

**A Monthly Publication of
The Lake of the Ozarks
Camdenton Area Chamber of Commerce**

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"Sixty-Five Years Of Service To The Community."

March, 2011: Volume 66, Number 5

The Business Connection

**ILLINOIS STREET BAR & GRILL
TO HOST MARCH AFTER-HOURS**



Attention Chamber members—you won't want to miss this month's Business-After-Hours. **Illinois Street Bar & Grill** will host the Chamber's March Business-After-Hours on **Thursday, March 10th** from 5 PM to 7 PM. The restaurant [formerly The Spruce Moose] is in the former Mid County Firehouse just across the street from the Camdenton Fire Department and O'Reilly Auto Parts and is at 126 Illinois Street. Join us between 5 PM and 7 PM on Thursday, March 10th for complimentary appetizers and cash bar while you socialize with your fellow Chamber members. Don't forget to bring your business cards! 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 6 for details.

NEW MEMBER BENEFIT



SEE PAGE 6 FOR DETAILS

PRODUCTS SHOW SPACES STILL AVAILABLE



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

STATE TOURISM BUDGET

The Missouri House Appropriations Committee for Economic Development has approved a 13.4-million-dollar budget for the Division of Tourism.

During mark-up of the committee's budget blueprint for the Department of Economic Development, there was no substantive discussion of the Division budget for the fiscal year beginning July 1.

The 13.4-million-dollar level is the same as recommended by Gov. Jay Nixon last month in his proposed budget. That figure also is the same budget level approved last year by the legislature. The governor had recommended a 20-million-dollar budget for the Division last year.

The proposed agency budget now goes to the House Budget Committee for further consideration. The full House is expected to consider a proposed budget drafted by this committee next month.

DOGWOOD FESTIVAL 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.

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.

GROWTH STRONGER, BUT STILL TOO SLOW

Dr. Martin Regalia
Senior Vice President and
Chief Economist
Economic Policy, U.S.
Chamber of Commerce



Recent economic reports indicate that the economy is continuing to gradually improve. This is vital because until we surpass our long-run potential rate of growth, we will not create enough jobs to reemploy those displaced during the recession. Now, we need to push the accelerator to reach our goal of reemploying all those displaced during the recent downturn.

Current Economic Conditions: Since the end of the recession in June 2009, the economy has grown at a 2.9% annualized rate. The growth came in fits and starts and was largely the result of special stimulus and inventory restocking—neither of which can be depended on for long-run growth. In the last half year, however, we have started to see more momentum. In the third quarter of 2010, real GDP rose at an annual rate of 2.6%, up from 1.7% in the second quarter. We anticipate about 3.0% growth in the fourth quarter of 2010 and a modest strengthening to 3.0% to 3.5% during the first half of this year and about a 3.5% to 4.0% pace by the end of the year.

This somewhat brighter outlook for 2011 is based on several factors. The first and most important in our economic outlook is the consumer. Consumption accounts for about two-thirds of GDP growth. Here the news is pretty good. Real personal consumption expenditures grew at a 2.4% annual pace in the third quarter of 2010, following an increase of 2.2% in the second quarter and 1.9% in the first.

Early returns suggest that the fourth-quarter holiday season was very good. The recent payroll tax cut and the two-year extension of the tax rates established by former President George W. Bush should provide more certainty and an added boost to consumption over the course of this year and next. The pickup in spending was fueled by increases in disposable income and gradually improving job growth and labor market conditions in 2010.

To move to the next level, we must see continued improvement in the labor market, incomes, and household wealth. On this last point—household wealth—we have seen the economy pick up about \$6 trillion of the \$15 trillion lost during the recession as the stock market has recouped some of its losses. The next major upward move in wealth, though, will likely require a significant improvement in the housing sector, and housing remains a challenge. The consensus forecast for housing is that we have seen the worst, but we still have a way to go before we fully bottom out and see broad-based improvement. The overhang in inventories of homes for sale is gradually being worked off, but there is still a considerable amount of homes in delinquency or foreclosure, and the process is excruciatingly slow.

Incoming data are showing considerable month-to-month and regional variation in sales, starts, and prices. We expect to see continuing but slow improvement this year and added building, employment, and price increases early next year.

Other sectors of the economy such as business fixed investment and trade have also shown more strength over the past few quarters. Investment in equipment and software has grown at an average of 18.7% over the last year, and we expect the trade deficit to stabilize in 2011.

