



The Chamber

June 2011

Chronicle

The Webster Groves/Shrewsbury Area Chamber of Commerce serves, promotes, and helps advance the business interests of both its membership and the communities of Webster Groves, Shrewsbury and Rock Hill.

~ June General Membership Lunch Meeting ~

Making Smart Employee Decisions



Your business lives and breathes by its financials. Employee costs have more impact on a budget than any other business decision. Knowing when it is time to add more employees is an important decision that can make or break a business. At the next Chamber meeting, Robert Gatesh of SCORE will present a practical guide to knowing when and how to hire employees. Gatesh will speak to how small business

owners can distinguish between which positions are the most important to fill first and deciding when a business is financially ready to expand.

Before retiring, Gatesh was a Divisional Vice President with a top-five retail optical company. He was heavily involved with strategic planning, budget and P&L responsibility for over 200 retail locations. Today, Gatesh is active in building a team of financial planners for individuals and small to mid-sized businesses.

WHEN:

Thursday, June 16

Check-in & Networking
11 a.m.

Lunch & Program
11:30 a.m.

WHERE:



8362 Watson Road

ADVANCE RESERVATIONS REQUIRED

RESERVATION DEADLINE: NOON, June 14, 2011

Lunch cost is \$18 Email: reservations@go-webster.com

You can now register and pay online at www.shop.go-webster.com

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Mark Your Calendar For Our Annual Golf Tournament!



Friday, September 9, 2011

Aberdeen Golf Club

4111 Crescent Road - 20 minutes from Chamber area

Shotgun start at 12:30 pm

For more information, see the enclosed flyer!





2011 Officers

~ Chairman of the Board ~
Dr. Joseph Grimaud

Watson Pointe Dental

~ Director of Finance & Budget ~
Brian Corrigan

Moloney Securities Asset Management

~ Director of Community Relations ~
Barb Ehnes

Webster University

~ Director of Membership Services ~
Charles Fischer

Canterbury Enterprises, Inc.

Directors At Large

Vicki Baker
AnsaRing

Rich Haas
Cardinals Carwash

Marianne Fuhrmann
Webster/Kirkwood Times

Wade Hachman
Bethesda Orchard

Jared Howe
PNC Bank

Dr. Yvonne Johnson
St. Louis Community College Meramec

Joanne Kirkpatrick
US Bank

Sarah Pizoni
Park Forest Apartments

Sarah Riss
Webster Groves School District

Dick Sant
Sant Automotive

Kimberly White
Olakino Maika'i

Ex-Officio

Tom Galganski
Legal Counsel ~ Galganski, P.C.

George Liyeos
City of Rock Hill

Steve Wylie
City of Webster Groves

Sarah Moore
Interim President/CEO



Letter from the Chairman of the Board

Dear Members of the WGSACC,

Summer can get pretty hot around here, but summer also brings many cool events to our communities. Please join your Chamber friends at a Meet and Greet on Friday, June 10 at Grafica Contemporary Fine Art and Framing. The Meet and Greet is a very informal way to network with Chamber members and others each month.

This summer we can look forward to visiting the Webster Groves Farmer's Market on Thursday afternoons and evenings. If you haven't been to the Market, you really should go to see all of the fresh and local produce, and other wonderful things being offered.

Check out www.oldorchardwg.com for the summer schedule of the Old Orchard Gazebo Concert and Movie Series and don't forget to make plans to attend Webster Groves Community Days over the July 4th weekend. Also, take a look inside this issue of the Chamber Chronicle for more summer events and activities in Rock Hill, Shrewsbury and Webster Groves.

Have a safe and fun summer everyone. Stay cool!

Sincerely,

Joe Grimaud

Joe Grimaud, DDS, Chairperson

Webster Groves/Shrewsbury Area Chamber of Commerce

Optimize Your 2011 Marketing Budget

Are you planning, or maybe even rethinking, your marketing budget? The Chamber can help you make thoughtful decisions about Chamber event sponsorships and advertising. You are encouraged to meet with us to plan your Chamber marketing strategies for 2011. Please contact Sarah at 314-962-4142 to arrange a time. Feel free to spread the word about this cost-effective way to use your marketing dollars.

WELCOME

The Chamber welcomes our New Members...

