

BUSINESS MONTHLY



Chamber of Commerce

2015 BUSINESS PERSON OF THE YEAR AWARD David, John and Steve Hutkin



From left: Steve Hutkin (Hutkin Development Company) receives Business Person of the Year Award from Mike Minkler (CMIT Solutions of Clayton), Vice President of Member Services

The Business Person of the Year Award is given to an individual for outstanding business accomplishments. Criteria include: success in the business world; contributions to the Creve Coeur-Olivette Chamber; business leadership; community leadership; ethical business practices; and role model for future business leaders. Although the criteria for Businessperson of the Year is for an individual it was extended to three brothers this year and was presented to David, John and Steve Hutkin from Hutkin Development Company.

Hutkin Development Company was founded in 1963 by Robert "Bob" Hutkin and recently celebrated its 50th anniversary. Bob Hutkin moved the company to offices in Creve Coeur in 1975, and the offices of Hutkin Development Company have remained in Creve Coeur for the past 40 years. During the 1970s and 1980s Bob's three sons, John, David and Steve, joined the business, and all three remain fully active today.

The Hutkins have developed, redeveloped and/or acquired numerous commercial properties in Olivette and Creve Coeur over the years and have enjoyed long and collaborative relationships with both municipalities. The three brothers actually grew up in Olivette.

Hutkin Development Company has been an active member in the Creve Coeur-Olivette Chamber of Commerce since 2004 and has been a constant champion of business issues including signage, road improvements and development.

See inside the newsletter for the other award recipients.

FEBRUARY 2016

	Sun	Mon	Tue	Wed	Thu	Fri	Sat
FEBRUARY		1	2	3	4	5	6
	7	8	9	10	11	12	13
	14	15	16	17	18	19	20
	21	22	23	24	25	26	27
	28	29					

Feb 9 Small Business Networking Group
Paragon Building at 12400 Olive Blvd (Behind TGI Fridays Strip Mall) – 5th Floor Conference Room
8:00 – 9:00 a.m.
Open to all members
(Contact Mike Minkler at 314-222-1364, ext. 101 for more information.)

Feb 12 Coffee Connection
Houlihan's
1085 N. Mason Rd.
8:00-9:00 a.m.
(registration form enclosed)

Feb 19 Chamber Auction
Theme: Mexican Fiesta
Orlando's Event and Conference Center
2050 Dorsett Village in Maryland Heights
5:30 - 9:00 p.m.
(registration form enclosed)

Mar 22 Brown Bag Lunch
Topic: Strategic Networking
St. Louis County Library - Thornhill Branch
12863 Willowycy Dr.
11:30 a.m. - 1:00 p.m.
(registration form enclosed)

Stay connected to us on:





Photo courtesy of McCarty Photography

(L to R) Back row: David Peterson, Nancy Gray, Dr. Paul Hyland, Lisa O'Dell, Ed Lindner, Kim Simmons, Terry Herbert and Brad Tinnon.
Front row: Mike Minkler, Steve Bisch, Bill Wyne, Mary Barry, Jim Elder and Rich Sames.

2016 Chamber Board of Directors

OFFICERS

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David Peterson, Heartland Payment Systems

President Elect

Mary Barry, American Eagle Credit Union

Vice President Events

Kim Simmons, Massage Envy Spa Olivette

Vice President, Government

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Vice President, Member Services

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Dr. Paul Hyland, Committed to Health Chiropractic Center

Natalie Mamrenko, Brown Smith Wallace LLC

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Brandon Reuther, Edward Jones

Rich Sames, BMO Harris Bank

Brad Tinnon, B.E.S.T. Wealth Management

Steve Wolff, Wolff Properties

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Staff

Nancy Gray (Executive Vice President)

Barb Gerstenkorn (Finance Director)

Ellen Levy (Membership Director)

Jennifer Stringer (Media Specialist)

Creve Coeur - Olivette Chamber of Commerce

10950 Olive Blvd., Suite 101

Creve Coeur MO 63141

314-569-3536

314-569-3073 (fax)

www.ccochamber.com

Mission: To be a strong advocate for business



OFFICIAL CHAMBER PHOTOGRAPHER

McCarty Photography
11200 Olive Blvd.
Creve Coeur MO 63141
(314) 432-1221

Publicity • Portraits • Weddings



THE MARK OF QUALITY.