The recovery that started in mid-2009 is beginning to have a positive impact on the labor market. After losing 3.6 million jobs in 2008 and 4.7 million in 2009, the labor market added 1.1 million jobs in 2010. However, at an average increase of only 94,000 per month, this growth is barely sufficient to employ new entrants into the workforce and is far too slow to reemploy the people who lost their jobs in the downturn. If we get close to our growth projection, we should create about 2.5 million net new jobs this year and drive the unemployment rate down around a half to a full percentage point.

In December, the unemployment rate dropped 0.4 percentage points to 9.4%. The sharp drop was due in large part to the fact that 260,000 people left the labor force owing to discouragement or because they felt they could not find work. As the economy improves, these marginally attached workers will begin to look for work

and temporarily delay the anticipated drop in the unemployment rate. The underlying improvement is there nonetheless.

Although the near term is looking a bit brighter, we still have a couple challenges that provide food for debate this year.

Budget Policy: The recession, together with profligate government spending by both Republicans and Democrats, has left us with an unsustainable fiscal situation—deficits that are well over a trillion dollars and approaching 10% of our GDP and a national debt that is over \$14 trillion and more than 60% of our GDP.

Addressing these problems in an environment of weak growth and high unemployment will be especially dicey both economically and politically. Recognizing that a large part of the current deficit is cyclical in nature suggests that spurring stronger economic growth is the first order of business. Getting growth up and unemployment down will boost government tax revenues and reduce government expenditures on unemployment insurance and other transfer payments. Tackling the longer-term structural deficits will require spending restraint as well as restructuring and reforming our entitlement spending. Politicians do not enjoy flirting with the dreaded “third rail” of Social Security or restructuring the hopelessly broken and insolvent Medicare and Medicaid programs, but that is what must be done.

A key aspect of addressing the provision of health care for the elderly will require replacing the recently passed health care bill with market-based proposals that work to control costs while providing adequate access.

The fiscal problems cannot be addressed without looking at the revenue side. Last December, Congress acted to extend current tax rates, extend expired business provisions, and provide a temporary AMT patch. While extension of these crucial provisions will help drive economic growth and recovery during these

trying times, we will ultimately need to consider fundamental tax reform to foster long-run growth, improve our competitiveness at home and abroad, and provide needed revenue to support a right-size government.

Tax Reform: As Congress considers possible fundamental tax reform options, important considerations will include how to change the Internal Revenue Code to encourage the competitiveness of American worldwide companies while attracting foreign investment. This will involve consideration of a lower corporate tax rate, how foreign source income should be taxed, and how we should transition from our current system to any new system of taxation. In addition, Congress must consider ways to reduce the onerous compliance burdens that our current law creates and ways to bring stability to the code to ease the burden caused by the temporary nature of so many code provisions.

While all these considerations are essential to ensure that our code allows for economic growth, Congress also must contemplate how to implement these changes in a fiscally responsible manner to ultimately improve the structural deficit issues our country faces. Nevertheless, recent reports on tax and budget reform show that practical solutions can be found when public leaders work together on a bipartisan basis and with the long-term interests of the country in mind.

The economy has been picking up steam, and this momentum will eventually translate into improvements in jobs. In the interim, we must negotiate a delicate transition from a period of extended stimulus to a period of belt tightening. We face serious issues, but we appear to have crossed an important threshold. Maintaining momentum will be the key to the future.

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Hulett
CHEVROLET • BUICK • GMC

Spring, 2011

Dear Camdenton Chamber of Commerce Member,

My name is Jason Hulett, Dealer Principal of Hulett Chevrolet-Buick-GMC, Inc., in Camdenton, MO. I want to take a moment of your time to let you know about a great program we have here at our dealership.

Starting today, if you are listed in the Camdenton Chamber of Commerce membership directory, you are eligible to receive the General Motors Supplier Price on any new Chevrolet, Buick, or GMC **in addition** to all available factory rebates and incentives! I am offering this special program to support hard-working residents who earn their living here in the Lake of the Ozarks area.

If you are more interested in a pre-owned vehicle, simply show your employee I.D. to your salesman and receive preferred pricing on any pre-owned vehicle on our lot.

And, if you are not interested in making a purchase at this time, simply bring your current car, light duty pickup or SUV to my service department for maintenance or repair work and receive a 5% discount on parts AND labor just by showing us your employee I.D.!!

