

DECEMBER 2010

ADVANTAGE

Chamber

***Benefits Go
Beyond The Dollar***

**December Luncheon
Holiday Shopping & More!**

**Momentum 2011
by Jim Wright**

Visit us online at www.KirkwoodDesPeres.com

Mark Your Calendar

First Friday Coffee

Friday, Dec 3
7:30 - 9 am

Kirkwood Public Library
140 E. Jefferson

Holiday Luncheon

Tuesday, Dec 14
11 am - 1:15 pm

Greenbriar Hills

Sponsors: **Combs Auto Service and James Durbin Jewelry Design**

Focus On You

Wednesday, Dec 15
Noon - 1 pm

Commerce Bank
300 N. Kirkwood

Sponsor **St. Johns Mercy**

Chamber Holiday Shopping Night

Wednesday, Dec 15
5 - 8 pm

Plowsharing Crafts,
137 W. Jefferson

Legislative "Brown Bag" Lunch

Friday, Dec 17
Noon - 1 pm

The Chamber Office
108 W Adams

To RSVP for any of these events call 821.4161, email iris@thechamber.us or go online to the Chamber's website at www.KirkwoodDesPeres.com

Benefits Go Beyond The Dollar

Many of us understand the positive effects of quality networking through clubs, organizations and even through social networking over the internet. But, I did not fully realize the benefit of networking through the Chamber of Commerce until I reflected back to January of 2010 when I first became Chairman of the Board of Directors. At the time I knew many Chamber members, but as the months passed and I attended as many Chamber committee meetings, events and programs as time would permit, I grew to know so many more Chamber associates. Most importantly, these new acquaintances actually became friends and some became clients as a result of constant networking.

I think about those Chamber members who used to be active in attendance and worry they are missing a couple of benefits from their membership. First is the old adage "out of sight out of mind". Seasoned members will forget all the hours current inactive members spent leading the Chamber to where we are today. They also forget the products

and services presented by those members and often find themselves relating to newer members and purchasing their offerings.

Second, inactive members are missing out on friendships. Customers are nice, but new friends build a sense of community and camaraderie. I've



**Chairman
Scott Stream
Stream Benefits Group**

made new friends who visit me at my office, take me to lunch, have a cup of coffee with me and help me because they want to. These friendships are renewed at each Chamber function with the opportunity to meet new acquaintances through their network.

Who would have thought my participation in the Chamber would

produce such a diverse group of newly found friends as well as reconfirming old friendships? I challenge every member, new and seasoned, to commit to increasing your visibility at Chamber events. It will prove to be a rewarding experience. Now I must go have a nice cup of hot chocolate with some newfound Chamber friends. Happy Holidays!

“Where did the year go?” This seems to be a common phrase as we approach the end of 2010. There appears to be a feeling of relief that the year is finally reaching its end. For the Chamber, there is no time to look back. Membership has held steady and as we approach 2011, a renewed excitement is picking up momentum as we examine the possibilities for the coming year.

Our mission as a Chamber of Commerce states: “Through the commitment and involvement of its members, the Kirkwood- Des Peres Area Chamber of Commerce provides business leadership for the benefit of the area by promoting economic opportunities, advocating the interests of business, providing members with education and resources, and fostering current and future leaders.”

Over the past 65 years, the boards of directors have weighed programs and services against the mission statement. Each board worked to sculpt the organization into one best suited to meet the mission. It is said that any time you sincerely want to make a change, the first thing you must do is raise your standards. Under the leadership of Scott Stream, Steam Benefits, the board of directors has done just that. They have examined the way we do business and set a direction best suited to meet the challenges of an ever changing business climate.

New goals have been set for the chamber – each with the specific strategy to differentiate our organization from all others. The goals are positioned to insure our

mission is accomplished. The most important thing the Chamber can do to achieve our goal is to make sure that as soon as we set them we immediately begin to create momentum. The goals include a three pronged approach:

- Staff Realignment
- Improved Programs and Services
- Stronger Involvement in the Communities We Serve



The Chamber staff will be realigned to ensure continued excellence in member/organization relations. Each staff member will concentrate on specific responsibilities. For instance, Iris will concentrate on obtaining and retaining members, Gina will be the staff liaison for all events, Lori will increase member communication with newly designed ways to provide information to members and in addition to her finance responsibilities, Beth will take on additional duties including preparation of all recurring monthly events.

