

AUGUST 2019

Advantage

ROCHESTER AREA CHAMBER OF COMMERCE



Shop Local First Series

Presented by Dr. Christine Beech, Executive Director,
Kabara Institute for Entrepreneurial Studies

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.

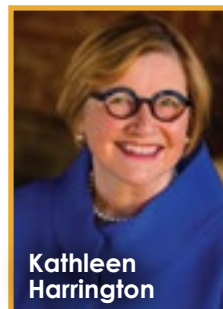
VISION

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

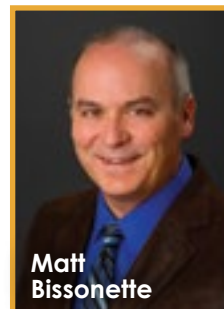
VALUES

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



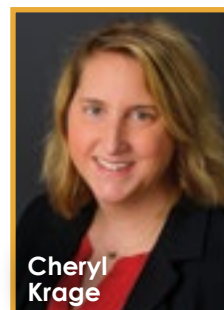
Matt Bissonette
VICE PRESIDENT
507-424-5683



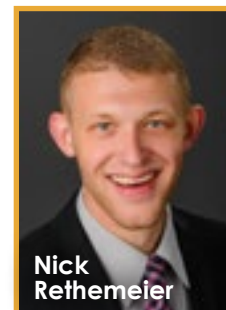
Sam Gill
**WORKFORCE DEVELOPMENT
MANAGER**
507-424-5687



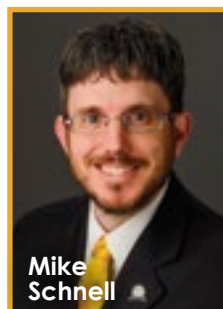
Kyle Hoffman
**MEMBER SERVICES
ASSISTANT**



Cheryl Krage
BUSINESS MANAGER
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

Calendar of Events

August 2

AM ESPRESSO

Location Rochester Art Center Grand Lobby
40 Civic Center Drive SE

Time 7:30 am - 9:00 am

Sponsor Accident Fund Insurance Company of America/North Risk Partners C.O. Brown Division

August 7

CRUISING WITH LOCAL LEADERS

Location Treasure Island Resort & Casino
5734 Sturgeon Lake Rd, Welch, MN 55089

Time 4:00 - 9:00 pm

Sponsors Wells Fargo, Charter Communications
Mayo Clinic, RSP Architects, Rochester City Lines

August 14

BUSINESS AFTER HOURS

Location Sterling State Bank
4200 Badger Hills Dr NW

Time 5:00 - 7:00 pm

Sponsors University of Minnesota Duluth Labovitz School of Business and Economics

August 16

WOMEN'S ROUND TABLE

Location Jaguar Communications Video
Conference Center
220 South Broadway, Suite 100

Time 7:30 - 9:00 am

Sponsor Rochester Area Chamber of Commerce

August 20

MAXIMIZE YOUR MEMBERSHIP

Location 125 Live
125 Elton Hills Dr. NW

Time 8:00 - 9:00 am

Sponsors 125 Live



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



Dear Chamber Members,

Some of you may recall that during his keynote address at our annual Economic Summit, the President of the Minneapolis Federal Reserve observed that our region is unique in its economic makeup. By that he meant that our region can be divided somewhat evenly into three sectors – health care, agriculture and small business. It is well recognized that health care and agriculture are significant drivers of our regional economy, but the power of small business as an economic force is not as appreciated as is warranted.

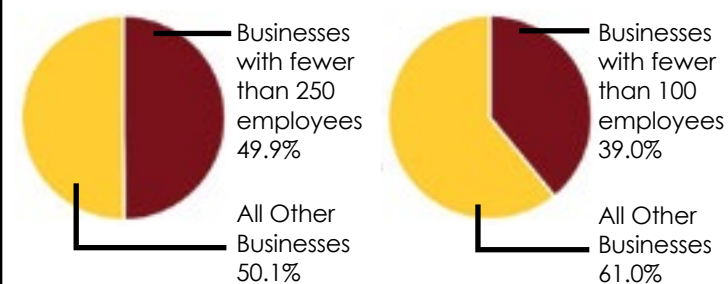
The vast majority of Rochester Area Chamber members are small businesses. In fact more than 800 of our 1500 members have ten or fewer employees. To better understand the impact of small business in our area, the Chamber commissioned the University of Minnesota Extension to measure the economic contributions of small businesses in Olmsted County. Since we are driven to promote your success and growth, we also included a model of how an increase in growth of small business would affect the local economy.

