



## Mayor Skoog delivers first State of the City



**Mayor Curt Skoog delivered his first State of the City Address in an afternoon program presented by the Overland Park Chamber of Commerce last month.**

With a message of “Foundations to Future,” the Mayor discussed foundational actions that helped make Overland Park one of the best places to live, work and play, and also shared future efforts being made to ensure the community remains a prime location for all.

Mayor Skoog was joined on stage by Jack Messer, Director of Planning and

Development Services at the City of Overland Park, who moderated a panel discussion featuring Dr. Tonya Merrigan, Superintendent of the **Blue Valley School District**; Whitney Kerr, senior vice president with Cushman Wakefield; and Janiece Vohland, a Neighborhood Executive Committee member.

To watch the Mayor’s State of the City, [click here](#).

**Presenting Sponsor:**

 **Saint Luke’s**  
HEALTH SYSTEM

**Silver Sponsors:**

 **Netrality**  
Data Centers

 **Serendipity Labs**  
Inspiration at Work<sup>®</sup>

## Chamber Board

### Board Officers:

Tony Rupp, 2022 Chairman  
Foulston Siefkin LLP

Joan Wells, Chair-Elect  
Augeo

Cindy Rock, 1st Vice Chairman  
C2FO

Josh Beck, 2nd Vice Chairman  
MarksNelson LLC

Matt Sogard, Secretary  
Overland Park Regional Medical Center

Chris Wally, Treasurer  
Wally & Co.

Bill Ferguson, Past Chairman  
Central Bank of the Midwest

### Board Members:

Aaron Attebery, Black & Veatch

Josh Bitterman, Goldfish Swim School

Ken Bowman, Shamrock Trading Corporation

Patrice Brown, Yellow

Sterling Cramer, Olsson

Dr. Nadine Franz, APEX Career Services

David Freisner, Fortune Financial Advisors

John Fuller, DLR Group

Tracy Garry, Empower Retirement

Matt Gunter, SelectQuote

Dr. Michelle Hubbard, Shawnee Mission  
School District

Angela Hurt, Veracity Consulting, Inc.

Courtney Kounkel, Monarch Build, LLC

Neelima Parasker, SnapIT Solutions, LLC

Melody Rayl, Fisher Phillips LLP

Allan Samson, T-Mobile

Rick Schier, CommunityAmerica Credit Union

Dr. Alan Verrill, AdventHealth South Overland  
Park

Kim Winslow, Evergy

Jason Wright, JE Dunn Construction Company

### Ex-Officio Board:

Dr. Stuart Day, The University of Kansas  
Edwards Campus

Jim Holland, Fisher Phillips LLP

Tracey Osborne Oltjen, CCE, Chamber

Matt Sheets, FNBO [2022 Chairman of Cham-  
ber Economic Development Council]

Mayor Curt Skoog, City of Overland Park

## Chamber staff

Tracey Osborne Oltjen, CCE, President & CEO  
Corey Cohn, Economic Development Project  
Coordinator

Alex Cook, Executive Assistant

Frank Ebling, CFO

Tim Holverson, IOM, Director, Workforce &  
Business Growth

Beth Johnson, CECD, Senior Vice President of  
Economic Development

Stan Lawson, Communications Director

Riley O'Dell, Director of Events & Member  
Services

Kevin Walker, IOM, Senior Vice President of  
Public Policy

Tracey Osborne Oltjen, CCE  
Chamber President & CEO  
[@traceylosborne](https://twitter.com/traceylosborne)



## Things are good in OP – but not everyone is on the same page

### MESSAGE FROM OUR PRESIDENT

#### Last month our Economic Development Council investors had an update from Jack Messer, Director of Planning and Development Services at the City of Overland Park.

As expected, Jack was like Johnny Appleseed sowing seeds about the Comprehensive Plan months in advance so we're ready when the process begins. It's not just his job, but his passion. When you hear why, I think you'll join him:

First: **Things are good in Overland Park.** Recalling the uncertainty of 2020, it's no surprise our numbers for that year development-wise were down. Not horrible, but down. But here's the good news.