Moloney Securities Asset Management

Brian Corrigan
13537 Barrett Parkway Dr. Suite 300
Saint Louis, MO 63021
314-909-0060 ext. 3058
brian@msam.net
www.msam.net
Wealth Management

Rampant Creative Group

Dana Huth
3608 Oxford Blvd.
Maplewood, MO 63143
314-266-4761
info@therampant.com
www.therampant.com
Website Design and Advertising

Birchtree Studio

Mia Ulmer
1353 Pine Tree Lane
Webster Groves, MO 63119
314-610-0010
mia@birchtreestudio.com
www.birchtreestudio.com
Photography

**Please Welcome &
Support Our New Members!**

MEMBER SPOT LIGHT

Arndt & Associates

Joseph Arndt
8124 Big Bend Blvd.
Webster Groves, MO 63105
314-968-5467
jarndt@sagepointadvisor.com
www.arndtandassociates.com

Arndt & Associates is a full service investment and financial planning firm at 8124 Big Bend in Old Orchard. Founded in 1989 with the goal to provide objective, independent advice, and a wide variety of products and investments to meet the needs of his clients.

Clients include individuals and small businesses that are looking for solutions to their financial problems. Individual solutions include 401(k) and IRA rollovers, holistic financial planning, estate planning, fee-based investment advisory planning, life, disability, health, and long term care insurance. Business clients, including non-profit organizations, work with us to provide and maintain qualified retirement plans, group health, life, and dental insurance, executive bonus plans, and deferred compensation plans. Joe lives in Glendale, MO. Visit www.arndtandassociates.com for more information and hundreds of timely articles to answer your financial questions. *Securities and Investment Advisory services offered through Sagepoint Financial, Inc., member SIPC/FINRA and a registered Investment Advisor. Arndt & Associates is not affiliated with Sagepoint Financial, Inc.

Member spotlights are paid advertisements.

Member-to-Member Discounts

Are you looking for new customers for your business? Want to give your business an extra edge and enhance your sales efforts? It's time to tap into the Chamber's Member-to-Member Discounts—a great way to get new customers as part of your membership with the Chamber! Participation is quick and easy!

Develop a pricing program for your fellow Chamber business members that's equal to or greater than a 10% discount off your standard customer prices

-or-

Offer a free product or service. Just email you offer to chamberinfo@go-webster.com and we'll post your discount in our Member-to-Member Discounts.



Recent Ribbon Cuttings



St. Louis Wing Co.
9816 Manchester Rd. ~ Rock Hill

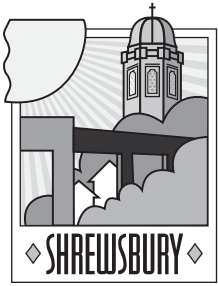
☆☆☆ MEMBER NEWS ☆☆☆



SHEPHERD'S CENTER
of Webster-Kirkwood, Inc.
Finalist in Toyota Program

Shepherd's Center of Webster/Kirkwood, Inc. is has been named a finalist in Toyota's 100 Cars for Good program. The next step is for all of you to vote for the Shepherd's Center on July 15, 2011 on Toyota's Facebook page, www.facebook.com/toyota, as they compete for a new Toyota vehicle that will be used to expand their Transportation Ministry to include grocery shopping and rides to their Friday programming for homebound seniors. Sign up with Toyota now and you will receive a date reminder!

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**Rec. Center**  
**Summer Special Events**

Get your friends together for a night of fun with a teen Scavenger Hunt on June 22 at 7 p.m. Participants will have two and a half-hours to collect items, and

complete tasks for points. Teams can consist of five youths and a minimum of one adult chaperone. Cost is \$40 per team ages 10 and up.

Enjoy a great Drive-in Movie family event on June 24 at 8 p.m. or dark! Swim or just watch the movie. Bring your favorite flotation device to our new event. Must be a pool member or guest and all pool rules still apply. The movie will be PG and determined at a later date. Event is sponsored by Midwest Pool Management. For more information on either of these events, call the Shrewsbury Parks and Recreation Department at 314-647-1003.

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Webster Groves
Farmer's Market

The Webster Groves Farmer's Market has arrived in Old Orchard Avenue! Enjoy fresh and delicious fruits, vegetables, and more grown locally in Missouri and Illinois. The market is open on Thursdays from 3-7 p.m. through October 13. Come shop the local vendors set up on Old Orchard Ave. just south of Big Bend Blvd. and Lockwood Ave. near Gazebo Park.

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**Parks and Recreation Summer Events**

The Aquatic Center at the Webster Groves Recreation complex is now open for the summer! The center will be open Monday through Friday from noon-8 p.m. and Saturday and Sunday from 10 a.m.-7 p.m. The Webster Groves Parks and Recreation department will also offer a variety of activities and classes this summer. Activities include Pilates classes, CPR training and lessons in tennis, salsa dancing and swimming. For more information on prices and meeting times, call 314-963-5600.

