madeink.co

## Retail Russell Stover Chocolates

Allison Heiman  
(816) 398-1633  
www.russellstover.com

## Technology EyeVerify

Toby Rush  
(913) 608-9257  
www.eyeverify.com

## Video Production Services Illumina Filmworks

Pete Wilhelm  
(816) 873-1827  
www.illuminafilmworks.com/kc



## ► PRESIDENT'S CIRCLE & LEADERSHIP CIRCLE

The following companies recently joined or renewed their commitment to the KC Chamber's President's Circle.

|   |  |  |                   |
|---|--|--|-------------------|
| BMO Harris Bank, N.A.<br>Bryan Cave LLP | Google<br>Johnson County Community College | Kansas City Chiefs Football Club, Inc.<br>RubinBrown LLP | Time Warner Cable |
|---|--|--|-------------------|

The following companies recently joined or renewed their commitment to the KC Chamber's Leadership Circle.

|   |  |   |   |
|---|--|---|---|
| American Express, Global Corporate Payments<br>Camp Fire<br>Ceva Biomune<br>Copaken Brooks<br>Costco Wholesale<br>Dairy Farmers of America, Inc.<br>DuraComm Corporation<br>EyeVerify | Great Life KC<br>HDR Engineering, Inc.<br>Helzberg Diamonds<br>Heritage Biologics<br>Jefferies/Bret Wealth Management Group- UBS<br>Kansas City Area Transportation Authority<br>Kansas City Board of Public Utilities | Kansas City Public Schools<br>Missouri Western State University<br>MMC Contractors<br>Olathe District Schools<br>RSM<br>SelectQuote Insurance Services<br>Summit and Apex on Quality Hill<br>Teva Pharmaceuticals<br>The Kansas City Public Library | The University of Kansas Athletics Department<br>Thornton Tomasetti, Inc.<br>Wallace Saunders<br>White Goss, a Professional Corporation |
|---|--|---|---|

## ► MILESTONES

The following companies recently celebrated membership milestones.

### 5 years

American Cancer Society  
KC/WMO Region  
Aon  
Aristocrat Investigations & Process Serving  
Ford Motor Company  
Howerton + White  
LightEdge Solutions, Inc.  
Mid-Continent Public Library  
MIQ Logistics  
NextPage/PrintBig  
NIC, Inc.  
Queen Foods  
Scratch Office Catering  
SEA LIFE/LEGOLAND Discovery Center  
Sheraton Kansas City Hotel at Crown Center

### 10 years

Axiom Strategies  
Blue Springs Economic Development Corporation (EDC)  
Consolidated Communications  
Helzberg Foundation  
Holmes Murphy & Associates  
The National World War I Museum and Memorial  
Pinsight Media+  
Sprint Center

### 15 years

AECOM  
Adams Pointe Conference Center  
Dean & Deluca Catering  
Digital Evolution Group, LLC  
Dry Basement Foundation Repair  
ER Marketing  
Grapevine Designs  
Original Juan Specialty Foods

### 20 years

Central Bank of Kansas City  
Kansas City Water Services Department  
KCWE-TV-Channel 29/Hearst Television Inc.  
TPP Certified Public Accountants, LLC

### 25 years

Greater Kansas City Community Foundation  
Sound Products, Inc.

### 30 years

Greater Kansas City Foreign Trade Zone, Inc.

### 35 years

Structural Engineering Associates, Inc.

### 40 years

Andrews McMeel Universal

### 45 years

Celebrity China & Crystal

### 50+ years

Mayer Hoffman McCann P.C. (50)  
Metropolitan Community College (51)  
Gallagher Metzler Insurance (56)  
George K. Baum & Company (56)  
Golden Star Inc. (56)  
Waddell & Reed Financial, Inc. (58)  
Wagner Logistics (59)  
Foley Equipment (61)  
AMC Entertainment Inc. (70)  
BKD, LLP (70)  
KONE, Inc. (71)  
Shelton Travel Service, Inc. (71)  
The Builders' Association (75)  
Kessinger/Hunter & Company, L.C. (75)  
Ernst & Young LLP (90)  
AT&T, Inc. (97)  
UMB Financial Corporation (100)  
Husch Blackwell LLP (101)  
KCP&L (126)

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Truman Medical Center- Lakewood  
Children's Mercy Hospital  
at Hospital Hill  
Black & Veatch  
UMKC School of Dentistry  
JE Dunn  
Overland Park Police