- 2021 Single family construction was the highest since 2004 with 584 units, a 40% increase over 2020
- There were 561 new single-family lots approved – over 7 times more than in 2020
- New construction was valued at almost \$600 million – our sixth highest year of new construction valuation

- Five-year population growth is steady and increasing
- Incomes are increasing, with the median income now \$87,600 and 44% of our households are over \$100,000
- Poverty rate is the lowest since 2014 at 4.3%
- The average appraised value of a single-family house is \$373,600, a 23% increase since 2017
- Employment has steadily increased with 107,600 of our population over age 16 employed – an 8% increase since 2016.

On the flip side: **we have division in our community.** While many of you are highly engaged in community affairs, most people go about their daily lives without much thought about what goes into making their city, county or state work. But the increased polarization at the state and national level has filtered division to our local level. Generational and demographic changes that strengthen and broaden our community's diversity and perspectives can also bring conflicting points of view about where we live, socialize, work, recreate, and learn.

*(continued on the next page)*

## President's Message continued . . .

Consider the dichotomies of the following heard during recent planning actions at the City:

- We don't have enough places to live **vs.** We have too many apartments
- Who will live in these apartments **vs.** Our current 96% apartment occupancy rate
- We need to attract workers **vs.** Young professionals can't afford to live here
- Why don't we provide for bikes **vs.** Why are you converting this street to add a bike lane

The Comprehensive Plan won't resolve our differences. It provides a framework for discussion so we can unify around a vision that will shape the policies, programs and projects to carry Overland Park forward for the next 20-30 years.

Like many of you, I am not an Overland Park native. I chose this place. I was attracted to Overland Park's vision and commitment to being the best community for families and businesses, and to making the changes necessary to maintain our success.

The comprehensive planning process begins this summer. We welcome your input and count on you to join us in keeping Overland Park moving forward.

For more information about this process, [click here](#).

## Leads Groups hosting mixer with food and games

The Chamber's Leads Groups are hosting a B2B focused event with food, games, and networking, 4:00-7:00 p.m. on Tuesday, **May 10** at [Chicken N Pickle](#), 5901 West 135th Street.

This is an opportunity to join other B2B businesses and service providers partnering to grow together!

To register, [click here](#).

## Ribbon cuttings & Grand openings

**May 5** – [Riordan Clinic](#), 6300 West 143rd Street – 4:00 p.m.

**May 15** – [Blue Valley Wilderness Wellness Walk](#), 5001 West 163rd Terrace – 4:00 p.m.

**May 17** – Grand opening of [Spectrum Retention Center](#), 8501 West 137th Street – 11:00 a.m.

**May 19** – [Quick Mobile Repair](#), 9102 Metcalf Avenue – 11:30 a.m.

**May 25** – [Mutual of Omaha](#), 7015 College Boulevard, Suite 100 – 4:00 p.m.

## Upcoming events

### Wednesday Wake-up

**Wednesday, May 11** – 8:00-9:00 a.m.

[Shawnee Mission School District's](#) Real World Learning Storefront at [Oak Park Mall](#), 11149 West 95th Street

Join us for networking over coffee and breakfast foods and learn about the student-owned brands and student entrepreneurs seeking startup funding on display in the virtual storefront.

Free for Chamber members.

To register, [click here](#).

SPONSORED BY



### Member Orientation

**Tuesday, May 17** – 8:00-9:00 a.m.

Overland Park Chamber, 9110 West 110th Street

If your company is new to the Chamber or you are a new employee at your company, join us to learn more about the Overland Park Chamber and opportunities available to you.

To register, [click here](#).

SPONSORED BY



### YP Cares Community Blood Drive

**Wednesday, May 25** – 10:30-2:30 p.m.

Overland Park Chamber, 9110 West 110th Street

The [Community Blood Center](#) is experiencing major blood shortages and our Young Professionals encourage you to donate to help meet local hospital needs.

Appointments are recommended, but walk-ins are accepted based on capacity.

To schedule an appointment, [click here](#).



### OP After Hours

**Thursday, May 26** – 4:30-6:30 p.m.

[The Venue in Leawood](#), 4880 West 135th Street

Don't miss this fun evening of networking, delicious appetizers and drinks in a modern and elegant event space.

To register, [click here](#).

