

**A Monthly Publication of
The Lake of the Ozarks
Camdenton Area Chamber of Commerce**
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E-mail: info@CamdentonChamber.com
"Sixty-Five Years Of Service To The Community."

February, 2011: Volume 66, Number 4

The Business Connection

SENIOR PEPPERS TO HOST FEBRUARY AFTER-HOURS

Attention Chamber members—you won't want to miss this month's Business-After-Hours. **Senor Peppers Grill & Cantina** will host the Chamber's February Business-After-Hours on **Thursday, February 10th** from 5 PM to 7 PM. Located on the south east side of the Square in Camdenton, Senor Peppers will provide complimentary appetizers and a cash bar. Please note that since the restaurant will be open for business, the after-hours will be held in the upstairs cantina. Please call the Chamber if you plan on attending so that we can give Senor Peppers an idea on how many people to expect. But even if you forget to call in advance, come out anyway!! Come on out and network with your fellow Chamber members!

BUSINESS CONFERENCE

Be sure to mark your calendar for the 2011 Lake Area Business Conference on Thursday, March 31, 2011 at Tan-Tar-A Resort. Sponsored by University Extension, SCORE, the Convention and Visitor Bureau and the Chambers of Commerce at the Lake, a new format will make for an exciting conference. See page 3.

DOGWOOD FESTIVAL INFORMATION AVAILABLE ON THE WEB

The 61st annual Dogwood Festival will be April 14 – 17, 2011. Applications for most events are available on our web site. Currently, people can download applications for all events including booth spaces, parade applications, Little Mr/Miss Contests, craft show and more. Go to our Web site at www.CamdentonChamber.com/DogwoodFestival. Or you can call the chamber office for more information at 573-346-2227. If you would like to be a Dogwood Festival Sponsor, please go to the Web site and select the "Become A Sponsor" tab.

CHAMBER LAKE MAP TO BE UPDATED

The Chamber is pleased to announce that we will be updating our City/County map. CommunityLink, a nationally recognized Chamber mapping firm, will be working with the Chamber to develop the map. Chamber members will be contacted in the near future to learn more about advertising opportunities on the map.

PRODUCTS SHOW JUST AROUND THE CORNER!



The 32nd Annual Lake of the Ozarks Products and Services Show, the largest show of its kind in the Lake of the Ozarks area and Central Missouri, will be held March 19th and 20th, 2011 at the Country Club Hotel in Lake Ozark. "We are really excited about this year's show", said Bruce Mitchell, Executive Director of the Camdenton Area Chamber of Commerce, sponsor of the annual Products and Services Show. "Each year the show gets better-with more elaborate displays that draw more people, and more people draw more exhibitors."

This year the Chamber plans to emphasize some of the recreational opportunities available at the Lake, including golf, boating, fishing and hunting in addition to the traditional range of products and services including consumer goods; building contractors and suppliers; home improvement and remodeling; home furnishings; heating and air conditioning; landscaping; financial and banking services; insurance; office equipment; electronics; boat and marine products, recreational vehicles, and more. The Show allows businesses to promote and sell their goods and services to two markets—other businesses, and end-line consumers.

This is an ideal opportunity for any business that markets its products and services at the Lake of the Ozarks. People interested in exhibiting in the show should act as soon as possible.

For more information and exhibitor application forms call the Camdenton Area Chamber of Commerce at 573-346-2227 or download an application at the Chamber Web site: www.CamdentonChamber.com

NEW MEMBER BENEFIT



SEE PAGE 7 FOR DETAILS



Developing Skills for a Lifetime

CAREER & TECHNICAL EDUCATION MONTH

As designated by Congress, February is Career and Technical Education Month in Missouri. Career education programs are an important part of the comprehensive curriculum available to high school students, as well as provide adults with many options for career and technology education.

While nearly 20 percent of the jobs will require at least a bachelor's degree, more than 80 percent will require some education or training after high school – an associate degree, technical school or on-the-job training. Career education combines academics and occupational skill training to prepare today's students to develop the skills and habits that will get them started on their career paths.

Lake Career & Technical Center offers the following courses during the regular school year: Agricultural Education, Computer Integration, Construction, Culinary, Graphics Technology, Health Sciences, Media Broadcasting, Metal Fabrication, Pre-Teacher Education and Transportation (including but not limited to Automotive Technology, Collision Repair, Marine Power & Extreme Sports Technology).

Lake Career & Technical Center will have an Open House on Thursday, February 24, 2011, 4-8 PM. There will also be a building dedication ceremony beginning at 5 PM. The new area serves the full-time adult marine service training course as well as the high school marine and power sports classes. LCTC has also experienced expansion in other areas of the building that may be toured during Open House.