Our programs and services will change a bit. Some programs will

cease including Focus on You, the Healthy Living Fair and the Rewards Cards. They will be replaced with a new Holiday Home Boutique to be held just before the 2011 Holiday season, a newly formatted newsletter, the introduction of Business Boot Camp designed to truly educate business persons and assist them in getting back to the basics in their businesses. An area map will be produced. Members can enjoy a night out at area restaurants each month and all committee chairpersons will meet on a quarterly basis to report their successes.

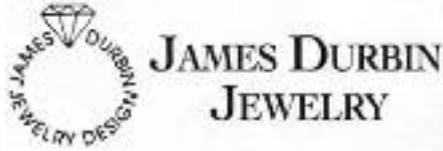
Community involvement will increase in the following ways:

- A new Chamber Greentree parade entry
- Renewed increase in Economic Development opportunities
- Closer relationship and communication with commercial realtors to stay informed of trends and building availability
- Increased attendance at City meetings to safeguard member interests
- Introduction of “Green Business Certification” by the Chamber

The Board of Directors is excited to continue the tradition of raising the bar and creating momentum. Member participation is a necessity. If any of the goals have piqued your interest, give us a call at 821.4161 and we will make you a part of this exciting new direction. At the very least, your membership renewal and sponsorships are needed to help the Chamber accomplish its mission.

December Membership Luncheon

Nothing But Networking



Tuesday, Dec 14
11:00 am - 1:15 pm
**Greenbriar Hills
Country Club**

Cost is \$20 if you RSVP in advance. Walk-ins are \$25

Please remember Greenbriar has a no denim policy. Please let us know in advance if you require a fruit or veggie plate for lunch

Join your fellow Chamber members for the December Holiday Luncheon. Scheduled for Tuesday, December 14 at Greenbriar Hills Country Club., networking starts at 11 am, and the program begins at Noon. The luncheon is sponsored by **Combs Auto Service and James Durbin Jewelry Design**.

If you would like to participate in the Holiday Gift Exchange at the luncheon, we ask that you bring a wrapped gift valued at \$10-\$15. (Please no discount coupons for goods or services)

Doors Open at 11 for Holiday Shopping! Come early, bring

your holiday shopping list!

Want to Sell? For only \$50 you can showcase your products to 125 - 150 people within two hours. Attendees will be looking for holiday hostess gifts, office gifts, holiday party gifts, etc. To reserve your holiday booth contact Gina at the Chamber office at 821.4161.

Want to shop? Shop Chamber First at the luncheon! Come and buy your hostess gifts and holidays gift for the December luncheon, your office gifts, and maybe even something for yourself!

Purchase a Chamber Directory Ad and Earn Points

Attend the December 14 member Holiday Luncheon at **Greenbriar Hills Country Club**, get your card scanned by our sponsors, **Computer St. Louis**, and earn 1000 Chamber Rewards points! You will also find out who wins this month's Reward prizes – it could be YOU! There are several great prizes this month. Members who have earned 1500 since the November luncheon will go into a drawing for prizes. You must be present at the drawing to win. Visit the Chamber website for all the details. Also, purchase any size Chamber Directory ad between now and the end of December and earn 3,000 points!

This exciting new benefit was created to reward members for making the most of their Chamber membership and to add more value for their Chamber investment.

The list of events and activities that qualify for Reward Points and the long list of prizes that will be available throughout the year are also posted.



The Chamber Rewards card could not have been possible without the generous sponsorship of Dave and Bev Collin of **Busy Bees Embroidery**, Marilyn Elkin of Midwest Marking / Scan Me In, and Brian Schraut of **R. F. Schraut Heating & Cooling**.

