



At last month's kickoff event for the Chamber's Opportunity NOW initiative, India Boulton presented a \$500,000 check representing the campaign's lead pledge from [T-Mobile](#). Receiving the check were President Tracey Osborne Oltjen and Campaign Co-Chairs Bill Ferguson, [Central Bank of the Midwest](#); Neelima Parakser, [SnapIT Solutions](#); and Kim Winslow, [Evergy](#). Not pictured: Campaign Co-Chair Bridgette Williams, [Heavy Constructors Association](#).

For more information about Opportunity NOW, read the President's Message on page 2.

Vote on November 8!

To help you be a more informed voter, www.VoteJoCo.com features candidate profiles plus videos of candidate forums and interviews hosted by the Johnson County Public Policy Council.

You'll find videos of candidate forums and interviews here:

- [Kansas House of Representatives](#)
- [Johnson County Commission Chair](#) (primary forum)
- [Johnson County Commission](#) – District 1
- [Johnson County Commission](#) – District 4



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:

Josh Bitterman, Goldfish Swim School

Ken Bowman, Shamrock Trading Corporation

Patrice Brown, Yellow

Sterling Cramer, Lambie Custom Homes Inc.

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

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

Lori Curtis Luther, City of Overland Park

Tracey Osborne Oltjen, CCE, Chamber

Mayor Curt Skoog, City of Overland Park

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

Chamber staff

Tracey Osborne Oltjen, CCE, President & CEO

Alex Cook, Executive Assistant

David Dyer, Membership Director

Corey Cohn, Economic Development Project
Coordinator

Frank Ebling, CFO

Katelyn Gravley, Member Services Coordinator

Tim Holverson, IOM, Director, Workforce &
Business Growth

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)



The time is NOW

MESSAGE FROM OUR PRESIDENT

Last month the Chamber celebrated an historic first.

We announced that 39 local businesses have pledged \$2.34 million toward a \$3 million goal to invest in a five-year workforce, community and economic development strategic initiative. Why?

Our plan addresses critical pain points. These include:

- **Talent.** Employers are facing serious workforce shortages.
- **Jobs.** Overland Park has aging office stock, slowing growth rates and lower household income compared to benchmark communities.
- **Business climate.** Anti-business actions, regulations and rhetoric can stifle investment and growth.

Overland Park's business community has never before comprehensively leveraged its resources to tackle challenges threatening our community's long-term economic prosperity and quality of life.

The plan is **Opportunity NOW**. When fully funded, the Chamber will dedicate new staff and more resources to execute specific strategies, tactics and programs around three equally important and interconnected goals. These are:

Goal 1: Attract, Retain and Align Talent

– A dedicated staff team will tackle what many of you have told us is your top priority – finding and retaining the best talent. We'll do this by determining who's participating (and not) in the workforce and why. Then we can address existing barriers such as lack of childcare, housing or transportation. We'll connect businesses to programs to help increase their pipeline and enhance DEI goals. We'll also provide customized concierge services to assist with attracting and retaining your team. These services work in conjunction, not competition, with our critical partners such as our educators, Workforce Partnership, KCADC and Kansas Department of Commerce. We're also creating a Trailing Partners program because T-Mobile and others have told us that making job connections for these partners can be the deal-maker when recruiting top talent from outside our market.

(continued on page 4)

Upcoming events

2022 Annual Meeting

Wednesday, December 7 – 11:30 a.m.-1:00 p.m.
Overland Park Convention Center, 6000 College Boulevard

Join us for our biggest event of the year as we reflect on the achievements of 2022 and look forward to a big year ahead. Our keynote speaker is Joel Goldberg, long-time local sports announcer who will share experiences and strategies highlighting values such as authenticity, work ethic, people, purpose and positivity to help leaders build a stronger culture with higher morale and better teamwork

To register, [click here](#).

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Other Sponsorships Available!

