

# BUSINESS MONTHLY



Chamber of Commerce

## NOVEMBER MEMBERSHIP MEETING

Thursday, November 16, 2017

### Orlando's Event and Conference Center

2050 Dorsett Village  
Maryland Heights 63043  
314-453-9000

11:15 am check-in & networking  
11:45 am – 1:00 pm lunch & program

**Speaker: Susan K. Trautman**  
**Topic: Great Rivers Greenway**

Great Rivers Greenway is the public agency connecting the St. Louis region with greenways. In the year 2000, St. Louisans voted to leave a legacy for future generations by investing in and connecting together some of our region's best assets – our rivers, parks and communities.

Susan Trautman, CPRP is the Executive Director of The Great Rivers Greenway District. Since 2010, she has been instrumental in advancing the District's vision of improving the quality of life in St. Louis by building the River Ring, a 600-mile web of more than 45 greenways, parks and trails that are connecting St. Louis City, St. Louis County and St. Charles County. For nearly 35 years, she has been responsible for guiding the development and enhancement of numerous park and open space facilities, trails, recreation centers, and delivering successful projects such as the \$27 million Lodge Des Peres and the \$19 million Center of Clayton.

(see registration flyer inside newsletter)

## It's Just Networking

November 29

Enterprise Bank & Trust

11401 Olive Blvd.

3:00 p.m.

No cost - no registration - just show up

This is not a social event - it is a structured meeting

Loosely based on a BNI model, it is specifically formatted to allow chamber members to become more familiar with other members and their products and services. Those attending have 45 seconds to introduce themselves, their company and a good prospect for them. Part of the meeting is devoted to recommendations of those present. Those late to the meeting will not be able to introduce themselves.



## NOVEMBER 2017

	Sun	Mon	Tue	Wed	Thu	Fri	Sat
NOVEMBER				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	30		

- Nov 4**     **Trivia Night**  
Drury Inn & Suites  
11980 Olive Blvd.-  
Doors open at 6:30 pm – Game begins at 7:00 pm  
(registration form enclosed)
- Nov 7**     **Small Business Networking Group**  
Paragon Building at 12400 Olive Blvd  
5<sup>th</sup> Floor Conference Room  
8:00 – 9:00 a.m.
- Nov 10**    **Coffee Connection**  
Pastries of Denmark  
12613 Olive Blvd.  
8:00-9:00 a.m.  
(registration form enclosed)
- Nov 11**    **Veterans Day**  
(See tributes to three members who are also Veterans on page 3 of the newsletter)
- Nov 16**    **Membership Luncheon**  
Orlando's Event and Conference Center  
11:15 a.m. - 1:00 p.m.  
(information at left and inside newsletter)
- Nov 23-24** **Office Closed for Thanksgiving Day Holiday**
- Nov 29**    **It's Just Networking - New Chamber Networking Group**  
Enterprise Bank & Trust  
11401 Olive Blvd.  
3:00 p.m.  
No cost - no registration - just show up

# 2017 Chamber Board of Directors



## OFFICERS

### President

Rich Sames, BMO Harris Bank

### President Elect/Vice President, Member Services

Mike Minkler, CMIT Solutions of Clayton

### Vice President Events

Kim Simmons, Massage Envy-Olivette

### Vice President, Government

Steve Bisch, Monsanto

### Treasurer

David Peterson, Heartland Payment Systems

### Assistant Treasurer

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

### Legal Counsel

Steve Kling, Jenkins & Kling, P.C.

### Immediate Past President

David Peterson, Heartland Payment Systems

## DIRECTORS

Ashleigh Brendel, Drury Hotels

Jim Elder, Allegra Marketing Agency

Terry Herbert, Mercy

Dr. Paul Hyland, Committed to Health Chiropractic Center

Natalie Mamrenko, Brown Smith Wallace LLP

Jodi Meracle, RAI Insurance Group

Chris Pickel, AT&T

Brandon Reuther, Edward Jones

Yvonne Wesa, RE/MAX Results

Steve Wolff, Wolff Properties

Director Emeritus – Bill Wyne, Wyne & Merritt PC

## 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](http://www.ccochamber.com)

**Mission: To be a strong advocate for business**



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**314-434-0038**

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## OFFICIAL CHAMBER PHOTOGRAPHER