For complete details on how to use the Rewards Card, visit www.kirkwooddesperes.com.

“Now Showing at the Chamber...”

Your \$75 Sponsorship Includes:

- The opportunity to display your products or services on a table designated for your business in the Chamber office for an entire month
- Everyone visiting the Chamber office has the opportunity to ***see what you have to offer.***
- Recognition in the *Chamber Advantage* Newsletter
- Opportunity to sell your products!

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**RESERVE YOURS TODAY FOR 2011!!!!**



Please call our office 314-821-4161 with any questions or email Beth at [beth@thechamber.us](mailto:beth@thechamber.us)

108 West Adams Avenue ~ St. Louis, Missouri 63122-4023  
314-821-4161 ~ fax 314-821-5229  
[www.KirkwoodDesPeres.com](http://www.KirkwoodDesPeres.com)



***New Members Introduced  
at the November Luncheon***

## October Renewing Members

- Adams Place Retirement Community
- American Family Insurance  
Michael Scott
- American Red Cross
- Arch Animal Hospital
- Arch Engraving
- Arrow Box Company
- Best Western Kirkwood Inn
- Bopp Plumbing Inc.
- Bueler Inc.
- City Of Oakland
- Clark Animal Hospital
- Combs Auto Service & Tire Center
- Commerce Bank-Des Peres
- Commerce Bank-Kirkwood
- Croghan & Croghan, CPA
- Crown Vision Center
- Doc's Harley Davidson Sales & Service
- Dottie's Ice Cream Parlor
- Einstein Bros. Bagels-Des Peres
- Einstein Bros. Bagels-Kirkwood
- Fashions Of The Past
- Grand Rental Station
- Gravity Payments
- Hanlen's Fine Meats & Catering Service
- Head To Toe Dancewear
- Heartland Bank - Rock Hill
- Howard Commercial Corp.
- James Engineering And Surveying Co.
- Kirkwood Area Arts Council
- Kirkwood Heating & A/C Co. Inc.
- Kirkwood Podiatry, Inc.
- Kirkwood School District R-7
- Lass & Laddie
- Lawrence Fabric Structures, Inc.
- Lawshe, Lyn M., CPA
- Manchester Ambulatory Surgery Center
- Massage Luxe
- McDonald's
- Metlife Reverse Mortgage/Dennis Cooper
- Michael C. Kearney & Associates Inc.
- The Miller Group
- Novus Development Co.
- Printit Plus!
- Red Robin Gourmet Burgers
- Regions Financial
- Retirement Income Strategies, LLC
- Richards Roofing & Exteriors, Inc.
- Rose Hill House, Inc.
- Scott, Scott & Co., CPA, P.C.
- Shop 'N Save
- St. Louis Harmony Chorus
- State Farm Insurance / Hugh Bissell
- Vantage Credit Union
- Wal-Mart
- Web Design By Knight
- West Community Credit Union
- Wisniewski, L.H. & Assoc., Inc.
- Zipf-Air Inc.