#### CATEGORIES:

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Engineering and Technology  
Law and Government  
Business  
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*AND MANY MORE!*

To find out more and register, head to [www.exploringkc.org](http://www.exploringkc.org)  
Contact: Chelsea Wales, Exploring Executive  
[Chelsea.Wales@Scouting.Org](mailto:Chelsea.Wales@Scouting.Org)  
(816) 569-4950

# FEARLESS

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Kansas City

# RIBBON CUTTINGS

Highlighting the growth of Greater Kansas City

## People to People International



**People to People International (PTPI)** hosted a ribbon cutting to celebrate their new location at 2405 Grand, Suite 500, in Kansas City, MO. PTPI creates lasting cross-cultural connections between everyday citizens around the world to help them explore global issues, serve communities, and become more effective leaders.

## eSolutions



**eSolutions Inc.** recently hosted a ribbon cutting, celebrating their new corporate headquarters in Overland Park, Kansas at 8215 W. 108th Terr. eSolutions was founded in 1999 in Olathe, Kansas and is a leading provider of healthcare technology and data analytics solutions, specializing in revenue cycle management solutions.

## Episcopal Community Services



Congratulations to **Episcopal Community Services, Heartland** on the ribbon cutting celebrating their new model of service at Kansas City Community Kitchen! The Kansas City Community Kitchen continues to be in the lower level of the Downtown Community Services Center at 750 Paseo Blvd, but with the new restaurant style of service is finding new life as a place for all to "dine with dignity."

## Hospice Partners of Kansas-OP



**Hospice Partners of Kansas** has held a ribbon cutting celebrating their new facility at 10500 Barkley, Suite 228 in Overland Park. Hospice Partners is a service-driven organization relentlessly focused on patient care, customer service, and compliance. They provide end-of-life care and are dedicated to doing Whatever It Takes When It Matters The Most.

## Hospice Partners of Kansas-KC



Congratulations to **Hospice Partners of Kansas** on the ribbon cutting celebrating their new Kansas City, MO location at 8301 State Line Road, Suite 103. Hospice Partners is a service-driven organization relentlessly focused on patient care, customer service, and compliance. They are known for their commitment to acting with integrity and having a positive impact on everyone with whom they come in contact.

## Pickleman's Westport



**Pickleman's** is open now in Westport, at 509 Westport Road. Pickleman's is an upscale, fast casual sandwich shop committed to quality food people crave with a diverse menu that out classes the competition. It's a darn good sandwich.

**Strategic Capital**



Congratulations to **Strategic Capital** on their new location, 10551 Barkley St. Suite 403 in Overland Park, KS. Strategic Capital was founded in 2014 to tackle the prevalent demand for capital within the small business community. They've helped numerous businesses obtain capital. They are committed to providing their clients with the best experience possible through expert consultancy and a vast network of financing options perfectly tailored to meet their goals and ambitions.

**Starlight Theatre**



Congratulations to **Starlight Theatre** on the unveiling of Starlight's new Education Pavilion. In 2016, Starlight introduced its new 2,700-square-foot Education Pavilion, built on the site of the original 1950 Director's Pavilion on the theatre's back lot. The new climate-controlled building will provide much needed space year-round for students and staff.

**Gown Gallery**



The **Gown Gallery** Kansas City has held a ribbon cutting to mark their recent rebrand, renovation and expanded retail space. The Gown Gallery expanded to the street-level space at 1901 Main. The expansion and renovations to the current space will flow with the urban contemporary, open-air atmosphere that clients currently enjoy while shopping in the loft.

**FACES & PLACES**

Highlighting Chamber organizations and people making KC grow.

**129<sup>th</sup> Annual Dinner**



Kansas Congressman **Kevin Yoder**, Missouri State Senator **Kiki Curls**, Missouri Congressman **Emanuel Cleaver** and **Mark Hahn**, Kansas City University of Medicine and Biosciences, met up before the Annual Dinner to share bistrate and bipartisan election stories.

**Centurions**



**Alvin Brooks** and Kansas City, Missouri Mayor **Sly James** had an engaging conversation with Centurions at their November 2016 Task Force on Kansas City's History. The discussion took place in the American Jazz Museum at 18th and Vine.