If you've been coming here for years, this is our way of saying a heartfelt “thank you” for your business. If you have never been to Hulett Chevrolet-Buick-GMC, Inc., I invite you to come in and see what you've been missing. I'd like to show you our friendly “no pressure” style of doing business combined with the best prices on quality vehicles and service work.

Thank you for your attention to this. I hope you will take advantage of these offers - we look forward to serving you and earning your business!

Sincerely,


Jason Hulett
President

On the web at www.shopHulett.com

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P.O. BOX 410 • 513 N. BUS ROUTE 5 • CAMDENTON, MO 65020
WWW.SHOPHULETT.COM • 573-346-7272 • 800-213-7272

Nu Home Seamless Steel Siding



Siding is a family owned and family operated siding and window company that has been serving the greater Kansas City area and surrounding areas for 16 years. Nu Home offers a complete line of exterior products such as Nu Home Seamless Steel Siding, Nu Home Seamless Steel Log Siding, Vinyl Siding, Shake Siding, and Nu Home Window Collection by Design.

When you need a real wood look without the painting and maintenance Nu Home Seamless Steel Siding offers 33 colors which are absolutely beautiful and available in all profiles including the Nu Home Seamless Steel Log Profile. Nu Home Steel Siding is the most durable product in the siding industry with a mold and dust resistant Teflon finish that keeps your home protected from the elements and looking stunning for decades and decades to come.

The Nu Home Window Collection by Design brings you the options you need to make your windows efficient with low E and argon gas features, functional with styles such as tilt-in or crank out, and beautiful with designer woodgrains, exterior colors, and steel trim. And Nu Home Window Collection by Design has both dual and triple pane glass.

One of the qualities that makes Nu Home different is the expert installation. Gary, the CEO and crew leader, has been installing siding and windows since the early 70's. He has installed steel, vinyl, aluminum, concrete board, novabrik ... just to name a few. Gary has a deep understanding of the individual products and how diverse products work together. Now beginning his fifth decade in the siding and window industry with thousands of homes completed, he has the knowledge and expertise to make your home a Nu Home.

Another quality that sets Nu Home apart is the professional consultation. Angela is the Sales and Office Manager and your personal professional consultant. She has seen and handled products literally from the ground up. She understands the difficulty involved in sorting out the products and the installation methods, as well as the design options and color combinations. She has decades of installation experience and years of training and education. Angela has certifications in Building Performance, RESNET Home Energy, Infrared Thermography, Affordable Comfort Certificates, Lead Renovator Certification, and OSHA training. For Angela it is all about finding the best products and services for each situation and helping the homeowner to understand how these products work with your home to create your Nu Home.

Gary and Angela will be at the 32nd Annual Products and Services Show on March 19th and 20th at the Country Club Hotel to answer questions you may have regarding siding and window products, installation, or services. You can find us on the web at www.nuhome Seamless.com. Need more information or to schedule an In-Home Consultation call 1-877-619-2278 or you can reach us by email at nuhome Seamless@yahoo.com.

WHO'S MISSING FROM THIS LIST?

101.9 The Wave Radio
 A B Pest Control, Inc.
 Above & Beyond Roofing, LLC
 Air & Water Solutions
 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
 Budget Blinds
 Builders Screen & Aluminum
 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
 Classic Home Improvements
 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

Enviro-Line Co. Inc.
 First National Bank
 Flags for Freedom Outreach
 Foundation Recovery Systems
 Golden Rule Insurance Agency
 H & R Block
 Hague Quality Water
 Handy Jon, Inc.
 Health Craft Midwest
 Heartland Landscape Group
 Helitech Waterproofing & Foundation Repair
 Horseshoe Bend Dock & Rip Rap Service
 Hoven's Concrete Coatings

YOUR NAME SHOULD BE HERE

Hugh's Aluminum Handrails
 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
 Loganbill Enterprises, Inc.
 McCloud Construction, LLC