Kriegshauser West Mortuary

9450 Olive Blvd.

St. Louis, MO 63132

314-994-3322

www.dignitymemorial.com



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12101 Olive Boulevard, Creve Coeur, MO 63141

314-434-0038

www.oconnor-ins.com



TRUSTS, TRUSTS, EVERYWHERE A TRUST – WHAT ARE THEY AND ARE THEY NECESSARY?

GUEST EDITORIAL

Debra K. Schuster, Schuster & Associates

Trusts come in many shapes and sizes. The most common trust is a revocable “living trust”, which is a legal document that identifies who you want to handle the assets titled in your trust when you are: 1) competent and just living your life (e.g., now), 2) incapacitated and you need someone else (your trustee) to handle your assets, and 3) after you die. There are joint trusts for married couples and individual trusts that are for single individuals or married couples who each want their own trust.

The person(s) creating the trust is “Grantor”, “Trustor”, “Settlor” (lots of labels for the same role) and is the initial trustee; once the Grantor becomes incapacitated (usually as determined by his/her attending physician stating in writing that the Grantor cannot make financial decisions) the next-named trustee (the “Successor Trustee”) takes over paying bills, handling the financial matters of the incapacitated Grantor per the instructions in the trust. After the Grantor dies, the Successor Trustee then handles the trust assets (usually distributing them to named beneficiaries (individuals and/or charities) again, according to the instructions in the trust.

The wonderful thing about trusts is that so long as all of someone's assets (bank/money market/stock, etc. accounts; life insurance, automobiles, home(s), other real estate) that legally can be titled in one's trust are titled in the name of the trust, all of the those assets: a) will avoid probate and b) will be handled by the Trustee as instructed in the trust.

For example, if you have minor children and you die before they reach an age that you are comfortable with them receiving their inheritance, you can provide very specific instructions for your Successor Trustee to follow regarding the handling of those assets, such as restricting distribution to certain ages (i.e., 25/30/35); keeping funds in trust if they have a substance abuse, spendthrift or other issue and if you have a disabled beneficiary, to enable that person's share to be protected from being “counted” as available funds so they can qualify for public benefits.

Simple beneficiary designations on bank accounts and other assets just do not allow for such creative and detailed instructions. Some assets cannot be titled in a trust, such as IRAs, bonds and other IRA-like accounts, but can be made payable to a trust upon death of the Grantor (if that is advised by an accountant or attorney). Not everyone needs a trust, but they do provide the ability to provide detailed instructions that simple beneficiary designations do not.

BLOCK ADVISORS HOSTS RIBBON CUTTING



From left: Ellen Levy (CCO Chamber), David Peterson (Heartland Payment Systems), Henrietta Reese (Block Advisors Client Service Professional), Greg Kintz (Creve Coeur Workspace), Jaime Davega (Block Advisors Office Manager), Geoffrey Bowers (Ameriprise), Creve Coeur Mayor Glantz, Larry Tessler (Tessler Promotions), Rich Sames (BMO Harris Bank), Barb Gerstenkorn (CCO Chamber), Kim Simmons (Massage Envy Spa Olivette) and Jennifer Stringer (CCO Chamber).

H&R Block has launched a new brand, Block Advisors, which will give year-round support to individuals and small businesses. For Block Advisors and their clients, taxes are part of a larger financial plan. Jaime Davega manages the Block Advisors location, at 12734 Olive Blvd., in Creve Coeur, where the ribbon cutting was held. Jaime and his staff may be reached at 314-434-3084.

Jaime invites you to come into his Block Advisors office to meet with a tax professional who can handle all your tax preparation needs. His tax experts can't wait to help you prepare and file your taxes. Tax professionals have more than 84 hours of specialized training. They are experts in identifying all the tax deductions you qualify for so you know you're getting the most from your tax return. They will find every last tax deduction available so you get the most from your tax return.

CITY OF CREVE COEUR'S COMPREHENSIVE PLAN Community Input Requested For Final Meeting on March 7

For the past several months, the City of Creve Coeur has been working with consulting firm H3 Studio to update its Comprehensive Plan, a long-range planning and policy document that guides the city in land-use decisions.