Executive Leadership Series

Featuring [Greg Musil](#), [Rouse Frets White](#), [Goss Gentile Rhodes, P.C.](#)

Thursday, November 10 – 7:30-9:00 a.m.
Marriott Kansas City Overland Park, 10800 Metcalf Avenue

Community leader and Chamber Past Chairman Greg Musil presents "Putting Your Best Foot Forward: Imperfect Lessons from Imperfect Leadership." Greg will share his thoughts on leadership: good leaders motivate imperfect humans to build relationships, learn from mistakes, sacrifice for a common goal, and exercise informed judgment.

Join us for this informative breakfast program!

To register, [click here](#).



SERIES SPONSOR



Wednesday Wake-up

Wednesday, November 9 – 8:00-9:00 a.m.

[AdventHealth South Overland Park](#), 7820 West 165th Street

At this monthly networking event, make connections, develop lasting business relationships and create new opportunities while seeing the state-of-the-art facility that includes a birth center, surgical services, intensive care unit, heart care and more.

To register, [click here](#).



SERIES SPONSOR



Member Orientation

Wednesday, November 9 – 4:00-5:00 p.m.

Overland Park Chamber, 9101 West 110th Street

If your company is new to the Chamber or you are new to your organization, this event is for you.

You will meet Chamber staff, connect with fellow members and learn about resources for you and your business.

To register, [click here](#).



SERIES SPONSOR



OP After Hours

Tuesday, November 15 – 4:30-6:30 p.m.

[Strang Hall](#), 7313 West 80th Street

Enjoy food, drinks and conversation while experiencing the chef collective of Strang Hall in Downtown Overland Park. Don't miss this fun evening of networking, delicious appetizers and drinks!

To register, [click here](#).



SERIES SPONSOR



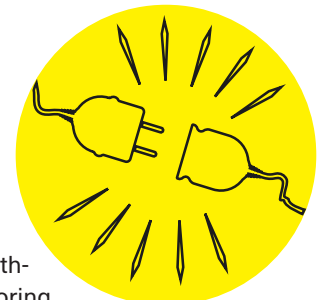
Young Professionals CEO Unplugged

Friday, November 18 – 12:00-1:30 p.m.

[Aspiria NOW](#), 6550 Sprint Parkway, Suite 200

Young professionals will learn from a panel of executives about how they became successful leaders within their fields. You'll also enjoy exploring Aspiria NOW. Lunch is included in the cost of registration.

To register, [click here](#).



SPONSOR



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President's Message continued . . .

Goal 2: Boost Job Growth & Business Investment – Leveraging the new KCI will enhance our ability to market Overland Park to our target industries. Attracting new business is important, but listening and responding to existing businesses is critical. We'll amplify retention and expansion efforts by engaging their non-local headquarters. Additionally, we'll ramp up our support for small businesses and entrepreneurs, especially resources for minority-owned businesses. While Overland Park is a relatively young city, it's important to remember we have commercial areas and office stock approaching middle age, with a talent pool demanding more amenities. Therefore, we must advocate and drive reinvestment and development that ensures Overland Park's stature as the best place to live, work and visit.

Goal 3: Enhance Business Environment – Businesses have many choices to locate, so we must offer an environment that fosters economic prosperity. We've been your "Voice of Business" for more than 50 years, so we're going to super-charge those efforts - particularly at the local level - to ensure you know what is happening that impacts your business and neighborhood. We'll ensure policymakers understand our business climate's impact on location, expansion and investment decisions. We'll identify and support pro-business candidates and educate voters about the link between Overland Park's high quality of life and our economic climate.

To learn more about how we're moving the needle on talent, jobs and business climate, contact me at tosborne@opchamber.org.

The time is NOW for this opportunity.



Last month, U.S. Secretary of Labor Marty Walsh was in Johnson County to learn about new local workforce efforts. While here, he toured Johnson County Community College's Learning & Career Center near the BNSF intermodal facility in Edgerton. Secretary Walsh and U.S. Representative Sharice Davids met with CDL students and faculty and participated in an interactive tour with students. Meeting with Secretary Walsh and Congresswoman Davids were Overland Park Mayor Curt Skoog and Chamber President Tracey Osborne Oltjen.