For more information about Career & Technical Education or Community Education programs in Camdenton phone 573-346-9260.

ROBERT FROST ECONOMY: MILES TO GO



Recent economic reports indicate that the economy is continuing to gradually improve. In its second estimate of third quarter real GDP, the Bureau of Labor

Statistics reported that the economy grew at a revised 2.5% annual rate, up from 2.0% in its initial estimate. While I am happy that it grew faster than previously thought, we still must do better.

As we've said for a while now, we need to grow faster than our potential rate of growth if we are to reemploy the people who were displaced during the recent recession. While the upward revision to real GDP was at least moving in the right direction, it is still below potential output, which is generally estimated to be in the 2.7%–3.0% range. We expect real GDP to grow at close to a 2¼%–to 2½% pace during the first half of 2011 and to reach a 3.0% or higher pace by the end of the year.

While the economy is showing a bit more balance, we are not where we would like to be. Consumption was stronger than previously thought and the trade deficit was less of a drag; however, inventories still accounted for about half of the growth. We expect slightly weaker inventory investment in the fourth quarter of 2010 and into 2011.

Personal Consumption Outlook

Now, let's turn to the underlying sectors. Real personal consumption expenditures grew at a 2.8% annual rate in the third quarter of 2010, following an increase of 2.2% in the second quarter and 1.9% in the first. We expect growth in personal consumption to hover at just over 3.0% in early 2011 and to grow modestly throughout the year. Consumption, however, remains considerably weaker than what we saw coming out of the recessions in the mid-'70s and early '80s.

The drivers of consumption—increases in incomes and wealth—tell mixed stories. Over the year, real per capita disposable income increased 1.6%. Significantly stronger job growth will be necessary to see continued improvement.

Household wealth increased by \$1.2 trillion in the third quarter after falling by \$1.4 trillion in the previous quarter. Household wealth remains off by about \$10 trillion since the start of the recession in December 2007. Fundamental improvement in household wealth will ultimately be dependent on improvements in housing values.

The data on the housing market are truly schizophrenic. We are no longer falling off a cliff, yet there is considerable month-to-month variation. Housing starts declined 11.7% in October after falling 4.2% in September, due largely to declines in multifamily structures, which are a volatile segment of the housing market. When we look at new and existing home sales, we find that one month we're up and the next we're down.

Existing home sales declined 2.2% in October after increasing 10% in August.

Likewise, new home sales fell by 8.1% in October after increasing by 12% in September. Median prices are following a similar pattern. Prices of existing homes gradually rose over the first half of the year but have declined in the past three months, giving back much of the prior gain. New home prices declined 13.9% in October after increasing 1.4% in September. While inventories are slowly declining, there are more foreclosures on the horizon. Therefore, we expect the supply of unsold homes to remain high, thus delaying fundamental improvement. We probably won't see any outright gains in housing until the second half of 2011.

Business Investment Forecast

Business investment remains strong, although the pace of growth has slowed since earlier in the year. Equipment and software investment increased at an annual rate of 16.8% in the third quarter after growing 24.8% in the second and 20.5% in the first quarter. With capacity utilization rates at 74.8%, there remains too much unused capacity in the economy. As a result, we expect continued investment growth but at a slower pace.

Industrial production picked up in the second half of 2009 after 5 quarterly declines. After improving for the first half of 2010, production has slowed again. In October, production was unchanged after declining 1.3% at an annual rate in September. On the positive side, corporate profits have gradually improved since their recent low in the fourth quarter of 2008 and currently remain just above prerecession peaks. Finally, business confidence remains robust and consistent with an improving economy.

As the dollar has found more strength, the trade deficit has worsened over the last few quarters. After topping out at the end of last year, the deficit has been deteriorating. Exports increased at a 6.3% annual rate in the third quarter, while imports increased 16.8%. As a result, the trade deficit increased by \$57.7 billion in the third quarter.

Continuing problems in the EU will likely slow demand in that region as well as propping up the dollar, both of which will slow export growth. In the near term, the dollar has held up, owing in no small part to the euro's problems. But with soaring budget deficits, as far as the eye can see, there will be longer term pressure on the dollar. In light of these problems, it is more important than ever to complete our pending trade agreements and push for a level playing field for American businesses and workers.

The economy lost more than 8 million jobs during the recession and is still down almost 7.5 million. But recent growth has finally started to produce positive job growth with 1.2 million private sector jobs created since January. Unfortunately, the labor market has hit a slow patch. And in November, the economy added only 50,000 private sector jobs after adding 160,000 in October. This was a disappointing surprise because initial claims for unemployment have been trending down and the economy seemed to be picking up some momentum. Since the start of 2010, we have added an average of only 106,000 jobs per month.

