Business Perspective



VOLUME 36, ISSUE 8 AUGUST 2023

2023 Golf Tournament



August 14, 2023

Golf and networking at Nicklaus Golf Club at LionsGate!

A few spots still available - click here!

Thank you to our Event Sponsors:

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Alex Cook, Director of Events & Member Services

David Dyer, Membership Director

Corey Cohn, Economic Development Project Coordinator

Frank Ebling, CFO

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Stan Lawson, Communications Director

Hannah Melton, Member Services Coordinator

Tanya Rife, Executive Assistant

Kevin Walker, IOM, Senior Vice President of **Public Policy**

Andrew Weisberg, Director of Talent

Tracey Osborne Oltjen, CCE **Chamber President** @traceylosborne



And just like that . . .

MESSAGE FROM OUR PRESIDENT

Our workforce department is fully staffed!

At our Annual Meeting in December, we announced that our economic and community development initiative, Opportunity NOW's successful fundraising campaign would kick into high gear in 2023 with the implementation of its goals. A primary objective was to hire a full-time team wholly devoted to addressing the number one pain point employers tell us about: attracting and retaining the talent you need to be competitive.

We've been on a fast track to get that done. In January we added capacity to our policy team in Topeka to allow more bandwidth locally. In May, Andrew Weisberg joined us as our Director of Talent and last month Courtney Cavlovic became our Workforce Program Coordinator. They're laser-focused on making connections between employers and educators to maximize opportunities to access internships, apprenticeships, externships and other programs that link learning and business

experiences. Our team has worked on policies and programming to address workforce needs for years, but now we're excited to report we've got a full-time department with two staff devoted to your top issue.

Their work is guided by Opportunity NOW's strategic plan and by the business representatives serving on our Talent Council. The Council, led by Dana Streck, WellSky Corporation, meets monthly to discuss how we can increase the talent pipeline for our key employment sectors and address barriers that make it difficult for talent to access employment. Soon a comprehensive workforce study will be underway to help us better understand the dynamics of our local labor market and how we address its challenges and opportunities.

Collaboration is key to our talent pipeline success. Much of our work depends on working with stakeholders who are critical to attracting and retaining talent. We want to hear from you about your needs.

If you'd like to get involved in these efforts, contact Andrew. His email is aweisberg@ opchamber.org.

Upcoming events

Wednesday Wake-up

Wednesday, August 9 – 8:00-9:00 a.m. Jason's Deli, 9617 West 87th Street

Make connections, develop lasting business relationships and create

new opportunities.

Jason's Deli has been a part of the community since opening its first Overland Park location in 1999.
Come see Jason's new Overland Park location and enjoy breakfast sandwiches, wraps, pastries and fruit!

To register, click here.

Series Sponsor: Fortune Financial

Advisors



SERIES SPONSOR



Executive Leadership Series

Featuring Adam Fichman, Lifted Logic

Tuesday, August 22 – 7:30-9:00 a.m. Marriott Kansas City Overland Park,

10800 Metcalf Avenue

Adam Fichman, founder and owner of Lifted Logic, has been working with computers since floppies were floppy, and data was on tapes. In college, his first start-up company was the first to push videos to a cell phone.

Lifted Logic is a business development agency that specializes in using everything digital to grow businesses. It has partnered with thousands of companies to build websites, perform digital marketing and grow their business

To register, <u>click here</u>. Series Sponsor: FNBO



SERIES SPONSOR



Member Orientation

Wednesday, August 16 - 8:00-9:00 a.m.

Overland Park Chamber, 9001 West 110th Street

During the informal orientation, new members or new employees at Chamber companies will meet Chamber staff, connect with others who are new to the Chamber and learn about valuable resources available to you and your business.

To register, click here.

Series Sponsor: Lettiann & Associates

Real Estate Services



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Ribbon cuttings

Aug. 2 - AR's Breakfast & Brunch, 8021 Metcalf

Avenue - 2:00 p.m.

Aug. 3 - Big O Tires, 7953 West 151st

Street - 11:00 a.m.

Aug. 10 - BetterFedFoods, 4801 West 110th Street, Suite 110 -11:30 a.m.

Aug. 10 – <u>Gragg Advertising</u>, 5200 Metcalf Avenue, Suite 320 – 3:00 p.m.

Aug. 16 – <u>MarksNelson</u>, 6800 West 115th Street, Suite 3511 – 3:30 p.m.

Aug. 18 - Basecamp Fitness, 8661 West 135th

Street - 11:00 a.m.

Aug. 25 – <u>Foundation King</u>, 4901 West 136th Street – 11:00 a.m.

