

October 2019

Advantage

ROCHESTER AREA CHAMBER OF COMMERCE

**Build a Stronger
Community**



**Shop
Local
First**

SUPPORTED BY ROCHESTER AREA CHAMBER OF COMMERCE
WWW.ROCHESTERMNCAMBER.COM

2018-2019 Chamber Board OFFICERS

Chair of the Board **Greg House**
House Chevrolet Co.

Chair Elect **Aaron Benike**
Benike Construction

Treasurer **Mike Busch**
Paramark Corp.

Secretary **Emily Benner**
Preventice

Chamber President **Kathleen Harrington**

MEMBERS

Audrey Betcher Individual Membership

Charlie Brannon Charlie's Eatery & Pub

Jonathan Buck Five West/Loop

Dr. Lori Carrell University of Minnesota Rochester

John Eckerman RSP Architects

Jessica Eidem IBM

Cathy Fraser Mayo Clinic

Greg Griffiths Dunlap & Seeger, P.A.

Lizzy Haywood* People's Food Cooperative

Kevin Higgins Olmsted Medical Center

James Kelly* Construction Partnership, Inc.

Samuel Kwainoe Farmers Insurance

Sarah Miller White Space, Inc.

Matt Morehead Carlson Capital Management

Michael Muñoz Rochester Public Schools

Ryan Nolander Rochester Area Economic Development, Inc.

Nate Nordstrom BrandHoot

Joselyn Raymundo Rochester Home Infusion

John Reed* Rochester Airport Co.

Myron Salz * Centerstone Plaza Hotel Soldiers Field

Rolf Thompson National Eagle Center

Therese White Think Mutual Bank

*Denotes at large members of the Executive Committee

MISSION

The Chamber promotes business success which supports a thriving community.

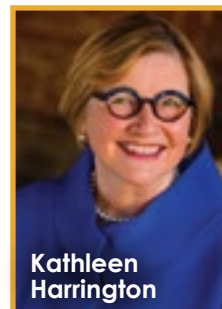
VISION

Rochester-area businesses are empowered to succeed in a diverse and collaborative climate.

VALUES

As a service organization, the Chamber is committed to conducting our work in accordance with the following values:

**Collaboration | Diversity | Innovation
Integrity | Proactivity**



Kathleen Harrington
PRESIDENT
507-288-1122



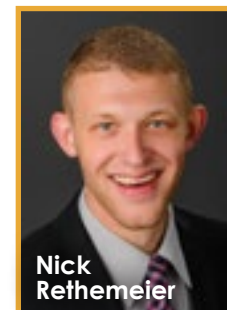
Sam Gill
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507-424-5687



Kyle Hoffman
MEMBER SERVICES ASSISTANT



Cheryl Krage
DIRECTOR OF OPERATIONS
507-424-5699



Nick Rethemeier
MEMBER SERVICES COORDINATOR
507-424-5670



Mike Schnell
GOVERNMENT AFFAIRS MANAGER
507-424-5666



Tim Shea
DIRECTOR OF SALES AND DEVELOPMENT
507-424-5663

LETTER FROM THE PRESIDENT

Dear Members,

The holiday season is a crucial time for our economy and for small business especially. About 20 – 30 percent of consumer spending happens in November and December. The Chamber is committed to doing all we can to keep that spending local during the holidays and throughout the entire year. The Shop Local First series of classes are offered throughout the year to help increase your competitiveness in this ever changing and challenging marketplace. Shopping Local First is important civic engagement. Buying local – whether you are contracting for professional services, purchasing clothing or toys or going out to dinner and the theater – supports jobs in our community, strengthens our tax base and supports services for everyone from students to seniors.

Soon Chamber staff will be stopping by your business to give you a new Shop Local First Holiday Kit. More details to follow but in the meantime... please read below.

Sincerely,

Kathleen

Kathleen Harrington

MARK YOUR CALENDAR

Shop Local FIRST Series

HOLIDAY LAUNCH CLASS

**Improving Your Customer Experience:
Increase Sales and Customer Loyalty**

WHEN: October 10 | 7:30 – 9:00 A.M.

