

**MINUTES OF THE OPEN MEETING OF THE BOARD  
OF DIRECTORS OF THE ROBERTSON FIRE PROTECTION  
DISTRICT OF ST. LOUIS COUNTY, MISSOURI ON  
SEPTEMBER ELEVENTH, TWO THOUSAND TWENTY-THREE**

The Board of Directors for the Robertson Fire Protection District met in a regular open session at the Administrative Offices at 12641 Missouri Bottom Road, Hazelwood, Missouri at 6pm on September 11, 2023. This meeting is being held in person. Individuals are asked to sign in. Individuals that plan to speak are required to sign in.

Jennifer Guyton, Chairwoman/Director  
Maggie Sieve, Secretary/Director  
Steve Field, Treasurer  
Dave Herman, Fire Chief  
Adam Long, Assistant Chief  
Bob Sievers, Medical Officer  
Paul Martin, District Attorney

The meeting is opened with the Pledge of Allegiance to the U.S. flag.

Director Sieve conducted a roll call. All directors were present.

**AGENDA**

Director Field made a motion to accept the amended agenda as presented, seconded by Director Sieve. A roll call vote was taken.

Director Sieve-aye, Director Field-aye, Director Guyton-aye.

**ACCOUNTS PAYABLE**

Director Sieve made a motion to pay all bills and invoices as presented, seconded by Director Guyton. A roll call vote was taken.

Director Sieve-aye, Director Guyton-aye.

**MINUTES**

Director Field made a motion to accept the open and closed minutes of August 28, 2023, August 31, 2023, and September 7, 2023, seconded by Director Sieve. A roll call vote was taken.

Director Sieve-aye, Director Field-aye, Director Guyton-aye.

**NEW BUSINESS**

Retirement Accrued Leave Policy is not quite ready to vote on.

Director Field made a motion to table the Retirement Accrued Leave Policy, seconded by Director Sieve. A roll call vote was taken.

Director Sieve-aye, Director Field-aye, Director Guyton-aye.

2023 Tax Rate hearing to be held on September 25, 2023

### CHIEF'S REPORT

Chief Herman discussed the District's membership in North County Incorporated. The cost is \$439 annually.

Director Sieve made a motion to approve a membership in North County Incorporated for \$439.00, seconded by Director Field. A roll call vote was taken.  
Director Sieve-aye, Director Field-aye, Director Guyton-aye.

### FIRE MARSHALL'S REPORT

Fire Marshall Hughes gave an update on the building permit record system.

Director Guyton asks for the details of the building permit record system be gathered to be discussed at the next open board meeting.

### MEDICAL OFFICER'S REPORT

Medical Officer Sievers gave an update on Worker's Compensation Reform.

Medical Officer Sievers discussed the bid on getting the new CompX Safes set up through FeatherShark.

Director Sieve made a motion to approve the installation and configuration of the CompX Safe into the Medical Officer's office by FeatherShark for \$2275.00, seconded by Director Field. A roll call vote was taken.

Director Sieve-aye, Director Field-aye, Director Guyton-aye.

### ATTORNEY'S REPORT

District Attorney Paul Martin discussed the District's proposed civil litigation against to recoup lost District funds.

Director Field made a motion to approve filing legal petitions against former Chiefs Miner and Howell to recover District funds, seconded by Director Sieve. A roll call vote was taken.  
Director Sieve-aye, Director Field-aye, Director Guyton-aye.

Director Guyton made a public statement regarding these legal petitions and the reasons behind filing them.

### PUBLIC

Jane Norris asked questions about the litigation.

Director Field made a motion to hold an executive closed meeting September 18, 2023, a regular open meeting on September 25, 2023, and a special open meeting (Local 2665 Negotiations) on

September 21, 2023, at 6pm at 12641 Missouri Bottom Road, Hazelwood, Missouri, seconded by Director Sieve. A roll call vote was taken.  
Director Sieve-aye, Director Field-aye, Director Guyton-aye.

CLOSED SESSION

Director Sieve made a motion to enter into closed session at 6:36pm for the following reasons:

1. LEGAL ACTIONS, CAUSES OF LEGAL ACTION, OR LITIGATION, ATTORNEY-CLIENT COMMUNICATIONS (610.021 (1)).
2. HIRING, FIRING DISCIPLINING OR PROMOTING OF PARTICULAR EMPLOYEES WHEN INFORMATION RELATING TO THE PERFORMANCE OR MERIT OF INDIVIDUAL EMPLOYEES IS DISCUSSED OR RECORDED (610.021 (3), 610.021(13)).
3. PREPARATION, INCLUDING AND DISCUSSION OF WORK PRODUCT, ON BEHALF OF THE DISTRICT OR ITS REPRESENTATIVES FOR DISTRICT LITIGATION AND I.A.F.F. NEGOTIATIONS (610.021 (9)).

Seconded by Director Field. A roll call vote was taken. Director Sieve-aye, Director Field-aye, Director Guyton-aye.

REOPEN FROM CLOSE

Director Field motioned to adjourn the closed session and reconvene in Open Session at 7:10pm, seconded by Director Sieve. A roll call vote was taken.  
Director Sieve-aye, Director Field-aye, Director Guyton-aye.

REPORT FROM CLOSED SESSION

There was nothing report from Closed Session.

ADJOURNMENT

Director Field made a motion to adjourn the meeting, seconded by Director Sieve. A roll call vote was taken. Director Sieve-aye, Director Guyton-aye.

Meeting adjourned at 7:13 pm.