OP After Hours

Thursday, August 24 – 4:30-6:30 p.m.

Aspiria NOW, 6550 Sprint Parkway Join us at OP After Hours for a fun evening of networking, delicious appetizers and drinks. This event is a great opportunity to see one of Overland Park's newest co-working options. Aspiria NOW offers vibrant, flexible spaces on one of the nation's most technologically advanced campuses.

This event is an exclusive benefit for Chamber members only.

Register by noon on August 23.

To register, click here.

Series Sponsor: SQUAD Medical

Staffing



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Community Blood Drive

Thursday, August 24 - 10:30 a.m.-2:30 p.m.

Overland Park Chamber, 9001 West 110th Street

Our local blood supply must increase in order to meet local hospital need. Please donate during this Community Blood Drive at the Overland Park Chamber.

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

Free for Chamber members.

To schedule an appointment, click here.



Welcome to the Chamber!

INTRODUCING OUR NEWEST MEMBERS

Booth Creek Wagyu

13412 Metcalf Avenue
Overland Park KS 66213
Andrew Cupp, General
Manager
(913) 543-0930
Andrew.Cupp@
boothcreekwagyu.com
www.boothcreekwagyu.com
Grocers, Retail

Dream Dinners

6517 West 119th Street
Overland Park KS 66209-2001
Michelle Green, Business
Development Coordinator
(913) 491-6733
overlandparkks@
dreamdinners.com
www.dreamdinners.com/

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Food Service

Enviro-Master of Kansas City

11761 West 86th Terrace Lenexa KS 66214 Bill Lynch, President (913) 955-3330 bill@emofkansascity.com www.emofkansascity.com Cleaning Services, Janitorial

Gatsby Glass of Johnson County

6500 West 110th Street, Suite 100

Overland Park KS 66211 Drew Lericos, President (913) 513-3609 Alericos@gatsbyglass.com

www.gatsbyglass.com/

johnson-county-kansas

Home Care Services, Home Improvements

JEO Consulting Group

7960 West 135th Street, Suite 202

Overland Park KS 66223 Jill May, Marketing Specialist (800) 723-8567 dnolte@jeo.com

www.jeo.com

Engineers

Leukemia & Lymphoma Society

(417) 684-3094

Marisa Guerrero, Campaign

Development Manager marisa.guerrero@lls.org www.lls.org

Non-Profit Organizations

mySidewalk

1911 Baltimore Avenue
Kansas City MO 64108
Alex Wolpa, Account Executive
(402) 321-8439
awolpa@mysidewalk.com
www.mysidewalk.com
Engineers

NCRI-National Catastrophe Restoration, Inc.

1912 East 123rd Street
Olathe KS 66061
Taylor Cain, Business
Development
(913) 663-4111
t.cain@ncricat.com

Fire & Water Damage Restoration; Cleaning Services

PB Jam

Leawood KS Prasad Saraph, Co-Founder (844) 521-2345 prasad.saraph@pbjamplatform.

www.pbjamplatform.com

Human Resource Consultants; Training and Development

Platinum Information Services, Inc.

Bryan Blockman, Business
Development Executive
(816) 634-3775
bblockman@platinum-corp.com
www.platinum-corp.com

Information Systems, Computer Software & Services

Reece Commercial Real Estate

11601 Granada Lane Leawood KS 66221 Ryan Schulteis, Brokerage Associate (913) 945-3741 ryans@ReeceCommercial.com www.reececommercial.com Real Estate-Commercial &

Industrial, Real Estate-Investments

Sunflower Recovery Center

29875 West 339th Street
Osawatomie KS 66064
Amy Rhea, Admissions
Coordinator
(866) 489-8799
info@sunflowerrecovery.com
www.sunflowerrecovery.com
Rehabilitation Services

The Maids

8220 Robinson Street
Overland Park KS 66204
Nick Ramsey, Director of
Customer Service
(913) 648-7331
nramsey@themaidskc.com
www.maids.com
Cleaning Services

Refer a potential
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Dave at ddyer@
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receive a credit when
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5-9 Years

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Cosentino's Market - Blue
Valley
Cosentino's Price Chopper
MW Builders, Inc.
REACH Healthcare Foundation
REAL Property Group
TITLE Boxing Club 119th
Workforce Partnership

1-4 Years

Andy's Frozen Custard-Metcalf South Brian Quinn State Farm Agency C2FO Colonial Village **Ethos Medical Staffing** First Interstate Bank HopeKids Kansas City **Promontory Apartments** Sky Real Estate-Metcalf Crossing Torchy's Tacos VIVE Brand Co. LLC WellSky Corporation Zillow

Please support these businesses investing in our community!