## Welcome to Our New Members

**Advance Security & Technology**  
 645 N. Geyer Rd.  
 St. Louis MO 63122  
 ph 795.8625  
 Michael Gillam

**Kelly Jones**  
 5954 Briarmist Place  
 St. Louis MO 63128  
 ph 614.9987  
 Kelly Jones

**AnimalNibbles.com, LLC**  
 225 Cornelia Ave.  
 St. Louis MO 63122  
 ph 330.2157  
 Dede Hoffmann

**Kitchen & Bath Design**  
 945 S. Kirkwood Rd.  
 St. Louis MO 63122  
 ph 822.4100  
 George Votruba

**GadellNet-IT Computer Services**  
 2519 Cassens Drive  
 Fenton MO 63026  
 ph 431.0358  
 Nick Smarrelli

**TUVA Interactive-Web Development**  
 206 W. Argonne  
 St. Louis MO 63122  
 ph 966.4856  
 Rick Bayers

**Kay-Bee Electric-Current Safe Specialists**  
 250 Rue St. Francois  
 Florissant MO 63031  
 ph 837.3308  
 Matt Ryan



# Connecting Chamber Members

One of the recent chamber lunches was busier than usual for me. Someone I know from a networking group was interested in meeting a woman, who happens to be a member of the Chamber. I told her she should attend a Chamber luncheon and I would introduce her. A Chamber member I talked to at a different networking meeting, mentioned she would like to be better connected to people whose clients were planning a particular event. I asked her if she knew a certain Chamber member. She had not met him and I said I would introduce them at the next Chamber Luncheon. The day of the luncheon, I won a prize (Of course!) and one of the members at my table asked me about the business of the Chamber member who had given the prize. She was interested in their services for her parents. I connected these two people at the end of the luncheon. Other connections were made at my table as we were discussing the table topic.

It was a busy luncheon for me, but I had fun introducing people and hopefully helping their businesses. Other Ambassador articles this year mentioned attending Chamber events and getting involved. One of the first steps of networking and joining organizations, like the Chamber, is being visible. I'm sure

you've heard people want to do business with people they know, like, and trust. Attending events is a way to get to know other Chamber members and for them to get to know you. By attending events, I knew the members others wanted to meet and knew who

help connect you to businesses that can be beneficial for both of you.

**Carol Kuebrich Johns, CLTC, CSA**  
**The LTC Specialist**  
**636-537-0749**  
**314-956-2757**  
**carolkuejoh@aol.com**

might be a good connection for them. I've also found Chamber members know me and think of me when they hear Long Term Care Insurance.

There are many Chamber events at different times of the day and different times of the month. Great connections can be made at these events. Ambassadors will be happy to introduce you to other members and

## 'Tis the \$eason

**Submitted by Don Stream, Stream's Tax Service**

With the onset of cooler weather and the end of the year fast approaching, it's not too early to begin planning for the preparation of your 2010 income tax returns.

Early planning for the preparation of your return will eliminate many of the problems and mistakes that could occur when one is rushed at the last minute to beat the deadline for filing.

Here's a list of TIPS I recommend to relieve some of the pressure of the tax return season:

**SAVE ALL RECEIPTS!!!**  
**INCOME RECEIPTS:**

- \*All W-2s
- \*Estimated Tax Payments
- \*Investment Income Statements
- \*Stock/Property Sales Reports

- \*Pension and Annuity Statements
- \*Alimony
- \*Unemployment Income
- \*Gambling and Lottery Winnings
- \*Other Compensation

**EXPENSE & DEDUCTION RECEIPTS:**

- \*Medical Expenses
- \*Mortgage Interest
- \*Donation Receipts
- \*Professional Dues
- \*Child Care Expenses
- \*Tax Return Preparation
- \*Income Tax Withheld
- \*Real Estate Taxes
- \*Personal Property Tax
- \*Business Mileage

For more information or help on your tax return preparation, contact Don Stream at Stream's Tax Service, 636.391.1499.

**Mention this article and receive a FREE Consultation!**

# DECEMBER MEMBER OF THE MONTH

## H&R Block: Service Above and Beyond Tax Preparation

Did you know H&R Block's exceptional tax preparation expertise is just one of many services they provide? It's true – this same level of trusted expertise is also available in a broad range of business services including bookkeeping, payroll and advisory services

"H&R Block can be your one-stop-shop. We can take care of your personal taxes as well as your business needs – in fact we can handle nearly everything for you because our tax knowledge, business expertise and unparalleled customer service equips us to provide financial reporting, cash flow planning and analysis to help you manage your business year-round. Our Business Services specialists partner with you to alleviate the burden of administrative tasks so you can focus on your core revenue-generating business activities," explains District Manager Arnita Jones.

One of the reasons the company has been so successful over the past 55 plus years is their team of highly trained, experienced tax professionals. "Our clients are served by professionals averaging more than eight years of experience, with the majority receiving 350 hours of training on average. Many are enrolled agents, the only tax professionals who have earned the privilege to represent clients before the IRS."