McCarty Photography

11200 Olive Blvd.

Creve Coeur MO 63141

(314) 432-1221

Publicity • Portraits • Weddings

# AWARD NOMINATIONS SOUGHT



**BUSINESS PERSON OF THE YEAR**  
**VOLUNTEER OF THE YEAR**  
**ROOKIE OF THE YEAR**  
**COMMUNITY SERVICE**



On Thursday, January 18, 2018, the Chamber will host its Annual Awards Luncheon. We invite members to nominate themselves or others for the four awards that are outlined below. A nomination form may be found in this newsletter.

## Business Person of the Year

This award is given to an individual for outstanding business accomplishments. Chamber membership is required. Criteria include: success in the business world, contributions to the CCO Chamber, business leadership, community leadership, ethical business practices, and role model for future business leaders.

## Volunteer of the Year

This award is given to an individual for outstanding volunteer involvement in the chamber. Criteria include: proactive in chamber activities, leadership of event, financial supporter of the chamber, and enthusiasm for the chamber (a virtual cheerleader).

## Rookie of the Year

This 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.

## Community Service

This award goes beyond the focus of chamber involvement. This award recipient makes an impact on Creve Coeur and/or Olivette. The recipient 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. The recipient does not have to be a chamber member and may be a politician. This award excludes police and firefighters.

## AWARD TIMELINE AND PROCESS

1. Awards will be given at the January luncheon for the previous calendar year
2. In September and October, the chamber will publicize the award process and invite people to make nominations from September 1 through November 10. Nominations are open to all and may come from members, board or staff.
3. At the November membership luncheon, the Chamber will invite members that would like to serve on the Selection Committee to submit their names via their business cards. Two cards will be drawn at the meeting for two individuals to serve on the selection committee. Anyone serving on the committee may not be a nominee.
4. The Selection Committee will meet shortly after the November membership meeting to determine the winners. The votes will be cast by the President, Executive Vice President, two chamber members (the non-board members whose cards were picked at the November membership meeting).
5. Awards will be presented at the January membership meeting



As Veterans Day fast approaches, the CCO Chamber would like to recognize those among us who have given of themselves in service to our nation – veterans, active-duty service members, guardsmen and reservists. The sacrifices made by these men and women, and by their families, have helped to keep our country safe and free. These honorable citizens live and work among us. Below are stories of three veterans in our chamber. Please thank them for their service the next time you see them.



Johnny Harper of OsteoStrong St. Louis spent six years, three of them active duty, in the U.S. Marines. He was stationed in Beirut, Lebanon as part of a peacekeeping mission on that fateful day – October 23, 1983. During the Lebanese civil war, two truck bombs struck the separate buildings that housed the Multinational Force peacekeepers, specifically targeting the US and French servicemembers. The blast and its aftereffects killed 241 American and 58 French peacekeepers as well as six civilians. Islamic Jihad took responsibility for the bombings saying they were aimed at forcing the Multinational Forces out of Lebanon. Johnny wrote about that harrowing experience in the *St. Louis Post Dispatch*. You can read that account [here](https://tinyurl.com/ya2jovst) or by going to this website, <https://tinyurl.com/ya2jovst>. Johnny was a Corporal at the completion of his service.



Barb Marshall of Sport Clips spent 20 years in the Air Force, both active duty and reserve. Much of what she did still remains classified. Barb says the military offered her the opportunity to see different parts of the world including Greece, Germany, and Iceland. Barb enlisted in 1968 during the height of the Vietnam War. When asked what she would like others to know about the military, Barb said, "It takes a lot of people to support the efforts of those doing the fighting. I was honored to be able to support the many friends who were fighting in Vietnam." Barb retired as a Master Sergeant.



Bill Wyne of Wyne & Merritt, PC spent 4 ½ years in what was then known as the Army Air Corps, now known as at the Air Force. Bill worked as a radio operator during World War II. Before the days of satellites, Bill was part of a team that would triangulate the location of incoming planes and guide them toward the target on their bombing mission. Bill was stationed in Africa, Corsica, and Italy throughout the duration of the war. Bill braved primitive conditions, extreme weather and harrowing experiences during his service. Bill was a Staff Sergeant at the completion of his service.