Accepting nominations for 2024 LOP class

The Overland Park Chamber Foundation is accepting nominations for the 2024 Leadership Overland Park (LOP) class. Nominations are due at the Chamber by September 15.

LOP educates participants about critical issues facing our community and provides opportunities to engage in organizations that resolve these issues. It focuses on information, education and discussion of local and regional assets, challenges and opportunities. It is a six-month program, with 10 full-day sessions beginning in January.

Candidates are selected on criteria that includes leadership ability or potential and a strong commitment to the community. The selection committee will seek a class representing diverse backgrounds, affiliations and goals.

Founded in 1983 as a program of the Overland Park Chamber of Commerce, LOP is now part of the Chamber's educational foundation. It has graduated more than 1,000 alumni.

For a nomination form, click here.

School program gives students real world learning experiences

As a new school year begins, there are many ways for your business to engage with students through the Real World Learning program.

By connecting industry with area school districts, students can take part in experiential learning opportunities that set them up for future career success and establish a local talent pipeline for the future. Students can participate in experiences that allow them to graduate with Market Value Assets (MVAs) – industry valued and recognized skills that create a more seamless transition from school to postsecondary education and/or the workplace.

Businesses can create opportunities for students to acquire these MVAs through various methods ranging from career exploration/industry talks, mentorship and internships, or apprenticeships. Client-connected projects offer opportunities for your business to work in coordination with a group of students to solve or analyze real world problems or tasks for your workplace.

The Chamber can help your business engage with students interested in these experiences. To learn more, contact Andrew Weisberg, Director of Talent, at aweisberg@opchamber.org.

Cavlovic joins Chamber team

We are pleased to welcome Courtney Cavlovic to the Chamber team as Workforce Program Coordinator!

As part of the Chamber's Opportunity NOW initiative, she will help lead talent and workforce development efforts to help employers attract and retain quality talent to be competitive while ensuring workers have access to quality job opportunities in Overland Park.

Courtney is a recent Rockhurst University graduate. While working as an intern at the Greater Kansas City Chamber of Commerce, she worked in the Civic and Community Initiatives and Public Policy departments. She coordinated marketing and program logistics for the World Trade Center, created marketing materials for an experiential learning workforce event, and assisted in policy-related

Courtney Cavlovic

You can reach Courtney at ccavlovic@opchamber.org or (913) 766-7611.

Now Accepting Nominations!

Rick Worrel Community Legacy Award

The Overland Park Chamber seeks nominations for the 2023 recipient(s) of the Rick Worrel Community Legacy Award.

The deadline for nominations is September 1 and the recipient will be recognized at the Annual Meeting on December 6.

The award was established in 2019 to honor longtime community leader Rick Worrel and to recognize individuals who exemplify Worrel's legacy of lifetime service to the community.

Worrel, 2012 Chairman of the Chamber and a co-founder of Affinis Corp, was passionate about building infrastructure, our community, his profession's standards and public education.

Previous recipients include:

- · Sen. John Skubal
- · Retiring City Manager Bill Ebel
- · Retiring County Chairman Ed Eilert

For a nomination form, click here.

Meet Tara Eberline, Partner-In-Charge for Foulston Siefkin LLP's Overland Park office

CORPORATE SPONSOR SPOTLIGHT

Tara Eberline began her term as partner-in-charge of Foulston Siefkin's
Overland Park office on June 1, 2023.

An employment attorney who partners with employers to navigate the ever-changing field of employment law, she is a trusted resource for strategic and lawful decisions regarding prospective, current, and former employee issues of all kinds.

Tara believes strongly in firm service. In addition to her responsibilities serving clients and her role as partner-incharge, Tara also began serving on the firm's executive committee June 1. She currently chairs the Kansas-City-area litigation and employment practice group and leads the firm's strategic planning committee. Tara noted, "In an increasingly mobile profession, Foulston is a law firm where lawyers often practice for their entire career. I am honored to have the opportunity to play a role in building on our firm's strong foundation of excellent client service and a collegial internal team culture."

"Tara Eberline is an outstanding and innovative attorney and is a leader within the firm and community," said Tony Rupp. Her law partners describe her as "a well-respected servant



leader with a blend of IQ, EQ, and AQ; combining intelligence, empathy, and adaptivity in one very well-rounded and eminently approachable lawyer." Rupp, the 2022 Chair of the Overland Park Chamber of Commerce who served as the office's partner-in-charge since 2017, added, "She will be fantastic in her new roles."