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Secretary, Board of Directors



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President, Board of Directors

ROBERTSON FIRE PROTECTION DISTRICT  
AGENDA – OPEN BOARD MEETING SEPTEMBER 11th, 2023–6:00 P.M.  
ROBERTSON ADMINISTRATIVE OFFICES - 12641 MISSOURI BOTTOM ROAD

**This meeting is being held in person and on Zoom.**

Zoom Link: <https://zoom.us/j/92417819468?pwd=R2FXVnVWwXFaWxGVU80SjMySVhNZz09>

1. CALL TO ORDER:
  - a. Pledge of Allegiance
  - b. Moment of Silence for the Anniversary of 9/11
2. AMENDMENT AND/OR ADOPTION OF AGENDA
3. APPROVAL OF MEETING MINUTES—August 28<sup>th</sup>, August 31<sup>st</sup> and September 7th, 2023
4. ACCOUNTS PAYABLE
5. NEW BUSINESS
  - a. Retirement Accrued Leave Policy
  - b. 2023 Tax Rate Hearing to be held on September 25<sup>th</sup>, 2023
6. CHIEF’S REPORT
  - a. Membership into North County Incorporated (NCI)
7. FIRE MARSHAL’S REPORT
  - a. Update on Building Permit Record System
8. MEDICAL OFFICER’S REPORT
  - a. Update on Workers Comp Reform
  - b. CompX Safe
9. ATTONERY’S REPORT
  - a. Proposed Civil Litigation to Recoup Lost District Funds
10. PUBLIC **Individuals who intended on speaking are required to sign in.**
11. Upcoming Meetings: Executive Closed Session on September 18<sup>th</sup>, 2023  
Open Regular Session on September 25<sup>th</sup>, 2023  
Special Open Session (Local 2665 Negotiations) on September 21<sup>st</sup>, 2023 at 6:00pm
12. THE ROBERTSON FIRE PROTECTION DISTRICT BOARD OF DIRECTORS WILL HOLD A CLOSED SESSION. THE CLOSED SESSION WILL BE HELD IN ACCORDANCE WITH RSMO 610.021:
  1. LEGAL ACTIONS, CAUSES OF LEGAL ACTION, OR LITIGATION (610.021 (1)).
  2. HIRING, FIRING DISCIPLINING OR PROMOTING OF PARTICULAR EMPLOYEES WHEN INFORMATION RELATING TO THE PERFORMANCE OR MERIT OF INDIVIDUAL EMPLOYEES IS DISCUSSED OR RECORDED (610.021 (3)).
  3. PREPARATION, INCLUDING AND DISCUSSION OF WORK PRODUCT, ON BEHALF OF THE DISTRICT OR ITS REPRESENTATIVES FOR DISTRICT LITIGATION AND I.A.F.F. NEGOTIATIONS (610.021 (9)).
12. ADJOURNMENT





**MINUTES OF THE OPEN MEETING OF THE BOARD  
OF DIRECTORS OF THE ROBERTSON FIRE PROTECTION  
DISTRICT OF ST. LOUIS COUNTY, MISSOURI ON  
AUGUST TWENTY-EIGHTH TWO THOUSAND TWENTY-THREE**

The Board of Directors for the Robertson Fire Protection District met in a regular open session at the Administrative Offices at 12641 Missouri Bottom Road, Hazelwood, Missouri at 6pm on August 28, 2023. This meeting is being held in person. Individuals are asked to sign in. Individuals that plan to speak are required to sign in.

Jennifer Guyton, Chairwoman/Director  
Maggie Sieve, Secretary/Director  
Steve Field, Treasurer  
Adam Long, Assistant Chief  
Bob Sievers, Medical Officer  
Paul Martin, District Attorney

The meeting is opened with the Pledge of Allegiance to the U.S. flag.

Director Sieve conducted a roll call. All directors were present.

**AGENDA**

Director Field made a motion to accept the amended agenda as presented, seconded by Director Sieve. A roll call vote was taken.  
Director Sieve-aye, Director Guyton-aye.

**ACCOUNTS PAYABLE**

Director Sieve made a motion to pay all bills and invoices as presented, seconded by Director Guyton. A roll call vote was taken.  
Director Sieve-aye, Director Guyton-aye.

**MINUTES**

Director Field made a motion to accept the open and closed minutes of August, 2023, seconded by Director Sieve. A roll call vote was taken.  
Director Sieve-aye, Director Field-aye, Director Guyton-aye.

**ACCOUNTANT'S REPORT**

Botz, Deal and Company discussed the District's 2022 audit with the public.

Sikich LLP discussed the District's 2023 Financial Report with the public.

**OLD BUSINESS**

The Board of Directors discussed the purchase of Breast Cancer Awareness t-shirts.

Director Sieve made a motion to purchase Breast Cancer Awareness t-shirts from St Louis Embroidery for \$974.35 to be paid for by the District, seconded by Director Field. A roll call vote was taken.

Director Sieve-aye, Director Guyton-aye.

Director Field made a motion to purchase Breast Cancer Awareness t-shirts from St Louis Embroidery for \$788.30 to be paid for by the Uniform Allowance Fund, seconded by Director Sieve. A roll call vote was taken.

Director Sieve-aye, Director Field-aye, Director Guyton-aye.

### NEW BUSINESS

Medical Officer Sievers presented the Board of Directors with a proposal and the bids for the purchase of a MacBook for Board meetings and District training.

Director Field made a motion to purchase a MacBook for \$2648.99 and Apple Care for 3 years at \$399.00, seconded by Director Sieve. A roll call vote was taken.

Director Sieve-aye, Director Field-aye, Director Guyton-aye.

### CHIEF'S REPORT

Asst. Chief Long gave the public an update on the sale of the ladder truck for \$305,000.00. The transport fee is \$7700.00.

### ASSISTANT CHIEF'S REPORT

Asst. Chief Long discussed the need to update the District's Microsoft licenses to implement Lexipol.

### FIRE MARSHALL'S REPORT

Fire Marshall Hughes gave an update on a government grant to purchase 100 smoke detectors and 10 photoelectric smoke detectors for the hearing impaired.