State of the Labor Market

The unemployment rate rose to 9.8% from 9.6% in October. The participation rate for November and October was 64.5%, down from 64.7% in September. The number of marginally attached workers decreased in November to 2.5 million from 2.6 million in October. Also, about 8.9 million people are working part time because of the weak economy, even though they would prefer to work full time. The unemployment rate, including part-time and marginally attached workers, was 17.0% in November.

With only middling growth, there is virtually no inflation either at the retail level or in the pipeline. The consumer price index rose 0.2% in October and rose only 1.2% over the past year. Similarly, core prices, net of energy and food prices, were unchanged in October for the third consecutive month. Year over year core prices increased by only 0.6%. While the Fed continues to express some concern over possible deflation, it is hard to see in current data.

As economic growth slowly picks up over the course of 2011, the labor market should finally begin to recover. Growth, though, must pick up substantially to really move the employment numbers.

While I remain guardedly optimistic in the near term, there are a number of potential obstacles out there, including debt problems in the EU; debt problems at the federal, state, and local levels in the United States; and continuing weakness in the housing market. As 2011 kicks off, we are clearly in a better place than at this point last year. But we have a long way to go.

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IRS SETS MILEAGE RATE FOR 2011

The IRS announced the optional business standard mileage rate is 51 cents per mile beginning January 1, 2011. The rate had been 50 cents per mile in 2010.

A reimbursement to employees up to this rate for qualifying use of their own vehicles will meet the requirements of an accountable plan for reimbursement of employee business expenses.

SPOTLIGHT ON BUSINESS

PROFILE
LAKE OF THE OZARKS

L•O PROFILE Magazine gives back to the community by contributing to many charities and other organizations in the Lake area. **L•O PROFILE** Magazine has donated a total of \$165,000 and more than 1,200 staff man-hours to charitable causes in the area through pledges, in-kind promotion ads, auction items and cash.

While 2010 has come to a close, Studio M Publishing already has begun 2011 contribution and donation efforts by being named the official publishing company for the *2011 Lake Shootout Official Program Guide*. This guide is the exclusive printed program for the Shootout, and is the only program allowed to be distributed on the premises during the Shootout events. This will be the second year that **L•O PROFILE** has published the Program Guide.

Being a part of community events is a high priority for **L•O PROFILE** Magazine. **L•O PROFILE** realizes that community support is what builds a strong foundation for any business. The annual Shootout is a very important event at the Lake, and **L•O PROFILE** is proud to be an important part again for 2011.

"**L•O PROFILE** is honored to have been selected as the media partner for the program book. At **L•O PROFILE**, we want to let members of the community and visitors know the quality of business and residents here at the Lake. It's a community effort to host a great charitable event such as the Shootout," says Missy Martinette Hills, owner and publisher of **L•O PROFILE** Magazine.

L•O PROFILE Magazine is in its 5th year of publishing at the Lake of the Ozarks. It publishes bimonthly and has a distribution of 8500 copies statewide. Studio M Publishing, LLC has been awarded International recognition based on Design, Writing and Overall Consumer Magazine by the International Academy of the Visual Arts, Mar-Com - Marketing and Communicators Association and the Missouri Association of Publications.

LEGISLATIVE RECEPTION

The five chambers of commerce around the Lake hosted a legislative reception for our State Representatives and Senators. Over 70 people attended the event on January 6, 2011 and received status reports on water quality testing, highway update, on-site septic regulations, natural gas pipeline and more. Representatives from around the lake gave an update on some of the issues they will be dealing with in the upcoming legislative session in Jefferson City



SCORE Offers Free "Business Checkups" to Local Businesses

**Is your business facing business challenges?
Let SCORE assist you in improving your chances for
SUCCESS in 2011.**

Make your appointment for a free Business Checkup. SCORE is ready to assist Lake Area small businesses in evaluating your 2010 results and make recommendations for 2011. As always, SCORE counseling is a free service.

Business Checkup Dates:

- March 2
- March 9
- March 23
- March 30

Time: By Appointment Only

Place: Camdenton Chamber
739 W. US Highway 54
Camdenton MO

No Cost



Call for Your Appointment:

**Call Sandy Gentry at the
Camdenton Chamber**

(573) 346-2227

Call Today.

Business Checkup Overview

Bring 2010 financial results and plans for 2011 so your SCORE mentor can review them and make pertinent recommendations for improvement.



**FISHING TOURNAMENT TO
BENEFIT LOCAL NONPROFIT**

An Open Buddy Bass Tournament will be held Saturday, March 12, 2011, at Lake of the Ozarks – PB 2 Launch Ramp from 8:00 a.m. to 3:30 p.m. The tournament will benefit Concerns of Police Survivors (C.O.P.S.), a national nonprofit headquartered in Camdenton. With every entry fee, \$20 will be donated to C.O.P.S. to help them continue their mission of *rebuilding shattered lives* of surviving family members of law enforcement officers killed in the line of duty.