WHERE: St. Mary's University Rochester,
Cascade Meadow Campus

DESCRIPTION: This special class is designed for all sectors to help refresh and revitalize your customer experience. Sponsored and developed by RSP Architects and taught by subject matter experts, this class will provide you with information – best practices and tips on inexpensive ways to improve your customer experience – in time for the holiday season.





AM Espresso: September 6

Hosted by Charter House

"Today's AM Espresso exemplified the energy and enthusiasm of and for our Rochester community.

Bringing together individuals with diverse backgrounds, skills and interests is exciting as we recognize this is one of the important assets of our community that will ensure we are strong and successful now and into the future."

—Tony Enquist, Administrator, Charter House



Rochester Police Chief Meets With Chamber Business Leaders on September 10

"I really appreciate Chief Franklin's willingness to be engaged and collaborative with the business community to help create a safe and welcoming atmosphere to conduct business in Rochester. I support his leadership in creating a skyway ordinance and increasing beat police officers in the downtown core."

—John Eckerman, RSP

Calendar of Events

October 4

AM ESPRESSO

Location History Center of Olmsted County
1195 West Circle Dr. SW

Time 7:30 am - 9:00 am

Sponsors History Center of Olmsted County, KTTC-TV, Knutson Construction

October 10

SHOP LOCAL FIRST HOLIDAY CAMPAIGN SEASON LAUNCH

Location St. Mary's University - Rochester,
Cascade Meadow
2900 19th St. NW

Time 7:30 am - 9:00 am

Sponsor RSP Architects

October 17

BUSINESS AFTER HOURS

Location Castle Community
121 N Broadway Ave.

Time 5:00 - 7:00 pm

Sponsors Castle Community, Labovitz MBA Rochester



A special **Thank You**
to this month's
**COMMUNITY
BUILDERS**





Make a Difference - Register to Ring
Sign up NOW at www.RegisterToRing.com

100% RENEWABLE ENERGY BY 2030

On July 23, 2019, the RPU Board endorsed two scenarios that would enable the City of Rochester to obtain 100% of its electricity from renewable sources by the year 2030. RPU is reaching out to the Rochester community to collect feedback on these scenarios, because RPU will need to make a number of important decisions in the near future.



Key Points

1. RPU's long-term power supply contract with the Southern Minnesota Municipal Power Agency (SMMPA) **will expire March 31, 2030**. The expiration of this contract allows RPU to pursue **self-determination** in meeting Rochester's energy and capacity needs.
2. The two Resource Plan scenarios endorsed by the RPU Board on July 23 provide a pathway to drastically reduce RPU's current use of fossil-fueled energy by shifting a majority of energy production to **renewable resources**.
3. The City of Rochester's Energy Action Plan adopted state goals including an **80% reduction in greenhouse gas emissions by 2050**. Either Resource Plan scenario will achieve that goal **20 years early**.
4. The two Resource Plan scenarios will position RPU to **implement emerging technologies** as they become more cost effective and mature.



Scenarios

The RPU Board endorsed the following two Resource Plan scenarios for 2030:

Scenario 3:

- 450 MW wind
- 50 MW solar
- 220 MW natural gas generation facility
- Cost: \$8 million or 0.8% over base case
- ~2% rate increase

Scenario 5:

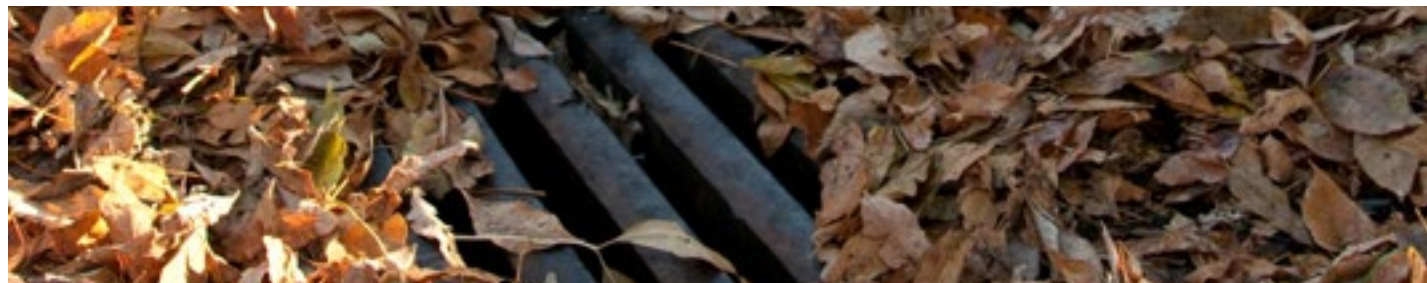
- 350 MW wind
- 50 MW solar
- 300 MW battery storage
- Cost: \$115 million or 11% over base case
- ~18% rate increase

In a March 2019 survey of RPU residential customers, 57% said they would be willing to pay less than \$5 more per month for clean energy. 17% would be willing to pay over \$11 more. The approximate additional cost per month of the two 100% renewable energy scenarios are below:

| Customer Class | Scenario 3 (~2% rate increase) | Scenario 5 (~18% rate increase) |
|-------------------|--------------------------------|---------------------------------|
| Residential | \$2/month | \$18/month |
| Small Commercial | \$6/month | \$54/month |
| Medium Commercial | \$163/month | \$1,467/month |
| Large Commercial | \$2,000/month | \$18,000/month |

Learn More & Provide Your Input

The Resource Plan presentation is available on the RPU website at www.rpu.org. To provide input on the plan, please contact your City Council member or the RPU Board at rpuboard@rpu.org. For additional questions, contact Tony Benson, RPU's Communications Coordinator, at 507.280.1534.



**ADOPT
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adopt-a-drain.org



Everyone knows that trash is no good for lakes and rivers, but many people unwittingly contribute to water pollution because they do not understand that “natural” debris—leaves, grass clippings, fertilizer, road salt, and pet waste—becomes pollution when it hits the water. When these natural pollutants break down, they become food for algae, causing it to grow out of control.

Rochester Chamber of Commerce Workforce Development Strategy

High Touch, High Tech



Collaborations



Tools



Events/Programming



Resources



Consultations

Recruitment

**Pipeline
Development**

Retention

Training

Worker Pipeline Development

Employer Perspective

**Middle
School**
(Grades 7-8)

- STEAM Summit
- Business Speakers
- Field Trips

**High
School**
(Grades 9-12)

- Job Shadows
- Finance Camp
- FutureForward

**Post
Secondary**

- Internship
- Apprenticeships

**Entry-Level
Employment**

- Hubsource
- Hiring Partners

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A MESSAGE FROM SUPERINTENDENT OF ROCHESTER PUBLIC SCHOOLS

Michael Muñoz is the Superintendent of Rochester Public Schools. He has been an educator for 40 years, and the Superintendent in Rochester for the past 8 years. Rochester Public Schools currently serves 18,300 students.

We're a growing community and school district. Past growth and estimated future growth have led the Rochester Public School District to put a bond referendum to the voters on November 5th.

There are two questions on the ballot: question 1) provides additional schools and spaces for our growing District, enhances safety and security for all schools, and updates our high school auditoriums, and question 2) address our schools' swimming pools.

In the last five years, our enrollment has increased by more than 1,000 students. Our elementary schools are operating at 98% capacity, and our middle schools are operating at 99% capacity. Enrollment is projected to increase by more than 1,200 students in the next five years, based on a Community Growth and Housing Study and data from the City of Rochester, Olmsted County, and the Department of Housing and Urban Development.

In the past, we've made boundary adjustments, classroom additions, and programming changes to help accommodate our growth. We're at a place now where making tweaks within the District's existing facilities is extremely difficult. Question one addresses our capacity issues by funding:

- A new elementary school in NW Rochester,
- Reconstruction of Bishop and Longfellow Elementary Schools to serve more students,
- A new middle school, and,
- Land for future growth.