Director Sieve made a motion to purchase 100 carbon monoxide/ smoke detectors at \$15.33 each, seconded by Director Field. A roll call vote was taken.

Director Sieve-aye, Director Guyton-aye.

Director Sieve made a motion to purchase 10 photoelectric smoke detectors for the hearing impaired not exceed \$150.00, seconded by Director Field. A roll call vote was taken.

Director Sieve-aye, Director Guyton-aye.

Fire Marshall Hughes gave an update on the Lockbox program for Santa Maria.

### MEDICAL OFFICER'S REPORT

Medical Officer Sievers introduced the representatives for the Stryker ALS 360 Asset Management Program. Stryker ALS 360 representative discussed the program with the Board of Directors.

Director Field made a motion to approve the Stryker ALS 360 Asset Management Program contract in substantial conformity and subject to final review and approval by the District Attorney and by Director Guyton, seconded by Director Sieve. A roll call vote was taken. Director Sieve-aye, Director Field-aye, Director Guyton-aye.

Medical Officer Sievers discussed hiring a Collection Agency, Midwest Fidelity Services.

Director Sieve made a motion to approve the contract with Midwest Fidelity Services, seconded by Director Field. A roll call vote was taken. Director Sieve-aye, Director Field-aye, Director Guyton-aye.

Medical Officer Sievers discussed increasing Ambulance rates.

Director Field made a motion to approve the increase the Ambulance rates (see attached increase proposal), seconded by Director Sieve. A roll call vote was taken. Director Sieve-aye, Director Field-aye, Director Guyton-aye.

Medical Officer Sievers discussed migration from Firehouse to ESO.

Director Sieve made a motion to accept the quote from Feather-shark to preserve the data from Firehouse to a standalone computer for \$2719.00, seconded by Director Field. A roll call vote was taken. Director Sieve-aye, Director Field-aye, Director Guyton-aye.

Battalion Chief Washington presented a proposal to purchase ESO Scheduling Plus.

Director Sieve made a motion to approve the upgrade of ESO Scheduling Plus for \$3390.00, seconded by Director Field. A roll call vote was taken. Director Sieve-aye, Director Field-aye, Director Guyton-aye.

## PUBLIC

Clara Faatz made public comments.

Director Sieve made a motion to hold a regular open meeting September 11, 2023 at 6pm at, seconded by Director Field. A roll call vote was taken. Director Sieve-aye, Director Field-aye, Director Guyton-aye.

## CLOSED SESSION

Director Field made a motion to enter into closed session at 7:49pm for the following reasons:



1. LEGAL ACTIONS, CAUSES OF LEGAL ACTION, OR LITIGATION, ATTORNEY-CLIENT COMMUNICATIONS (610.021 (1)).
2. HIRING, FIRING DISCIPLINING OR PROMOTING OF PARTICULAR EMPLOYEES WHEN INFORMATION RELATING TO THE PERFORMANCE OR MERIT OF INDIVIDUAL EMPLOYEES IS DISCUSSED OR RECORDED (610.021 (3), 610.021(13)).

Seconded by Director Sieve. A roll call vote was taken.

Director Sieve-aye, Director Field-aye, Director Guyton-aye.

#### REOPEN FROM CLOSE

Director Field motioned to adjourn the closed session and reconvene in Open Session at 8:34pm, seconded by Director Sieve. A roll call vote was taken.

Director Sieve-aye, Director Field-aye, Director Guyton-aye.

#### REPORT FROM CLOSED SESSION

There was nothing report from Closed Session.

#### ADJOURNMENT

Director Field made a motion to adjourn the meeting, seconded by Director Sieve. A roll call vote was taken. Director Sieve-aye, Director Guyton-aye.

Meeting adjourned at 8:36pm.

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President, Board of Directors

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Secretary, Board of Directors

**MINUTES OF THE SPECIAL OPEN MEETING OF THE BOARD  
OF DIRECTORS OF THE ROBERTSON FIRE PROTECTION  
DISTRICT OF ST. LOUIS COUNTY, MISSOURI ON  
AUGUST THIRTY-FIRST, TWO THOUSAND TWENTY-THREE**

The Board of Directors for the Robertson Fire Protection District met in a special session at the Administrative Offices at 12641 Missouri Bottom Road, Hazelwood, Missouri at 6pm on August 31, 2023. This meeting is being held in person. Individuals are asked to sign in. Individuals that plan to speak are required to sign in.

Jennifer Guyton, Chairwoman/Director  
Steve Field, Treasurer/Director  
Maggie Sieve, Secretary/Director  
Dave Herman, Fire Chief  
Adam Long, Assistant Fire Chief  
Paul Martin, District Attorney

Representing the workers:  
John Duffy, IAFF 2665 representative  
Matt Anderson, Shop Steward  
Will Herman, Asst. Shop Steward  
Rick Berry, Union Attorney

The meeting is opened with the Pledge of Allegiance to the U.S. flag.

Director Sieve conducted a roll call. All directors were present.

Director Guyton discussed the current issues with the Collective Bargaining Contract.

Director Field motioned to move the final CBA deadline from December 31, 2023 to June 30, 2024, seconded by Director Sieve.

Roll call vote: Director Sieve-aye, Director Field-aye, Director Guyton-aye.

Director Sieve introduced the Articles up for discussion in future negotiations: Articles 18, 19, 20, 21, 22, 27, 28, 29, 34, 35, 36, 38, 39, 42, 43, 44, 45, and 49.

Director Sieve motioned to hold the next special open session for Union negotiations on September 21, 2023 at 6pm with the backup on September 28, 2023, seconded by Director Sieve. A roll call vote was taken. Director Sieve-aye, Director Field-aye, Director Guyton-aye.

