



The Only Place Success Comes before Work is in the Dictionary.

It is not too common we see a business get passed from one generation to another. It is amazing the family has been able to make it this far. But to continue a tradition is something to celebrate. Such is the case we heard last week when **Brownie Simpson of Kansas City Catering** announced to the Club some wonderful news. His son-in-law **Chris Freeman** will transition this summer into Brownie's position as president / owner of the company. Brownie says he will stay on in an advisory level position and will continue to assist in coordinating events as needed.

Chris was introduced early in the presentation as we learned how he got to where he is now. Chris has known Brownie's daughter for quite a while, and they had been dating what seemed like forever. So he could be close to her, Brownie hired Chris to assist in doing whatever was needed at his many different events. When Chris had spare time, you could always find him ready to step in where needed.

After graduating from college, Chris began working in sales for Xerox Corporation, and did that for several years. He was doing well, but like some starting out, was not happy with what he was doing. So he approached Brownie and asked if he needed anyone in his sales department. Brownie had many chances to talk to Chris since he ended up marrying his daughter. Chris told him someday he hoped to own a business of his own. Seems Brownie had bigger plans in mind.

Chris was hired on to help in operations learning the day-to-day ways things worked. How events are scheduled, making sure all the equipment is available for putting on the event, and having the staff to make it all happen. After a year or so, Brownie said you're now ready for..... learning what happens in the kitchen. Chris spent the next 2-3 years with some of the best chefs in Kansas City. They inspired him to come up with menu ideas of his own, and they taught him all that is needed to happen to make each event unique for that client. No deal was left unturned. It was then he was promoted to sales where he has been since.

When Brownie started he did lots of small to medium sized events, but he knew the pot of gold was in corporate business events. He was very fortunate when he got a lead and became the caterer for the Kansas City Convention Center and Bartle Hall. It was not until 2005 when KC Catering faced their biggest challenge – when Sam Walton's Sam's Club brought their national convention to KC. And Brownie got the bid for it. Not the cheapest, but for sure the best. But how to handle this massive event? They had 20 buffets working at once, two lunch sessions of 4500 early and 3000 late. And their day got started at the crack of dawn so they had to have breakfasts ready for them EARLY!

So what has worked in this family business? There is a lot of give and take. And lots of open communication. Working with family can be stressful, but having the ability to voice your opinions and also to be able to do this without repercussions for saying what you think. The staff has shown its loyalty (chef – 10 years; operations manager 36 years there). And they have the ability to shrink and grow as needed depending on the jobs they take on. They can do a small group using 8 staff up to 3500 to handle the huge convention business.

What sounded so unique is lots of the part-time staff they hire to help have been with them for many years, so when they hear of a company looking for someone to do an event, they refer KC Catering to them. They get a chance to bid on their business. They don't get them all, but at least a majority they do. Chris is now doing what Brownie used to do – spending his time cultivating big business. This transition comes at a time when most of Brownie's clients have become ill or passed away. It is time for the younger generation to take over.

They try not to work their staff more than 40 hours a week, and offer them profit sharing which is unheard of in the catering business. They try to make it fun and fair at the same time. But they always try to make them know how much they appreciate what they do to make the company such a success.



Weekly Newsletter

"Be Present and Get Involved."

www.prospectorsclub.com

May 30, 2019

We look forward in the coming months to see and hear what is in store for Kansas City Catering. Good luck to Brownie as he brings on a second generation of service to the industry he has worked so hard to serve. We can't wait to see what lies ahead.



WE ARE AT DEER CREEK CC, 7000 WEST 133RD ST., OPKS 66209 - MEET UP AT 7 AM; BREAKFAST AT 7:25; SPEAKER AT 8 AM.

SPEAKERS SCHEDULE

See Page 2

ALL THANK YOU'S

See Pages 10-12





UPCOMING SPEAKERS SCHEDULE

Here is a list of our upcoming speakers. **Please note some events are evenings or away from Deer Creek CC.**

ARE YOU INTERESTED IN JOINING PROSPECTORS?

Give Matt Paperi, our Membership Chairman a call at 913-717-7792 or email him at mpaperi@techcyclesolutions.com before you visit our group so we can make sure there are no category conflicts with our current members.