After earning her Juris Doctor in 2006 from the University of lowa College of Law, Tara joined Foulston's Overland Park office and settled her family in Johnson County. Outside her law practice, Eberline enjoys baking and exploring Johnson County's incredible parks and trails with her family.

"I am honored to have been selected to lead our Overland Park office as we continue to grow here in Johnson County and beyond," Eberline said. "There are great things ahead for Foulston and for the region."

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

Accelerate your growth through GAME program

The Chamber is partnering with the Kansas Small Business Development Center at Johnson County Community College to offer scholarships for the Growth through Action, Measurement, and Engagement (GAME) program.

GAME provides growing companies the framework and tools to gain focus, set a growth agenda, make decisions and take action. Each session is led by subject matter experts providing content and continuity throughout all sessions.

The program is intended for companies with 2+ years in business and \$250,000+ in sales. Participants learn best practices from Kansas City's industry experts, take part in peer-to-peer roundtables focused on opportunities and challenges and create action plans for 30, 60 or 90 days.

The 2023-2024 program starts August 16. Sessions are 8:00-10:00 a.m. one Wednesday each month at the college.

The cost is \$450 per person.

For details and eligibility requirements, click here.

FastTrac program is for aspiring entrepreneurs

The Chamber seeks participants for the FASTTRAC® Aspiring Entrepreneur Program.

Kauffman FastTrac® is an immersive, 10-week program that equips aspiring entrepreneurs with the business skills and insights, tools, resources, and peer networks necessary to start and grow successful businesses.

Classes are 6:00-9:00 p.m. on Thursdays, September 14-November 16.

You must attend an orientation session either on August 22 or August 31 to be eligible for the program.

The cost is \$149 per person.

For more information, click here.

Public Hearings on City's 2024 Budget

The City of Overland Park will hold public hearings on its proposed 2024 Budget at 7:30 p.m. on Monday, August 21 in the Council Chamber at City Hall, 8500 Santa Fe Drive.

Residents are invited to view the proposed 2024 Budget on the City's website and share your thoughts. For more information, click here.

Thank you to these 2023 EDC Investors!

AdventHealth Shawnee Mission

Affinis Corp

Atmos Energy Corporation BCCM Construction Group*

BHC

Black & Veatch

Blue Valley School District

BRR Architecture*

CBRE Group Inc.

Central Bank of the Midwest Children's Mercy Hospital

Kansas

Commerce Bank - Lenexa

Contract Furnishings

Core Bank*

Creative Planning

Curtin Property Company

Downtown Overland Park Partnership, Inc.

Edison District

Empower

EPC Real Estate Group

Equity Bank - College Boulevard

Evergy

Fiorella's

FNBO - College Boulevard Fogel-Anderson Construction

Co.

Foulston Siefkin LLP

GBA

Harmon Construction, Inc.

HDR Engineering, Inc.

HNTB Corporation

Intrepid Direct Insurance

INTRUST Bank - Prairie Village

JE Dunn Construction Company

Johnson County Community College

Johnson County Government

Johnson County Management, LLC*

Kansas Gas Service

Kelly Construction Group, Inc.

Kutak Rock LLP

Lambie Custom Homes Inc.

LANE4 Property Group*

Lathrop GPM LLP

McCownGordon Construction
Menorah Medical Center

Menorah Medical Center

Mercer-Zimmerman Inc.

Merrill Companies Metcalf 108

Mission Farms West

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MW Builders, Inc.

Netrality Data Centers

Netsmart Technologies
Novel Place Senior Living

OakStar Bank

Occidental Management, Inc.

Overland Park Regional

Medical Center

OWN, Inc.*

Perspective Architecture +

Design

PNC Bank

Polsinelli

Power Partners

Price Brothers

Rau Construction Company

Regency Park

Ronco Construction*

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Gentile Rhodes, P.C.

Russell

Saint Luke's Health System

Scott Rice Office Works

Security Bank of Kansas City - 95th Street

Shamrock Trading Corporation

Shawnee Mission School
District

Silver Lake Bank*

Sky Real Estate-Metcalf Crossing

Spencer Fane LLP

SSC CPAs + Advisors*

Swartz + Associates, Inc.

The University of Kansas

Health System

T-Mobile

Turner Construction

UMB Bank n.a.

University of Kansas Edwards

Campus

US69 Express Constructors* Varnum/Armstrong/Deeter,

L.L.C.