**ADJOURNMENT**

Director Field made a motion to adjourn this special open meeting, seconded by Director Sieve. A roll call vote was taken. Director Sieve-aye, Director Field-aye, Director Guyton-aye.

Meeting adjourned at 6:41pm.

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**President, Board of Directors**

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**Secretary, Board of Directors**

**MINUTES OF THE OPEN MEETING OF THE BOARD  
OF DIRECTORS OF THE ROBERTSON FIRE PROTECTION  
DISTRICT OF ST. LOUIS COUNTY, MISSOURI ON  
SEPTEMBER ELEVENTH, TWO THOUSAND TWENTY-THREE**

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Director Sieve conducted a roll call. All directors were present.

**AGENDA**

Director Field made a motion to accept the amended agenda as presented, seconded by Director Sieve. A roll call vote was taken.

Director Sieve-aye, Director Field-aye, Director Guyton-aye.

**ACCOUNTS PAYABLE**

Director Sieve made a motion to pay all bills and invoices as presented, seconded by Director Guyton. A roll call vote was taken.

Director Sieve-aye, Director Guyton-aye.

**MINUTES**

Director Field made a motion to accept the open and closed minutes of August 28, 2023, August 31, 2023, and September 7, 2023, seconded by Director Sieve. A roll call vote was taken.

Director Sieve-aye, Director Field-aye, Director Guyton-aye.

**NEW BUSINESS**

Retirement Accrued Leave Policy is not quite ready to vote on.

Director Field made a motion to table the Retirement Accrued Leave Policy, seconded by Director Sieve. A roll call vote was taken.

Director Sieve-aye, Director Field-aye, Director Guyton-aye.

2023 Tax Rate hearing to be held on September 25, 2023

### CHIEF'S REPORT

Chief Herman discussed the District's membership in North County Incorporated. The cost is \$439 annually.

Director Sieve made a motion to approve a membership in North County Incorporated for \$439.00, seconded by Director Field. A roll call vote was taken.  
Director Sieve-aye, Director Field-aye, Director Guyton-aye.

### FIRE MARSHALL'S REPORT

Fire Marshall Hughes gave an update on the building permit record system.

Director Guyton asks for the details of the building permit record system be gathered to be discussed at the next open board meeting.

### MEDICAL OFFICER'S REPORT

Medical Officer Sievers gave an update on Worker's Compensation Reform.

Medical Officer Sievers discussed the bid on getting the new CompX Safes set up through FeatherShark.

Director Sieve made a motion to approve the installation and configuration of the CompX Safe into the Medical Officer's office by FeatherShark for \$2275.00, seconded by Director Field. A roll call vote was taken.

Director Sieve-aye, Director Field-aye, Director Guyton-aye.

### ATTORNEY'S REPORT

District Attorney Paul Martin discussed the District's proposed civil litigation against to recoup lost District funds.

Director Field made a motion to approve filing legal petitions against former Chiefs Miner and Howell to recover District funds, seconded by Director Sieve. A roll call vote was taken.  
Director Sieve-aye, Director Field-aye, Director Guyton-aye.

Director Guyton made a public statement regarding these legal petitions and the reasons behind filing them.

### PUBLIC

Jane Norris asked questions about the litigation.

Director Field made a motion to hold an executive closed meeting September 18, 2023, a regular open meeting on September 25, 2023, and a special open meeting (Local 2665 Negotiations) on

September 21, 2023, at 6pm at 12641 Missouri Bottom Road, Hazelwood, Missouri, seconded by Director Sieve. A roll call vote was taken.  
Director Sieve-aye, Director Field-aye, Director Guyton-aye.

### CLOSED SESSION

Director Sieve made a motion to enter into closed session at 6:36pm for the following reasons:

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3. PREPARATION, INCLUDING AND DISCUSSION OF WORK PRODUCT, ON BEHALF OF THE DISTRICT OR ITS REPRESENTATIVES FOR DISTRICT LITIGATION AND I.A.F.F. NEGOTIATIONS (610.021 (9)).

Seconded by Director Field. A roll call vote was taken. Director Sieve-aye, Director Field-aye, Director Guyton-aye.

### REOPEN FROM CLOSE

Director Field motioned to adjourn the closed session and reconvene in Open Session at 7:10pm, seconded by Director Sieve. A roll call vote was taken.  
Director Sieve-aye, Director Field-aye, Director Guyton-aye.

### REPORT FROM CLOSED SESSION

There was nothing report from Closed Session.

### ADJOURNMENT

Director Field made a motion to adjourn the meeting, seconded by Director Sieve. A roll call vote was taken. Director Sieve-aye, Director Guyton-aye.

Meeting adjourned at 7:13 pm.

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President, Board of Directors

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Secretary, Board of Directors



**Board of Directors**

Jennifer Guyton, Director, President  
Steve Field, Director, Treasurer  
Maggie Sieve, Director, Secretary



**Officers**

Dave Herman, Fire Chief  
Adam Long, Assistant Fire Chief  
Kenneth Hughes, Fire Marshall  
Robert Sievers, Medical Officer

September 11, 2023

**Board of Directors**

I would like for us to join North County Incorporated (NCI). It is a regional development organization that serves as the voice for many business, civic and community organizations throughout the region including the City of Hazelwood, Pattonville FPD, City of Florissant, Florissant Valley FPD.

Some of the regional efforts are economic development, infrastructure and transportation, education and healthcare. We will have exposure to other community leaders in the north county area.

The cost is \$439.00 annually.

I believe that we will benefit by becoming an active member in an organization that encompasses the North County area, being part of the larger community.

Enclosed is further information and a membership form.

Thank you for your consideration

A handwritten signature in black ink that reads "Dave Herman".