The first phase consisted of the base mapping, existing conditions analysis, review of the existing comprehensive plan, and the first public workshop. The second phase consisted of preparing the draft community vision and goals, strategies and priorities as well as developing the draft plan structure. As the update process continues, the consultant will draft comprehensive plan components, sustainability recommendations, preliminary recommended code updates and overlays.

Community stakeholders are invited to give feedback on these developments by attending the final public workshop on Monday, March 7 from 6:30 to 8:30 p.m. in the Multi-Purpose Room of the Creve Coeur Government Center, 300 N. New Ballas Road. In addition, community members are encouraged to review the 2002 Comprehensive Plan and offer feedback using the online comment form or the online survey.

For more information, contact Jason Jaggi, Community Development Director, at (314) 872-2504.



MARK YOUR CALENDARS!

2016 AWARDS DINNER & AUCTION

Theme: Mexican Fiesta

Friday, February 19th

Orlando's Event and Conference Centers
2050 Dorsett Village – Maryland Heights

5:30 – 9:00 p.m.

Elegant Buffet Dinner and Open Bar

MEMBERSHIP

WELCOME NEW MEMBERS!



THANKS TO THE FOLLOWING
BUSINESSES FOR RENEWING THEIR
MEMBERSHIPS IN JANUARY:



Berkshire Hathaway HomeServices Select Properties

Lisa Colonder
13275 Manchester Rd., Ste. 101
Des Peres, MO 63131
314-398-0150
www.lisacolonder.com
Realtor

Bodywise 1-On-1 Personal Fitness Studios, Inc.

Edward "Skip" Smith
12341 Olive Blvd.
Creve Coeur, MO 63141
314-453-1661
www.bodywise1on1.com
Health & Fitness

Build-A-Body Kid's Fitness, Inc.

Edward "Skip" Smith
12341 Olive Blvd.
Creve Coeur, MO 63141
314-453-1661
www.BuildABodyKidsFitness.com
Organizations - Not For Profit / Children's Fitness

Community News

Christy Parks & Susan Faust
2139 Bryan Valley Commercial Dr.
O'Fallon, MO 63366
636-379-1775
www.mycnews.com
Newspaper/Magazine

Reliance Bank

Angela Murphy
9769 Olive Blvd.
St. Louis, MO 63132
314-989-1504
www.reliancebankstl.com
Retail Banking

Shire Gate Farm

Will Witherspoon
3123 Wright Rd.
Owensville, MO 65066
314-852-3351
www.shiregatefarm.com
Agriculture - Sustainable & Local

- American Carnival Mart / Party Land / Good Times – 21 years
- American Eagle Credit Union – 5 years
- Antique Mall of Creve Coeur – 16 years
- Block Advisors – 4 years
- Creve Coeur Fire Protection District – 31 years
- Days Inn – 9 years
- Envision, LLC – 3 years
- Granite City Food & Brewery – 6 years
- Hearing Loss Association of America, Greater St. Louis Chapter – 1 year
- Heather Ridge Apartments – 10 years
- J. Walsh Insurance – 1 year
- Jewish Community Center (The J) - 6 years
- Massage Envy Spa Olivette – 1 year
- Parkway School District – 13 years
- PNC Bank – 14 years
- Ronald McDonald House Charities – 10 years
- Ruzicka Group Services – 5 years
- Sport Clips – 6 years
- Tessler Promotions – 18 years

WELCOME TO DR. KENN NIEBRUGGE



Dr. Kenn Niebrugge joins The Joint - Creve Coeur team on February 1st as its primary doctor. The Joint - Creve Coeur is located at 11475 Olive Blvd., and the phone number is 314-736-1770.

NEW MEMBER PROFILES

Photos courtesy of McCarty Photography

Upper Limits Rock Gym

Luke Nurnberger (pictured) and Shelly Bass
1874 Lackland Hill Parkway
St. Louis, MO 63146
Phone: 314-991-2516
Website: www.upperlimits.com

As St. Louis's premier indoor rock climbing gym, Upper Limits Rock Gym provides an ideal venue for any business event or family outing. Unite your employees with one of its customized team building sessions, give your kids the coolest birthday party, or bring your friends to scale the walls and receive an amazing, full-body workout while having the time of your lives! Experience the thrill of indoor rock climbing at two St. Louis locations: Downtown and West St. Louis County at Page and Lindbergh.