Metro Appliances & More
 Mid-MO Gutter Protection Services
 Mills & Sons Insurance
 Missouri Securities Division
 Missouri Solar Applications, LLC
 Mix 92.7/COOL 102.7
 Modular Concrete Docks, LLC
 Naught-Naught Insurance Agency
 Niangua River Oasis, Inc.
 Nu Home, Inc.
 Ozark Custom Millwork & Cabinetry
 PEP Waterproofing, LLC
 Providence Bank
 Re-Bath
 Rhino Shield
 Rock and Concrete Creations
 Rozell Siding & Windows, Inc.
 Scentys Independent Consultant-Shelly Leffingwell
 Scott's Concrete
 Sears
 Seebold Sports, Inc.
 Showcase Publishing, Inc.
 Smartmoves Cost Reduction
 Smith, Moore & Company
 Southwest Stone Supply
 Spieler's Inc.
 Spyder Technology, Inc.
 St. Clair Corporation
 Stanley Steemer Carpet Cleaner
 State Fair Community College
 Surdyke Yamaha & Marina
 The Lake Today
 The Woodworker
 Total Comfort Swings
 University of Missouri Extension
 Verizon-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



The Camdenton Area Chamber of Commerce recently held a ribbon cutting for Davis Cellular, at their new location, 985 East Highway 54 in Camdenton. Davis Cellular is a Verizon Wireless Premium Retailer. They opened their first location in 2005 and now have 14 locations across Missouri. Their company slogan is "Expect More in Wireless". They believe that you should not only get a great wireless product on the nation's best 3G network, but also receive great customer service from knowledgeable sales professionals. They are also your Dish Network and DirecTV experts! They strive to give you a complete solution and great overall experience every time you walk in to a Davis Cellular location. Open Monday-Friday 9 AM-6PM, Saturday, 9 AM-5 PM, Sunday 11 AM-5PM, 573-346-5499.

Pictured Heather Davis [with scissors] Owner/Director of Marketing; Will Blumenkamp, Regional Manager; Jonathan Davis, Director of Sales; Kim Hubbard, Assistant Sales Manager; Luke Davis, President, CEO [not pictured]; Jason Tadaro, Verizon Indirect Area Manager; and Camille Bellmer, Sales Professional. Others present include Brenda Colter, City of Camdenton Administrator; Mayor Dennis North; Charli Allee, Doug Homan and Amy Hadfield, First National Bank Representatives; Johna Stanfield, Tracy Peters and Chris McElyea, Central Bank of Lake of the Ozarks Representatives; Bob Kellstrom, US Bank; Diann Jacobs and Pat Thurston, Camdenton Area Chamber of Commerce Board Members; and Bruce Mitchell Camdenton Area Chamber of Commerce Executive Director.

**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 successfully run 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

Cost to attend is only \$25 per person for Chamber/CVB members and \$40 per person for non-Chamber members. Go to www.LakeBusinessConference.com to view the full conference agenda or to register online, or call University of Missouri Extension, Ph: 573-346-2644. See page 6 for more information.

SPOTLIGHT ON BUSINESS



At **Rich's Dock Co** Inc, our number one concern is customer satisfaction. Since 1979, we have been providing superior service, quality craftsmanship and competitive pricing – all in a timely manner to meet the customer need.

We custom build residential and commercial docks, as well as, provide barge service, dock repairs and dock additions.

We also offer primed and painted docks and galvanized docks; with the use of concrete decking. Our docks are designed for all waters on the lake – rough and calm. For more information contact Rick Hollingsworth (President), Rich's Dock Company, office: 573-346-3800 or cell: 573-480-3808



Lake of the Ozarks Chapter 493

SCORE offers Low-Cost Small Business Management Workshops

WHO SHOULD ATTEND?

Individuals interested in starting their own small business and existing small business owners/managers will find these workshops extremely helpful.



SPRING 2011 WORKSHOP DATES & TOPICS

March 17 – Getting the Business Going

March 31 – Effective Tools to Build Your Business

April 14 – Business Planning, Your Roadway to Success Regardless of the Economy

April 28 – How to Effectively Advertise in a Small Community

May 12 – Putting the Web to Work for Your Business

“REGISTER FOR ONE OR ALL FIVE WORKSHOPS”

- All workshop sessions are conducted at the Lake Career & Technical Center in Camdenton
- All sessions are on Thursday evenings from 6:00 p.m. until 8:30 p.m.
- The cost is \$25 per person per session or a special price of \$100 for all five sessions, paid in advance.
- Workshops are sponsored by SCORE and the Camdenton Chamber of Commerce

These workshops are very popular and fill up fast. Don't hesitate. For information and to register, call the Lake Career & Technical Center at (573) 346-9271. For more information on each session, visit the Lake of the Ozarks SCORE web site, www.lakeozarkscore.org or email at info@lakeozarkscore.org.