Dave Herman

Fire Chief





**PEOPLE. IDEAS. RESOURCES.**  
*Working Together for a Strong North County*



**314-895-6241 • [NorthStLouisCounty.com](http://NorthStLouisCounty.com)**

## A POWERFUL, UNIFIED VOICE FOR NORTH COUNTY

North County Incorporated (NCI) is a not-for-profit regional development association that acts as a catalyst to define and advocate for economic and community development for North St. Louis County. By working together, we can continue to find solutions that connect more people to opportunity, ensure a more equitable region, and create a strong North County. We would be thrilled to have you join our efforts by becoming a member or donating.

### NCI members enjoy a range of benefits:

- Connect quickly to business, civic, and community resources
- Access marketing, community, and business resources
- Benefit from area-wide public relations and media recognition
- Network with other professionals and community leaders
- Participate in collaborative efforts promoting the advancement of North County
- Support regional economic and community development initiatives
- Be a part of the powerful voice supporting community and legislative efforts



## PURSuing COMMUNITY SOLUTIONS FOR PROGRESS

"NCI is an impactful partner for North County and the whole St. Louis Region. They make meaningful business connections and work hard for businesses in the community. They are a catalyst for economic and community growth and help sustain and improve our business climate."

**Rodney Crim, CEO and President, St. Louis Economic Development Partnership**

"NCI's members represent the key leadership in North County, we are proud to be part of a committed group achieving tangible results for creating a more vital and equitable community. They have a critical ear to the community and are a key partner in our engagement with civic, business and community outreach."

**Rick Stevens, President, Christian Hospital**

"NCI's initiatives support North County businesses, organizations, employees, and families. Their work is long-term, sustaining, and contributes to the stability of the region. We all benefit from the results of their efforts."

**Dr. Elizabeth Gassel Perkins, Campus President and CCAO, St. Louis Community College – Florissant Valley**



**You Are Critical to Our Efforts.**

**Join NCI Today!**

314-895-6241

[NorthStLouisCounty.com](http://NorthStLouisCounty.com)

*Serving North County Since 1977*

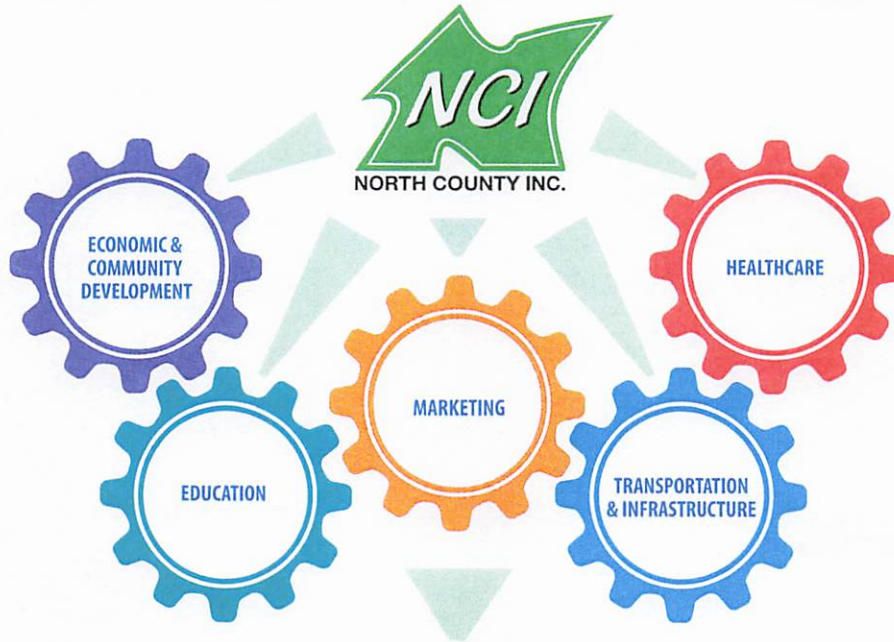


# A CATALYST FOR COLLABORATION



## YOUR INVESTMENT DOLLARS

Your membership investment or donation helps us form strategic, cross-sector **partnerships** that allow us to **advocate** for and increase **awareness** about the needs of North County.



Through collaborative partnerships, we are finding **solutions** for the region's challenges, helping to create a strong North County community.

A vibrant, stable North County is a place where all businesses, people, and families **thrive**.