**PPC Luncheon**



In December, the KC Chamber hosted a luncheon exclusively for Public Policy Council members featuring national political consultant Jeff Roe of Axiom Strategies. Roe served as campaign manager for Republican presidential candidate Ted Cruz. The discussion continued with **Steve Kraske** of KCUR and the Kansas City Star, who served as event moderator; **Jewel Scott** of The Civic Council of Greater Kansas City; **Jeff Roe**; **Kristi Wyatt** and **Joe Reardon** of the KC Chamber; and PPC Chair **Richard Martin** of JE Dunn.

## 129<sup>th</sup> Annual Dinner



Newly honored 2016 Kansas Citian of the Year **Don Hall, Jr.** of Hallmark, sixth from left, joined past Kansas Citians for a photo, which is an annual tradition, directly following the announcement.

## 129<sup>th</sup> Annual Dinner



Friends and family members of Chamber Chair **Karen Daniel**, Black & Veatch, shared their pride as Karen accepted the leadership of the Chamber Board of Directors for 2017. Karen talked about the importance of using diversity and inclusion to help build a world class city and told the Annual Dinner crowd of 1,800 that “trust and common purpose are more powerful forces that anything that tries to divide us.”

## 129<sup>th</sup> Annual Dinner



**Dr. Licia Clifton-James**; **Jeff Dobbs**, DD Ranch; **Roshann Parris**, Parris Communications; and Kansas City Missouri Mayor **Sly James** were all smiles as they awaited the announcement of the 2016 Kansas Citian of the Year.

# “MAY WE HELP YOU GROW YOUR BUSINESS?”

Exporting your products or services may seem a daunting task.

That's where the region's new export concierge can help. Are you curious about overseas opportunities but aren't sure where to start? Are you already exporting, but encountering problems along the way? Just call or email the concierge to get you on the export path or to solve your issue.

## THE EXPORT CONCIERGE

Think of it like a hotel concierge, but for global trade.

Establishing a new Export Concierge was the first strategy in the region's first export plan. Announced last April, the KC Metropolitan Export Plan is designed to boost the area's global economic competitiveness.

Here's how it started: In 2012, Kansas City was invited to join the Global Cities Initiative (GCI), a joint project of the Brookings Institution and JPMorgan Chase. GCI helps business and civic leaders grow their metropolitan economies by developing strategies to grow regional exports. There are 28 cities in the GCI network, each supported by GCI guidance and resources, each devising a plan for its particular region.

The Kansas City GCI Steering Committee was formed, a collaborative group that included trade experts, organizations, and business leaders already involved in trade. They undertook a year-long process that started with an assessment of the area's current export activity and attitudes, and, using that data, developed and begun to implement the region's first metropolitan export plan. The reaction has been positive.

“I attended the Brookings Institution's Global Cities Summit in September with representatives from all 28 cities in the Global Cities Initiative,” says Paul Weida (Black & Veatch), GCI Steering Committee Co-Chair. “During the summit, the Brookings Institution lauded



our export concierge model as a best-in-class practice.”

“We’ve worked with 43 clients in the eight months since we launched the Export Concierge service,” says Melissa Miller, Manager of the Chamber’s World Trade Center Kansas City (WTC-KC), which operates the export concierge service. “Our original goal was 100 clients in five years.” She paused for a moment. “I think we may need to reassess!”

Those clients include 16 companies from Kansas, 26 from Missouri, and one from New York. (“The New York company found us online,” Miller explains.)

## Regional Collaboration

Strategy #2 of KC’s Metropolitan Export Plan is to work with the area’s economic development groups in connecting local companies interested in or already involved in exporting to the new Export Concierge. “The EDCs are the ‘boots on the ground,’” Miller explains. “They’re already going out to business retention and expansion meetings with both old and new clients. Now they’ll be asking about interest in exporting.”

Miller says they’ve been beta-testing the strategy with three local economic development groups – Wyandotte County, Platte County, and KCMO’s Economic Development Corporation.

“The EDCs have been wonderful, with a lot of referrals,” Miller says. “Quite a few of their clients have had some contact with international, but weren’t sure where to go and what to do. With the Export Concierge, they now have a resource to send them to.”

During the beta test with the three economic development groups, policies and procedures have been refined. This month, the full network of 25 area EDCs will begin participating in the effort.

KC’s plan is working well. GCI Steering Committee Co-Chair Chris Gutierrez (KC SmartPort) says, “The Kansas City regional export plan has made immediate impact on new companies engaging with the Concierge service. The WTC team, working with the regional economic development groups, have reached new companies that are interested in international trade growth.