"One of our firm's most popular services is the Second Look Review. Were your taxes done right? Our tax pros find errors in two out of three tax returns prepared by other people. Second Look is like a professional second opinion. We

look at your returns for the past three years for missed deductions and credits to make sure you got everything you deserved and will guarantee the accuracy of your return and cover it with the H&R Block Guarantee which means we'll stand behind you in case you're audited.



***"This service usually costs \$29 but through the end of December, 2010, we are doing all of our Second Looks for FREE!"***

Anyone who had their tax return prepared outside of H&R Block, whether they did it themselves, or did it online, had it done by another tax preparer, or an accountant, etc and they are questioning if it was done accurately, can bring their returns to us and for free we will double check them to make sure they were done correctly."

Also free, is help for individuals and business owners needing guidance and advice. "I'm not sure people realize it is available at no cost to them – you can call on the phone and say 'I've got a question,' or stop by and request 'I really need help with this,' and we'll help you."

H&R Block also provides tax audit support. "Hearing from the IRS can be stressful but if you're audited, and even if you didn't use our

company to file your tax return, we can help and support you throughout the process. There are two ways we can make your life easier: Audit Assistance and Audit Representation. Just stop by our office for details."

H&R Block is committed to encouraging financial literacy. "Upon learning 50 percent of our high school students don't know how to balance a checkbook; don't understand why we pay taxes; who we pay taxes to; or who FICA is, the company is partnering with school districts to offer the Dollars & Sense Program at no cost. Our tax professionals and office managers go into schools to teach different pieces of financial literacy to students in middle school, high school or college. We

want to do our part to help our students and communities because it's never too soon or too late to learn how to budget and manage your money."

Arnita, also known as AJ, heads a staff of 250. She was born in St Louis and grew up in other parts of the Midwest. She earned her BA from Washington University and her MBA from the University of Hartford, which afforded her the opportunity to study the first five months in Paris. Her hobbies include cooking, singing, traveling and playing games. As a matter of fact she has created a board game she is readying to market.

AJ is new to the Kirkwood-Des Peres area and is looking forward to meeting all Chamber members. She invites each of you to go online at [www.hrblock.com](http://www.hrblock.com) or stop by the H&R Block store, conveniently located at 1259 S Kirkwood Road and prepare yourself for above and beyond service!



## Bridal Boutique Opens in Kirkwood

What happens when you cross an alterations shop with a bridal store? The ultimate one-stop boutique for brides, mothers, and all women's formal wear.

The Kirkwood Bridal Boutique

celebrated their grand opening at 112 W. Jefferson as a companion location to the Alterations Unlimited shop on 117 N. Kirkwood. Owner Barb Pate says, "This is a dream come true – I've always wanted a bridal shop and recently the opportunity fell into my

lap. I just couldn't believe it was happening!"

For more information call 821-8555.



## Kirkwood Theatre Guild Celebrates 80 Years

The Kirkwood Theatre Guild recently celebrated the kick-off of their 80th season with a special ribbon cutting in front of their home at the Robert G. Reim Theatre at the Kirkwood Community Center. The Guild

produced their first play in 1931 and have never looked back. "We are proud to say that the Kirkwood Theatre Guild is one of the oldest, most established community theatre groups in the Midwest and one of the

organizations with the longest record of continuously producing plays," says Terry Sibbits, Executive Director. For more information on upcoming plays, call 821.9956.



**You've Got Questions?**  
**We've got answers about the**  
***Community Directory & Visitors' Guide!***

**Q:** How can I promote my business for an entire year to shoppers in the Kirkwood – Des Peres area?

**A:** Advertise in the **2011-2012 Community Directory and Visitors' Guide!** Ads start at only \$175!! [Click here](#) for more information.

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**Q:** Tourists are great for my business. Is there a Visitors' Guide for this area?