SPOTLIGHT ON BUSINESS

SUE ROSEN of CENTURY 21 Land & Shores Achieves CENTURION® Producer Award for Individual Sales Production



Darvene Tryon, broker/owner of **CENTURY 21 Land & Shores** today announced that SUE ROSEN, sales associate with the office recently earned the CENTURY 21® System's CENTURION Producer Award following her 2010 sales success.

The CENTURION PRODUCER award honors CENTURY 21 System sales associates that earn \$190,000 in sales production or 60 closed transaction sides within a calendar year.

"Sue is a leader and innovator in delivering powerful home buying and selling choices to her clients because she knows the community she serves," said Rosen. "Sue is a valued and trusted real estate resource for the Lake of the Ozarks community and a major contributor to the overall success of CENTURY 21 Land & Shores."

SUE ROSEN has 8 years of experience in the real estate industry and has been with the CENTURY 21 System for 8 years.

"Achieving CENTURION Producer status is a great milestone in my professional career and with a continued effort and focus on my clients, I hope to continue on this path of success," said Rosen, sales associate with CENTURY 21 Land & Shores.

CENTURY 21 Land & Shores is a full-service brokerage located at 265 E US Highway 54 in Camdenton and specializing in Residential, Commercial, Lots & Land, Acreages and Recreational properties.

About Century 21 Land & Shores

Located at 265 E US Hwy. 54, Camdenton, MO 65020; 573-346-2223;
www.century21landandshores.com

RIGHT-TO-WORK LEGISLATION AWAITS DEBATE ON SENATE FLOOR

Following a lengthy bill presentation, members of the Senate General Laws Committee voted to approve right-to-work legislation and position the issue for debate on the Senate floor. On Tuesday, Feb. 15, the committee in a party-line vote passed a combination of two bills sponsored by Republicans Sen. Luann Ridgeway and Sen. Chuck Purgason.

"With an unemployment rate at nearly 10 percent, Missouri must consider every obstacle to put our citizens back to work," said Ridgeway, from Smithville, in a news release. "It is clear that job producers and the workers who take those jobs are voting with their feet on the 'Right-to-Work' issue because they are moving to states that have this protection."

According to proponents, the right-to-work legislation does not seek to prevent unionization, but rather protect an employee from being forced to join a union as a matter of employment. During the first committee hearing on Feb. 8, many business owners from across the state testified both in favor and opposition to the proposals.

Several versions of the right-to-work language were filed at the start of the legislative session, each with different mechanisms for approving the proposals. The final version passed by the Senate committee is a combination of Senate Bill 1 and Senate Bill 206, and does not include a referendum clause that would bring the issue before Missouri voters.

The next step for the legislation is full debate on the Senate floor.

MISSOURI SENATE APPROVES MEASURES TO END THE CORPORATE FRANCHISE TAX

The Missouri Chamber of Commerce and Industry applauds the Senate for early approval of legislation that would help ease the tax burden on growing Missouri businesses by freezing and ultimately eliminating the state's corporate franchise tax.

"It is time to repeal this antiquated double tax," said Daniel P. Mehan, president/CEO of the Missouri Chamber of Commerce and Industry. "We commend the Senate's early attention to this issue, which could impact both existing Missouri companies looking to expand and new employers looking for a positive place to do business."

Senate Bill 19 – third read in a vote of 28 to 4 on Tuesday, Feb. 15 – would phase out the tax over the next five years.

By hanging on to current franchise tax policies, Missouri is applying a double-taxation burden on employers, putting the state at odds with surrounding competitors. Most states in the Midwest region do not have both a corporate franchise tax and a corporate income tax. Indiana, Minnesota, Ohio and Texas have no capital-based franchise tax at all; while Iowa and Kentucky

only have the franchise tax for banks and investment companies.

Businesses in Idaho and Nebraska have a choice whether they want to pay taxes on generated income or assets, and Kansas' franchise tax is going to be phased out in 2011.

"In the current economic climate, Missouri has to fight for every job," Mehan said. "Any policy we can implement to help businesses grow and expand our workforce is absolutely needed. Ending the corporate franchise tax is one of those positive steps forward."

The Missouri Chamber has been a champion of eliminating the tax for more than a decade. In 1999, lawmakers passed legislation that eliminated the tax for corporations with \$1 million or less in value, and reduced it by one third for all other employers. In 2009, the tax was eliminated for another 12,000 additional employers.