Cont'd from Page 1.....

May 30 – Keith Steiniger of Proforma IDology at Deer Creek CC.

June 6th - Dan Holk of Motivation Through Incentives at Deer Creek CC.

June 13th - Swim of Legacy Mergers & Acquisitions at Deer Creek CC.

June 20th – Mike Kopplin of Kopplin's Wardrobe Management and Design at Deer Creek CC.

June 27 – Ed "The Bug Guy" Hutchison of Frechin Pest and Radon Contril at Deer Creek CC.

July 4th – NO MEETING !!

July 11th – Tyler Webb of Tyler Webb DDS at Deer Creek CC.

QUOTES OF THE WEEK

Trivia Question:-

What's the strongest muscle in the body?



Vincent Van Gogh only signs his first name to all of his authentic paintings.

HEALTH AND HEALING.....

Haven't seen **Pat Beckner** recently? He may not have seen you either. He has had cataract surgery and says he is doing much better. Hope to see you back at breakfast soon.

Thoughts and prayers go out to **Sean Felton** and his extended family on the recent passing of his son Jack.

PROSPECTORS EVENTS SOCIAL CALENDAR 2019 – SAVE THE DATES

<p>SAT. June 8th – Come tour the Prairie Fire Museum from 3pm to 5pm. Entry fee to it will be paid for total of 30 people who sign up. A member can bring one guest. Limited to first 30. After Prairie Fire, walk over to Rock & Brews, and enjoy some light appetizers provided by the Club and it will be a cash bar for any beverages purchased. Rock & Brews is from 5pm to ??</p>	<p>Friday Night June 14th – Our next ATF – A Joint After The Fact <i>hosted by Kevin Boehringer, Amber Sewell, and Rich Sirna</i> AT BSE STRUCTURAL ENGINEERS building located at 11320 West 79th St., Lenexa, KS 66214. Come see an amazing blend of work and fun. Enjoy some light appetizers and beverages. Mark your calendars NOW!</p>
<p>September 27th (Friday) – Annual Golf Tournament at Deer Creek CC – Members and Guests – Best Ball Scramble – After Hours at Coach's Bar & Grill – 5:00 pm</p>	<p>September / October – Return to take the Mobster Bus Tour around Kansas City – sights and sounds of a time gone by. Date to be announced.</p>
<p>Dec. 7th (Saturday) - Christmas Party is a GO at Union Horse Distilling Co., 11740 W 86th Terrace, Lenexa, KS 66214 SAVE THE DATE NOW !!!!!!!!!!!</p>	

BE A PART OF THE BEST NETWORKING GROUP IN JOHNSON COUNTY – COME JOIN YOUR FELLOW PROSPECTORS THIS THURSDAY

If you have any causes you are supporting this spring, please pass them along to the newsletter editor.

EXCITING NEWS!

Our new website format for prospectorsclub.com is

NOW LIVE !! Go check out our new look and functionality. *Thanks to Jim Bell and Sheri Mortko for all their hard work getting this done.*

Prospector's Breakfast Club

Attendance and Thank You's

Meeting Date:-

MAY 23, 2019

PLEASE PLACE "X" IN FRONT OF NAME IF ATTENDING MEETING

Adams, Linda

Airey, Douglas

Ashurst, Chase & Amy

Beckner, Pat

☒ Bell, Jim Chris P, Jen S, Matt Phay, Rich S

☒ Belzer, Dan Matt Paperi, Kathleen Cussen, Anna Wilkerson, Phil G
Brownie Simpson, Ed Haddock, Neil Spores, Kevin York

Boehring, Kevin

Bovard, Zach

Brosseit, Mike

Brown, Erin

☒ Cocherl, Stephanie Rich Serra, Janine T, Amber Sewell, Pat Beckner
Bryan Napp, Dr. Johni Curtis, Kathleen C, Matt Paperi

Cunningham, Rick

☒ Curtis, Johni Rich Serra, Rick Wolverton, Matt Paperi, Janine Teestrip,
Stephanie Cocherl, Sheri Morke