Entry fee is \$105.00 with \$5.00 going toward admission fee, \$20.00 towards C.O.P.S., and the remaining \$80.00 going towards payback. Pay back is one place for every 10 boats. The tournament is

sponsored by Eldon Bassmasters and Missouri Correctional Officers Association. For a registration or more information, please contact Shelby Thacker at 573-280-3304. Registration deadline is March 9, 2011.

Since 1984 Concerns of Police Survivors' mission has been to provide healing, love, and live renewed for America's law enforcement survivors. C.O.P.S. has 52 chapters throughout the United States and represents more than 15,000 surviving families. Unfortunately, that membership continues to grow as 140-160 law enforcement officers are killed every year in the line of duty. To learn more about C.O.P.S. visit www.nationalcops.org.

**MAKE PLANS TO ATTEND THE 2011
LAKE BUSINESS CONFERENCE –
MARCH 31, 2011**

Staying on top of the latest issues impacting your business is a necessity in today's marketplace. Recognizing this need, organizers of the 12th Annual Lake Business Conference have pulled together an afternoon packed with topics specifically targeted at successfully doing business here at Lake of the Ozarks.

This year's conference will focus on important things you don't know, should know or want to know in order to successful fun your business. Experts will address audience questions on:

- Business Taxes, Accounting and Record-keeping
- Human Resource Management – Your responsibilities as an Employer
- What going on within the Lake Economy

Featured keynote speaker will be Kirk Elmquist, partner with Morelock-Ross Companies in Springfield, and former Director of Marketing for the Springfield Cardinals.

Targeted at business owners, managers, supervisors, and prospective entrepreneurs, the conference will take place on March 31st from 1:00-5:00 PM at Tan-Tar-A Resort. The conference will be immediately followed by a "Business After Hours" social sponsored by all of the Lake Area Chambers.

Cost to attend \$50/person. Go to www.LakeBusinessConference.com to view the full conference agenda or to register on-line, or call University of Missouri Extension, Ph: 573-346-2644.

DID YOU KNOW...that you can add capital letters to your URL Web address to make it easier to remember? For example www.LakeBusinessConference.com is the same as www.lakebusinessconference.com but the first one is much easier to remember.

WHO'S MISSING FROM THIS LIST?

101.9 The Wave Radio
A B Pest Control, Inc.
Above & Beyond Roofing, LLC
Always Soft Water Conditioners
American Sun Control
Anderson Decorative Finishes AT&T
AT&T Advertising Solutions
Autumn Exteriors, LLC
B & B Heating & Cooling
B and G Drafting, Inc.
Bolivar Insulation Solutions
Bowling Electric
Brecks, L. C.
Budget Blinds
C & B Gutter Solutions & Vinyl Siding
Caddy Shack
Camdenton Area Chamber of Commerce
Carved In Stone, LLC
Central Bank of Lake of the Ozarks
Charter Communications
Clark's Concrete Construction
Comfort Care Heating & Cooling, Inc.
Concrete Promotion Council of the Ozarks
Continental Siding Supply
Cordia Mechanical, LLC
Country Home Elevator & Stair Lift
Culligan Lake of the Ozarks
D. J. Roofing Supply, Inc.
DECO Insurance Agency
Doctor's Lawn & Landscape
Dogwood Animal Shelter
Donald Farm & Lawn

Doug Price Epoxy Systems
Dulle Overhead Doors
Eco Water Systems
Eco-Pest
Eldon Furniture Company
Elite Roofing & Siding
Ellerman Construction, LLC
First National Bank
Foundation Recovery Systems
H & R Block
Hague Quality Water
Handy Jon, Inc.
Health Craft Midwest
Heartland Landscape Group
Helitech Waterproofing & Foundation Repair
Hoven's Concrete Coatings

YOUR NAME SHOULD BE HERE

Hy-Vee Foods
Impact Directories, Inc.
Independent Living Resource Center, Inc.
Integrity Home Care
JR General Contractors
K & R Manufacturing Co.
KRCG-TV
KRMS Radio/93.5 Rocks
KS-95 Radio
Kwik Kar Wash, Detail & Lube
Laclede Industries
Lake Area Electrical Services
Lake Area Industries
Lake Builders Kitchen Supply
Lake Cleaning & Restoration
Lake Media
Lake of the Ozarks SCORE
Lake Printing, Inc.
Lake Regional Health System