Thanks for reinvesting!

OCTOBER MEMBER RENEWALS

50+ Years

AT&T
Varnum/Armstrong/Deeter,
L.L.C.

40-49 Years

JE Dunn Construction
Company

20-39 Years

APAC-Kansas, Inc.-Kansas City
Division
Georgetown Apartments L.L.C.
Hy-Vee Food & Drug Store #1
Lynn Mitchelson
Nicklaus Golf Club at
LionsGate
Southcreek Office Park
Straub Construction Company,
Inc.
The Andersons, Inc.

10-19 Years

Aesthetic Surgical Arts
Andre's Confiserie Suisse-
Andre's Rivaz
Fairfield Inn and Suites
Mia Bella Donna Med Spa
OMNI Human Resource
Management

Renewal by Andersen
Rodrock Homes, LLC
SG360
The Andersons, Inc.
UnitedHealthcare
Walmart-157th & Metcalf

5-9 Years

Avenue 80
B&B Theatres Overland Park
16
Back On Track Chiropractic +
Acupuncture
Garver, LLC
Heartland Soccer Association
Jason's Deli
Kutak Rock LLP
Nothing Bundt Cakes Overland
Park
Spectrum Eyecare
Team Construction

1-4 Years

Blue Valley Commodities, LLC
Edison Spaces
Element 25
Fairbanks Scales Inc.
KC Disposal
Snyder Law Firm LLC
SpringHill Suites Overland
Park Leawood
Worlds of Fun



SQUAD Medical Staffing hosted our Young Professionals at a Mix & Mingle last month in its fun offices, providing food, drinks, games and cash giveaways while showcasing the work it does in the health care industry.

Young Professionals Sponsors:

Gold



Silver



Bronze





Last month, our Chamber had the privilege of having Kansas Supreme Court Justices Hon. Caleb Stegall and Hon. Keynen "K.J." Walls speak to our Board of Directors about the court's role and work. The justices also answered questions about judicial retention and the November 8 general election in which Kansans will decide whether to retain 27 sitting judges.

For more info, [click here](#).

2023 Board Officers

The Chamber Board of Directors announces the following board officers for 2023:

Chairman: Joan Wells, **Wellington**

Chair-Elect: Cindy Rock, **C2FO**

1st Vice-Chair: Josh Beck, **MarksNelson LLC**

2nd Vice-Chair: Matt Sogard, **Overland Park Regional Medical Center**

Secretary: Matt Sheets, **FNBO**

Treasurer: Chris Wally, **Wally & Co.**

Past Chairman: Tony Rupp, **Foulston Siefkin LLP**

President & CEO: Tracey Osborne Oltjen, CCE

Welcome to the Chamber!

INTRODUCING OUR NEW MEMBERS

Blush Boot Camp

Moran Alon, Owner
7741 West 159th Street
Overland Park KS 66223
(913) 326-8686
Moran@blushbootcamp.com
www.BlushBootcamp.com

Fitness

First Option Bank

Mark Gehrt, Community President
7300 West 159th Street
Overland Park KS 66223
(913) 557-0800
mgehrt@firstoptionbank.com
www.firstoptionbank.com

Banks

GRID Collaborative Workspaces

Caroline Vrana, General Manager
12022 Blue Valley Parkway
Overland Park KS 66213
(913) 754-4743
info@connectatgrid.com
www.connectatgrid.com
Event Space, Workspace

Kansas City Remodel & Handyman Allen

Allen Deuschle, Owner
9108 Barton Street
Overland Park KS 66214
(913) 808-5518
workorders@kansascityremodel.com
www.kansascityremodel.com
Contractors-General, Remodeling & Repairing-Building Contractors

McGowan Mortgages

Derek McGowan, Owner
800 East 101st Terrace, Suite 350B
Kansas City MO 64131
(816) 631-9687
dmcgowan@nexamortgage.com
www.mcgowanmortgages.com
Mortgages