Happy Veterans Day to all who have served. We are grateful for your sacrifice and grateful for your safe return!

# MEMBERSHIP

## WELCOME NEW MEMBERS!

### DAV - Disabled American Veterans, Chapter 53

Virgil "Luke" Lucas  
934 E. Rue De La Banque  
Creve Coeur, MO 63141  
314-458-3207  
www.modav53.org  
Organizations - Not For Profit / Community Service

### Thrive for Life Chiropractic

Barbara Dubis  
729 Old Frontenac Square  
St. Louis, MO 63131  
314-395-4934  
www.thrive4lifenow.com  
Chiropractic Physicians



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

- B.E.S.T. Wealth Management, LLC - 5 years
- Baldi Electric Co. - 1 year
- Big Frog Custom T-Shirts & More - 7 years
- Busey Bank - 32 years
- Classic Aire Care Inc. - 1 year
- Creve Coeur Kiwanis Club - 14 years
- Dobbs Tire & Auto - Creve Coeur - 3 years
- Dobbs Tire & Auto - Olivette - 3 years
- DUBAL America Inc. - 1 year
- First Community Credit Union - 16 years
- Heartland Payment Systems, David Peterson - 7 years
- Hendersons Electric, LLC - 2 years
- ImageNet Consulting - 2 years
- Intelica Commercial Real Estate - 1 year
- Kriegshauser West Mortuary - 23 years
- Potbelly Sandwich Shop - 5 years
- Ramco-Gershenson Properties, LP - 1 year
- Subway - 14 years
- The Arlington Apartment Homes - 12 years
- The Vue at Creve Coeur Apartment Homes - 1 year
- Vanguard Heights Apartments - 2 years
- YouthBridge Community Foundation - 2 years

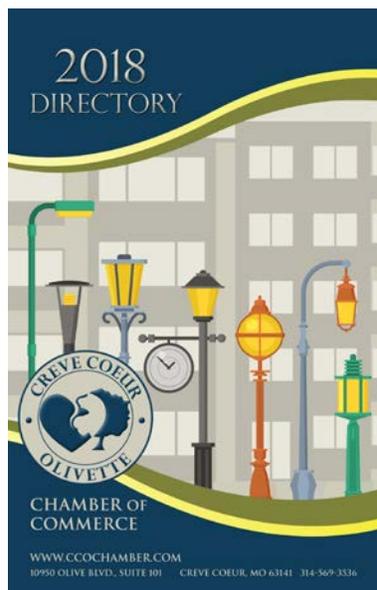
## NEW MEMBER BREAKFAST Parc Provence



From left: Sitting - Danny Gabriel (Pizza World), Brian Sallade (Standard Health) and Silvia Portolan (Portolan Counseling). Standing - Mitch McDermott (The Sherwin-Williams Paint Co. - Creve Coeur, Benjamin Brown, D.C. (Back in Motion St. Louis Chiropractic and Nicki Mulvey (Screenvision Media)

Our thanks to Karen Tjaden and Kathy Aragon, R.N. from Parc Provence for providing a delicious breakfast and hospitality. Everyone left with a lovely gift provided by Parc Provence as well.

## 2018 DIRECTORY



All chamber members will be listed in the 2018 Directory in three formats – by company name, representative name and business category. The booklet is a 5 1/2" x 8 1/2" buzz-book style directory.

Members will be given one **FREE** six-line category listing which consists of company name, primary contact person, address, city/state/zip, phone number and website address. Members may purchase enhanced listings, additional listings and ads. Ads and listings are due by November 30.