Lake TV Channel 32
LO PROFILE Magazine
Metro Appliances & More
Mid-MO Gutter Protection Services
Missouri Securities Division
Mix 92.7/COOL 102.7
Modular Concrete Docks, LLC
Naught-Naught Insurance Agency
Niangua River Oasis, Inc.
Nu Home, Inc.
PEP Waterproofing, LLC
Providence Bank
Re-Bath
Rhino Shield
Rozell Siding & Windows, Inc.
Scentsy Independent Consultant-Shelly Leffingwell
Scott's Concrete
Showcase Publishing, Inc.
Smartmoves Cost Reduction
Smith, Moore & Company
Southwest Stone Supply
Spyder Technology, Inc.
St. Clair Corporation
State Fair Community College
Surdyke Yamaha & Marina
The Lake Today
Total Comfort Swings
University of Missouri Extension
Verison-Davis Cellular
Vital Graphics, LLC
Watkins Products
Window Depot
YHTI, Inc.

If your name is not on this list we haven't received your application yet. Don't miss a golden opportunity to increase sales in 2011. There is still time to reserve booth space and meet thousands of customers face-to-face. Sign up now by calling 573-346-2227 or 800-769-1004 or download an application at www.CamdentonChamber.com/ProductShow.

**32nd Annual Lake of the Ozarks
Products and Services Show**

March 19 and 20, 2011 ♣ Country Club Hotel, HH & Carol Road, Lake Ozark, MO
Sponsored by the Camdenton Area Chamber of Commerce, First National Bank, KRCG, Lake Media and Central Bank



32nd Annual

Products & Services Show

March 19 and 20, 2011

Country Club Hotel, Lake Ozark

www.CamdentonChamber.com/ProductShow



SPOTLIGHT ON BUSINESS

Septagon Construction Promotes Mike Grefrath to Executive Vice President



Septagon Construction, a design-build general contracting and construction management company located throughout Missouri and Iowa, is pleased to announce the promotion of Mike Grefrath to Executive Vice President of the Jefferson City and Osage Beach offices.

Grefrath will be responsible for new business development, maintaining existing customer relationships, and managing the overall direction of the Jefferson City and Osage Beach offices.

"Mike's promotion is well deserved and we are proud to have him on our management team," said Stace Anderson, President-Septagon Industries. "This is just one more step in his development as the leader of the Jefferson City and Osage Beach teams."

Grefrath previously held the positions of Project Superintendent, Construction Manager and Construction Consultant for Septagon-Jefferson City, and most recently as General Manager for Septagon-Osage Beach.

Grefrath has been in the construction industry for 34 years. His construction experience has equipped him to assume a leadership role for most any commercial construction process.

Grefrath resides in Jefferson City, Mo. He and his wife, Denise, have four children. Grefrath enjoys golfing, biking and running, and volunteers in many community activities.

ECONOMY ENDS 2010 WITH A SIGH OF RELIEF

WASHINGTON — The U.S. economy ended 2010 with a sigh of relief, rather than a whimper.

The last two indicators of the year, released Thursday, showed a slowly improving job market and a housing market whose wounds are healing, although it remains battered and bruised by the worst real estate slump in decades.

The number of people applying for unemployment benefits fell to its lowest point in nearly two and a half years, a sign that the job market is slowly improving. And the number of Americans who signed contracts to buy homes rose in November, the fourth increase since contract signings hit a low in June.

Separately, the Institute for Supply Management-Chicago's business barometer jumped to 68.6 from 62.5 in November, beating economists' expectations for a dip to 61.0. A reading above 50 indicates expansion in the regional economy.

Although analysts said the data could have been distorted by the Christmas holiday season, the reports still backed perceptions the recovery from the worst recession since the 1930s was gaining traction after a pause earlier in the year.

"There's a certain seasonal bias in some of these things ... but there's no denying that the economy is improving," said Wayne Kaufman, chief market analyst at John Thomas Financial in New York.

Jobless claims applications dropped by 34,000 to 388,000, the fewest since July 2008, the Labor Department said Thursday. The number of applications has either fallen or remained unchanged in five of the past six weeks.

Fewer than 425,000 people seeking unemployment benefits signals modest job growth. But economists say applications need to fall consistently to 375,000 or below to bring down the unemployment rate. Applications for unemployment benefits peaked during the recession at 651,000 in March 2009.

The latest report, which covers the week with the Christmas holiday, is considered by some economists to be less reliable than most. One reason is that many state offices close for at least one day. Other seasonal factors make the report more volatile.

Still, a department analyst said there were no unusual factors affecting the report. The department takes into consideration the impact of the holiday.

Analysts said what matters most is the downward trend.

Applications are the closest thing to a real-time snapshot of the job market. They reflect the level of layoffs but can also indicate whether companies are willing to add workers.