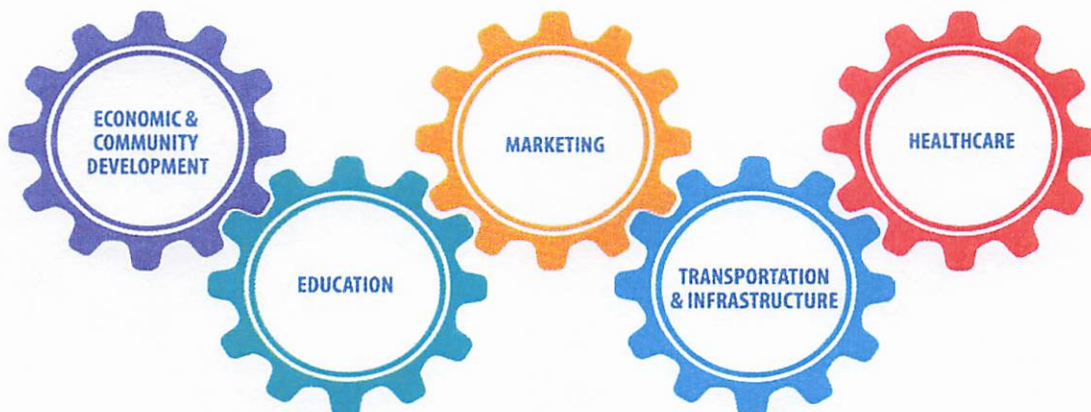
## HIGHLIGHTS OF OUR IMPACT

- Worked with **regional partners** to organize actions to help **small businesses** increase resilience during **pandemic recovery**.
- Developed and hosted an educational initiative on the economic benefit of **racial equity for cultural change in the workplace**.
- Established community engagement initiative to increase participation in the **2020 census**.
- Advocated for state-wide **transportation, education, and healthcare funding**.
- Advocated for **equitable public education** and increased funding for **early childhood education**.
- Supported legislation for **after-school program funding, higher education investment, and Parents as Teachers**.
- Launched **True North community-wide marketing campaign**, rebranding North County.
- Hosted events to celebrate the growth of community: **NCI Annual Leadership Breakfast, Anniversary Dinner, and North County Annual Golf Tournament**
- Supported **community events** and provided **marketing collateral** showcasing area assets.
- Helped bring the **\$270 million investment for the I-270 north reconstruction** project to fruition.
- Advocated for expansion of **basic medical coverage** for Missouri's low-income population.
- Promoted educational programs and initiatives for improving the **quality of life**.
- Supported expansion of access to **quality care**.



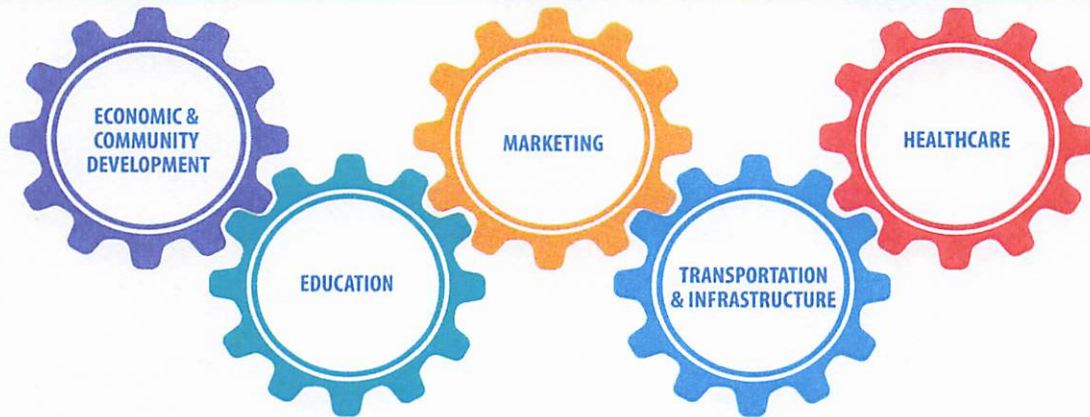
## NCI Membership Benefits

- Attend all NCI's North County regional events at membership pricing:
  - ◆ Annual Leadership Breakfast (600+ business, civic and community leaders attend)
  - ◆ Annual Anniversary Dinner, Wine-Pairing & Auction
  - ◆ NCI Salutes 30 Leaders in Their Thirties (300 attendees)
  - ◆ North County Golf Tournament
- Receive increased FREE exposure for your business, organization, community.
- Attend free Diversity, Equity and Inclusion training and workshops
- Participate in the Economic Development Collaborative Conversations Cohort for North County
- Mayors can participate in the Mayors Collaborative Conversation Cohort
- Post stories, events, etc. about your business in our eNewsletter
- Post events, sales, specials, etc. about your business on social media.
- Post events on the [ExploreNorthStLouisCounty.com](http://ExploreNorthStLouisCounty.com) online calendar every month.
- Get a membership listing with your company name, contact information, description, logo, picture and links on [NorthStLouisCounty.com](http://NorthStLouisCounty.com) website.
- Connect quickly to business, civic, and community resources
- Access marketing, community, and business resource advise
- Benefit from area-wide public relations and media campaign, True North
- Network with other professionals and community leaders
- Participate in collaborative efforts promoting the advancement of North County
- Support regional economic and community development initiatives
- Be a part of the powerful voice supporting community and legislative efforts
- Tours of North County can be arranged on a case by case basis





## 2021/2022 North County Inc. Accomplishments



### Economic & Community Development

- Developed and hosted first NCI **Small Business Accelerator** program to assist small businesses that are either struggling to survive, growing but lack strategic direction or looking to strengthen their financial and/or market positioning and become more sustainable. *Thanks to SBDC for providing curriculum and training and UMSL for their assistance with development and assessment.*
- Worked with regional partners to **help businesses increase resiliency** during the COVID pandemic.
- Facilitated the establishment of two new **Collaborative Conversation Cohorts**: the Economic Development Professionals (CCEDP) and the Mayor's Cohorts. The CCEDP cohort will collaborate on initiatives to address the needs of small businesses in the community and will address gaps that exists between community partners and resources. Our Mayor's Cohort (with area mayors and St. Louis County councilmembers and representatives) will work together to address community concerns: public safety, mental health, and nuisance properties.
- Participated in multiple regional pandemic **recovery advisory groups** to represent the small business needs and concerns in North County, including sub-committee of the St. Louis County's CARES Economic Recovery Team, chaired by past NCI Board Chair Rick Stevens.
- Advanced our educational initiative on the **economic benefit of racial equity** to catalyze others toward cultural change within the workplace. We successfully developed and launched Equity Connect, a new quarterly publication aimed to catalyze others toward cultural change within their workspace by sharing relevant articles and resources pertaining to racial equity and disseminating information about upcoming training opportunities and transformative resources necessary to make applying the racial equity lens a part of every organization's culture.
- Advocated for appropriate state-wide transportation, education and healthcare funding.
- Developed a **North County economic development collaborative conversations cohort** to look at cooperative initiatives to advance small business assistance in community.