### Chamber Trivia Night!

**Saturday, November 4<sup>th</sup>**  
**Drury Inn & Suites**  
**11980 Olive Blvd., Creve Coeur**

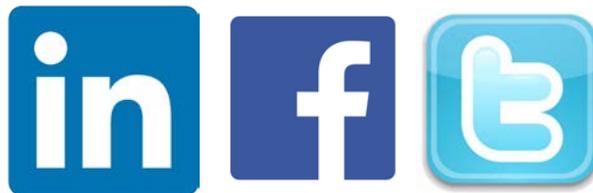
**Check-in 6:30 p.m. Game begins 7:00 p.m.**  
**Soda and water provided –**  
**bring own beverages & food**

Cost: \$20 per player or \$140 for a table of 8  
Mini-auction held at auction

Prizes – 1<sup>st</sup> Place \$400 & 2<sup>nd</sup> Place \$240  
Sponsorship Opportunities Available

**(Registration form inside newsletter)**

Stay connected to us on:





Chamber Of Commerce

# TRIVIA NIGHT

SATURDAY, NOVEMBER 4, 2017

DRURY INN & SUITES

11980 Olive Blvd, Creve Coeur, MO 63141

Drury Inn & Suites phone number: (314) 989-1100

Doors open at 6:30 p.m.

Game begins at 7:00 p.m.

**\$20 per player or \$140 for table of eight**

(Don't have a full table? Every attempt will be made to combine players.)

Bring Your Own - Appetizers and Alcoholic Beverages  
Soda and water available

**No Theme - Mixed Questions**

**Decorate Your Table For Fun!**

**Prizes:**

**First Place \$400**

**Second Place \$240**

### SPONSORSHIP OPPORTUNITIES

**\$750 PRESENTING SPONSOR** - Logo on promotional fliers, table of 8 players, round sponsorship, mulligans and four months of platinum level banner website advertising package (on 5 pages of website).

**\$500 SILVER SPONSOR** - Includes table of 8 players, three months of platinum level banner advertising (on 5 pages of website), one round sponsor and mulligans for players

**\$250 BRONZE SPONSOR** - Includes table of 8 players and mulligans for players

**\$125 ROUND SPONSORS** (10 available) Logo placed on one round of answer sheets

**\$80 PRIZE SPONSORS** (10 available) Logo on slides between rounds

### PLEASE SIGN UP MY TABLE:

Contact \_\_\_\_\_

Business Name or table name \_\_\_\_\_

Address \_\_\_\_\_

City, State, Zip \_\_\_\_\_

Phone \_\_\_\_\_ e-mail \_\_\_\_\_

# of people with this registration \_\_\_\_\_ amount enclosed \$ \_\_\_\_\_

Names of people on my team \_\_\_\_\_

Sponsorship signup (Please check):	
<input type="checkbox"/>	Presenting Sponsor \$750
<input type="checkbox"/>	Silver \$500
<input type="checkbox"/>	Bronze \$250
<input type="checkbox"/>	Round \$125
<input type="checkbox"/>	Prize \$80

Registrations are due by October 27. See below to charge by credit card or please make checks payable to the Creve Coeur - Olivette Chamber of Commerce and mail to 10950 Olive Blvd., Suite 101, Creve Coeur, MO 63141. For more information call the chamber office at 314-569-3536. The fax number is 314-569-3073.

Please charge my credit card:

Name on credit card \_\_\_\_\_ Exp. Date \_\_\_\_\_

Card # \_\_\_\_\_ code on front or back of card \_\_\_\_\_

Address where bills are sent (number only needed not street) \_\_\_\_\_ Zipcode for card \_\_\_\_\_



# 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, November 10, 2017

8:00-9:00 a.m.

Light Breakfast Items & Networking

Pastries of Denmark

12613 Olive Blvd.

314-469-7879 phone at Pastries of Denmark

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](http://www.ccochamber.com)

**Please RSVP by noon on November 8, 2017**

REGISTER ONLINE: [www.ccochamber.com](http://www.ccochamber.com) or FAX: 314-569-3073

OR E-MAIL: [ngray@cco chamber.com](mailto:ngray@cco chamber.com)