Question one also addresses safety and security in all of our school buildings. Some of our schools do not have a secured entrance. With a secured entrance, visitors are "buzzed" into the building and then routed directly to the office before gaining access to the rest of the building. We would also upgrade our emergency alarm systems to be compliant with the Americans with Disabilities Act. Question one also supports the sound and lighting system upgrades in our high school auditoriums. This would save us annual operating expenses on utilities and make the facilities more user-friendly for community use.

The second question is contingent on the first question passing. It proposes closing and repurposing the three aging middle school pools, which would save the District annual operating costs and long-term facilities

maintenance costs. It also proposes updating the Mayo High School swimming pool dive well because it is currently too shallow to allow competitive diving. Finally, question two proposes building a new pool at Century High School. If the community supports question two, the District would repurpose swimming pools at the middle schools, and all three high schools would have competitive swimming and diving pools.

The District has limited options to pay for the necessary building improvements and new buildings. A bond referendum asks voters to approve the District to issue debt through a bond over the next 20 years. This is a lump sum of money; it does not increase or decrease over time.

A new elementary school, reconstruction of two other elementary schools, a new middle school, safety and security improvements at all schools, high school auditorium upgrades, and land for future growth has an estimated tax impact of \$89 annually or \$7.41 per month on a \$200,000 home. We use this example because the median value of a home in Rochester is \$163,400. In total, all of the projects proposed in question one add up to \$171.4 million. Question two, the swimming pool changes, would cost an additional \$7/year. This project is \$9.5 million. It's important for me to note that as our city continues to grow, our tax base continues to spread out, and the tax burden on each home or business owner decreases with growth.



FREQUENTLY ASKED QUESTIONS ABOUT THE REFERENDUM

1. If the referendum passes, how will it impact my property taxes?

Approval of the ballot questions will result in a property tax increase beginning with taxes payable in 2020, and the debt service tax levies would remain in place for 20 years. Use the following link to determine the estimated impact of the proposed ballot questions on your property taxes – residential and commercial.
<http://bit.ly/rps2019referendum>

2. How much debt does Rochester Public Schools have currently?

As of June 30, 2019 RPS has 15 debts — 4 certificates of participation and 11 bonds — totaling \$123,275,000. If nothing additional was added the final debt would be paid off in 2037.

You can see the full list of current RPS debts at the following link. <http://bit.ly/rps2019debts>

3. When does absentee voting start, and where can I vote?

Absentee voting started on September 20 at the Edison Building, 615 Seventh St. SW, Room 121.

4. Where can I find more information?

Further information, including more frequently asked questions, about the bond referendum can be found at: <https://www.rochesterschools.org/referendum>

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CELEBRATING CHAMBER MEMBER SUCCESS

The Rochester Area Chamber of Commerce and our Ambassadors are honored to celebrate with the following organizations who are investing in our community, providing quality jobs, and contributing to our strong economy. Ribbon Cuttings are celebrations to help promote each business – highlighting their special event with marketing and enhanced social media promotion.

Grand Opening



01 Dunkin'

(507) 361-1219 | www.dunkindonuts.com

Grand Opening of FastCare Clinic



03 Olmsted Medical Center

(507) 288-3443 | www.olmmed.org

Groundbreaking



02 GEOTEK

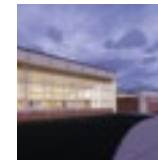
(507) 533-6076 | www.geotekinc.com

Grand Opening



04 Studio on Second

(507) 593-3035 | www.studioonsecond.com



Kraus Anderson

www.krausanderson.com

The Rochester office of Kraus-Anderson has completed a renovation at **Bluff View Elementary School** in Lake City, Minnesota. Designed by MLA Architects, the \$12 million, 32,000-square-foot addition features six new classrooms for pre-school and kindergarten students and a new cafeteria. The former cafeteria has been converted into a space for Tiger Time, the school's new childcare program. The project also includes a new multipurpose gymnasium and stage with bleachers.



