

March 2018 Calendar of Events

- March 2,9,16,23: Richmond Rotary @ noon @ 19th Hole
- March 3: Ideal Industries Chili & Soup Luncheon 11a-2p \$6 each
- March 3: Farris Theatre presents Kevin Rowe @ 3 & 7pm
- March 3: Ray County Historical Society Bizarre Foods Carry In @ 6pm @ Senior Center
- March 3: Liberty Hospital Half Marathon and Jewel 5K @ 8am
- March 4,11,18,25: Grace Church Youth Ministry 5:30-8pm (11th is at 3:30pm)
- March 5: Bridge of Hope hosts Mom's Group from 4-5pm
- March 5,12,19,26:Ray County Library hosts Family Story Time @ 10am & 1pm
- March 5,12,19,26:Ray County Library hosts GED/HSE Tutoring from noon to 2pm
- March 6:Ray County Coalition Meeting @ Grace Church @ 6pm
- March 6,13,20,27 :Richmond Kiwanis meeting @ noon @ 19th Hole
- March 6,13,20,27": Ray County Library hosts AARP Tax Assistance 9a-1p
- March 6,20,27: Ray County Library hosts kids events from 4-5pm
- March 6,13,20,27:American Legion hosts Bingo-open @ 4pm games @ 6pm
- March 7,14,21,28: Ray County Library hosts Teen Time from 2:30pm-4:30pm
- March 7,14,21,28: Grace Church hosts Drop Zone-After School Program til 5:30pm
- March 8: Ribbon Cutting Ceremony for Life Recovery Consulting @ 4:30pm
- March 8(9-5)9(9-8)10(9-5): Town Square Mercantile Spring Open House
- March 9: Farris Theatre presents Elvis @ 7:30pm \$20 for tickets
- March 9: Knights of Columbus Fish Fry @ VFW @ 5-7 \$8
- March 10: Orscheln Blade Sharpening 9a-1p \$3 per blade
- March 10: Masonic Lodge hosts B & G Breakfast \$5 per person 7-10am
- March 10: Richmond Christian Union Church Ham & Bean Dinner 11a-2p \$6
- March 13: Ray County Board of Services DDA proclamation @ Courthouse @ 10am
- March 14,28: Mushroom Festival Meeting @! Noon @ Hometown Pizza
- March 15: Chamber Board meeting at 11:30am @ Golf Course
- March 16: Masonic Lodge Fish Fry 10:30a-6p
- March 16: Baseball, Softball and Life Guard Class Registration Deadline Richmond Rec
- March 17: Shirkey Golf St Patty's Fay Scramble @ 11am
- March 20: Ray County Hospital Gift Shop 20% off sale
- March 21: RDD meeting @ noon @ Hometown
- March 22: Member Luncheon Small Business Education @ noon @ Golf Course
- March 22- Ray County Library hosts author Janise Ellis
- March 23: Knights of Columbus Fish Fry 5-7pm \$6 @ VFW
- March 24: Hunter Education Course @ Library-preregistration required
- March 26: Spring Blood Drive @ Library 10a-2p
- March 31: City of Richmond Easter Egg Hunt @ 8:30am @ Maurice Roberts Park

chamber.Emotion

Chamber Officers

President

Dr. Justin Meier
Grace Church

Secretary-Treasurer

Natalie Lamar
Executive Director

Chamber Board

Class of 2018

Jennifer Welch
Brock Dover
Tony Hatcher
Justin Wrisinger

Class of 2019

Justin Meier
Jennifer Gant
Renea Williams
Atalie Williams

Class of 2020

Jennifer Brenton
Bart Willim
James Ford
Ellen Vandiver

March

2018

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Chamber in
Motion is the
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Area Chamber of
Commerce

104 W. North Main
816-776-6916

FBLA HOSTS BEFORE HOURS FEBRUARY 8th



The RHS Future Business Leaders of America hosted a Chamber Before Hours on Thursday March 8th at the Superintendents Office. City Councilmen, business owners and Chamber board members were in attendance to help celebrate our future business leaders!

**MISSOURI FARM & HOME MUTUAL
AFTER HOURS AND LAUNCH PARTY**



Missouri Farm and Home Insurance Compnay, formerly known as Farmers Home Insurance of Ray County held a Chamber After Hours at Hometown Pizza on Thursday February 22nd at Hometown Pizza. A large group attended the event to help congratulate Ray Counties oldest business in all that they do. Pictured left to right: James Ford, Brock Dover, Tonya and Bart Willim, Tony Hatcher, Jimmy Carter, Lisa Hapr, Jennifer Brenton, Justin Meier, Atalie Williams, Laura Acree, Chris Brown and Jaclyn Farmer.

Gold Investors
City of Richmond
Bank Midwest, N.A.
Henkel, Corp.
US Bank
Richmond I.D.C.
The State Bank
Shirkey's Nursing & Rehab
Community Bank of Missouri

Silver Investors
KCP&L
Swofford Ford Sales
Westbrook & Co., P.C.
Ray County Memorial Hospital
KMMO
Missouri Farm & Home Mutual Insurance Company

Bronze Investors
Edward Jones Investments
Red Cross Pharmacy
Missouri Secured Title
Ray Carroll Grain Co-Operative
Richmond Family Clinic
Thurman Funeral Home
U.S. Granules
Wal-Mart Super Center
Central Missouri Community Credit Union
Derstler Lumber Co.
KFC/Taco Bell
Hometown Pizza
C & C Discount Pharmacy
NorthStar Wellness
Richmond Chiropractic
Kountry Kuts
Shirkey Golf Course
Phillips Computer Repair
Linda's Floral
Richmond Bowl
Ray County Land Title
Thunderbird Electric
Crooked River Meat CO
Life Recovery Consulting
DJ Spudd

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Thank you to the following organizations for sponsoring the FBLA Chamber t-shirts!