I am excited to share some of the notable results of this study with you — the local small businesses — who drive job creation, spark innovation, contribute to state and local taxes, and provide opportunities for many to achieve financial success.

EMPLOYMENT

In 2016, businesses in Olmsted County employed 95,917 people. Businesses with fewer than 250 employees employed 50 percent of all workers (estimated 48,000 total) and businesses with fewer than 100 employees employed 39 percent of all workers (estimated 37,779).

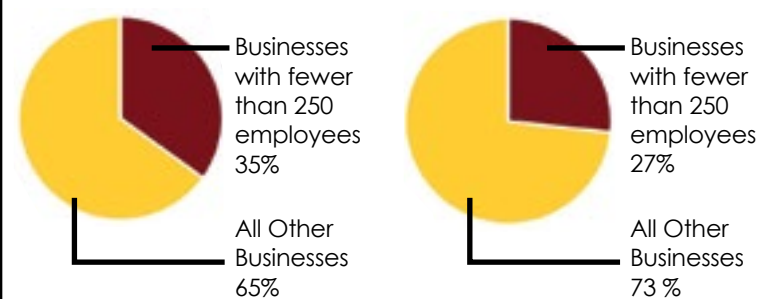
Percent of all jobs at small businesses, Olmsted County 2016



ECONOMIC OUTPUT

In 2016, Olmsted County businesses (including agriculture and government) generated \$18.9 billion in economic output. Small businesses with fewer than 250 employees were responsible for 35 percent or an estimated \$6.7 billion of that output. Businesses with fewer than 100 employees generated 27 percent or \$5.0 billion of the total output in Olmsted County.

Percent of all output from small businesses, Olmsted County 2016

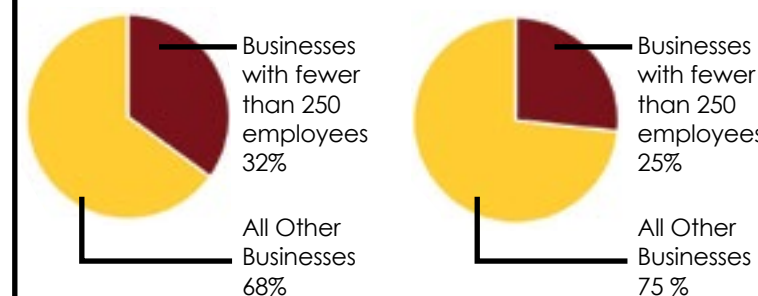


LABOR INCOME

In 2016, total spend on labor income (total compensation and proprietor income) in Olmsted County was \$7.5 billion; businesses with fewer than 250 employees accounted for

32 percent of total, estimated \$2.4 billion. Businesses with fewer than 100 employees represented 25 percent of total or \$1.9 billion.

Percent of all labor income from small businesses, Olmsted County 2016



Small Business Taxes

Businesses with fewer than 100 employees paid an estimated \$271.4 million in state and local taxes in 2016 (Table 1). A major component (\$114.5 million) was the state sales tax. Businesses also paid an estimated \$74.0 million in local property taxes.

Impact of Potential Small Business Growth

We asked the economists to model what a 5 percent increase in sales (output) by small business would mean. While this is complicated analysis, the results are amazing for the community. The bottom line: a 5 percent growth would increase economic activity by almost half a billion dollars, which includes an additional \$169.2 million in labor income and an additional 3,500 new jobs. Five percent is ambitious – a stretch goal for many and achievable for others depending on sector.