Visit Overland Park

WaterOne

WellSky Corporation

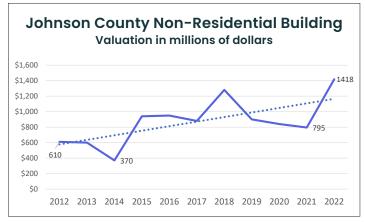
Workforce Partnership*

*New Investors in 2023

Driving Economic Success

Unemployment			
	May 2023	April 2023	May 2022
Overland Park	2.8%	2.6%	2.1%
Johnson County	2.5%	2.5%	2.1%
Kansas City Metro MSA	2.8%	2.6%	2.7%
State of Kansas	2.9%	2.9%	2.3%

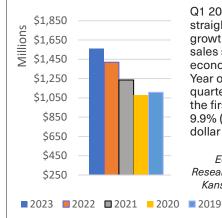
(These percentages are not seasonally adjusted)
- Kansas Labor Information Center (KLIC)
- U.S. Bureau of Labor Statistics



The value of buildings designed or constructed for purposes other than residential is exploding. Due to mega-projects such as Panasonic's plant in De Soto, Johnson County is reaching all-time highs in appraised values on these properties. Other factors contributing to this increase include the rising demand for aluminum, copper and nickel, which drive up prices on electrical and construction projects and the hiked Interest rates and recession fears that may apply downward pressure on copper prices in the short term, but this will be offset by investment in the transition to clean energy.

Source: F.W. Dodge, McGraw-Hill Information Service via Johnson County Economic Research Institute





Q1 2023 marked the third straight year of retail sales growth. An increase in retail sales signals a healthy economy that is expanding. Year over year, the first quarter of 2023 outperfomed the first quarter of 2022 by 9.9% (\$140,128,000 millions dollar increase).

Source: Johnson County
Economic Indicators, County
Research Institute (CERI), Source:
Kansas Department of Revenue
and Cities

Corporate Partners













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Kansas Gas Service

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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.





City Council President Jim Kite and Councilmember Fred Spears joined the Chamber to help owner Tim Schoenfelder, General Manager; Rachael Yaw and their team celebrate a ribbon cutting for Zoom Room Dog Training, 11670 West 135th Street.

Zoom Room trainers don't just train dogs. They also train the people who love them. It also offers an indoor dog park, playgroups and birthday parties for dogs.

For more info: (913) 732-3083 or click here.

City Council President Jim Kite joined the Chamber to help celebrate a ribbon cutting for Interpersonal Psychiatry Overland Park, 7011 West 121st Street.

Led by Dr. Irfan Handoo, Dr. Hiten Soni, and Omozuwa Omigie, APRN, Interpersonal Psychiatry is committed to meeting the region's needs for treatment-resistant depression. It is Kansas City's largest TMS and IV ketamine clinic and the only Deep TMS clinic in the

For more information: (913) 357-1290 or click here.

Member News

The <u>University of Kansas Cancer Center</u> announced <u>\$143 million in funding to build a state-of-the-art facility</u> that brings together cancer research, treatment and patient care teams, transforming cancer care in our region.

Nautical Bowls will open in Cosentino's Market at Bluhawk this month.

Leawood Family Care has joined the Advent-Health Medical Group network. Now called AdventHealth Medical Group Primary Care at College Boulevard, the nine-provider practice is open every day and offers walk-in care.

The <u>Overland Park Historical Society</u> presents its <u>Depot Dash 5K</u> fundraiser on <u>August 12</u> on the Aspiria Campus.

<u>Cleveland University-Kansas City</u> will offer a graduate certificate in sports performance this fall.

The <u>Overland Park Convention Center</u> has launched <u>OPCC Exhibition Advantage</u>, a program designed to show appreciation, reduce costs and elevate the experience for convention and trade show producers, general service contractors and exhibitors.

Hovey Williams is accepting applicants to participate in its 2nd Annual Intellectual Property Bootcamp for diverse students on September 29.

<u>Visit Overland Park</u> announced the Carvana <u>Professional Pickleball Association (PPA) Tour</u> is coming to Overland Park, **August 24-27**.

K9 Resorts Luxury Pet Hotel of Overland Park

received a gold medal in the Pet Boarding category and a bronze medal in the Pet Daycare category from readers of the Kansas City Star in its "Kansas City Favorites" contest.

Kristy Baughman is now Executive Director of United Community Services of Johnson County. She joined UCS in 2018 and formerly was Director of Education and Planning.

Families can visit the <u>Johnson County Museum</u> and more than 90 Kansas sites for free as part of the <u>Sunflower Summer Passport</u>.

To submit member news and events, log into your Member Info Hub – <u>click here</u>.