YouthBridge Community Foundation

Mike Howard (pictured) and Scott Kriete
12685 Olive Blvd., Ste. 100
St. Louis, MO 63141
Phone: 314-985-6778
Website: www.youthbridge.org

YouthBridge Community Foundation is an organization that has been serving the greater St. Louis community since 1877. YouthBridge offers individuals, families, businesses and their professional advisors the expertise and resources needed to execute thoughtful philanthropic strategies – efficiently and easily. Whether you have a donor-advised fund or a private foundation, YouthBridge will connect the resources of generous donors like you with the needs of nonprofit organizations. Let YouthBridge help you design your own charitable giving plan today.



2015 AWARD RECIPIENTS

Photos courtesy of McCarty Photography

COMMUNITY SERVICE AWARD Norma Pew - West County Civitan Club



The Community Service Award was presented to Norma Pew. This award goes beyond the focus of chamber involvement. The award recipient makes an impact on Creve Coeur and/or Olivette and may have made a contribution by any of the following means: increasing jobs; business acumen; beautification to region; positive improvements in the quality of life; and/or advocate for the region.

In 2013 Norma moved from Little Rock, Arkansas to live closer to her family. She came into the chamber office one day to find out about the region and brought with her a district official from Civitan International. Norma was a very instrumental part of the Civitan organization in Arkansas and when she visited the Chamber office, she announced that there were no Civitan Clubs in the St. Louis region, and it was her intent to start one here.

Under Norma's leadership, the West County Civitan Club manned a children's tent at a 5K run for cancer research, served as birthday buddies for foster children, donated gift cards to ARC and served food at its annual picnic for special needs adults, and raised funds to be given to local charities. During the holidays Norma sells fruitcakes for the West County Civitan Club with proceeds benefitting a research hospital in Arkansas and a St. Louis charity.

VOLUNTEER OF THE YEAR AWARD David Peterson - Heartland Payment Systems



David Peterson, pictured left, from Heartland Payment Systems was presented with the Volunteer of the Year Award by Mike Minkler (CMIT Solutions of Clayton), Vice President of Member Services. The Volunteer of the Year Award is given to an individual for outstanding volunteer involvement in the chamber. Criteria include: proactive in chamber activities, leadership of event, providing funding to the chamber; and enthusiasm for the chamber.

David Peterson has been a member of our chamber since 2008. He is an avid golfer and joined the golf committee when he became a member of the chamber. He moved into the role of golf committee chair in 2010.

David attends chamber events to add support to the other event committees. He is a very competitive trivia player at the Chamber's trivia night, whose team won first place in 2014 and second place in 2015.

David is a Senior Product Advisor at Heartland Payment Systems and has nine years of payroll experience. David joined the chamber board in 2012 and is the Creve Coeur-Olivette Chamber's 2016 president.

ROOKIE OF THE YEAR AWARD Kim Simmons - Massage Envy Spa Olivette



The Rookie of the Year Award was presented to Kim Simmons. The award is given to an individual for outstanding accomplishments during the first 18 months of involvement with the chamber. Criteria include: member of the chamber, fully engaged, willing to take on responsibility, advocate for the chamber; and recognized by staff and board as dependable to follow through on tasks.

Kim owns the Massage Envy Spa Olivette location and initially joined our chamber in 2008. In addition to buying her franchise she was working a demanding job at AT&T and decided to take a hiatus from the chamber until she had more time to devote to marketing her franchise. She renewed her membership in 2014 and became very active in our chamber. She joined the mouse race committee in 2015, and because of her enthusiasm, she was recruited to serve on both the trivia and auction committees. She joined the Chamber's Board of Directors last fall and agreed to serve as the 2016 Vice President of Events. Kim is fulfilling all the criteria of this award - she is fully engaged in chamber events and activities; she has taken on leadership roles; is a champion and supporter of the chamber; and has been recognized as very good on follow through.