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The Big Bash

A host of metro-area-wide business groups (including associations, chambers, etc.) join forces once again to bring you a huge networking event on Thursday, July 21 from 5:30-9 p.m. at the famous Cabanne House, 5300 Lindell Blvd., in Forest Park. The Webster Groves/Shrewsbury area Chamber of Commerce is proud to be a part of this networking extravaganza.

You will not want to miss this special event! In the past, they've attracted north of 500 local business professionals who want to build relationships with other like-minded people in a relaxed, fun environment. This year we're hoping to break that record.

Our hosts, Evan Axenroth and Carol Noel of Connecting Hands, do it up right with great food, beer and wine -- all included in your \$15 entry fee. Register now and buy your ticket at www.bigbash.org so it will be easy to check in and start the party when you arrive. (Note: Please be CERTAIN to indicate that you are registering with the Webster Groves/Shrewsbury Area Chamber.)

Business attire -- meaning whatever you wear to work -- is the dress of the day, as this is mostly and outdoor event. Reserve your spot today, and be part of our premier business-connection event of the season!

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☆☆☆ MEMBER NEWS ☆☆☆



**New Member Photos**

Jim Hacking, Hacking Law Practice;  
Joe Arndt, Arndt & Associates

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Visit China with the Chamber

Join other chamber members on this unique trip to the far east!



Dates: November 2nd - 11th, 2011 - Price: \$2,099/person

Highlights:

- Beijing Touring
- Tiananmen Square
- Temple of Heaven
- The Forbidden City
- Summer Palace
- China Economic Briefing
- The Great Wall
- Sacred Way of Ming Tomb
- Hangzhou
- West Lake Cruise
- Lingyin Temple
- Shanghai City Tour
- The Bund
- Garden of the Mandarin Yu

Inclusions:

- Roundtrip Airfare
- Inter-Air Beijing/Shanghai
- Air Taxes and Surcharges
- 7 Nights 5 Star Hotels
- 20 Meals (7-B, 6-L, 7-D)
- Professional Tour Manager
- Comprehensive Sightseeing
- Admissions per Itinerary
- Local Guide Services
- Baggage Handling

Itinerary:

- Day 1/2: Depart USA
- Day 3: Beijing
- Day 4: Beijing Sightseeing
- Day 5: Great Wall
- Day 6: Beijing - Hangzhou
- Day 7: Hangzhou - Shanghai
- Day 8: Shanghai
- Day 9: Shanghai
- Day 10: Shanghai - Fly Home

Trip planning
and coordination by:



For additional information contact Sarah Moore
by email: sarah@go-webster.com or call 314-962-4142.

Positive Transitions Coaching



Victoria J. Francis
Life Coach

- Do you want to accelerate your achievements?
- Do you need clarity on which path to take?
- Do you desire to find more balance in your life?
- Are you in a transitional period and need direction and support?
- Do you feel chronic pressure and stress?

We Can Help!

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FREE Sample Lesson

1251 Strassner Dr. ~ Brentwood, MO ~ 63144
www.positivetransitionscoaching.com

SINCE 1987

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SHICTM

SENIORS HOME CARE

Specializing In Senior Adult In-Home Care



Kit Whittington, R.N., B.S.N., Founder

Dear Kit,

I want to let you know how wonderful my caregiver is. She is energetic, kind and thoughtful. She is able to walk in, see what needs to be done and does it without me having to tell her what to do. Thank you so much for bringing us together.

Sincerely, Marie H. - Webster Groves



Mid County 314-962-2666
Clayton/Ladue 314-863-2667
West County 636-225-2600
South County 314-894-2666



www.seniorshomecare.com

Sustaining Members

We are proud to acknowledge our Sustaining Members, who have continued to help the Chamber in reaching its goal of building programs that will make our Chamber one of the strongest in the area. The Board of Directors greatly appreciates the additional support from these outstanding business leaders and praises their leadership in our communities!