The four-week average, a less-volatile measure, dropped by 12,500 to 414,000 in the week ending Dec. 25. That's the lowest level since late July 2008.

Meanwhile, The National Association of Realtors said its index of sales agreements for previously occupied

homes increased 3.5 percent last month from a downwardly revised reading in October. Contract signings were up in the West and Northeast, but down in the South and Midwest.

Signings are 22.1 percent above June's index reading, which was the lowest level since the private group began tracking the data in 2001. Still, signings are 5 percent lower than November 2009 when buyers were scrambling to close purchases to qualify for the first federal tax credit.

Still, the year is shaping up to be the worst for home sales since 1997.

And sales in 2011 will be facing many of the same problems they faced in 2010: high unemployment, soft demand and a rising number of foreclosures.

Mortgage rates have been rising too. The average rate on 30-year fixed mortgages rose this week to the highest level in seven months. Freddie Mac said the rate increased to 4.86 percent from 4.81 percent in the previous week.

The Associated Press and Reuters contributed to this report.

CAMDENTON R-III NEWS

Non-Negotiable Student Goals

For the past several years our schools and collaborative teams have been establishing performance goals for student performance. These goals have focused on student learning. These goals have served as a catalyst for improvement in our District. The Camdenton R-III School District is pleased to report that overall performance has improved in our District for the past three years. In fact, one of our subgroups of students has improved at a higher rate than the state average for this group of students. A subgroup is a smaller group of students based on specific characteristics such as race or economic status.

Our District has established a goal in an effort to further promote a culture of learning and a consistent measuring stick to gauge performance in our buildings. Our goal is 80% of our students will achieve 80% or better on assessments and the additional 20% of the students will make a minimum of a 20% gain after receiving interventions to address their learning needs. All students achieving the target should also be provided with enrichment or extension activities to deepen their understanding.

The focus of the Camdenton R-III School District is learning. We hold the expectation that all students will demonstrate their understanding of key standards. For some, it may take additional time and support. We will endeavor to hold our students to high expectations and support them until they reach these expectations.

SPOTLIGHT ON BUSINESS



Attention Businesses - Do you want to decrease your trash bill? Do you want to help the environment and do your part to ensure sustainability for future generations?

Then recycle with Laclede Industries! We can provide your business with a variety of options to ensure that recycling is a success for your organization.

For businesses, we will give you a trailer for the collection of recyclables. Just break down your cardboard and throw it in. Bag your tin, aluminum, plastics #1, plastics #2 and paper separately and throw it into the trailer as well. Then watch your trash decrease allowing you to call your waste hauler and reduce your trash container size and/or frequency of pick-ups saving you money!

Then, when our trailer is full of recyclables, just bring it to us at our new location, 43 Valley Road in Lake Ozark or at our home office at 941 Utah St. Lebanon and we will take the full trailer and give you an empty one to start fresh... The best part is... IT'S FREE!

For those who do not have time to haul the trailer yourself, just call us and we can do it for you for a minimal charge that should be much less than you are currently paying to have it dumped back into the waste stream. Plus you get the satisfaction of knowing you're not only saving money, but being environmentally responsible while helping to provide dignified employment opportunities for individuals with disabilities.

For individuals, our 43 Valley Road location in Lake Ozark is a drop off location that is open on Wed. from 10 a.m. to 4p.m. and Saturdays 9 a.m. to 12 p.m. Here our friendly staff will gladly accept pre-sorted plastics #1 & 2, paper, books, tin cans, aluminum cans and cardboard.

We encourage all businesses and patrons to utilize sheltered workshops for products and services. Laclede Industries partners with other workshops when possible and encourages you to visit us as well as visit your home town workshop, Lake Area Industries.

Together, we can and do make a difference in the lives of those with disabilities.

For more information, please call Linda at 417-588-3241 or visit our website at lacledeindustries.com.



**Things are about to bloom at LAI!!!
Greenhouse structure is just about complete!
Electrician & Plumbers are working hard to get
the job done so we can turn the heat on next week!
First round of plants are on order to arrive
February 10th! Here are a few pictures!**



32nd Annual Products & Services Show

March 19 and 20, 2011

Country Club Hotel, Lake Ozark

www.CamdentonChamber.com/ProductShow



RENEWALS

We thank the following members for renewing their investment in the Chamber:

Above & Beyond Roofing, LLC
 Allied Waste Services, Inc.
 Anderson Decorative Finishes
 Bolivar Insulation Company
 Caddy Shack
 Camden County Republican Club
 Camdenton Black Belt Academy
 Casa de Loco Winery
 Castlevue Bed & Breakfast
 Charter Communications
 Cleaning Attack
 Dogwood Animal Shelter, Inc.
 Eclipse Technologies
 Gary Drover, Attorney
 Heartland Landscape Group, Inc.
 Lake of the Ozarks Watershed Alliance
 Lake TV Ch 32
 LAMB House
 Missouri Career Center-DWD
 Missouri Ozarks Community Action, Inc.
 RockWorks
 Senor Peppers
 State Fair Community College
 The Butcher Shop
 The Lake Today
 Verizon-Davis Cellular
 YHTI, Inc.
 Young, Lum and Mary
 Zee Auto, Bus and Limo Service

BUSINESS CHECK-UP OFFERED

These are trying times. It seems a day doesn't go by without some bad economic news on a national or international level. Locally, it seems most businesses are facing challenges as well.

