

Foristell Chamber of Commerce Meeting Minutes

Board Members 2018: Peggy A, Pam F, Jackie S, Melissa P

Officers 2018: President – Marvin R, VP - Heather C; Treasurer – Pam W, Secretary – Aaron B

Tuesday, February 5th, 2017

Foristell Chamber of Commerce met at the T/A restaurant in Foristell, MO on December 5th, 2017. Marvin Rodenbaugh called the meeting to order. Michelle Smith led the Pledge of Allegiance. Marvin led the prayer to open our meeting.

Minutes: Meeting minutes from December were approved as stated. Motioned, seconded, and approved.

Treasurer's Report: Pam Wiss

1. Account balance as of February 5th 2017 was \$4,978.95. \$1,805.96 of that are the scholarship funds.
2. Treasurer's report from December was approved as stated.

Foristell city report: none given at this meeting

Wright city school district: Jack Sanford

1. Construction phase to get ready for summer projects.
2. Jack will retire on June 2018 from the school district. Jeremy Way will be the replacement in Jack's role and Assistant Superintendent.
3. Currently taking bids for concrete work to help facilities be ADA compliant.
4. Resurfacing the track. Bids are open, and contract will be awarded in February.
5. Resealing and striping East Elementary.

Wentzville School District: Pam Frazier

1. Kay Zack - awarded teacher of the year
2. BOE approved to move boundaries.
3. Superintendent of Curriculum hired
4. Director of market is a new position that has been filled
5. Holt HS grads to the GAC Hall of Fame
6. Student artwork on display @ LSL Hospital
7. Great Shake out on KSDK tonight

Old Business:

1. Nancy looked into the past audits and forms. It was emailed and we need to move forward with an audit. Pam Frazier will head up audit.
2. Scholarship for 2018 - Michelle Smith brought applications and asked general membership to look it over for any changes. It was approved to remove the verbiage regarding income on the application. Dollar amount of scholarship for 2018 to be \$1,500. \$300 to remain in the account to build on for next year. Committee to be Aaron Baker, Nancy Hance, & Michelle Smith. H. Cushing made motion to accept, M. Polier 2nd.

New Business:

1. Next meeting will be March 6th, with Superintendent of Wentzville schools to be our guest speaker.

Guest Speaker: Bob Boles - SCORE

1. Free Counseling and mentoring to small businesses since 1953. Working with businesses who need to go to the next phase.
2. Tips to Improve your business:
 - a. Knowledge - education - reading. Sunday - Thursday, read. At least 15 minutes a day.
 - b. Servicing customers - what are you doing to get customers to come back & see you. Build those relationships.

- c. Count the money : Get it - count it - keep it. Get a mentor for your money.
- d. Ask Questions - everyone is In sales, make more sales calls to get more sales. During the hours of 8-5 make phone calls or get in front of customers.
- e. How is your product or website different - is website attractive?
- f. Tracking - where are your phone calls coming from?
- g. Networking
- h. Marketing - plan where your next customer is coming from

Guest Speaker: Dan Lang, City of Wentzville, Director of Economic Development

1. His job to attract business to the community and help the businesses to be successful. There are currently 230 Home based businesses and 600 Brick and Mortar businesses. In Historic Downtown there are 60 Businesses. Road Improvement projects are on schedule for the area around Linn St. There has been a consultant hired for additional Infrastructure projects.
2. New businesses in the area include a hair salon, Contracting Business and the New post office will start in 2018 and will be located at Luetkenhaus Blvd. near the Parkway. Industrial business that are new are Max Air Technology and Midland Home Improvement.
3. Major Roadway project will be at the interchange of Pearce and hwy 61 (13 million dollar project) 40 and N Pt Prairie Rd (22 Million dollar project). Eventually those will be linked together to keep traffic away from the parkway.
4. Interstate Dr eventually will be an outer road for interstate 70.
5. Estimate on timeline for the interchange - will start in 2018 and open in 2022.
6. King Edwards Chicken and Texas Roadhouse should be opening buy the end of the month.
7. Captain D's will be occupying the space where Tommy D's pizza was. Roundabout at 70 and Z will be looking at a modification in the future (8 million dollar project).
8. City hall is new - come by for a tour -no taxes were used for the new city hall - was paid for with cash (11 million dollar project)
9. No discussion yet of a business by QT on the parkway. Menards has inquired.
10. Housing permits - 700 per year, 600 last year - 1500 new residents per year. Fastest growing city in the state. 40,000 is the current population.

Announcements:

1. None at this time

Notes submitted 2/6/18 by Michelle Smith. Aaron Baker was unable to attend the meeting.

Attendees (18):

Pam Wiss, The Missouri Bank	Frank Eggering, Foristell Storage	Marvin Rodenbaugh, Costco
Heather Cushing, Right at Home	Jack Sanford, Wright City School District	Melissa Porlier, Porlier Outdoor Advertising
Michelle Smith, ReMax Real Estate	Nancy Hance, First State Community Bank	Pamela Frazier, Wentzville Sch. Dist.
Amanda Melton, Flash Flyer Mag.	Thomas Smith, Re/Max Edge	Bob Boles, SCORE
Dan Lang, City of Wentzville	Tony Matthews, WSCC Chamber	Mike Kelly, Westplex Community Church
Lisa Alexander, Lion's Club	Greg Melvin, WW Carters EVPP	Torkey Graham, WW Carters EVPP