Chamber of Commerce

Creve Coeur-Olivette Chamber of Commerce Presents

Mexican Fiesta

AWARDS DINNER & AUCTION

(Honoring Creve Coeur and Olivette Firefighters and Police Officers)



Friday, February 19, 2016
Orlando's Event and Conference Center
2050 Dorsett Village
Maryland Heights MO 63043
5:30-9:00 p.m.

Buffet Dinner with Premium Open Bar

Reservations due by February 12th

SPONSORSHIP OPPORTUNITIES

- Please reserve a Cancun Sponsorship for my company \$1,000
Please reserve a Puerta Vallarta Sponsorship for my company \$600
Please reserve a Riviera Maya Photo Booth Sponsorship for my company (1 available) \$500
Please reserve a Mariachi Band DJ Sponsorship for my company (1 available) \$400
Please reserve a Los Cabos Sponsorship for my company \$250
Please reserve an Acapulco Sponsorship for my company \$100

Contact Name _____

Company _____

Full Address _____

Telephone _____ e-mail _____ Fax _____

Please reserve _____ ticket(s) for the Auction (\$45 per person).....\$ _____

Please reserve _____ table(s) of 8 at a discounted price - \$350 (paid with one check).....\$ _____

Payment

- I will call the Chamber office with my credit card # (MC/Visa/Discover/AE accepted)
I will mail a check.
I need to be invoiced. Total _____

Donation

I want to donate an auction item for the event. Item description _____ Value \$ _____

The Creve Coeur-Olivette Chamber of Commerce will submit a letter acknowledging all donations after the auction. Donations are tax deductible as a normal business expense.

E-mail this form to ngray@cco chamber.com; or fax to 314-569-3073 or by mail to: CCO Chamber of Commerce, 10950 Olive Blvd., Suite 101, Creve Coeur MO 63141.

For questions, please contact the CCO Chamber office at 314-569-3536.



Chamber of Commerce

BROWN BAG LUNCH TUESDAY, MARCH 22, 2016

11:30 a.m. Check-in & Networking
Noon - 1:00 p.m. Lunch & Program
Bring your own lunch and drink

MEETING LOCATION:

St. Louis County Library – Thornhill Branch
12863 Willowyck Dr.
Phone at Library 314-994-3300 ext. 3902



Topic: Strategic Networking

Speaker: Annette Brackin, Leadership Development Coach and Consultant,
Owner of Journey to Results

Did you know that your network is supposed to:

- Accomplish more than generate business leads?
- Provide both personal and professional satisfaction?
- Help you avoid overload and other common career traps?
- Comprise relationships that offer **multiple** types of value and purposes?
 - Help you manage the workflow in your organization?
 - Increase, rather than decrease your energy?

The latest research shows that unless networks are strategically developed and managed, they fall short of both individual and business expectations. People who are high producers in their organizations in terms of sales, revenue or other metrics that matter, use networks in specific ways to accomplish their goals.

At this interactive event Annette will focus on the common network habits that inhibit innovation, how high producers build and manage strategic networks, strategies to fill a network with the right types of relationships and ways networking helps leaders "do more with less". Attendees will leave with tools to improve their networks.

NO CHARGE but kindly RSVP

Phone: 314.569.3536 Fax: 314.569.3073
10950 Olive Blvd., Suite 101
Creve Coeur, MO 63141
www.ccochamber.com

Please RSVP by noon on March 18, 2016

REGISTER ONLINE: www.ccochamber.com or FAX: 314-569-3073

OR E-MAIL: ngray@cco chamber.com

Name of attendees _____

Business _____

Daytime phone _____



CCO Coffee Connection

This free event gives you a chance to connect with others in an informal networking setting!

Bring lots of business cards and be prepared to share your business story!

Friday, February 12, 2016

8:00-9:00 a.m.

Light Breakfast Items & Networking

Houlihan's

1085 N. Mason Rd.

Creve Coeur MO 63141

Phone at site: 314-469-1167

NO CHARGE but kindly RSVP for food count

Phone: 314.569.3536 Fax: 314.569.3073
10950 Olive Blvd., Suite 101
Creve Coeur, MO 63141
www.ccochamber.com

Please RSVP by noon on February 10, 2016

REGISTER ONLINE: www.ccochamber.com or FAX: 314-569-3073

OR E-MAIL: ngray@cco chamber.com

Names of attendees _____

Business _____

Daytime phone _____

Email _____