SPONSORED BY





# Welcome to the Chamber!

## INTRODUCING OUR NEWEST MEMBERS

### Core Nutrition & Wellness LLC

Troy Zollars  
11730 West 135th Street  
Overland Park KS 66221  
(913) 730-8004  
corenutritionkc@gmail.com  
[www.corenutritionkc.com](http://www.corenutritionkc.com)  
*Health & Wellness*

### Dog Training Elite Kansas City South

Chuck Klingsick  
1017 Southeast 6th Street  
Lee's Summit MO 64063  
(816) 529-6984  
kansascitysouth@  
dogtrainingelite.com  
[www.dogtrainingelite.com/  
kansas-city](http://www.dogtrainingelite.com/kansas-city)

### GoodVets

Julie Bradford  
4061 Indian Creek Parkway  
Overland Park KS 66207  
(913) 407-0400  
missionfarms@good-vets.com  
[www.good-vets.com/locations/  
mission-farms](http://www.good-vets.com/locations/mission-farms)  
*Veterinary Clinics & Hospitals*

### Intrepid Direct Insurance

#### – New EDC Investor!

Joel Crampton, Vice President,  
Marketing  
5400 West 110th Street, Suite 400  
Overland Park KS 66211  
(877) 249-7181  
info@intrepidirect.com  
[www.twitter.com/intrepidirect](http://www.twitter.com/intrepidirect)  
*Insurance*

### J and J Insights, LLC

John Clay  
9029 West 127th Terrace  
Overland Park KS 66213  
(502) 235-8364  
johnclay621@gmail.com  
*Marketing Consultants, Marketing  
Research*

### K9 Resorts Luxury Pet Hotel of Overland Park

Stacie McCarty  
8200 West 135th Street  
Overland Park KS 66223  
(913) 348-7500  
staciemccarty@k9resorts.com  
[www.k9resorts.com](http://www.k9resorts.com)  
*Pet Daycare/Boarding*

### Lifted Logic

Adam Fichman, Chief Executive  
Officer  
7815 Floyd Street  
Overland Park KS 66204  
(816) 298-7018  
adam@liftedlogic.com  
[www.liftedlogic.com](http://www.liftedlogic.com)  
*Website Design, Graphic Designers*

### Motus Ninjas

TJ Rehak  
7200 West 106th Street  
Overland Park KS 66212  
(913) 283-7341  
info@motusninjas.com  
[www.motusninjas.com](http://www.motusninjas.com)  
*Fitness*

### Redeemed In Home Care

Jackie Bohannon, Vice  
President of Operations  
7300 West 110th Street  
Overland Park KS 66210  
(913) 391-3930  
info@redeemedinhomecare.  
com  
[www.redeemedinhomecare.com](http://www.redeemedinhomecare.com)  
*Health Care, Home Care Services*

### Reece Nichols– Jim Stewart

Jim Stewart  
222 Southwest Main Street  
Lee's Summit MO64063  
(417) 234-8198  
jimstewart@reecenichols.com  
[www.jimstewart.reecenichols.  
com](http://www.jimstewart.reecenichols.com)  
*Real Estate - Residential  
Referred by James Newell, Nations  
Lending*

### Synergy HomeCare of Overland Park

Alayna Simecka  
9240 Glenwood Street, Suite B  
Overland Park KS 66212  
(913) 685-9700  
alaynasimecka@  
synergyhomecare.com  
[www.Synergyhomecare.com](http://www.Synergyhomecare.com)  
*Home Care Services*

### Web Designs Your Way

Evelyn Wheeler  
12022 Blue Valley Parkway, #534  
Overland Park KS 66213  
(913) 353-0138  
evelyn@webdesignsyourway.net  
[www.webdesignsyourway.net](http://www.webdesignsyourway.net)  
*Website Design, Websites*

**We encourage you to support these businesses  
that are investing in our community!**

## Thanks for reinvesting!

### APRIL MEMBER RENEWALS INVESTING IN COMMUNITY

#### 40–49 Years

Ashok B. Bavishi, C.P.A.

#### 20–39 Years

AdventHealth Care Center  
Overland Park  
API Broadcast Advertising  
Burnett Automotive, Inc.  
Continental Title Company  
High Touch of Kansas City  
Spencer Fane LLP  
The Builders' Association  
TranSystems  
Turner Construction  
U.S. Engineering Construction

#### 10–19 Years

Community Blood Center of  
Greater Kansas City  
Holiday Inn Hotel & Suites  
Overland Park-West  
Kansas City Regional  
Association of Realtors  
Newmark Zimmer  
Nolan Real Estate  
Object Technology Solutions Inc.  
Talk of the Town Grill & Bar-  
Overland Park  
3&2 Baseball Club of Johnson  
County, Inc.