### Education

- Advocated for **equitable public education** and increased funding for **early childhood education**.
- Supported legislation increasing funding for **after-school programs**, expanding the investment in **higher education** and restoration of funding for the **Parents as Teachers** program.
- **Increasing awareness** of public and private schools accomplishments and fundraisers through monthly news letter publication and social media.



## 2021 North County Inc. Accomplishments

### Health Care

- Advocated for the **implementation of Medicaid expansion** that was passed by voters, giving access to care for 300,000 Missourians, bringing Federal tax dollars back to the State. This is expected to create 20,000 jobs.
- Promoted health care providers' community educational programs and other initiatives for **improving quality of life**.
- Provided educational information on the importance of COVID vaccinations and shared details on testing sites and availability.
- Celebrated and promoted the expansion and investment of health care providers to **enhance access to and quality of care** in North County.

### Marketing

- Invested in and advanced True North, a long-term **community-wide marketing campaign** to rebrand North County by **increasing awareness** around positive assets, celebrating advancement and improving the perception of the community.
- Celebrated exceptional accomplishments of community stakeholders improving North County at a hybrid version (virtual and small in-person) of our **Annual Leadership Breakfast**.
- Celebrated Organization's 44 years of service at new networking event Uncorked Dinner, Wine Pairing and Auction
- Hosted NCI **Annual Golf Tournament** to help raise funds for NCI advocacy and advancement initiatives.
- Increased positive awareness by promoting hundreds of member events and accomplishments via monthly digital messaging.
- Provided marketing collateral **showcasing area assets**.
- **Supported community events** such as the Christian Hospital MLK Celebration, St. Louis Community College and NCCU's MLK Celebration, Florissant Rotary Charity Auction, GNCC's Women's Empowerment Seminar, Fergusons Twilight Run, and others via sponsorship trades, volunteering and /or social media promotion.

### Transportation/Infrastructure

- Provided regular updates on the **\$278 million dollar investment** for the I-270 north reconstruction project through social media and our E-publications.





## **WHO WE ARE; MISSION STATEMENT:**

**North County Incorporated** is a regional development association which acts as a catalyst to define and advocate economic and community development for North St. Louis County.

## **WHO WE SERVE:**

**North County Incorporated (NCI)** was founded in 1977 and represents the 46 municipalities and the unincorporated areas in North St. Louis County. North County hugs the curves of the Missouri River just west of its confluence with the Mississippi, wraps around Lambert-St. Louis International Airport and the Earth City Business Park area and skirts the northern city limits of St. Louis.

There are more than 375,000 people residing in North County. Businesses of all sizes, chambers of commerce, neighborhood associations, individual professionals, residents, churches, hospitals, schools, law enforcement agencies and a variety of other institutions make up the NCI membership.

As an advocate for the North St. Louis County region, NCI works to sustain the quality of life and to create a more “livable” community. We coordinate the resources and efforts of the community, civic and business leaders to speak as a unified voice on regional issues. We connect people, ideas, and resources for the betterment of the area. NCI promotes partnerships and collaborative initiatives that strengthen the community.

## **WHAT WE DO:**

- Unite Business & Community Leadership
- Enhance Area’s Quality of Life
- Promote Business Expansion & Retention
- Support Job Creation

## **BENEFITS of MEMBERSHIP-MEMBERS CAN:**

- Get connected to business & community resources
- Access marketing, community & business development guidance
- Benefit from area-wide public relations & media recognition
- Network with professionals & community leaders
- Participate in collaborative efforts promoting North County
- Access regional information
- Support marketing, economic development, education, healthcare & transportation efforts
- Be part of the powerful voice supporting community & legislative efforts
- Help sustain and improve the quality of life in your community
- Join the only organization serving the entire North St. Louis County community
- Participate in our monthly eNewsletter that promotes members accomplishments and events.

## **WHO CONTRIBUTES:**

- Businesses (large corporations, small & home-based)
- Municipalities & St. Louis County
- Chambers of Commerce
- Schools (public, private & parochial)
- Healthcare Providers
- Neighborhood & Community Associations
- Faith-Based Organizations
- Residents

**Your North County Connection!**  
**Connecting People, Ideas & Resources**  
**[www.NorthStLouisCounty.com](http://www.NorthStLouisCounty.com)**



**NORTH COUNTY INC.**  
Regional Development Assoc.

## **North County Inc.** **Membership Application**

350 B Village Square Drive, Hazelwood, MO 63042

Phone: 314-895-6241

[www.NorthStLouisCounty.com](http://www.NorthStLouisCounty.com)

**North County Inc. (NCI) is a regional development association which acts as a catalyst to define and advocate economic and community development for North St. Louis County**

NCI members enjoy the benefits of having access to other business, community and civic leaders in the community, and knowing that there is an advocacy organization made up of those leaders looking toward the future and working to build a better community. As a member, you can:

- Get connected to business and community resources
- Access marketing, community and business guidance
- Benefit from area-wide public relations & media recognition
- Network with other professionals and community leaders
- Participate in collaborative efforts promoting the advancement of North County
- Support regional economic and community development initiative
- Participate in our monthly eNewsletter that promotes members' accomplishments, events and other news.
- Get up-to-date information on current issues (education, health care, economic development, transportation) involving North County

NAME OF FIRM/ORGANIZATION: \_\_\_\_\_

CONTACT PERSON: \_\_\_\_\_ TITLE: \_\_\_\_\_

TELEPHONE: \_\_\_\_\_

MAILING ADDRESS: \_\_\_\_\_

CITY, STATE & ZIP: \_\_\_\_\_ EMAIL: \_\_\_\_\_

NAME(S) TO BE PLACED ON MAILING LIST: \_\_\_\_\_

TYPE OF SERVICE OR PRODUCT: \_\_\_\_\_ # of Employees: \_\_\_\_\_

ANNUAL DUES AMOUNT: \_\_\_\_\_ PAYMENT ENCLOSED: \_\_\_\_\_ PLEASE INVOICE

**Thank you for investing in North County Inc. - Your North County Connection.**

**Mail to: 350 B Village Square Drive, Hazelwood, MO 63042 or Email to: [emaxwell@northcountyinc.com](mailto:emaxwell@northcountyinc.com)**