Name of attendees \_\_\_\_\_

\_\_\_\_\_

Business \_\_\_\_\_

Daytime phone \_\_\_\_\_



Chamber of Commerce

## MEMBERSHIP LUNCHEON



THURSDAY, NOVEMBER 16, 2017

11:15 a.m. Registration & Networking

11:45 a.m. - 1:00 p.m. Lunch & Program

Orlando's Event and Conference Center

2050 Dorsett Village

Maryland Heights MO 63043

Phone number at Orlando's: 314-453-9000

**Speaker: Susan Trautman**  
**Topic: Great Rivers Greenway**

Great Rivers Greenway is the public agency connecting the St. Louis region with greenways. In the year 2000, St. Louisans voted to leave a legacy for future generations by investing in and connecting together some of our region's best assets – our rivers, parks and communities. That vote created a sales tax that allows GRG, with lots of partner and citizen input, to build, care for and bring to life a network of greenways – creating healthy habitats and watersheds along the way. Great Rivers Greenway is committed to the long-term wellbeing of the St. Louis region – its people, its environment and its economy. The network of greenways strengthens the health of all three. When our communities connect and grow together, the whole region thrives.

Susan K. Trautman, CPRP is the Executive Director of The Great Rivers Greenway District. Since 2010, she has been instrumental in advancing the District's vision of improving the quality of life in St. Louis by building the River Ring, a 600-mile web of more than 45 greenways, parks and trails that are connecting St. Louis City, St. Louis County and St. Charles County. For nearly 35 years, she has been responsible for guiding the development and enhancement of numerous park and open space facilities, trails, recreation centers, and delivering successful projects such as the \$27 million Lodge Des Peres and the \$19 million Center of Clayton.

### **RESERVATIONS BY NOVEMBER 13, 2017**

REGISTER ONLINE: [www.ccochamber.com](http://www.ccochamber.com) OR FAX: 314-569-3073

OR E-MAIL: [ngray@cco chamber.com](mailto:ngray@cco chamber.com)

Chamber office phone: 314-569-3536

No cancellations after November 13th.

\$22 for members, non-members and guests with reservations. No shows are billed \$22.

May pay by cash/check/Visa/MC/Discover

Name \_\_\_\_\_

Name \_\_\_\_\_

Company \_\_\_\_\_

Daytime phone \_\_\_\_\_ e-mail \_\_\_\_\_



# 2017 NOMINATION FORM FOR AWARDS

Nominations due by November 10

On Thursday, January 18, 2018, the Chamber will host its Annual Awards Luncheon. We invite members to nominate themselves or others for the four awards that are outlined below.

## NOMINEE'S INFORMATION

Nominee's name \_\_\_\_\_

Business \_\_\_\_\_

Address \_\_\_\_\_

City State Zip \_\_\_\_\_

Phone \_\_\_\_\_ e-mail \_\_\_\_\_

Number of years as chamber member (if applicable) \_\_\_\_\_

Please check the award for which you are nominating (please review criteria before completing):

Business Person of the Year

This award is given to an individual for outstanding business accomplishments. Chamber membership is required. Criteria include: success in the business world, contributions to the CCO Chamber, business leadership, community leadership, ethical business practices, and role model for future business leaders.

Volunteer of the Year

This award is given to an individual for outstanding volunteer involvement in the chamber. Criteria include: proactive in chamber activities, leadership of event, financial supporter of the chamber, and enthusiasm for the chamber (a virtual cheerleader).

Rookie of the Year

This 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.

Community Service

This award goes beyond the focus of chamber involvement. This award recipient makes an impact on Creve Coeur and/or Olivette. The recipient 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. The recipient does not have to be a chamber member and may be a politician. This award excludes police and firefighters.

Please use the space below or another sheet of paper to describe why your nominee best meets the criteria for the nominated award (include business accomplishments, community involvement, civic or business awards received, or contributions or improvements to the community.) Supporting documentation or additional information may be attached.

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Nominator's name \_\_\_\_\_ Nominator's business \_\_\_\_\_

Nominator's phone \_\_\_\_\_ Nominator's e-mail \_\_\_\_\_

Please mail to the Creve Coeur-Olivette Chamber of Commerce, 10950 Olive Blvd., Suite 101, Creve Coeur MO 63141 by November 10<sup>th</sup> or e-mail to [ngray@cco chamber.com](mailto:ngray@cco chamber.com) or fax to 314-569-3073. For more information contact the CCO Chamber at 314-569-3536.