**A:** There is now! The new visitors' section of the *Directory* will include:

- Major attractions in the Kirkwood-Des Peres area & the St. Louis region
  - Dining-Out guide for the Kirkwood-Des Peres area
  - Local maps
  - Calendar of annual community events
  - History of the Kirkwood-Des Peres area
  - And much more!
  - [Click here](#) for more information.
- 

**Q:** I have a "green" business and I want savvy consumers to know. How can I distinguish myself from other businesses?

**A:** There will be two ways to highlight your green business. First, if you are Green Certified by the Chamber You will automatically receive an enhanced listing in the Green section. Second, if you are not certified but sell green products or services, you may have a listing in this section. [Click here](#) for more information.

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**Q:** How do I find out more about advertising in the *Community Directory & Visitors' Guide*?

**A:** Call or email Gina March, who can answer any of your questions. You can reach her at (314) 821-4161 or [gina@thechamber.us](mailto:gina@thechamber.us). [Click here](#) for more information.

# Shopping Locally - Is it Better to Buy Local Or Online? 11

By Claude Whitacre

Local retailers almost always suggest buying locally. Of course, this is in their self interest. But there really are advantages of buying locally.

You can usually save a few dollars buy shopping online. This initial savings becomes less attractive when you consider buying locally from someone you can actually see. Here are the advantages of buying locally;

- You can see what you are buying and will be able to tell if it's really what you wanted.
- You can usually try what you buy, or at least see it demonstrated in some way.
- You can ask specific questions that you would not consider if the product were not in front of you.
- If you need service, the local dealer is more likely to give you exceptional service, than an internet seller who has never met you.
- You can visit the dealer if you have questions, and ask questions

with the product in front of you as a point of reference.

- There is no telephone tag when you visit a local dealer.
- There are no shipping costs or delivery delays.
- Most local business owners (and well trained employees) are very knowledgeable about their product categories. They are not just faceless online order takers.
- And the best benefit you have with dealing with a local dealer is that they can show you the right product for your situation. This may save you a little money, or it may cost you a little more. But the product you get will be the one that fits your needs. You are not just buying from a clerk. You are getting advice from a trusted advisor.


And there are risk buying online that you won't see when buying from a local business. Your local shop owner is easy to find. Your internet dealer may not be a dealer at all. The product you buy

may be a "scratch & dent" model purchased for pennies on the dollar, buy the seller, to be resold for a slight savings to you. The internet dealer may actually not have a real brick and mortar business at all. They may be working out of a temporary office, or out of a PO Box. And a cell phone. You just can't be sure.

You are also far less likely to be treated unfairly by a local retailer. Word gets around quickly when news is spread locally. Local business owners cannot afford the bad reviews. One bad opinion read in the newspaper could destroy a local business. Local businesses have more invested in keeping you happy.

And let us not forget. This works both ways. It may be to your advantage to shop locally. But it's also to your advantage to shop locally if you own a local business. Every community keeps money in circulation by buying from each other.

Happy shopping!



## FOCUS ON YOU

Focus On You is the 3rd Wed of every month. Held at **Commerce Bank of Kirkwood**, 300 N. Kirkwood Rd. This event is open to the public. Noon - 1pm.  
*Please bring your own lunch.*

**Wed, Dec 15**  
St. John's Mercy Medical Center

To RSVP for this event contact Iris at 821.4161 or email [iris@thechamber.us](mailto:iris@thechamber.us)

## Member of the Month Sponsorships for 2011



Contact our office for more information!

They are filling up quickly!

### Benefits for selected month include:

- Logo and name on the home page of Chamber's popular website
- Full-page feature article in the e-newsletter, along with your photograph
- Display table provided at luncheon
- Ribbon-cutting at Member's place of business with press release sent to 30 local media outlets
- Broadcast email blast
- Member's company name & motto on our phone messages

