

BUSINESS MONTHLY



Chamber of Commerce

OCTOBER 2017

OCTOBER MEMBERSHIP MEETING

Thursday, October 19, 2017

SPAZIO – WESTPORT

12031 Lackland Road, Maryland Heights
314-576-0400

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

SPEAKERS:

Officer Doug Manning - Crime Prevention Officer for the Creve Coeur Police Dept. and
Officer Ed Davis - School Resource Officer for the Creve Coeur Police Dept.

TOPIC: ACTIVE SHOOTER DEFENSE PRESENTATION

While FBI statistics show that levels of violent crime in the United States, including murder, have steadily declined since 1991, it is nevertheless true that some of the worst acts of violence in U.S. history have taken place within the past decade. Would you know what to do if someone pulled out a gun at your business?

Come hear about the primary intruder defense program being taught in school districts and businesses throughout the St. Louis area. Officer Davis will be bringing training props for our members to interact with.

(see registration flyer inside newsletter)

	Sun	Mon	Tue	Wed	Thu	Fri	Sat
OCTOBER	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	31				

- Oct 3 Small Business Networking Group**
Paragon Building at 12400 Olive Blvd – 5th Floor Conference Room
8:00 – 9:00 a.m.
- Oct 13 New Member Breakfast**
Parc Provence
605 Coeur De Ville Dr.
8:00-9:30 a.m.
(registration form enclosed)
- Oct 19 Membership Luncheon**
Spazio Westport
11:15 a.m. - 1:00 p.m.
(information at left and inside newsletter)
- Oct 25 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
- 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)

FIRST PLACE FALL GOLF SCRAMBLE WINNER Guardian Relocation - Moving & Storage



From left: Ted McGee, Gavin Park, Jason Lepsky and Kurt Moeller. Results of the golf outing may be found on page 6 of the newsletter. Thanks to all the players and sponsors for making the tournament a success!



Brad and Wendy Tinnon served snacks and beverages on the course.

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

Mission: To be a strong advocate for business



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



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



BOARD OF DIRECTORS SLATE Class of 2020

Term length from January 1, 2018 to December 31, 2020

**Michelle Banducci (Banducci Enterprises - McDonald's)
Terry Herbert (Mercy)
Dr. Paul Hyland (Committed to Health Chiropractic Center)
Stephanie Kolker (Logos School)
Katie McLaughlin (Jenkins & Kling PC)
Anna Marie Wehr (Enterprise Bank & Trust)**

Members' rights to petition

According to Article IV, Section 2C of our bylaws, "Additional names of candidates for Directors may be nominated by petition bearing the genuine signature of at least fifteen (15) qualified members of the Association. Such petition shall be filed with the Executive Vice President within ten (10) days after notice has been given with the names of those nominated. The determination of the nominating committee, as to the legality of the petitions(s), shall be final."

Procedures followed in case of petition and the election of the Class of 2020

Under Section 2D, "If a legal petition shall present additional candidates, the names of all candidates shall be arranged on a ballot in alphabetical order. Instructions will be to vote for six (6) candidates only. The Executive Vice President shall mail, e-mail or fax this ballot to all active members at least fifteen (15) days before the regular November Board meeting. The ballots shall be marked in accordance with instructions printed on the ballot and returned to the Association office within ten (10) days. The Board of Directors shall, at its regular November Board meeting, declare the six (6) candidates with the greatest number of votes, elected.

If no petition is filed within the designated period, the nominations shall be closed and the six (6) candidates shall be voted on individually by the Board of Directors at its regular November Board meeting."

It's Just Networking

October 25

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.

MEMBERSHIP

WELCOME NEW MEMBERS!

Portolan Counseling

Silvia Portolan
11709 Old Ballas Rd.
Creve Coeur, MO 63141
636-236-7742
www.portolancounseling.com
Counseling

St. Andrew's Resources for Seniors System – opening in December

Toni Anderson
1001 Craig Road, Suite 200
Creve Coeur, MO 63141
314-726-0111
www.standrews1.com
Organizations - Not For Profit

Standard Health, LLC

Brian Sallade
11927 Villa Dorado Dr., Unit E
St. Louis, MO 63146
314-223-4988
www.standardhealthllc.com
Health & Wellness



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

- Advanced Sight Center - 17 years
- Bianco Properties - 26 years
- John Beal Inc. - 1 year
- Logos School - 22 years
- Menchie's Frozen Yogurt - 3 years
- Minuteman Press of Olivette - 13 years
- Olivette Lanes - 5 years
- Parc Provence - 14 years
- St. Luke's Urgent Care - 7 years
- West County Plastic Surgeons of Washington University - 1 year
- Whispering Hills Apts. & Townhomes - 27 years

Chamber Trivia Night!