Kraus Anderson

www.krausanderson.com

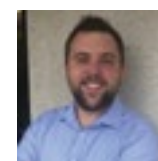
Kraus-Anderson has hired **Ike McWaters** as project manager in the company's Rochester office. McWaters comes to Kraus-Anderson from Nexus Solutions where he served as a project manager in Madison, Wis. He focused on K-12 education projects in Minnesota and Wisconsin. McWaters received his B.S. degree in Construction Management from Minnesota State University, Mankato.



Schmidt Goodman Office Products

www.schmidtgoodman.com

Sam Sagdalen has been with Schmidt Goodman Office Products Inc. since 1996 and has recently been promoted to Vice President of Operations. She is responsible for supervising the overall functioning of business operations, including finance, policies and goal-setting. In addition, Sam is responsible for Contract Furniture Sales Administration.



Schmidt Goodman Office Products

www.schmidtgoodman.com

We are pleased to announce **Domenick Goodman's** new position as Furniture Account Manager. He will serve Austin, Albert Lea and Mankato with a focus in Healthcare solutions. Domenick has varied experience at Schmidt Goodman since starting in 2012 as a Furniture Installer. He was a critical team member in coordinating furniture installation of the Mayo EPIC training classrooms, nationwide. He has a passion for technology and served as our customer facing Integrated Technology specialist.



Merchants Bank

www.merchantsbank.com

Merchants Financial Group, Inc., the parent company for Merchants Bank, has taken ownership of the First National Bank of Northfield, according to Merchants Financial Group, Inc. President & CEO Gregory M. Evans. The transfer took place as of the close of business on Friday, August 20. The Bank will operate as an affiliate of Merchants Financial Group, Inc. until the Spring of 2020 when the name will Change to Merchants Bank. The bank will retain its employees and leadership and will continue to focus on community banking.



Think Bank

www.thinkbank.com

Think Bank is pleased to announce that **Heather Rivers** has accepted the position of Financial Advisor. Rivers will work in the bank's Green Meadows location in southwest Rochester. Rivers joined Think Mutual Bank in October, 2018 as a Financial Planning Associate and was promoted as a Financial Advisor on August 12. Heather is excited to build relationships with clients and help them reach their financial goals.



ABC 6 News

www.kaaltv.com

ABC 6 News welcomes the newest Account Executive, **Samantha Brink**, back to Rochester. Samantha has 15 years' experience in the customer service industry and spent the last 5 years in banking. Samantha is currently enrolled at RCTC in pursue of her Business Management degree. In her spare time, she and her husband love spending time with their family and friends.



ABC 6 News

www.kaaltv.com

People often ask where **Ross Becker** is from. The short answer, Green Bay, WI. However, Ross has reported, shot footage, anchored newscasts, managed newsrooms, and even owned stations across the country. Ross has interviewed presidents, OJ Simpson, gang members, even the Pope. He jumps at the opportunity to golf, but could get lost in the outdoors any time. Ross cannot wait to begin the next chapter of his life, with his wife here in Rochester, as the new ABC 6 News Good Morning Anchor.

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**ABC 6 News**
www.kaaltv.com

A recent graduate of the University of Minnesota, **Miguel Octavio** comes to ABC 6 News as a reporter with a B.A. in Journalism and Minors in Political Science and Spanish. During college, he interned at KARE 11, WCCO, and CBS News in New York.

**Simple Home Method**
www.simplehomemethod.com

Sara Messina, owner and founder of Simple Home Method, earned certification as a KonMari Consultant. Fewer than 300 people in the world are officially certified by Marie Kondo to help clients organize their homes using the KonMari Method.

NOMINATING COMMITTEE

The members of the Rochester Area Chamber of Commerce Nominating Committee include: Emily Benner of Preventice, John Eckerman of RSP Architects, Samuel Kwainhoe of Farmers Insurance, Aaron Benike of Benike Construction, Greg Giffiths of Dunlap & Seeger, P.A., James Kelly of Construction Partnership and Greg House of House Chevrolet who served as Committee Chair.