Moving Forward

This study tells the story of the incredible economic impact of small business. We pledge to keep using data as we advocate on your behalf. You will be seeing more

Table 1: Estimated State and Local Taxes by Size of Business, Olmsted County, 2016

Tax Category	Taxes paid by businesses with fewer than 250 employees	Taxes paid by businesses with fewer than 100 employees
Dividends	\$1,851,118	\$1,387,925
Social insurance	\$971,378	\$741,693
Sales tax	\$147,409,774	\$114,517,498
Property tax	\$95,261,608	\$73,999,609
Other taxes	\$28,202,194	\$21,852,113
Corporate profit tax	\$11,751,445	\$8,810,958
Income tax	\$65,040,433	\$50,050,993
Total	\$350,487,950	\$271,360,789

information on this study and its results in coming months. In the meantime, please know you are part of a powerful economic engine, which contributes so much to our community.

We are honored to serve you. As our mission states, we are proud to promote your interests which do indeed support a thriving community. Thank you.

With Respect,

Kathleen

Kathleen Harrington



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ALERT FOR ALL EMPLOYERS: Minnesota's New Wage Theft Law

The Minnesota Legislature passed and Governor Walz signed a new Minnesota Wage Theft Law. The new law amends existing state labor laws and provides for new wage and hour requirements and sanctions. Mr. Gregory Griffiths of Dunlap & Seeger, P. A. and member of the Rochester Chamber Board of Directors wrote the following description and requirements of this new law for your information. PLEASE NOTE: This article is not meant to be personal legal advice and, as always, you are advised to seek legal guidance if you have specific questions.

Effective July 1, 2019, Minnesota employers are subject to several new record-keeping and notice requirements.

First, the following additional information is required on earnings statements for each pay period:

- Physical address and telephone number of the employer's main or principal office. You must also include the mailing address if different from the physical address.
- The rates of pay, including whether the employee is paid by the hour, shift, day, week, salary, piece, commission or other method.

Second, Minnesota employers are required to provide employees with a written notice at the start of employment that includes all of the following information:

- The rate or rates of pay and basis thereof, including how the employee will be paid (hourly, salary, commission, piece, etc.)
- Allowances, if any, related to meals and lodging.
- Paid vacation, sick time or other paid time off accruals and terms of use.
- A list of possible deductions from pay.
- The numbers of days in a pay period, the regularly scheduled pay day, and the day the employee will receive the first payment of wages earned.
- The legal name of the employer and operating name of the employer, if different.
- The telephone number and physical address of the employer's main or principal office, and the mailing address if different.

HOW'S YOUR EXPERIENCE?

The Chamber is very interested in your experience in complying with this new law. Please feel free to email Kathleen Harrington regarding your specific challenges at kharrington@rochestermnchamber.com.

In addition to the above:

- The notice must be signed by the employee.
- The employer is required to keep a copy of each signed notice.
- The notice must be provided in English and must include language from the Commissioner of the Minnesota Department of Labor and Industry informing employees that they may request the notice be given in a different language.
- The employer must provide employees with notice of any written changes to the information provided prior to the date the changes take effect.

Third, Minnesota Statute 177.130 requires employers to retain the following additional records:

- The hours and number of pieces completed at each piece rate if employees are paid on a piece rate basis.
- A list of the personnel policies provided to the employee, including the date the policies were given and a brief description of the policies.
- A copy of the wage notice, including any changes to the notice.
- All records required by the statute must be readily available for inspection by the Department of Labor and Industry.

Additional Background Information

A full summary of the new Wage Theft Law is online at www.dli.mn.gov/sites/default/files/pdf/wage_theft_law_summary.pdf.



Workforce Development: Top Chamber Priority

New Partnership Addition to Strengthen the Workforce Pipeline of the Future

While workforce development is a long standing priority for the Chamber, we have significantly expanded our portfolio of services, tools and partnerships to better serve you – our members – in this time of persistently high unemployment. The Chamber's efforts are laser-focused on solutions for the workforce challenges you and our community face both today and tomorrow.

There are four major areas of direct service to you in the area of Workforce:

- **Recruitment** – attracting and hiring qualified candidates for your job postings
- **Retention** – assisting in defining new ways to reward and retain workers in today's competitive market
- **Training** – providing access to the training necessary to grow and strengthen your current workforce
- **Develop a pipeline** of interested, trained and experienced workers for the future.

Each of these areas is comprehensive and includes a portfolio of talented staff, high touch/high tech tools, and expanded partnerships.