Saturday, November 4th
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 – 1st Place \$400 & 2nd Place \$240
Sponsorship Opportunities Available

(Registration form inside newsletter)

KINDRED AT HOME CELEBRATES NEW NAME WITH RIBBON CUTTING



From left: Clarice Washington, Kimberly St. Clair, Telia Starks, Marsha Curtis, Sharon Garrett (all from Kindred at Home), Jennifer Stringer and Barb Gerstenkorn (both from CCO Chamber).

American Home Care was renamed Kindred at Home and celebrated its new name with a ribbon cutting on September 11. Management, ownership and staff have not changed. It is proud to be a part of a network of caregivers, clinicians, information technology teams, and support personnel with a goal of providing superior outcomes for its patients. For additional details contact Telia Starks at 314-569-9386.

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.

Stay connected to us on:



NEW MEMBER PROFILES

Achievements Unlimited

Melissa Weber (right in picture) and Angela Craven
9510 Page Ave
St. Louis, MO 63132
Phone: 314-733-0056
Website: www.achievementusunlimitedstl.org



Achievements Unlimited (AU) provides specialized services for adults with autism and other special needs to encourage independence, enhance quality of life, and broaden the opportunity for increased participation in the greater community. AU's purpose is to meet the needs of those who do not qualify or have been refused by other day programs, sheltered workshops, or vocational rehabilitation due to their challenging behaviors. Substantive, supported community interactions and vocational training can be a powerful catalyst for young adults with developmental disabilities to take concrete steps towards becoming increasingly self-sufficient, self-fulfilled, productive members of society.

Creve Coeur Airport

Robert Cameron
14301 Creve Coeur Airport Road
Maryland Heights, MO 63146
Phone: 314-878-9575
Website: www.crevecoeurairport.com



Creve Coeur Airport's mission is to provide a home for general aviation in the St. Louis metropolitan area. The airport provides a home for light business aircraft, antiques, classics, Warbirds, sport aviation, and homebuilt aircraft. Its central location is a great bonus for aviation enthusiasts who live in St. Charles County as well as St. Louis County. Creve Coeur Airport is known around the world as a haven for antique planes and is the home of the Historic Aircraft Restoration Museum, which has over fifty antique and vintage planes on display. The airport is constantly evolving and looks forward to being a catalyst for responsible development in the Howard Bend Planning District for many years to come.

Gabbit, LLC

Harry Orchard
9415 Dielman Rock Island Industrial Dr.
St. Louis, MO 63132
Phone: 314-898-0000
Website: www.gabbit.net



Gabbit is a telephone company exclusively serving small businesses. It was built on two principles: to provide small businesses with high-quality, full-featured phone service at the preferred rates large businesses enjoy and to deliver systems customized to the needs of small business customers - whether they need 1 line or 10 lines. Gabbit offers the best service in the industry with local reps and technicians, 24-hour support, more than 150 features, and all for a low, fixed price. Call Harry Orchard for more information or to schedule an appointment. Small Businesses are a Big Deal to Gabbit!

West County Plastic Surgeons of Washington University

Lisa Schaefer (right in picture) and Jennifer McGoogan
1020 N. Mason Road, Ste. 110
St. Louis, MO 63141
Phone: 314-996-3047
Website: www.westcountyplasticsurgeons.wustl.edu



It's a big decision to have reconstructive or cosmetic surgery, and that's why West County Plastic Surgeons of Washington University strives to offer the utmost in care and consultation. Its plastic surgeons are on the faculty of the Washington University School of Medicine in St. Louis and are up to date on the latest advances in the plastic surgery field. The approachable manner of its plastic surgeons and staff creates a very patient-friendly environment in which total attention is focused on you, the patient. It offers such procedures as cosmetic breast surgery and breast reconstruction, body contouring, facial procedures, and skin and spa services. For more information call (314) 996-8800.

NINE-HOLE GOLF SCRAMBLE

THANKS TO ALL OUR SPONSORS

EAGLE SPONSOR

Monsanto Company

BIRDIE SPONSORS

Edward Jones - Brandon Reuther
Guardian Relocation - Moving & Storage

PAR SPONSORS

BMO Harris Bank
C-Edge Software Consultants
Great Southern Bank

HOLE-IN-ONE SPONSOR

Tom Ulmer, Retirement Income AND College Planning Services

CLOSEST TO THE PIN SPONSOR

Hair Saloon For Men

LONGEST DRIVE SPONSOR

The Law Offices of Jay B. Umansky

STRAIGHTEST DRIVE SPONSOR

Wolff Properties

DINNER SPONSOR

Olivette Lanes

BEVERAGE CART SPONSOR

B.E.S.T. Wealth Management

HOLE SPONSORS

Berger Memorial Chapel
Berkshire Hathaway HomeServices Select
Properties
BMO Harris Bank
Bristol Seafood Grill
C-Edge Software Consultants
Committed to Health Chiropractic Center
Edward Jones - Brandon Reuther
Great Southern Bank
Guardian Relocation - Moving & Storage