“Looking forward to 2017,” he continues, “the level of engagement will continue to increase.”



## Fueling Growth for KC

The export strategies developed by the GCI Steering Committee will help Kansas City area businesses increase their exports and capitalize on the growing consumer market beyond U.S. borders.

There’s huge opportunity for KC companies, but we have a ways to go. The committee’s assessment of the KC export market showed both pluses and minuses.

On the plus side, the region’s robust transportation and logistics assets are a competitive advantage; exports are growing nationally, which presents local opportunity; and local small and mid-sized enterprises are ripe for export expansion.

On the minus side, though, few area businesses actively engage in export activity; exports have not been a priority for area businesses; and local companies are unaware of the numerous export resources available in Kansas City.

With the new Export Concierge services and partnerships with local economic development groups, GCI leaders hope to change that mindset.

“International trade and investment represent a promising pathway for local businesses to create jobs, attract capital and grow our economy,” says Ward Nixon, a JP Morgan Chase executive director.

“The excitement around our export plan continues to spread across the Kansas City Metro region,” GCI Co-Chair Weida says. “I feel just as confident today as when we launched the plan in May that it will help fuel growth for the Kansas City Metro economy.”

Co-Chair Gutierrez agrees. “Companies interested in growing their business have tremendous opportunity internationally. With a majority of world customers outside the U.S. and an eco-system to assist companies in KC, now is the time for our local companies to GoGlobalKC.”

# CHAMPION LEVEL 2017 PARTNERS



# GOOD NEWS

Highlighting the good news in KC

## People

Brian Fuemmeler, formerly a senior project manager for **McCownGordon Construction**, has been named group leader for Velocity Building Concepts, a division of McCownGordon that focuses on providing value, service, and high quality for smaller projects. He takes over the role from Michael Reardon. Reardon has assumed the role of project executive for McCownGordon. Reardon will be working on several of the firm's high profile projects located in the greater Kansas City metropolitan area.

**The University of Missouri** has honored past Chamber Chair W.H. "Bert" Bates with an honorary degree. Bates, who continues to serve as senior counsel in the corporate department of **Lathrop & Gage's** Kansas City office, was appointed by Gov. Kit Bond to serve a five-year term on the University of Missouri Board of Curators in 1982 and elected president of the Board of Curators in 1987.

**AdamsGabbert**, a business outcomes consulting firm based in Overland Park, has appointed Stacy Rose as its new chief operating officer, effective Dec. 1, 2016. Rose previously worked as the director of operations and client services for the company after joining AdamsGabbert in 2012 as a client relationship manager.

## Miscellaneous

**MC Realty** has announced it is a recipient of two 2016 Lighting Energy Efficiency in Parking campaign awards for "Highest Percentage Energy Savings in a Retrofit at a Single Parking Structure" and "Exemplary Office Sector Parking Facility". The Building Owners and Managers Association International, International Facility Management Organization, International Parking Institute and the **U.S. Green Building Council**, in conjunction with the Department of Energy Better Buildings Alliance, collaborate on this annual recognition of real estate owners

that have achieved exceptional performance in parking facility energy reduction through high-efficiency lighting and controls. **BioStar Lighting** and MC Realty have partnered on 9 LED lighting projects, mainly retrofitting parking garages and stairwells with energy efficient LEDs.

**Comcast** announced it is significantly increasing the speeds of its most popular Xfinity Internet speed packages - Performance Pro and Blast Pro - for both new and existing customers in the suburban Kansas City area at no additional cost. Performance Pro customers will see their download speed increase from 75 Mbps to up to 100 Mbps and Blast Pro customers will receive increases from 150 Mbps to up to 200 Mbps. To get the increased speeds, most customers will simply need to re-start their modems when notified by Comcast that the new speed is available.

# BRONZE LEVEL 2017 INVESTORS



# GOOD NEWS

Continued...

The latest Hospital Safety Grade honored **Shawnee Mission Medical Center** (SMMC) with an "A" - its top grade in patient safety. This is the seventh consecutive "A" for SMMC. The Hospital Safety Grade is compiled under the guidance of the nation's leading experts on patient safety and is administered by The Leapfrog Group, an independent industry watchdog. The score is calculated by top patient safety experts, peer-reviewed, fully transparent and free to the public. The Grade is a composite score made up of 30 different, nationally-reported patient safety measures that indicate how well hospitals protect patients from preventable errors, injuries and infections. The Hospital Safety Score assigns "A," "B," "C," "D," or "F" grades to U.S. hospitals.