As we enter the New Year, this might be the perfect time to have a "**Business Check-Up**". The Lake of the Ozarks Chapter of SCORE is ready to assist you in evaluating your 2010 results and make recommendations for 2011. Our SCORE counselors are prepared to meet with you and look at where your business is today, discuss your ideas and talk about where you would like to take your business in 2011. As always, SCORE counseling is a free service.

Want to set up a free "Business Check-up"? SCORE volunteer counselors will be available for Business Check-Up appointments on four Wednesdays in March [2, 9, 23, & 30] at our Camdenton SCORE office located in the Camdenton Area Chamber of Commerce Building at 739 W. Highway 54. Counseling is available by appointment only. To set up a Business Check-Up appointment, contact Sandy Gentry of the Camdenton Area Chamber of Commerce at 573-346-2227.

NEW MEMBERS

Please welcome the following new member to the Camdenton Area Chamber of Commerce:

CommunityLink

George Prudhomme
 PO Box 306
 Pinckneyville, IL 62274
 800-455-5600; Fax: 866-898-8307
Maps

Donald Farm & Garden

John Donald
 1001 Deere Lane
 Lebanon, MO 65536
 417-532-2011; Fax: 417-532-8279
Landscape, Lawn & Garden

Laclede Industries

Linda Kimrey
 PO Box 1286
 Lebanon, MO 65536
 417-588-3241; Fax: 417-588-2000
Recycling

Nu Home, Inc.

Angela Stein
 PO Box 1115
 Harrisonville, MO 64701
 816-619-2278; Fax: 816-380-4654
Windows & Siding

Ozark Custom Millwork & Cabinetry

Doug Turner
 273 Carol Rd
 Lake Ozark, MO 65049
 573-434-0726; Fax: 573-552-8651
Cabinets & More

Smith & Gilley

Gary Smith
 PO Box 1198
 Camdenton, MO 65020
 573-346-5684; Fax: 573-346-7687
Attorney

Total Comfort Swings

Greg Mazdra
 5704 Lisette Ave
 St. Louis, MO 63109
 314-753-9781; Fax: 314-558-2668
Outdoor Furniture

Venice Floorcrafters, LLC

Louis DeMarco
 53 Dogwood Rd
 Montgomery City, MO 63361
 573-564-2449
Hardwood Flooring

Vital Graphics, LLC

Matthew Gutierrez
 1163 Thunder Mountain Rd
 Camdenton, MO 65020
 573-286-4565
Signs

IS YOUR EMPLOYEE BENEFIT PACKAGE COMPLETE?



If you could offer your employees a benefit **FREE to the employer and employee**, that provides access to discounts on products your employees buy everyday – would you?

WeSave is an exclusive **community and membership program for public employees**. They have primarily implemented the savings program under an exclusive contract with state governments and worked with state officials to integrate the program. The WeSave Program is a free employee benefit and members register to gain access to thousands of local, regional and national discounts and deals. The State of Missouri offers this program to their employees and over 20,000 are taking advantage of these savings.

Now, **Camdenton Area Chamber of Commerce members** can offer their employees access to those same local, regional and national discounts and deals.

Benefits of WeSave Commerce:

- NO COST TO EMPLOYER OR EMPLOYEE
- Employees of private businesses have access to same discounts as state employees (typically 5% - 20%)
- Supports employee retention and satisfaction
- Enhances employer's benefit package
- Convenient access to discounts and products employee's use everyday
- Cash back on online mall purchases (not local purchases)

Also, WeSave provides chamber businesses the opportunity to market their own products to a large consumer base to both private and public employees.

Becoming a WeSave member is easy, visit www.commercenetwork.wesave.com to register today! When you register, on the line entitled "What Chamber of Commerce are you a member of?" be sure to put Camdenton Area Chamber of Commerce.