Our mission is to promote and support your success which we are doing in innovative ways such as Hubsourse, the Chamber's online portal, designed specifically to assist you in identifying and hiring qualified candidates. Other efforts are focused on delivering impactful information on best practices to retain and upgrade training for your current workforce.

The Chamber is pleased to announce the latest addition to our services to strengthen the pipeline of future workers for you and our community.



The Rochester Area Chamber of Commerce, Workforce Development, Inc., and Southeast Service Cooperative have partnered in creating a shared position to help businesses connect with work-based learning opportunities. The partnership is very fortunate to have Lori Wright on board. She will assist Chamber members in identifying and connecting them with local work-based learning opportunities. Lori comes to us with proven project management experience, a can-do attitude, and a focus on results.

Lori will focus much of her time launching a new tool, Future Forward, which will help connect business, educators, students and their families with future workforce experiences. This tool and support will be free of charge to all employers. For more information about FutureForward or how your organization can access this resource, please contact Matt Bissonette at mbissonette@rochestermnchamber.com.



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Update Shop Local FIRST Classes

Well attended, great content, free to you.



Best Practices for your Website

Spectrum Reach | 6/20/19 | 125 Live

"I came away with great information to apply to our website. **I appreciate how the class was not over my head being I'm not a technical person.**"

—Jennifer Becker,
NAMI



Creating a Shop Local Environment in an E-Commerce World

Dr. Christine Beech, Kabara Institute for Entrepreneurial Studies
7/16/19 | Saint Mary's University, Cascade Meadows

"I'm currently working on a website, so **the data and advice from today's workshop on bridging in-person and online is very valuable.**"

—Kyle Glowa,
A World of Scents Candle Co.

Shop Local FIRST Series

Shop Local First: Succession Planning – Are you prepared?

Date/Time: August 13th 12:00-1:00 Location: 125 Live, 125 Elton Hills Drive NW

Cost: Free. Lunch will be provided.

Facilitator: Kathy Kasten of Lion Crest Leadership will lead this session. Kathy is a John Maxwell certified trainer and best-selling author.

Description: How do you lay the groundwork for a smooth transition when it is time to retire or sell your business? Why does succession planning make a difference to your team and those you serve? How do you equip your successor for the best possible start in their new position? What will you do after you leave?

Join us as we discuss goals, tools and relationship building that can help you put the "success" in succession planning – for you and your organization. If you own, manage or lead at any level, this workshop is for you!



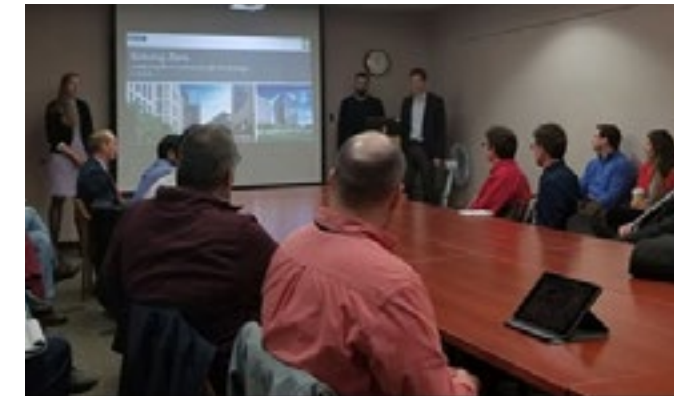
SUSTAINABILITY IN THE CITY OF ROCHESTER

Over the past six months, the City of Rochester has enacted policy and programs to improve the energy performance of the built environment. In both downtown and across the city, there is substantial construction and redevelopment activity.

GREEN BUILDING POLICIES

To ensure the environmental performance of new buildings, Destination Medical Center (DMC) and the City of Rochester have adopted sustainable building policies and greenhouse gas reduction goals. New projects requesting financial support from either entity must now meet sustainability thresholds for:

- energy and water performance;
- waste reduction during construction; and
- alternative transportation elements, such as electric vehicle charging.



ENERGY BENCHMARKING PROGRAM

The City has also been working on an energy benchmarking program. The program combines a building's utility consumption with information, such as:

- the structure's square footage;
- hours of occupancy;
- construction date; and
- number of full-time personnel.