<p>AT&T Acme Printers AnsaRing Appliance Discounters Archer Mortgage Arndt & Associates Assured Title Company Bachmann Construction Back & Neck Care Center of Webster Groves Bethany Christian Services of Missouri Bethesda Health Group Birchtree Studio Boulevard Bank Randy Burkett Lighting Design, Inc Butterfly Energy Works, LLC Canterbury Enterprises Cardinals Car Wash Cardinal Ritter Senior Services Charter Business Christian Family Services City of Shrewsbury City of Webster Groves Coldwell Banker/Gundaker Realtors Coldwell Banker Premier Group-Monica Brewer Computer Guide Services Computer Solutions Creative Mailers Crown Vision Center - Mackenzie Cyrano's Cafe Da-Com Corporation Debber Electric Co. Dierbergs Market Dynamic Personal Fitness Eagle Bank and Trust of Missouri Edward Jones - Daniel Payne Emmanuel Episcopal Church Epworth Children and Family Services Eraser Top Design Esse Health Express Employment Professionals Family Support Network Focal Point Associates Foundation for Children with Cancer</p>	<p>Freddie's Market Galganski, P.C. Georgetown Apartments Gerber Chapel Christine A. Gilsinan, Attorney at Law Grafica Fine Art & Custom Framing Graphic Masters H&R Block Tax & Business Services Hahn Computer Services Hancock Securities Group Huber, Ring, Helm & Co. Lady Bug Beads Langton Associates Lewis and Associates, P.C. Logan College of Chiropractic Lutheran Senior Services at Laclede Groves Marco Financial MassageLuxe Massage Envy McReynolds Realty Microbe Inotech Laboratories Miriam Foundation Missouri American Water Co. Montgomery Bank PNC Bank - Watson Naturally Pure Nerinx Hall High School Next Step Small Business Resource Center Northwestern Mutual - Abigail Tuttle Nurses for Newborns Foundation Olakino Maika'i Opera Theatre of Saint Louis Orlando Gardens Owen Development Pacific Place Senior Living Palitzsch Catering Park Forest Apartments Pearle Vision Robert A. Peters, CPA Positive Transitions Coaching PostNet Ray's Tree Service RealtyNET McLain</p>	<p>Regions Bank Roberts Realty Co. The Rockwood Ross & Baruzzini St. Anthony's Medical Center St. Louis Community College at Meramec St. Louis World Changers Sant Automotive ScholarShop - Webster Groves Sieber Renovations Inc. Senator Eric Schmitt Seniors Home Care Service Noodle Shrewsbury Lions Club Silly Jilly The Clown Southwest Medical Center Sports Medicine & Training Center SSM Medical Group SSM St. Clare Health Center Stanford Place Apartments Straub's Market Lori L. Strawbridge, CPA SUNFLOWER Move Managers LLC Sure Lock & Key Total Access Urgent Care Trainiac Tuxedo Park Management, LLC US Bank U.S. Cellular Verizon Wireless -Yorkshire Plaza Watson Pointe Dental Webster Child Care Center Webster Community Arts Foundation Webster Family Chiropractic Webster Groves Animal Hospital Webster Groves Historical Society Webster Groves Lions Club Webster Groves Public Library Webster Groves School District Webster Groves Subaru Webster-Kirkwood Times Webster University Wireless Toyz</p>
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Member~To~Member Discounts

Remember to shop your fellow Chamber businesses! Please show *The Chamber Chronicle* as proof of membership.

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| <p>Acupuncture St. Louis ~ \$20 off your first acupuncture treatment</p> <p>The Art of Entertaining ~ 10% discount on any order.</p> <p>Butterfly Energy Works ~ \$100 off an Energy Audit or other consulting services.</p> <p>Cardinals Car Wash ~ 20% off of any service.</p> <p>Charter Business ~ \$100 one time credit when you sign your business up for two or more services: telephone, internet or cable TV.</p> <p>Computer Solutions ~ Free service diagnostics of an Apple Macintosh computer.</p> <p>Crown Vision ~ 10% discount on all eyeglasses, contact lenses, sunglasses and accessories. Not valid with insurance or other discount plans.</p> <p>Debber Electric and HVAC Company ~ Free estimates for all repairs and/or installations. 10% discount on labor and material for all work performed.</p> <p>Fran Ann Engraving ~ 10% off items purchased in our store.</p> <p>Georgetown Apartments ~ 1 month free on a 13 - month lease.</p> <p>Krueger Pottery ~ 10% discount off gallery items and classes.</p> <p>Lindwedel Jewelers ~ 10% savings on all new sales and repairs & \$2 watch batteries (in stock).</p> <p>Massage Envy ~ Receive a first and second introductory rate of \$39 or join our massage wellness program for \$44 a month.</p> <p>Olakino MaiKa'i ~ 4 massages for \$150.</p> | <p>Park Forest Apartments ~ 1 month free on a 12-month lease.</p> <p>Pearl Vision - Sunset Hills ~ 40% off all frames and lenses with purchase of complete pair of eyeglasses available to Chamber members and their families</p> <p>Positive Transitions Coaching ~ One Free Coaching Session worth \$75</p> <p>PostNet ~ 10% off regular prices for your neighborhood business center products and services (excludes USPS)</p> <p>Seniors Home Care ~ \$25 discount on first invoice (quick visit and one hour visit not applicable) available to Chamber members and their families.</p> <p>U.S. Cellular® ~ 25% off any accessory up to \$100; Waived \$30 activation fee on new 2-year contract & FREE incoming calls.</p> <p>The Book House ~ 15% discount to Chamber members</p> <p>The Hair Affair - 10% off for members with stylist Patty Coll</p> <p>Watson Pointe Dental ~ 20% discount on all dental services.</p> <p>Webster Investment Group ~ Complimentary financial review for all Chamber members</p> <p>Wireless Toyz ~ Offering Sprint, T-mobile and Verizon service; \$20 off phone with new service; \$10 off phone upgrade with contract extension; 15% off select accessories.</p> <p style="text-align: center;"><i>To add your business to this list, please email your information to Sarah at sarah@go-webster.com or fax to 314-962-9398.</i></p> |
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MEMBER SPOT LIGHT