☒ Cussen, Kathleen Phil, Rick, Dick, Keith, Eric, Sheri, Jen, Brad, Matt Phay
Bryan, Danny, Alan G, Janine

Dayal, Vivek

Douglas, Kyle

Eckinger, Bill

Eidson, Ken

Emerson, Bill

☒ Felton, Dr. Sean Alan Norford, Felice Giordano, Matt Paperi, Kyle Douglas,
Rich Cunningham

PLEASE PLACE "X" IN FRONT OF NAME IF ATTENDING MEETING

✓ Flessner, Dave Linda Adams, Matt P. Ann, Vicki, Kevin Fall
Phil, Neil, Dr. Seard
 ✗ Foster, Rod Kevin F, Brownie S, Matt Paperi, Tyler W, Brad T
Scott S, Chris P,
 ✓ Full, Kevin Dave F, Matt P, Rich S, Brownie S, Scott S, Rudy F, Greg G, Chris P, Kyle S, Dan B,
Phil G, Mike K, Tim B, Jeanine T, Rick W, Tyler W, Ken E, Janet S, Alan G, Sem
 Giordano, Nick

✓ Giordano, Phil Tyler W, Neil S, Matt P, Chris P, Janets, Kyle D
Dan B, Kevin F, Rick W, Keith S, Rich S, Kathleen Sherr, Scott
 ✓ Goodheart, Alan ADAMS, CUSSEN, EIDSON, FOSTER, MORTKO
PAPERI, SIRNA, TWISS
 Goodheart, Bruce

Hardin, Das
 Hawkins, Darryl

Heriford, Alan

✓ Holk, Dan MORTKO, STEINIGER

Holland, Ed

✓ Hutchison, Ed Dan, Janet, Rich, Phil, Rick

Kopplin, Mike

✗ Mortko, Sheri Vivick, Johni, Brapp, Kathleen, Erin, Keith, Rick, Rich, Jen, Alan G
Janine, Linda, Dr. Brad, Mike Darby
 O'Bryan, Cliff

Oettmeier, Dr. Bert

✗ Oppold, Greg Jim Bell, Chris P, Phil G, Keith S, Kevin Fall, Kevin York
Kevin B, Rick W, Kyle Douglas, Matt Paperi, Rich Sims, Brownie Simpson
 Paperi, Matt GREG, RICH, NEIL, CHRIS, AMBER, DAE, PHIL, LITA, JANE, SITARI
KEVIN, RICK, SEM, ED, BRYAN, TYLER, KYLE, GRIN, CHAC, JIM, DAN,
 Phar, Matt JOHN

Pickering, Chris ASIKURU, BELL, HARDIN, JAYAL HUTCHISON, GIORDANO, HOLL
GOODLINE, PAPERI, PHAR,
 Pickering, Margot

PLEASE PLACE "X" IN FRONT OF NAME IF ATTENDING MEETING

X Rapp, Bryan Kevin Pol, Kathleen, Stephanie, Kyle, Zach, Matt Plu, Jan, Chris
Dave, Keith, Sam, Sam, Shari, Brownie, Matt Papp, Rod, Chad, Rick
 Runyan, Joe

Sewell, Amber

X Shelton, Jennifer Cussen, Sirna, Sewell, Webb, Cunningham, Full

Simpson, Brownie

X Sirna, Richard THANK YOU PROSPECTORS

X Spencer, Neil Belzer, Coach's, Douglas, Felton, Giordano
OPPOLD, PAPERI, PICKERING, SIRNA, STEINIGER

X Steiniger, Keith Rick, Rich, Kathleen, Phil, Shari, Chris, Janine, Shari, Kevin, Linda
Matt, Matt, Neil, Alan, Ed, Chase & Amy, Mike, Greg, Mike,
 Stone, Janet

Swim, Scott

Terstriep, Janine

Trondson, Chad

Twigg, Brad

Webb, Tyler

X Wilkinson, Ann Kevin York, Rick Wolverton, Rich Sirna, Dawn Kessna
Doug Belzer, Doug Army, Brian Rapp, Chase & Amy
 Wolverton, Rick

York, Kevin

GUESTS

Name Name of Business Your Position (owner, sales, etc.)