**EMILY BENNER****JOHN ECKERMAN****SAMUEL KWAINHOE****AARON BENIKE****GREG GRIFFITHS****JAMES KELLY****GREG HOUSE**

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For over 20 years, Jason has enjoyed helping people get into their first home, knowing the service provided will bring customers back when it is time to buy their next. He serves you, the customer, and operates on your time frame, not his.

Bite Squad

www.bitesquad.com



Our mission at Bite Squad is to make your day by delivering just what you want from your favorite restaurants. Online or on our app, ordering delivery is easy -- search and browse local menus, save your favorites, and track your order to the moment it arrives at your doorstep.

Dunkin'

(507) 361-1219 | www.dunkindonuts.com



Everything we do is about you. From chefs who create exciting new flavors, to crew members who know exactly how you want your drink—we prioritize what you need to get you on your way. We strive to keep you at your best, and we remain loyal to you, your tastes and your time. That's what America runs on.

PCL Construction

(952) 882-2567 | www.pcl.com



PCL Construction Services, Inc. has proudly served clients in the hospitality, manufacturing, corporate, higher education, and retail markets in Minnesota for over 40 years. PCL consistently offers client solutions to meet each project's specific goals by incorporating the latest technologies into the construction methods and delivery processes. Through a team-oriented approach, PCL continues to offer clients the highest quality of work.

Studio on Second

(507) 593-3035 | www.studioonsecond.com



Studio on Second is a professional space ready for creatives, freelancers, entrepreneurs, and remote workers alike. Whether you need a dedicated office, an area to meet clients, or a space to teach a yoga class, we've got you covered. With a sophisticated atmosphere, we are proud to offer assistance with your event needs (snacks, coffee, catering, business systems, and more).

Total Limo

www.totallimo.com



Total Transportation Corporation is a family owned corporation dedicated to exceeding customer expectations and providing our clients with safe, reliable ground transportation.

RENEWING MEMBERS

Thank you for your continued
investment in our community.

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Allegro School of Dance & Music
Alliance Event Design
Anew Medspa Clinic
Aspen Suites Hotel
Beyond Kitchens, LLC
Bleu Duck Kitchen
BrandHoot
Brennan Family Chiropractic
and Nutrition Center
Candlewood Suites
Catering by Design
Centerstone Plaza Hotel Soldiers Field
Corner Medical
Counselor Realty of Rochester, Inc.
Dahl Dance
Data-Smart Computers, Inc.
Ellingson Companies
El Sueno Taqueria

EPIC Endeavors Preschool Academy
Escape Challenge
Fagan Studios
First Choice Merchant Services, LLC
Good Earth Village
Great Harvest Bread Co.
Green Lawncare Irrigation & Service
Company
Grinde & Dicke Law Firm
Hampton Inn & Suites
Herring Art & Frame
Hilltop Camper and RV
Honors Choirs of SE MN
Integrated Technology Engineering
International House of Prayer Rochester
IRET Properties
Kauffman Law Firm
Kruse Lumber Co
Lacina Siding & Windows, Inc.
Larson Siding & Windows
Main Street Dental Clinics
Metafile Information Systems
Minuteman Press
Morgan Stanley
Multiple Financial Services, Inc.
Nancy's Home & Garden Extravaganza LLC

Pedcor Management
DBA River Glen Apartments
People's Food Cooperative
Phone Station, Inc
Prestige Plumbing, LLC
Prime Time Health Advisors, LLC
Rochester Academy of Music, LLC
Rochester Golf & Country Club
Rochester Public Radio/KRPR Radio Station
Rodan & Fields Dermatologists
Alexis Simmons
The Salvation Army
Duane Sauke
Shiatsu Massage Health
and Vitality at Your Hands
Squash Blossom Farm
Sylvan Learning
Thronson Oil & LP Gas Company
Tonna Mechanical, Inc
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TSP
Wealth Enhancement Group
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Investing is a complicated subject, and I want to make things as easy as possible for my clients. I believe our relationship should be a partnership – one where we learn from each other to create the best financial outcome for you.



Andy Roberts

Financial Advisor

(507) 529-7302

ajroberts@merchantsinvest.com

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