Total Access Urgent Care

Dr. Matt Bruckel
9556 Manchester Rd.
Rock Hill, MO 63119
314-961-2255
info@totalaccessurgentcare.com
www.totalaccessurgentcare.com

When an unexpected injury or illness happens, the last thing you want to do is spend hours in an emergency department or spend hundreds, even thousands of dollars on facility fees and services. At Total Access Urgent Care, a full-service, walk-in medical facility for the treatment of non life-threatening injuries and illnesses, 80 percent of patients are in and out in under an hour, and pay a fraction of emergency department costs.

Total Access is owned and operated by emergency medicine physician, Matt Bruckel, M.D., and staffed by a team of highly skilled doctors and nurses. We accept almost all major insurances and give discounts for uninsured patients. We offer services including X-Rays, CT Scans, Ultrasounds, immunizations, physicals, drug screening, pharmacy services, occupational medicine and care for workers' compensation injuries.

Stop by Total Access Urgent Care—conveniently located on the corner of McKnight and Manchester—any day of the week between 8am-8pm and experience the improvements we have made in medical care.

Member spotlights are paid advertisements.

Want to Sponsor a monthly membership meeting?

As a meeting sponsor, you will receive recognition in all event publicity, the opportunity to distribute printed materials at the event and the opportunity to speak for three minutes to all meeting attendees. For more information about meeting sponsorship or to commit to sponsor a meeting in 2011 contact Sarah by calling 314-962-4142 or email sarah@go-webster.com.



Calendar of Events June - July

~ June ~

Wednesday, June 8 @ 5:30 p.m.

Mini Golf Major Networking
Tower Tee Mini Golf Course - 6727 Heege Rd.

Friday, June 10 @ 7:30 a.m.

Friday Morning Meet & Greet
Grafica Contemporary Fine Art and Framing
- 7884 Big Bend Blvd.

Thursday, June 16 @ 11 a.m.

General Membership Lunch
Orlando Gardens
- 8352 Watson Rd.

~ July ~

Friday, July 8 @ 7:30 a.m.

Friday Morning Meet & Greet
Epworth Children & Family Services
- 110 N. Elm Ave.

Thursday, July 21 @ 11 a.m.

General Membership Luncheon
TBD

Thursday, July 21 @ 5:30 p.m.

The Big Bash
Cabanne House
- 5300 Lindell Blvd.

~ Save the Date ~
Business Expo
Tuesday, October 4
Orlando Gardens



Webster Groves/Shrewsbury Area
Chamber of Commerce
357 Marshall Ave, Suite 102
Webster Groves, MO 63119

Contact Info:

Phone: 314.962.4142

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www.webstershrewsburychamber.com



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Richard Lally

Barb Ehnes

Design & Layout: Graphic Masters

Photographer: Steve Boggeman

Printing: Creative Mailers

Webster Groves/Shrewsbury Area Chamber of Commerce



Wednesday, June 8th 2011 5:30 -7:30 • Tower Tee Mini Golf Course • 6727 Heege Road

**\$20 entry fee includes 18 holes of mini golf, food and beverages. Clubs and Balls provided.
Fried Chicken and sides from King Edward's Chicken and Fish, Beer, Soda, Water and Wine.**

Current Sponsors



Serving the business Community for over 73 years