## North County Golf Tournament

# Register Today!

### Monday, October 16, 2023

#### Schedule

10:00 a.m. Registration & Lunch  
11:00 a.m. Shotgun Start/Scramble  
On-course Refreshments & Snacks  
Awards Reception & Dinner  
(immediately after play)

#### Cost

\$800 Foursome | \$200 Individual

### Glen Echo Country Club

3401 Lucas and Hunt Rd,  
St. Louis, MO 63121

### Reservations Required



#### 2023 Premier Partners

ENTERPRISE HOLDINGS



Commerce Bank

SSMHealth  
DePaul Hospital

Christian hospital  
BIC HealthCare

Ascension

UMSL  
University of Missouri-St. Louis

DISCOVER  
HAZELWOOD

ST. LOUIS  
ECONOMIC  
DEVELOPMENT  
PARTNERSHIP

Mercy

Saint Louis  
COUNTY



Contact: 314-895-6241 • [www.NorthStLouisCounty.com](http://www.NorthStLouisCounty.com)





# North County Golf Tournament Reservation Form

Monday, October 16, 2023

Glen Echo Country Club

10 a.m. Registration • 11 a.m. Shotgun Start

Four-Person Scramble • Individual players welcome

Company/Team Name \_\_\_\_\_ # of Players at \$200 each

Contact Name/Email/Phone \_\_\_\_\_

Player #1: \_\_\_\_\_

Player #2: \_\_\_\_\_

Player #3: \_\_\_\_\_

Player #4: \_\_\_\_\_

## Speed Pass

5 Games for Price of 4

Skins (\$20), Mulligans (\$20), In-The-Hole (\$20), Roll The Dice (\$20) & Yellow Ball (bonus game is only avail. w/ Speed Pass)

\$80per team

### Sponsorship & Donation Opportunities

- |                          |  |         |
|--------------------------|--|---------|
| <input type="checkbox"/> | <b>Platinum Sponsor:</b> 2 foursomes, prominent logo/name visibility, full-page ad in program, pre/post event online & social media recognition, can place item in players' packet (150 items needed), beverages & snacks on cart, hole sponsorship, lunch & dinner with preferred seating | \$3,700 |
| <input type="checkbox"/> | <b>Gold Sponsor:</b> 1 foursome, prominent logo/name visibility, hole sponsorship, full-page ad in program, can place item in each players' packet (150 items needed), lunch & dinner with preferred seating   | \$2,700 |
| <input type="checkbox"/> | <b>Silver Sponsor:</b> 1 foursome, company name in program, 1/2 page ad in program, lunch & dinner, can place item in each players' packet (150 items needed)  | \$2,200 |
| <input type="checkbox"/> | <b>Lunch or Dinner Sponsor:</b> Prominent logo/name visibility at dinner and in program, 1/2 page ad in program, can place item in players' packet (150 items needed), preferred seating at dinner   | \$1,500 |
| <input type="checkbox"/> | <b>Golf Cart Sponsor:</b> Logo & name of each player's golf cart, can put item in golfer goodie bags   | \$750   |
| <input type="checkbox"/> | <b>Beverage Cart Sponsors:</b> Sign on beverage cart, can put item in golfer goodie bags   | \$500   |
| <input type="checkbox"/> | <b>Concession/Contest Sponsor:</b> you provide drink and/or snack item for players and you can place item in goodie bags (150 items), we provide table, tent & sign at hole, and lunch & dinner for two volunteers   | \$150   |
| <input type="checkbox"/> | <b>Hole Sponsors:</b> Sign at hole   | \$100   |
| <input type="checkbox"/> | <b>Foursome:</b> 4 players golf and carts, drinks, lunch & dinner  | \$800   |
| <input type="checkbox"/> | <b>Individual Player:</b> Golf, drinks, lunch & dinner   | \$200   |
| <input type="checkbox"/> | <b>Golfers Goodie Bag Sponsor:</b> Place items in goodie bags for each golfer & volunteers (must provide 170 items) <b>NCI members are free.</b>   | \$150   |

Total Amount Due: \_\_\_\_\_

PAYMENT METHOD: check enclosed: \_\_\_\_\_

Pay with credit card, call me at: \_\_\_\_\_

(Convenience fee of 3.75% applied to all cc payments)

Invoice me at email address: \_\_\_\_\_

**RESERVATION CANCELLATION DATE: Sept. 27, 2023**

Dress Code: no denim, collared shirt, tucked in.

Dress appropriate for Country Club setting.



# Invoice

Robertson Fire Protection District  
12641 Missouri Bottom Rd  
Hazelwood MO 63042

Date: 9/25/2023  
Invoice No: 30654  
For: Robertson Fire Protection District  
Due: 10/5/2023

Description	Quantity	Unit Price	Tax	Price
Installation and Configuration COPM X Set Up	1	\$2275.00	\$0.00	\$2275.00

*OK to pay* 

<b>Sub-total</b>	\$2275.00
<b>Tax</b>	\$0.00
<b>TOTAL</b>	<b>\$2275.00</b>

\*Please make payment by the due date indicated. If you have any billing or invoice inquiries, please email [billing@feathershark.com](mailto:billing@feathershark.com) or call (314) 551 - 9879. Our mailing address is 700 Crown Industrial Ct., Suite K, Chesterfield MO 63005. Thank you for your business.

# PAID

CK. NO. \_\_\_\_\_  
DATE \_\_\_\_\_