Monsanto Company
Olivette Lanes
Ortmann-Stipanovich Funeral Home
Ortmann-Stipanovich Funeral Home
PMMVACATIONS
Select Personnel Resources
Sprint Business
The Sherwin-Williams Paint Co. -
Creve Coeur



Donations provided by:
Committed to Health Chiropractic Center
Creve Coeur Golf Course
David Peterson (Heartland Payment Systems)
Waterway Carwash

Thanks to the Nine-Hole Golf Committee

Chair – David Peterson (Heartland Payment Systems)
Allen Burnett (Jefferson Bank and Trust Company)
Pam MacDonald (PMMVACATIONS)
Brandon Reuther (Edward Jones)
Kim Simmons (Massage Envy Olivette)
Ross Wolff (Waddell & Reed)



Edward Jones team - from left: Josh Loeffler, Ryan Alsup, Brandon Reuther, and Joe Meyer.

Thank you to the following businesses who sponsored players and teams including American Family Insurance, BMO Harris Bank, C-Edge Software Consultants, City of Creve Coeur, Edward Jones, Great Southern Bank, Guardian Relocation - Moving & Storage, Heartland Payment Systems, Jefferson Bank and Trust Company, Monsanto Company, Olivette Lanes, Orlando's Event and Conference Centers, Rapid Dry, Retirement Income Planning, LLC, Stopp & VanHoy, The Garbacz Group, and Wyne & Merritt PC.

WINNERS OF THE NINE-HOLE GOLF SCRAMBLE

FIRST PLACE WINNERS (with a score of 27)

Jason Lepsky
Ted McGee
Kurt Moeller
Gavin Park

SECOND PLACE WINNERS (with a score of 29)

John Owen
Ken Sellenriek
Tom Ulmer
Al Wenzel

THIRD PLACE WINNERS (with a score of 31)

Ryan Alsup
Josh Loeffler
Joe Meyer
Brandon Reuther

CLOSEST TO THE PIN CONTEST

Kurt Moeller

STRAIGHTEST DRIVE CONTEST

Keith Kassel

LONGEST DRIVE CONTEST

Rich Sames



BMO Harris team - from left: Kevin Bosch, Rich Sames, Steve Cook and Ed Johnston





Chamber of Commerce

MEMBERSHIP LUNCHEON THURSDAY, OCTOBER 19, 2017

11:15 a.m. Registration & Networking
11:45 a.m. Lunch & Program

SPAZIO - WESTPORT



12031 Lackland Road, Maryland Heights
314-576-0400

SPEAKERS:

Officer Doug Manninger - Crime Prevention Officer for the Creve Coeur Police Dept. and
Officer Ed Davis - School Resource Officer for the Creve Coeur Police Dept.

TOPIC: ACTIVE SHOOTER DEFENSE PRESENTATION

While FBI statistics show that levels of violent crime in the United States, including murder, have steadily declined since 1991, it is nevertheless true that some of the worst acts of violence in U.S. history have taken place within the past decade. Would you know what to do if someone pulled out a gun at your business?

The speakers will be presenting the lecture portion of a program called [Tier One Tactical Solutions' 4E Program](#). This is the primary intruder defense program taught in school districts (Parkway/Hazelwood) and businesses throughout the St. Louis area. Tier One Tactical Solutions provides the highest level of law enforcement professional training as related to SWAT/Tactical operations. The 4E program is an acronym for Educate/Evade/Escape/Engage. Officer Davis will be bringing training props for our members to interact with.

RESERVATIONS BY OCTOBER 16, 2017

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

OR E-MAIL: ngray@cco chamber.com

Chamber office phone: 314-569-3536

No cancellations after October 16th.

\$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):

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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.

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 10th or e-mail to ngray@cco-chamber.com or fax to 314-569-3073. For more information contact the CCO Chamber at 314-569-3536.

Join us as we welcome newcomers to our chamber!
It's our bi-annual

New Member Breakfast



Friday, October 13, 2017

Parc Provence

605 Coeur De Ville Drive - Creve Coeur, MO 63141
Phone at Parc Provence is 314-542-2500

8:00 – 9:30 a.m.

NO CHARGE TO ATTEND BUT PLEASE RSVP FOR A FOOD COUNT

RESERVATIONS KINDLY REQUESTED BY OCTOBER 10TH!

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

OR E-MAIL: ngray@cco chamber.com

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Name _____

Name _____

Company _____

Daytime phone _____ e-mail _____



Chamber of Commerce

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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](tel:3149891100)

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):

- Presenting Sponsor \$750
- Silver \$500
- Bronze \$250
- Round \$125
- 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 _____