Mack Attack
Glen and April Martin
Grace Church

Shirkey Hospice and Palliative Care
Reece & Nichols-Williams & Associates

IMPORTANT UPCOMING DATES

MARCH 22– MEMBER LUNCHEON WITH MISSOURI SMALL BUSINESS INFO
MARCH 26– CHAMBER/LIBRARY BLOOD DRIVE
APRIL 6– NORTHSTAR WELLNESS AFTER HOURS
MAY 3– STREETS AROUND COURTHOUSE TO CLOSE AT 4PM
MAY 3RD THROUGH 5TH– RICHMOND MUSHROOM FESTIVAL
MAY 10: RIBBON CUTTING AT OAK RIDGE
MAY 24– HOMETOWN PIZZA AFTER HOURS
JUNE 22– CHAMBER GOLF TOURNAMENT
JUNE 30– AMERICAN CELEBRATION FIREWORKS EVENT
JULY 18– FARMERS APPRECIATION DINNER
AUGUST 23- “GOVERNING CASH FLOW” BUSINESS EDUCATION COURSE
SPONSORED BY CMCCU & THE RICHMOND CHAMBER

SMALL BUSINESS EDUCATION OPPORTUNITY!

Kelly Dyer, Manager of Entrepreneur and Business Development with the Missouri Chamber and Small Business Alliance will be the guest speaker at our member luncheon on Thursday March 22nd at noon at the 19th Hole at Shirkeys Golf Course. She will be informing the group of the business educational opportunities that are offered through her program. Some of them are free services and some of them require payment. She is an excellent resource of information pertaining to anything business! This event is open to the public so if you know of someone looking to open a small business or a current business owner needing some support, please invite them to this meeting. The event is FREE unless you opt to have lunch. She has helped several small businesses in Richmond already, why not make your next???

Event Sponsored by the Richmond Area Chamber of Commerce and the Missouri Chamber of Commerce and Industry in cooperation with the Shirkey Recreation Park

Dear Membership,

On February 13th, Glen Martin resigned as the President of the Richmond Area Chamber of Commerce. Dr. Justin Meier, who was scheduled to be the president in 2019, accepted the nomination from the Board of Directors to fill the vacancy for the remainder of the term. Justin will continue on and serve his term as well during the 2018-19 fiscal year.

Sincerely,

Natalie Lamar– Executive Director-Richmond Area Chamber of Commerce

Dear fellow Chamber Members,

Greek philosopher Heraclitus said “The only constant is change.” As a business owner, organizational leader, or community leader, you know how true this statement is. When it comes to change however, do you embrace it and try to stay on the cutting edge? Or do you always feel like you’re trying to catch up to change that has already happened?

In the book Change Or Die, Alan Deutschman explores the relationship between changing and the long term survival of business. The argument that is most proven to be true by the research, is those companies and organizations that try to stay on the cutting edge of ideas versus always trying to catch up with change, have a better chance at sustainability then those who don’t.

So what changes should we as businesses and organizations be embracing today? What is it that we all need to start doing now, so the trend does not pass us by in the next 5 to 10 years?

The first thing we need to do is realize that we don’t necessarily speak the same language as the generations younger than ours and we need to learn how to communicate with them.

I have to admit in this area myself, I am a late adopter. I have always been fine with Twitter, Facebook, and YouTube, however when it comes to things like SnapChat, Instagram, and whatever else my kids are using, I’m behind the times. I am learning more and more everyday that businesses that are utilizing new technology and platforms for communication are the companies and people who are already building their businesses up with revenue from Millennial’s and Generation Z (The generation after Millennials). The generations to come have a language of technology that most of us haven’t even started to investigate.

The second area we need to embrace as we change our business or organizational thinking is... The Story. What story does your business or organization tell beyond just selling products. In the old days people called these testimonials, today the new generation of consumers don’t just want someone telling them that you sell a good product, but they want to know how that product changes that individual’s life or the lives around them. While the millennial generation may spend more time on their phones than actually talking to you face-to-face, they want to feel like they know you. The way you do that is you tell your story, your businesses story, your employees story, and the stories effected by your products. That will draw the next generations in to utilizing your business or organizations services.

The third and final change we should embrace as leaders to grow our business is that we need to become more generous or philanthropic with our net income or services. Most people in the past thought the only way to grow their business was to reinvest their profits in their business. Today we are learning that yes, we must reinvest in our business, but we also need to invest in the community and the world around us. In his book Tribes by Seth Godin, Seth talks about how the upcoming generations don’t only want to buy a good product, but they want to buy a good product from a company or organization that makes a change or difference in the world. So as businesses on the cutting edge of marketing, we need to look for opportunities to invest to do good, and tell the stories of the good we do, for example- businesses that help families in need at Christmas, organizations that build wells in countries that need clean water, or helping an after school program in your community. Look for those opportunities and communicate those good things you do for the masses, and the masses will begin to come in.

One of my good friends Dave Williams says “There are two types of pains every organization has to deal with. Growing pains or dying pains. The great thing is... you get to choose which one you have.”

Change can be frustrating, but it can lead to a longer and better sustainable business life. Change can help you leave a continuing legacy for your kids and your grandkids and all your family to come. Or you can reject change, and see your business or organization fade into pictures and memories of the past.

If you would like help bringing some of these changes to your business please contact the chamber, because Natalie and I would love to help your business become everything that you dream it could be.

Sincerely,
Dr. Justin Meier
President
Richmond Area Chamber of Commerce