This data helps building owners better understand the performance of their facility over time and compare it to like buildings locally and across the country while accounting for different weather and other changing variables.

This summer, benchmarking data from nearly 100 local buildings will be recorded and shared through the program, which continues to help building owners better understand how their facilities consume energy and learn about ways to save costs in the future.

DID YOU KNOW?

Rochester was the first city in the State of Minnesota to receive a LEED GOLD Certification by the United States Green Building Council.



LEED stands for "Leadership in Energy and Environmental Design" and is the most widely used green building rating in the world. LEED certification is a globally recognized symbol of sustainability achievement.

To learn more, contact Kevin Bright, Energy and Sustainability Director for the DMC and City of Rochester at kevinbright@dmceda.org.

The Chamber Welcomes the LGR Class of 2019-20

After receiving strong interest from the greater Rochester area community, the Chamber is proud to welcome the 2019-20 cohort of Leadership Greater Rochester.

- Alexis Neve**, Premier Banks Rochester
- Alison Kryzer**, Dunlap & Seeger
- Allison Bowman**, DMC EDA
- Andrew Forliti**, Smith Schafer and Associates, Ltd.
- Ashley Kincaid**, People's Energy Cooperative
- Brady Malecha**, HealthForce Minnesota
- Brian Morgan**, Kerry
- Briana McDonald**, Avra Hospitality
- Carissa Drake**, ABC 6 News
- Corey VanHouten**, HGA
- Daniel Schumacher**, Think Mutual Bank
- Dawn Inman**, Mayo Clinic
- Derrick Paquin**, Mayo Clinic
- Duska Anastasijevic**, Mayo Clinic
- Emily Chambers**, Mayo Clinic

- Jake Griggs**, Rochester Community & Technical College
- James Dogo**, Mayo Clinic
- Jason Kanz**, Think Mutual Bank
- Jenna Obernolte**, Short Elliot Hendrickson, Inc.
- Jenny Fahse**, Mayo Clinic
- Jeremy Moe**, The Boldt Company
- Jordan Coffey**, Mayo Clinic
- Justin Mathre**, Ability Building Center
- Katy Naumann**, Mayo Clinic
- Lindsey Hemker**, Minnesota Children's Museum Rochester
- Marco Lanz**, University of Minnesota Rochester
- Mat Miller**, Olmsted County
- Max Bahr**, Hiller Carpet
- Meaghan Sherden**, Olmsted County
- Mike Schmitt**, IBM
- Nick Fernholz**, IBM
- Prasanna Narayanan**, Mayo Clinic
- Rebecca Snapp**, The Salvation Army
- Sara Messina**, Simple Home Method
- Scott McLean**, Kraus-Anderson Construction Company
- Stephanie Hurt**, Mayo Clinic
- Tamara DeMuth**, Home Federal Savings Bank
- Tracy Majerus**, Think Mutual Bank
- Virginia Kaczmarek**, Rochester Area Family YMCA

ALUMNI: UPDATE YOUR INFORMATION TO STAY IN THE LOOP!

Your leadership growth and development continues long after you graduate from Leadership Greater Rochester. Stay up-to-date on upcoming leadership development and community engagement opportunities by sending your contact information to Sam Gill at sgill@rochestermnchamber.com.



Our diversity is our strength

Every day, we go to work, attend school, and live our lives side by side. Our individual experiences come together to help us learn more about the world around us, and ourselves as well.

We're proud to be a part of the diverse communities where we live and work.

wellsfargo.com/stories

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BEST WORKPLACES 2019

The 10th annual StarTribune Top Work Places for 2019 includes 18 Rochester Area Chamber of Commerce member organizations.

The StarTribune partners with Energage to determine the top workplaces. Energage assesses the 'organizational health' of nominated companies. Their research shows that the core elements of organizational health are what employees value most in the workplace and that

organizations with high levels of organizational health outperform their peers. Surveying and studying over 57,000 organizations since 2006 means Energage know what a great culture looks like.

We congratulate our Rochester Area Chamber of Commerce members who ranked within the top 150 employers in Minnesota.