"It is good to finally see the end of the franchise tax within reach this legislative session," Mehan said.

Capping the franchise tax was among the "Fix the Six" legislative agenda items advocated by a diverse coalition of Missouri's business community at the start of the 2011 Legislative Session. Senate Bill 19, sponsored by Sen. Eric Schmitt, a Republican from Glendale, takes that proposal one step further, a step in the right direction according to the Missouri Chamber.

For more information on tax issues, please contact Tracy King, vice president of governmental affairs for the Missouri Chamber of Commerce and Industry, at 573.634.3511 or tking@mochamber.com.

CADV/VOC PRESENTS THEIR 3RD ANNUAL CHILI FOR CHARITY COOK-OFF

All are invited to participate in Citizens Against Domestic Violence/Victim Outreach Center's 3rd Annual Chili for Charity Cook-off to be

held March 19, 2011 from 11 AM to 3 PM at Tan-Tar-A Resort in Osage Beach, MO.

We expect a fierce competition for the grand prize of \$500, with \$250 and \$100 for 2nd and 3rd place teams. There will also be prizes for the team voted "People's Choice" and "Best Team Theme." The community is encouraged to attend and find out who makes the best chili at the lake! Admission tickets are \$5 per person and include an afternoon of fun with chili sampling, a cake walk, face painting, a cash bar and musical entertainment by Dale Blue. Tickets will be sold at the door or can be purchased in advance at CADV/VOC in Camdenton.

All proceeds will benefit CADV/VOC, serving victims of domestic and sexual violence in Camden, Miller and Morgan counties.

If you are interested in entering a team or would like to be a vendor at the event please call CADV at 573-346-9630.

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)
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www.wesave.com

BEAUTIFUL YARDS FOR A HEALTHY LAKE WORKSHOP IN MARCH

The Lake of the Ozarks Watershed Alliance, LOWA, is offering a workshop on how to landscape for "Beautiful Yards for a Healthy Lake."

9 a.m. to 4 p.m. Saturday, March 26 at the Lodge of the Four Seasons in Lake Ozark. The \$10 registration fee for the all day workshop will include lunch, a tee shirt and a voucher for a free native plant.

Sessions and speakers will include:

- A. Watershed Introduction and History: Caroline Toole, LOWA
- B. Healthy Lawn Care & Equipment: Ted Fry
- C. Healthy Lawn Soils: Ted Fry
- D. Integrated Pest Management, Chemicals and Equipment: Bob Broz
- E. Right Plant - Right Place: Jodi Moulder
- F. Rain Gardens: Adam Coulter

This workshop is just the start of an ongoing effort to improve beauty and provide assistance in landscaping to keep our lake water quality great by planting rain gardens to slow down stormwater lake pollution runoff into the lake and have a beautiful, low maintenance yard. There will also be a variety of native plants for sale at the workshop.

LOWA has partnered with the Lake Area Sheltered Industries to offer an assortment of native plants from the shelters new "Gifted Gardens greenhouse in Camdenton.

The workshop is being conducted in partnership with the Missouri Master Naturalists Lake of the Ozarks Chapter, Lake Area Master Gardeners, AmerenMissouri, the University of Missouri Extension, Prairie Hill Farms, SLM Consulting LLC, and the Missouri Department of Natural Resources.

For more information or to register call LOWA at (573) 374-1331 extension 16, or (573) 347-2543 or visit the website at soslowa.org.

2011 LAKE BUSINESS CONFERENCE
"ESSENTIALS YOU NEED TO KNOW....WANT TO KNOW....OR SHOULD KNOW TO GUIDE YOUR BUSINESSES SUCCESS"
Thursday, March 31, 2011
Chrystal Ballroom—Tan-Tar-A Resort, Osage Beach



A "MUST ATTEND" for all business owners, managers, supervisors & prospective entrepreneurs A great opportunity to ask questions & secure answers!