#### 5–9 Years

Advice & Aid Pregnancy Centers  
Altasciences Clinical Kansas,  
Inc.  
Ball Event Center  
Cavern Technologies  
Choice Physicians Group  
Firestone Complete Auto  
Care-135th Street  
Fully Promoted Overland Park  
LANE4 Property Group  
Lenny's Grill & Subs - 87th  
Street  
OneDigital | Retirement and  
Wealth  
The Club at Indian Creek  
Titan Built, LLC  
Topgolf

#### 1–4 Years

Accreditation Council for  
Business Schools and  
Programs  
Blue Sky Fertility  
Candlewood Suites - Lenexa &  
Overland Park  
Children's Lighthouse Overland  
Park  
Fastsigns Blue Valley  
Marquee Event Rentals  
Overland Park Veterinary  
Emergency and Specialty  
Swartz + Associates, Inc.  
True Peace Financial Solutions,  
LLC

# Leadership class has busy month

Last month the Leadership Overland Park (LOP) class had sessions on education and county and city government.

Class members toured educational institutions and heard from school superintendents about issues and challenges facing educational institutions. They also engaged

with business leaders, governmental representatives and elected officials to gain an understanding of what goes on behind the scenes in providing our community with public safety and services we often take for granted.

This month, the class will study regionalism and health and social issues.



Click below for more information

*Stems*  
A GARDEN SOIRÉE  
June 25, 2022

JOIN US AT THE OVERLAND PARK ARBORETUM & BOTANICAL GARDENS

Visit [stemssoiree.org](https://stemssoiree.org) or call 913.322.6467 for all ticket and event information.

Purchase your tickets or sponsorship package today!

7-10 p.m.  
June 25, 2022

THE ARTS & RECREATION FOUNDATION OF OVERLAND PARK

PRESENTING SPONSOR: LMC TRUCK PARTS & ACCESSORIES

LEGACY SPONSORS: Bank of Blue Valley in partnership with the Register Family Foundations

frank AGENCY

# FNBO grows to ten JoCo locations

## CORPORATE SPONSOR SPOTLIGHT

**With nearly 165 years of experience focused on helping customers achieve financial wellbeing, First National Bank of Omaha (FNBO) has built a reputation for service few banks can match.**

FNBO has a history of doing what's right for its customers, employees, shareholders and the communities it serves. The bank's Operating Philosophy and independent ownership have guided its long-term investments in facilities, processing technologies and infrastructure, rather than managing from quarter to quarter to satisfy Wall Street. It has been independent and family owned since 1857, which has been its recipe for success for six generations.

FNBO touts itself as "the great big, small bank," large enough to provide the expertise and resources necessary to handle any financial need, yet small enough to know each customer personally. The bank has expanded to more than 100 banking locations across its now eight-state footprint in 2022, and helps its customers and communities succeed by focusing on building relationships at the local level.

In Johnson County, FNBO has grown steadily and demonstrated its commitment to the area, adding three new retail locations last year for a total of 10 across the metro. FNBO prioritizes supporting non-profit organizations that help to improve the quality of life in all its communities. The team members are residents of the area and are committed to supporting local businesses, investing in the community, and helping to grow the local economy.

Matt Sheets, FNBO Regional Leader, believes the bank's success is founded in making the needs of customers and community stakeholders its top priority. "At FNBO, we are committed to actively helping the customers and communities we serve to grow and thrive. Positively impacting our communities directly, through our virtuous cycle of capital and in partnership with our community partners, is central to everything we do."

FNBO offers a wide range of financial products and services for a diverse group of individual and business customers, and its employees are dedicated to building effective, long-lasting relationships.

Learn more at [www.fnbo.com](https://www.fnbo.com), visit branches in Fairway, Olathe, Overland Park or Shawnee, or call (913) 266-7000.





# Health care options available to ensure employees are covered

## GUEST COLUMN

### We've all seen it coming. There is a health care crisis in America.

Health insurance is expensive and the financial strains are burdensome for most Americans, but small business owners have experienced some of the toughest challenges.

Small business owners want to take care of their employees but often can't afford to offer them health insurance. Health insurance providers may charge different premiums to small businesses, which don't have the buying power of big employers and can pay as much as 18 percent more for health insurance.