An elegant evening at Kansas City's historic Union Station, a Centennial Gala, raised more than \$1 million towards a \$16 million goal as part of **Kansas City University of Medi-**

**cine and Biosciences** (KCU) Leading the Way Centennial Campaign. KCU's Leading the Way Centennial Campaign will fund a state-of-the-art Center for Medical and Surgical simulation. The center will include a hospital environment equipped with high-tech mannequins that imitate real-life patients and medical emergencies. The center will provide integrated training and collaboration for medical, nursing, psychology and pharmacology students that mirror a hospital setting. The campaign will also fund student scholarships, and outreach programs that include Score 1 for Health Screening programs for children in underserved areas of Kansas City and Wyandotte County, as well as KCU's Global Health outreach programs in Guatemala, Kenya and the Dominican Republic.

**Truss LLC** (formerly Cretcher Heartland/Power Group) has teamed up with Lever1, a professional employer organization (PEO) that offers outsourcing services in human

resources, payroll, employee benefits, and workers' compensation. Together the two will offer each other's clients a wider variety of streamlined and efficient business solutions.

**Google** recently recognized a half-dozen additional **Gragg Advertising** employees as AdWords aficionados. Six employees completed the Google Specialist Challenge, studying, testing, and receiving their Search, Display, Video, Shopping and Mobile Google AdWords Certifications in less than one month. This certification is exclusive to members of a Certified Google Partner. To date, Gragg holds individual certifications in each Google AdWords specialty—totaling over 45 including search advertising, mobile advertising, video ads, display advertising, shopping advertising, and Google Analytics IQ.

**Teach For America** announced that it will expand its Computer Science (CS) initiative, bringing high-quality opportunities to teachers

## SILVER LEVEL 2017 INVESTORS



MASTER COMPLEXITY™



and students in Kansas City with support from **AT&T**. Through its signature philanthropic initiative, AT&T Aspire, the technology company will contribute \$100,000 to Teach For America - Kansas City toward quality professional development and resources for teachers reaching over 150 students in Kansas City. The funds are part of a \$900,000 donation from AT&T over the next two years to reach CS educators and the 2,500 students they're teaching across the Bay Area, Dallas-Fort Worth, Kansas City, Rio Grande Valley, South Carolina, and Washington D.C.

**The Roasterie**, which recently celebrated its 23rd anniversary, has announced plans to expand its factory. The expansion will include an 800-square-foot bakery and a theater that looks like a DC-3 historic aircraft. It is expected to be complete by the end of February 2017. In addition, the company has announced a new Roasterie Café at 1828 Walnut, the first floor of Corrigan Station, in the

heart of the Crossroads Arts District. Watch for that to open in March.

The **Well Bar, Grill & Rooftop** is offering live entertainment every Friday and Saturday night in January. All shows begin at 9 p.m. Featured talent includes Zack Mufasa, Dolewite, DJ Lee & EvanJohn, and DJ Ashton Martin.

**The Family Conservancy** will receive \$163,525 from The Early Education Funders Collaborative for their Quality Initiatives and Professional Development (QI/PD) Department – to promote kindergarten-readiness through improving the quality and accessibility of early care and education for young children. The Early Education Funders Collaborative formed in 2014 with a vision that all students served by early childhood education providers in Metro Kansas City are kindergarten-ready and able to transition to schools that will build on that preparation through at least grade three.

Locally-owned **Underdog Wine Co.** opened in Union Hill Nov. 21. Owners Ryan and Jenny Sciara opened their second location in a 970 square-foot space at 2984 Gillham Road on the ground floor of the recently completed Loft Lifestyle McGee lofts. The new location has the same intimate feel and organization as the original location in Crestwood and will be open 10 a.m. - 7 p.m., Monday through Saturday, and 11 a.m. - 4 p.m., on Sunday.

**Kansas City MO Parks and Recreation** has announced the completion of reconstruction of the intersection of Independence and Benton Boulevards in the historic Northeast neighborhood. A ribbon cutting was held to celebrate the Improvements, which include new traffic signals, street lighting, pedestrian lighting, pavement markings, rain gardens, sidewalks, landscaping, and site amenities.

## GOLD LEVEL 2017 INVESTORS



# PLATINUM LEVEL 2017 INVESTORS



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