CONFERENCE AGENDA

- 12:30-1:00 P.M. Registrations & Networking
- 1:00 P.M. Welcome
- 1:05-1:45 P.M. **Creating Enthusiasm In Your Business That Will Drive Sales During the Year of Recovery!**
Presenter: Kirk Elmquist—Morelock-Ross Companies, Springfield, MO
- 1:45-2:30 P.M. **Employers Be Prepared: Gearing Up For the Season Ahead—Tax Credits, Who is GINA?, DOL Audits....**
Presenter: David Campanini—C. Clarity Consulting, Camdenton, MO
- 2:30-3:15 P.M. **Taxes & Accounting—What's New in 2011?**
Presenters: Felicia Dixon & Larry Gray—Alfermann Gray & Co. CPA's, Rolla, MO
- 3:15-3:30 P.M. Break/Refreshments
- 3:30-4:15 P.M. **Business Trends At the Lake**
Presenters: Panel representing Real Estate, Finance & the Business Community
- 4:15-5:00 P.M. **E.A.T. & TXV** with Kirk Elmquist

REGISTRATION FEE: \$25 for Chamber & Convention & Visitor Bureau Members
Due by March 28, 2011 \$40 for Non-Members **SPACE IS LIMITED — REGISTER NOW!**

CONFERENCE SPONSORS: University of Missouri Extension; Lake Area Chamber, Camdenton Area Chamber, and Lake West Chamber of Commerce; SCORE; Lake MO Employer Committee.
MEDIA SPONSORS: Lake Media; Benne Media; KRMS Radio; KS-95; 101.9 The Wave

2011 LAKE BUSINESS CONFERENCE—PARTICIPANT REGISTRATION

Name/s: _____
 Business: _____
 Address: _____ State: _____ Zip: _____
 Phone: _____ Fax _____ E-Mail: _____
 Chamber or CVB Affiliation (List Membership): _____

Enclosed is my Registration Fee: \$ _____ (\$25/person for Chamber or CVB members; Non-members \$40)

Make Checks Payable to : University of Missouri Extension
Send to: University Of Missouri Extension, P.O. Box 1405, Camdenton, MO 65020 **by March 28, 2011**
Questions: Phone (573) 346-2644 or E-Mail: rasmussenj@missouri.edu
To Register On-line & pay by Credit Card go to:
www.missouribusiness.net/calendar OR www.lakebusinessconference.com



RENEWALS

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

Data Comm
 Doctor's Lawn & Landscape
 Dulle Overhead Door Inc.
 Fisher, Max
 Garden Gate Estates
 Herrman Lumber Company
 Jack's Sporting Goods & Hwd
 Lake Builders Kitchen Supply
 Lake of the Ozarks Animal Hospital
 Lake Sun/Lake Media
 Leslie Orthopedics & Sports Medicine
 Mid Missouri Credit Union
 Midwest Block & Brick, Inc.
 Missouri Bell Telecom
 Ohmes, Ron
 Penmac Personnel Services, Inc.
 Reinhold Electric, Inc.
 Save-A-Lot
 Sears
 Seebold Sports
 Share the Harvest Food Pantry/Twice
 Around Clothing & Furniture Nook
 The Woodworker
 Woman 2 Woman

NEW MEMBERS

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

Calvert Development, Inc.

Brent Calvert
 PO Box 3530
 Camdenton, MO 65020
 573-374-7575; Fax: 573-873-2220
Builders/Construction

Golden Rule Insurance Agency

Nick Brenizer
 4065 Osage Beach Pkwy #1; PO Box 810
 Osage Beach, MO 65065
 573-348-1731; Fax: 573-348-5630
Insurance

Larry's Mobile Car Wash

Larry Bates
 181 Piney Point Dr
 Roach, MO 65787
 573-836-1777
Mobile Car Wash

Missouri House of Representatives-District 155

Diane Franklin
 PO Box 793
 Camdenton, MO 65020
 573-346-0021; Fax: 573-346-2975
State Legislator

WFO Watercraft Rental

Kenneth Fults
 5142 Hwy 54
 Osage Beach, MO 65065
 573-302-0744
Boat Rentals/Marina

MISSOURI CAREER CENTER ANNOUNCEMENT TO EMPLOYERS

The Missouri Career Center would like to extend its services to all employers in the Lake area. They have many resources that will be helpful for you and our community.

Services include but are not limited to the following:

Hiring and Recruitment Services

- Online Job Orders and Automated Job Matching
- Customized Screening and Referral Services
- Skilled Applicants
- Job Fairs
- Interview Space
- Drug Screening (fee may apply)
- On-Site Computer Training
- Job Training: funding and enrollment in activities to develop job skills needed for employment

Assessment Services

- WIN/WORK KEYS testing
- Missouri Career Readiness Certificate
- Applied Mathematics / Applied Technology
- Listening / Writing
- Locating Information / Observation
- Reading for Information
- Teamwork / Keyboarding
- Career Interest and Aptitudes
- Work Ethics / Personality
- Adult Education and Literacy

Other Services

- Tax Credit Eligibility / Labor Market Information
- Re-employment Services
- Veterans Employment Representative
- Grant Writing

For more information please call Wes Stout at 573-346-1766, Ext. 207.