Most businesses with fewer than 50 employees aren't mandated to offer health insurance but are still expected by employees to provide health care solutions. If employer-sponsored health insurance is unaffordable, small business owners can encourage employees to seek assistance from a licensed health insurance agent who specializes in marketplace coverage plans (healthcare.gov) and can help them navigate the complex system, find out if they qualify for subsidized plans, and get connected to benefits like telehealth, health care advocacy, and medical bill negotiation. In addition, small business owners can urge the state legislature to



Jacquelynn Neat

*Jacquelynn Neat is President and founder of [Indigo Partners](#). Her company provides affordable, accessible health care benefit plans for small businesses. You can reach her at [jneat@indigopartners.app](mailto:jneat@indigopartners.app).*

expand Medicaid so lower income Kansans have more options to obtain health insurance.

As the COVID-19 pandemic continues and staff retention is an ongoing challenge, the ability to offer or assist with health care solutions has become a critical factor for small businesses to recruit employees and sustain productivity and satisfaction. Ensuring that employees are taken care of when they face health difficulties is an important way to show they are valued and supported and goes a long way in securing the success of small businesses, which build and enrich communities across the country. We all rely on our favorite local businesses and love to see them staffed with happy, healthy, and productive employees.



Several Johnson County legislators were featured at a Legislative Luncheon presented last month by the Johnson County Public Policy Council. The event was moderated by Reagan Cussimano, [The University of Kansas Health System](#).

The next Legislative Luncheon is June 8 in Olathe.

## Education that works for Kansas City

### CORPORATE SPONSOR SPOTLIGHT

#### Understanding the needs of both Kansas City area employers and the current and emerging workforce drives decision-making at the University of Kansas Edwards Campus (KUEC).

Working with business leaders, community colleges and high schools, KUEC offers relevant degree programs and academic certificates, and is the home of KU Lifelong & Professional Education. Receive the quality education you expect from KU in Overland Park and online with programs and services designed for adult and lifelong learners.

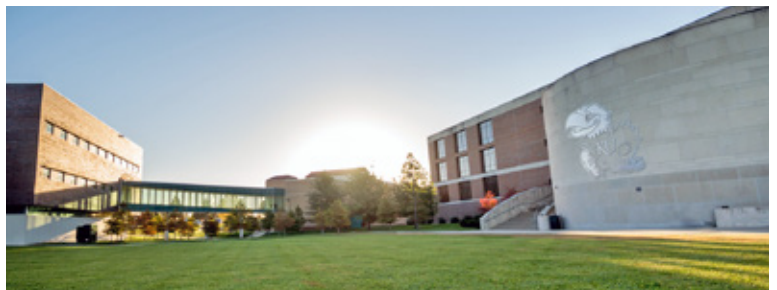
How can you and your business benefit by engaging with the KU Edwards Campus and KU Lifelong & Professional Education?

- Enroll in 80+ graduate and undergraduate degree programs and academic certificates.

- Advance your career with hundreds of continuing education and professional development courses.
- Improve your organization's workforce with online and onsite training programs.
- Connect with current students and graduates to build your talent pipeline.
- Attend free, educational webinars and seminars on important trending topics.
- Learn for fun with Osher Lifelong Learning Institute.
- Let KU plan your next conference online, at KUEC or anywhere in the world.

The KU Edwards Campus opened in 1993 and has since contributed more than \$450 million to the Johnson County economy through education, research and service initiatives.

For more information, visit [www.edwardscampus.ku.edu](http://www.edwardscampus.ku.edu).



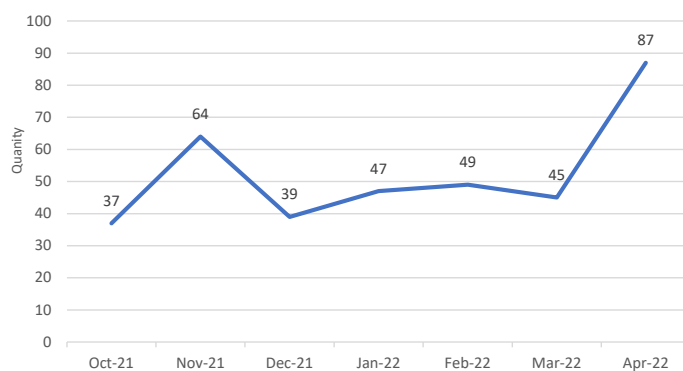
## Driving Economic Success

### Unemployment

	Feb. 2022	Jan. 2022	Feb. 2021
Overland Park	2.1%	2.1%	3.0%
Johnson County	2.1%	2.2%	3.1%
Kansas City Metro MSA	3.7%	3.4%	4.9%
State of Kansas	2.6%	2.5%	3.8%