MoveMe Fitness

Chris Arnold
Overland Park KS 66221
(913) 909-6151
movemefitness12@gmail.com
Fitness, Health & Wellness

Select Coatings

Larry Parrish, Sales Associate
14404 West 100th Street
Lenexa KS 66215
(913) 444-9344
info@select-coatings.com
www.select-coatings.com
Home Improvements

Simply Shine Boutique

Leah Patterson, Owner
13745 Metcalf Avenue
Overland Park KS 66223
(913) 242-7630
simplyshineboutique@gmail.com
www.simplyshineboutique.com
Retail

Stancy Events

Tracy Nice, Owner
(913) 687-5066
tracy@stancyevents.com
www.stancyevents.com
Events Services, Training and Development

Super Pools

Jenny Bowers, Director of the Super Squad
200 North Broadway, Unit 110
Wichita KS 67202
(316) 880-3900
Jenny@SuperPoolsUSA.com
www.superpoolsusa.com
Home Improvements, Pools

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



Emcees Aaron Ateberry, [Black & Veatch](#); and Greg Musil, [Rouse Frets White Goss Gentile Rhodes, P.C.](#); kept attendees in stitches again at this year's Good Morning, Overland Park! breakfast sponsored by [Humana](#). The program featured community updates about projects that will have major impacts on our community including the new single terminal at KCI, 2026 FIFA World Cup, and U.S. 69 Express. To watch a recording of the program, [click here](#).



City Council President Paul Lyons joined the Chamber in helping Wynde Ross, CEO; Tim Williams, President; and their team celebrate a ribbon cutting for [Kore Lab Solutions](#), 6400 West 95th Street, Suite 102.

Kore Lab Solutions provides testing for respiratory illnesses, blood chemistry, and expanding tests in toxicology and immunology. KLS IV Studios provides intravenous and intramuscular vitamin therapies to balance hydration, increase energy, and improve health and wellness. For more info: (913) 499-6956 or [click here](#).



Mayor Curt Skoog and the Chamber helped Krista Jackson, CEO, and her team celebrate the opening of [Johnson County Rehabilitation Hospital](#), 11325 College Boulevard. Also participating was Anis Sabeti, CEO, Nobis Rehabilitation Partners. The state-of-the-art inpatient hospital offers a holistic, integrated, and comprehensive approach to acute, intensive inpatient stroke rehabilitation and recovery. For more info: (913) 372-7800 or [click here](#).



City Council Member Fred Spears and the Chamber helped owners Brent Scott and Cherish Kirkland and their team celebrate the grand opening of [Primp and Blow](#), 5621 West 135th Street in Prairiefire. Primp and Blow is your one-stop salon for hair, makeup, lashes, extensions and more. For more info: (913) 562-1234 or [click here](#).



Mayor Curt Skoog and the Chamber helped owner Stacie McCarty and her team celebrate the grand opening of [K9 Resorts Luxury Pet Hotel of Overland Park](#), 8200 West 135th Street. K9 Resorts brings resort-style boarding vacations and doggie daycare to Overland Park. With 7,200 square feet of indoor and outdoor space, the new luxury pet hotel features suites, an advanced air purification system, premium Kuranda dog bedding and Microban built into the floors. For more info: (913) 348-7500 or [click here](#).



The Chamber helped Drs. Rostberg, Juracek and Walburn celebrate a ribbon cutting for [The Joint Chiropractic-Overland Park](#), 6980 West 135th Street. From everyday life and beyond, chiropractors at the Joint Chiropractic can help you find relief from back pain, neck pain, migraines and more. For more info: (913) 357-6291 or [click here](#).

Recent Events

MEMBERS CONNECTING WITH MEMBERS



Member enjoyed connecting over coffee and danishes at last month's Wednesday Wake-up sponsored by Fortune Financial Advisors and hosted by [Equity Bank](#), 7035 College Boulevard.