108 W. Adams, Kirkwood, MO 63122, 314-821-4161  
beth@thechamber.us, www.kirkwoodesperes.com



## Ginger & Mary Ann Launches in Kirkwood

Watch out Gilligan, the Ginger and Mary Ann Boutique has launched. This new women's clothing store, located in downtown Kirkwood, features a broad range of clothing, suited for everyday "Mary Ann-wear" as well as special occasion "Ginger-wear." Co-owners, Pam Debandt and Carrie Wurm teamed up to combine their long-held

interest in fashion and love of boutique shopping, honed through years of travel. "The women we interviewed are interested in fashions that are fun and trendy but age-appropriate," said Wurm. "They have expressed an interest in boutique shopping in a comfortable, easy to access shop that caters to their desire to have great fitting,

quality clothing." The store featured designers Nally & Millie, Karen Kane, Michael Kors, Premium Denim by STS Blue/David Kahn and others. Located at 151 W. Jefferson, the Ginger & Mary Ann Boutique is open Mon-Fri 10 am to 6 pm and Sat 10 am to 5 p.m. and offers after hours shopping by appointment. For more information call 821.4646.

# Holiday Shopping

**while you network!**



Come early,  
bring your holiday shopping list  
and join us at  
the Chamber luncheon on



**Tuesday, December 14<sup>th</sup>**

Doors open early at 11:00 am for shopping & networking

**Want to sell?** For only \$50 you can showcase your products to 125 – 150 people within 2 hours! Attendees will be looking for holiday hostess gifts, office gifts, holiday party gifts, etc.

**Want to shop?** “Shop Chamber First” – at the luncheon! Doors open at 11:00 – a half hour earlier – to give you time to visit the booths and make some holiday purchases. Come and buy your hostess gift for Christmas, your holiday gift for the December Chamber luncheon, your office gifts, and maybe even something for yourself!



“I brought \$15 –\$20 jewelry items to sell at my booth and had a lot of buyers! I’m having a booth again this year!”

Gina Jewels

\* Car not available at holiday booths. . .but made you look!

by Barb Byerly, BJB Creative Services

Donald Trump may have apprentices, but Rich McClure, CEO of United Van Lines and Prez of UniGroup Inc and Tim Sturr, Senior VP Strategic Planning at Wachovia Securities, and Director of Strategy at Wells Fargo Advisors, LLC, had a roomful of Kirkwood-Des Peres area entrepreneurs eager to hear these local biz superstars' insights and experiences. These guest speakers headlined the Pursuit of Excellence program last month, presented by **AT&T** in cooperation with the Chamber. No surprise, these two are avid readers, with Rich recommending “Good to Great,” by James C Collins and Tim, “Strengthsfinder 2.0” by Tom Rath. The program was held at **SSM St Clare Health Center** with overview and intros handled by **Josh Wright, Edward Jones** and Jeremy Bedenbaugh, **Greentree Community Church**.

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Is it possible to deliver customers, mega stressed by the prospect of moving, with such quality and service that a jaw-dropping 98 percent of them are willing to recommend you to others? We're happy to assure you it is absolutely possible, as proven by Dave Sabata and his **A-Mrazek Moving Systems'** team. And it's earned them the 2010 President's Quality Award, given to the moving agent designated as the “Best of the Best,” in the areas of

quality and safety performance, among over 500 moving agents in the United Van Lines System. This recognition was earned on the basis of A-Mrazek's service performance in accordance with United's five-step quality service process as measured by data generated through a comprehensive survey completed by customers after the move. In addition to the President's Quality Award, they have been recognized as a customer choice winner or honorable mention on six different occasions. Recently, A-Mrazek was also honored by the Better Business Bureau of Eastern MO and South IL with the prestigious Torch Award. Congrats to Dave and his team on this well-deserved recognition – we can hardly wait to witness what's in store for them in 2011!

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“Where's the beef?” Well, Bob Menendez knows. Bob, was one of the “elite chefs” from across the nation tapped to deliver the message of quality, consistency and unparalleled flavor of the Certified Angus Beef brand he proudly serves at **Sunset 44**. Although there are many brands of beef, this is the only Angus brand owned by the American Angus Association. “Ten quality standards set the brand apart as abundantly flavorful, incredibly tender and naturally juicy,” Bob says. You might want to order this

yum beef for yourself the next time you're at Sunset 44!