(These percentages are not seasonally adjusted)  
 – Kansas Labor Information Center (KLIC)  
 – U.S. Bureau of Labor Statistics

### Overland Park Commercial Permits



# 3.4%

Real (inflation-adjusted) change  
 in price of homes sold from Feb.  
 2021 to Feb. 2022.

## APEX designed to bring megaprojects to Kansas

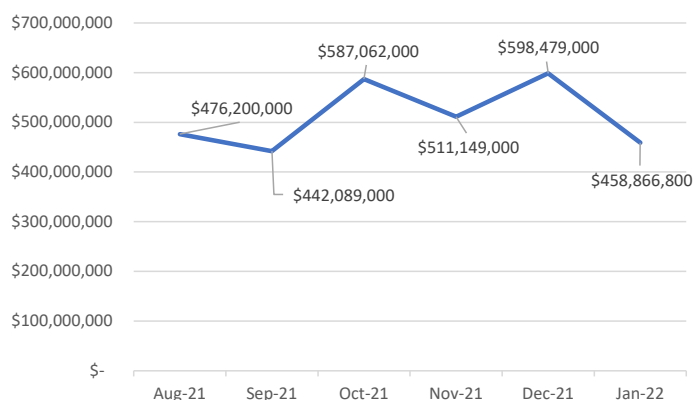
### What is APEX? Why is it important?

The Kansas Legislature recently fast-tracked the Attracting Powerful Economic Expansion (APEX) bill.

Governor Kelly signed a final version February 10 that will allow a megaproject user to receive as much as \$1.3 billion

in incentives if it picks a site in Kansas, according to the Kansas Legislative Research Department. Senate Bill 347, otherwise known as the Attracting Powerful Economic Expansion (APEX) Act, is aimed at helping Kansas compete on a national and global scale for large economic development projects.

### Overland Park Retail Sales



## OVERLAND PARK RANKED

- #1 City to Buy a House
- #4 Best Place to Raise a Family
- #5 Best City to live in America
- #14 Best Place to Retire

According to Niche (2022)

This newsletter is distributed monthly by the Overland Park Chamber of Commerce, 9001 West 110th Street, Suite 150, Overland Park, KS 66210.

(913) 491-3600 | Fax: (913) 491-0393

[opcc@opchamber.org](mailto:opcc@opchamber.org) | [www.opchamber.org](http://www.opchamber.org)



## Corporate Partners



## Corporate Sponsors

[Affinis Corp](#)

[CommunityAmerica Credit Union](#)

[Empower Retirement](#)

[Everbly](#)

[FNBO-First National Bank of Omaha](#)

[Foulston Siefkin LLP](#)

[JE Dunn Construction Company](#)

[Johnson County Community College](#)

[Kansas Gas Service](#)

[McCownGordon Construction](#)

[STAFFVIRTUAL](#)

[The University of Kansas Edwards Campus](#)

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

## Recent Events



City Council President Paul Lyons and Chamber EDC Director of Workforce & Business Growth Tim Holverson helped [Arista Recovery](#) representatives celebrate a ribbon cutting for their new center for addiction treatment, recovery and aftercare services at 9401 Reeds Road. For more information, visit [www.aristarecovery.com](http://www.aristarecovery.com).



City Council President Paul Lyons joined the Chamber in helping General Manager George Katz and his team and Wexford Lodging Advisors officials celebrate the opening of the Zephyr Kitchen & Bourbon Bar in the newly remodeled [Marriott Kansas City Overland Park](#), 10800 Metcalf Avenue. The hotel received a facelift as part of the hotel's \$16 million renovation. For more information, [click here](#).



Mayor Curt Skoog joined Chamber President Tracey Osborne Oltjen and many business reps to help Matt Dougan and his team celebrate the opening of [Whataburger](#), 8420 West 135th Street.



Chamber members enjoyed networking over coffee and danishes at last month's **Wednesday Wake-up** hosted by [Fusion Bank](#), 7800 College Boulevard.