Large



Midsize



Small



CELEBRATING CHAMBER MEMBER SUCCESS

The Rochester Area Chamber of Commerce is proud to celebrate with the following organizations who are investing in our community, providing quality jobs, and contributing to our strong economy! Each celebration focuses on the specific needs of the member and includes a ribbon cutting, multi-channel promotion & marketing, and Chamber Ambassador engagement.

Opening of Camp



01 Boy Scouts of America

(507) 287-1410 | www.gamehavenbsa.org

Grand Opening



02 David Iver Jewelry

(507) 285-4106 | davidiver.com

Grand Opening



03 Do! Learning & Development

(210) 326-6012 | www.dolearndevelop.com

Grand Opening of BBQ Store



04 Energy Products & Design

507) 289-7496 | www.energyproductsanddesign.com

New Location



05 Fernbrook Family Center

(507) 216-8350 | fernbrook.org

New Location



06 First Care Pregnancy Center

(507) 282-3377 | www.firstcaremn.com

New Location



07 Meyer Borgman Johnson

(507) 529-5310 | www.mbjeng.com

New Marine Center



09 River Valley Power & Sport

(507) 287-3333 | www.rivervalleypowerandsport.com

Grand Opening



08 On Track Boutique

(507) 281-6877 | www.facebook.com/ontrackboutique

New Stores



10 Spectrum

(888) 406-7063 | www.spectrum.com/locations

NEWSREELS



Home Federal

www.justcallhome.com

Home Federal welcomes **Joleen Mittelstadt** as Vice President & Director of Human Resources. Joleen joins Home Federal with over 18 years of experience in human resources. As part of the executive team at the corporate headquarters in Rochester, Joleen is responsible for human resource strategy, employee recruitment and development, and benefits management for all branch and corporate locations. She is looking forward to partnering alongside team members in various roles throughout the organization.



University of Minnesota Duluth Labovitz School of Business

lsbe.d.umn.edu

The Labovitz MBA Program in Rochester, offered by the Labovitz School of Business and Economics at the University of Minnesota Duluth was recently ranked #74 nationally in the U.S. News & World Report's recently released 2020 Best Graduate School Rankings for Part-time MBA Programs. "These rankings affirm that our MBA program excels in its mission of providing exemplary education for business professionals," said Alan Roline, Director of the Labovitz MBA Program. "Our Program produces leaders in local, national, and global business communities."



Sterling State Bank

www.sterlingstatebank.com

Sterling State Bank is pleased to announce that Executive Vice President **Lonny Hickey** has been promoted to Rochester Market President. This promotion coincides with the opening of Sterling State Bank's brand-new corporate office and retail location at 4200 Badger Hills Drive NW, Rochester, MN 55901. "I want to congratulate Lonny on assuming an even greater leadership role with Sterling State Bank," said Sterling State Bank President Justin McNeilus. "Lonny has built a remarkable banking career with our Bank. We appreciate the chance to work with him every day, and as an organization, we look forward to continuing to benefit from his leadership and experience as he oversees our growth in the Rochester market. I'm also proud of the fact that Sterling State Bank remains an organization committed to fostering and supporting careers in Banking."



Merchants Bank

www.merchantsbank.com

Andy Roberts has joined Merchants Investment Services as a Financial Advisor. "We're excited to have an investment professional like Andy join the Merchants Investment team in Rochester," said Nistler "I know our clients will value his experience and dedication to finding investment solutions that align with their goals." Roberts will help with 401(k) rollovers, college planning, tax savings investments, and income strategies during retirement and more.



Morgan Stanley

www.morganstanley.com

Morgan Stanley has announced that **David A. Olson** of the BlackRidge Group at Morgan Stanley, an Executive Director, Financial Advisor in the Firm's Rochester, MN Wealth Management office, has been named to Barron's list of "America's Top 1,200 Advisors: 2019 State-by-State," which are selected through success in various criteria including assets under management, revenue produced for the Firm, and quality of service provided to clients. "I am extremely proud that David Olson is representing Morgan Stanley Wealth Management on this list," commented James Steven Austin, Managing Director of Morgan Stanley's Midwest Region 5. "Competition is steep to be selected for this list, and those who make the cut represent a very high level of achievement in serving their clients' wealth management needs."