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The **Mary Culver Home for the Visually Impaired** has transformed a small, unused room into a charming café for the residents thanks to the **Rotary Club of Kirkwood**. The club donated \$2,000 and secured an additional \$1,000 in matching funds from Rotary Club International to cover the costs of new cabinets and countertops. Local Rotary Club and Chamber members also provided expertise to complete the project. Amie Riggs Swarts of **Riggs Construction & Design Company** donated her professional drawing and design services. Bill Riggs provided carpentry. Michael Von Gerichten, owner of **MVG Painting**, supplied the paint and labor in painting the room. Von Gerichten, who also heads the club's community service, oversaw the project. “We are deeply grateful to the Rotary Club for this generous donation. The room is beautiful,” said Mary Culver Home executive director Colleen Hill. “The ‘Cozy Café,’ as it is now known, offers an inviting alternative gathering place to the main auditorium. The warm, intimate cafe is especially appreciated by those with reduced hearing in addition to their sight challenges.”

## St. Anthony's Medical Center

was one of 49 hospitals nationwide, and the only hospital in Missouri, to receive an "Excellence in Patient Care" award from the Studer Group®, a healthcare performance improvement and leadership development firm. The Unit consistently scores in the 90th percentile or better in patient satisfaction.

## Congratulations to Ginger Bay Salon and Spa Group.

They were named one of the Top 10 Winning Workplaces by St. Louis Small Business Monthly. "A winning workplace goes beyond having an impressive lobby and a swanky office space. Winning workplaces are the companies whose culture supports employees in and outside of work, helping them grow in their personal and professional lives." said Julia Paulus of St. Louis Small Business Monthly.

## Greentree Community Church

will offer "GriefShare" beginning Thursdays, December 16 – March 24, 7-9pm at the church office, 132 East Monroe, Kirkwood, MO 63122. GriefShare is a Biblically based weekly seminar/support group for people grieving the death of someone close. It's a place where you can be with people who understand how you feel in the pain of your loss. At

GriefShare, you will learn valuable information that will help you through this difficult time in your life. Please contact Diana at 909.9197 or [diana@greentreechurch.com](mailto:diana@greentreechurch.com) with questions or to register. [www.greentreechurch.com](http://www.greentreechurch.com)



"Now Showing at the Chamber" is the newest sponsorship available at the Chamber office. Members can sponsor a month, and set-up a booth located in the Chamber office to greet all of the foot traffic the Chamber receives on a daily basis. This month's sponsor is **Grapevine Wines**. Stop by and check out their booth or even make a purchase!

**Mosby Building Arts** is pleased to introduce 4 new members of the construction team. Their specialized skills elevate the master craftsmanship Mosby delivers to Metro St. Louis homeowners. Nathan Heinitz is the Mosby Landscape Project Manager, overseeing selection and installation of landscaping, irrigation and water management systems. Randy and Danny Sloss are a father and son masonry team specializing in brick and stone construction, tuckpointing, retaining walls and chimney caps.

Robert Garrison is a veteran siding installer, specializing in fiber cement and vinyl siding and custom brake work for fascia and flashing. Welcome to the Chamber family.

The SSM Neurosciences Institute at **St. Clare Health Center** has

earned the Gold Seal of Approval™ from The Joint Commission for Primary Stroke Centers. The Joint Commission issued the facility a perfect survey. The Joint Commission standards are regarded as the most rigorous in the industry. Only 14 percent of hospitals nationwide have achieved the advanced certification.

## Join the Kirkwood Area Arts Council

for an opening reception of "Photos from Kirkwood's Past" on Wednesday, December 8, 5:30 to 7 pm

at the Kirkwood Train Station. Free event, but donations are appreciated. The exhibition is on view through January 3, 2011.

**The Kirkwood Public Library** is hosting a free seminar titled "Searching for Federal Government Grants", on Dec 8 at 9:30 am at the Library. The program is open to employees, board members, and volunteers of non-profit organizations Speaker: Karen Cassidy. Sign up required. Call Kirkwood Public Library at 821.5770, ext 1012.

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For more information on The Chamber  
and its events go to  
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