HOUSE COMMITTEE CONSIDERS EARLY SITE PERMIT FOR SECOND CALLAWAY NUCLEAR PLANT



State lawmakers this session are considering additional opportunities to expand nuclear power generation. House Bill 124, sponsored by Rep. Jeanie Riddle, a Republican from Mokane, would begin the steps necessary to plan for a second nuclear power plant in Callaway County.

"Obtaining an early site permit is the first step that we need to pass in order to get on the table with additional nuclear generation in the state of Missouri," Riddle said. "The early site permit itself does not create a job. What it does do is create the opportunity for us to move forward."

The permit, which would cost approximately \$40 million, would allow for further investigation into planning a nuclear power plant, including strategies for safety and environmental concerns. The estimated cost for the permit that would be passed on to ratepayers would be \$2 per year.

Under a current, voter-approved law enacted after the construction of the current Callaway facility, utilities are restricted from increasing rates on customers to pay for construction costs before a plant is operational. HB 124 would provide an exemption and allow a utility to recover the cost of obtaining an early site permit for a nuclear facility from the U.S. Nuclear Regulatory Commission.

Rep. Riddle believes the exploratory process would take around three years, but once obtained the permit would be good for up to 20 years. However, if after receiving the early site permit the utility sells or otherwise receives reimbursement for the incurred expenses, consumers would be refunded.

"This legislation will affect every citizen in the state of Missouri," said Riddle, who added that about \$1.2 billion could be added to Missouri's economy through the process. "You cannot separate energy from economic development."

Supporters of HB 124 say this is a positive opportunity for the state to not only expand energy resources, but also create more than 4,000 jobs in the process if the new facility is built.

Speaking in favor was a panel of utility leaders involved in the Missouri Energy Security Alliance: Jim Jura, Associated Electric Cooperatives; Duncan Kincheloe, Missouri Public Utility Alliance; Warner Baxter, Ameren Missouri; Mike Palmer, Empire District Electric; and Bill Downey, Kansas City Power & Light.

Several large energy consumers, including Missouri employers, testified in opposition to HB 124, because of the uncertainty it could bring to ratepayers. They expressed concern over consumer protection and urged transparency throughout the process. Many of the opponents state that they would no longer oppose the legislation if three consumer protection provisions were included in the bill:

- **Robust Office of Public Counsel** – The Public Counsel is charged with representing ratepayers in cases before the Missouri Public Service Commission. The opponents believe additional human and financial resources are necessary. Despite that the governor's budget proposal and the House appropriations bill include the addition of 12 full-time employees and an extra \$700,000 to the OPC budget, the respective sides have been unable to resolve this issue.
- **Responsible Rate Impact Cap** – Opponents believe any legislation must include a reasonable and fair cap on rate increases to keep energy costs from spiraling out of control. Further, to ensure consumers' money is well spent, each step of the construction process should be monitored and controlled. Stakeholders claim agreement has been forged on this issue.
- **Rebate Provision** – Finally, if ratepayers pay for the early site permit through rates and the plant is never built or the permit is sold, opponents believe ratepayers deserve to be refunded in full. Stakeholders claim agreement has also been forged on this issue.

Sen. Mike Kehoe, a Republican from Jefferson City, is sponsoring an identical piece of legislation in the Senate – Senate Bill 50.

CALENDAR OF UPCOMING EVENTS

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 19- Apr 17	Shoreline Clean Up		Throughout the Lake of the Ozarks
Mar 31	Lake Business Conference	1 PM – 5 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 in a new location—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.
- Sunrise Beach Little Theatre** will present their annual Family Theatre Production to benefit the Sunrise Beach Community Center on Thursday and Friday evenings March 10 and 11 at 7:00 PM. This year's production "Talent Showcase" will feature a variety of acts by local talent of all ages. Admission to this production will be \$7.00 adults and \$5.00 children under 12. Bring the whole family to this fun and entertaining evening and support your local talent and the Community Center.

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