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 | www.opchamber.org

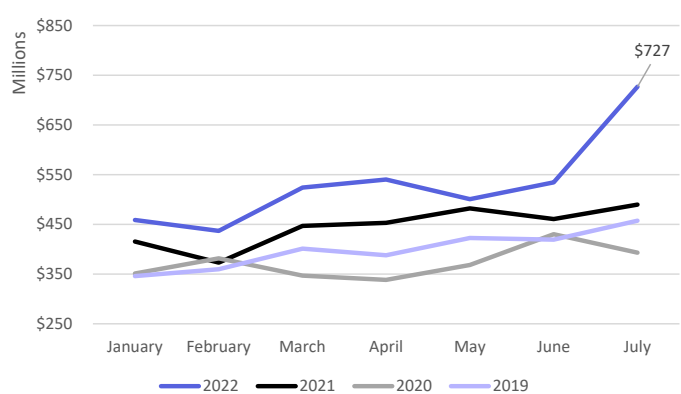
Driving Economic Success

Unemployment

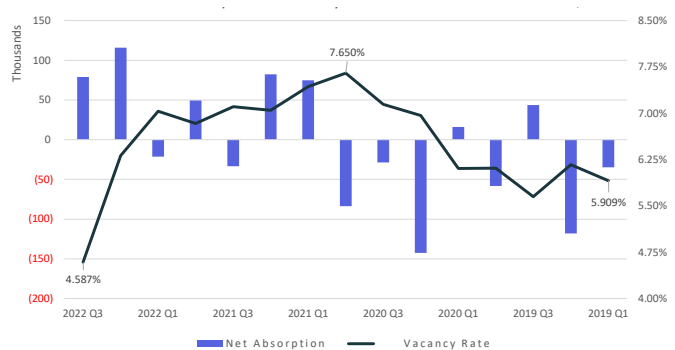
	Sept. 2022	Aug. 2022	Sept. 2021
Overland Park	2.5%	2.5%	2.9%
Johnson County	2.1%	2.6%	2.9%
Kansas City Metro MSA	3.9%	2.9%	3.5%
State of Kansas	2.5%	2.5%	3.5%

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

Retail Sales Comparisons



Net Absorption, Net Deliveries & Vacancy in Retail for Overland Park



The positive net absorption we have been experiencing past two quarters in 2022 indicates that Overland Park has commercial retail space leased up more than was made available on the market. It indicates a relative decrease in the supply of commercial retail space available to the market. These are the highest net absorption rates experienced since prior to COVID-19. In addition to net absorption vacancy rates have also returned to a pre-pandemic normal for retail specifically.

Source: CoStar 2022 Q3 Net Absorption Report for Retail

Corporate Partners



Corporate Sponsors

[Affinis Corp](#)

[CommunityAmerica
Credit Union](#)

[Empower Retirement](#)

[Evergy](#)

[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,
contact Tracey Osborne Oltjen
at (913) 491-3600 or
tosborne@opchamber.org.

Recent Events

CELEBRATING WITH OUR MEMBERS



Mayor Curt Skoog joined the Chamber in helping Tony Rupp, Partner in Charge, and his team celebrate a ribbon cutting for the new offices of [Foulston Siefkin, LLP](#), 7500 College Boulevard, Suite 1400, on the top floor of Lighton Tower. Foulston's Overland Park office continues to grow and expand, adding five lawyers since January.

For more info: (913) 498-2100 or [click here](#).



City Council President Paul Lyons and City Council Member Holly Grummert joined the Chamber to help owner Moran Alon, her family and friends celebrate the grand opening of [BLUSH Boot Camp](#), 7741 West 159th Street in BluHawk. Blush is a boot camp studio for women in all stages of their fitness journey. The experience it provides includes supportive team members, personalized goal-setting meetings, a complimentary kids club, and results-driven workouts in a welcoming community.

For more info: (913) 326-8686 or [click here](#).



The Chamber helped Jody Goehring and his team celebrate a ribbon cutting for the opening of [Five Guys Burgers and Fries](#), 7733 West 159th in BluHawk.

It is the third Five Guys location in Overland Park.

For more info: (913) 730-8101 or [click here](#).