For more information contact:

Matt Woody
 304.342.4444 ext 104 (office)
 304.993.3877 (cell)
 304.342.3550 (fax)
mwoody@wesave.com
www.wesave.com

CALENDAR OF UPCOMING EVENTS

Feb 7	Dogwood Festival Committee	5 PM	Chamber Office
Feb 8	Leadership Camden County	8 AM – 4:30 PM	Focus: Law & Order
Feb 10	Chamber Board Meeting	7:30 AM	Chamber Office
Feb 10	Member Services Committee	8:30 AM	Chamber Office
Feb 10	Business-After-Hours	5 – 7 PM	Senor Peppers
Feb 15	Leadership Camden County	8 AM – 4:30 PM	Focus: Health & Education
Feb 23	Chamber Day at the Capitol	8 AM – 5 PM	Capitol Plaza Hotel, Jefferson City
Feb 24	Product Show Committee	Noon	Chamber Office
Feb 25	Tips for Trade Shows	10 AM – Noon	Chamber Office
Mar 8	Leadership Camden County	8 AM – 4:30 PM	Focus: Infrastructure
Mar 10	Chamber Board Meeting	7:30 AM	Chamber Office
Mar 10	Business-After-Hours	5 – 7 PM	Illinois Street Bar & Grill
Mar 19-20	32nd Annual Products and Services Show		Country Club Hotel, Lake Ozark
Mar 31	Lake Business Conference	1 PM – 5 PM	Crystal Ballroom, Tan Tar A Resort
Mar 31	Lake wide Business Social	5 – 7 PM	Crystal Ballroom, Tan Tar A Resort
Apr 14-17	61st Annual Dogwood Festival		Camdenton
Apr 28	Quarterly Breakfast	7 AM	Trophy Room at Old Kinderhook

AND OTHER NEWS

- It's time to get ready for the **Annual Dogwood Festival Contests!** Applications are now being accepted for the **Little Miss Dogwood [age 5 – 8]**, **Little Mister Dogwood [age 5 – 8]**, **Junior Miss Dogwood [age 9 – 12]**, and **Teen Miss Dogwood [age 13 – 15] Contests.** Categories include Interview, Photogenic and Formal Wear; optional categories include Talent and School/Casual Wear. All of the contests offer many prizes to win and fun activities for the children. Contestants must reside in Camden, Miller, Laclede, or Morgan Counties. The deadline for application is March 20, 2011 with the contests being held on Friday April 15, 2011 at the Camdenton High School RC Worthan Auditorium. For more information and an application, go to www.CamdentonChamber.com and follow the link to the Dogwood Festival; or call the Camdenton Area Chamber of Commerce (573-346-2227); or contest coordinator Johna Stanfield (573-216-9067).
- Do you know a young woman between the ages of 16 and 22 who would be interested in being part of the **Miss Dogwood Scholarship Pageant**, April 9, 2011? The girls have lots of fun, make new friends, learn new skills and have an opportunity to win college scholarships. For information, go to www.MissDogwood.com
- Mark your calendar for **Chamber Day at the Springfield Cardinals** on Saturday, June 25, 2011. More information will be available soon.
- LEADS GROUPS:** The Chamber Board of Directors is exploring the concept of forming Leads Groups within the Chamber. Groups would consist of up to 16 business members in non-competing products or services that would bring business leads to their group on a regular basis. More information will be in next month's newsletter.

BOARD OF DIRECTORS**Tom Williams (2012) • President**

Lake Regional Health System, 348-8000

Doug Horman (2012) • Vice President

First National Bank, 346-3311

Johna Stanfield (2013) • Treasurer

Central Bank of Lake of the Ozarks, 346-2203

Ronnie Capps (2012)

Camden County Auditor, 346-4440 x 1341

Jack Dunn (2012)

Eco Pest, 317-0600

Christy Fera (2013)

American Family Insurance, 346-4515

Matt Hamner (2011)

Phillips, McElyea, Carpenter & Welch, 346-7231

Diann Jacobs (2012)

Lake Sun, 480-7336

Susan Leslie (2011)

Camdenton R-3 Schools, 216-2878

Mary Libby (2013)

Shoremaster/Galva Foam, 346-3323

Mike McGrath (2011)

McGrath Insurance Agency, 346-7224

Dave Meyers (2013)

New Tribes Mission, 346-2124

Don Neuharth (2013)

EconoLodge Lake of the Ozarks, 348-1781

Sharon Rogers (2011)

Spence's Clothing, 346-1166

Pat Thurston (2011)

Manpower Staffing Services, 346-6057

Rowland Todd (2011) • Executive Advisor

Camden County Clerk, 346-4440

STAFF**Bruce Mitchell**, Executive Director and Secretary to the Board (Ex-Officio)**Sandy Gentry**, Administrative Assistant

32nd Annual

Products & Services Show

March 19 and 20, 2011

Country Club Hotel, Lake Ozark

www.CamdentonChamber.com/ProductShow