City of Rochester

www.rochestermn.gov

The City of Rochester and Experience Rochester are pleased to share that **Mr. Joe Ward** has been named as the incoming President of the newly forming Rochester Convention and Visitors Bureau and Mayo Civic Center. "I couldn't be more excited about joining the team. Rochester has been and continues to be known as a dynamic City and on the leading edge of economic development and placemaking initiatives. I look forward to furthering those extraordinary efforts and working with the existing teammates, Board of Directors, key community partners, community members, and the entire tourism and hospitality community," shared Ward. Steve Rymer, City Administrator shares, "On behalf of the Board of Directors, we are pleased to welcome Joe to Rochester. We look forward to working with him as we continue with this process. We are confident that Joe will bring the needed experience, leadership, energy, and commitment to the community required to successfully fill the role of President."



Wendland Utz, Ltd.

www.wendlaw.com

Wendland Utz, Ltd. is pleased to announce that **Courtney Sebo Savica** has joined the firm as a Senior Attorney focusing on litigation, estate planning, and probate, representing both large companies and individuals in a number of litigation and transactional matters. Before joining Wendland Utz, Ms. Sebo Savica ran a successful solo law practice in the Twin Cities. She is an Adjunct Professor for the Mitchell Hamline School of Law in St. Paul and a former Minnesota Court of Appeals law clerk for both the Honorable Gordon Shumaker and the Honorable Lawrence B. Stauber, Jr.



Premier Banks

www.premierbanks.com

Samantha Stauffer joined Premier Banks Rochester in June as a Digital Media Specialist. She has 8 seasoned years of marketing experience under her belt after graduating at the top of her class with a Bachelor's degree in Advertising and Public Relations at South Dakota State University. Samantha has a passion for public speaking, attending networking events in the community, and connecting with businesses on their marketing efforts.



Cardinal of Minnesota

www.cardinalofminnesota.com

Cardinal of Minnesota is excited to announce its new Chief Executive Officer, **Michelle Priggen**. Michelle will be transitioning into the seat from the original founder, President and CEO, Jack Priggen. Jack will retain his duties as President while handing the CEO reigns over to Michelle. Michelle has been a part of the Senior Leadership team for the past four years as the Director of Quality and Strategy and as a site Residential Supervisor prior to that. She has proven to be a driver of change yet plans to continue to focus on Cardinal's mission of "providing a safe, happy, healthy living environment for our clients".



Cardinal of Minnesota

www.cardinalofminnesota.com

We welcome a new nurse and Director of Nursing to the Cardinal family. **Noelle Vievering** began in 2018 and quickly immersed herself in the culture before moving into the Director of Nursing position. She has a passion for leadership and helping others, as evidenced by the relationships she has built with her nursing team and our clients. Noelle brings compassion for others, enthusiasm for quality care, and a fresh perspective to her new role.



Cardinal of Minnesota

www.cardinalofminnesota.com

We are excited to announce our new Director of Quality & Strategy, **Christine Hendrix**. Christine has worked for Cardinal for 17 years in various leadership roles. She demonstrates a wealth of knowledge and experience in leading and managing Cardinal's homes and their teams. Those homes and teams will always have a special place in her heart. This new role brings opportunities for Christine to have a greater impact on Cardinal's services through process improvement, data management and strategic planning.



EXIT Realty Rochester

websites.exitrealty.comMN545/admin

EXIT Realty Rochester is pleased to announce that **Denis Leyendecker** has joined its growing team of dedicated real estate sales professionals.



Rochester Home Infusion

rochesterhomeinfusion.com

Rochester Area Chamber of Commerce Board Member **Jocelyn Raymundo** and her business Rochester Home Infusion were recently featured in an article published in the "Spotlight on Small Biz" section of Finance & Commerce Magazine. The article highlights Rochester Home Infusion as an example of the anticipated growth accompanying Destination Medical Center.



Jeremiah Program

jeremiahprogram.org

The Jeremiah Program is proud to announce that **Chastity Lord** will be the new President & CEO of the organization. Chastity's passion for education and social justice, combined with her experience in managing multi-entity organizations, will continue to propel the Jeremiah Program forward.

WELCOME TO NEW MEMBERS

Thank you for your investment in our community.

American Turf Technicians

(507) 206-3678 | www.americanturftechs.com

Since opening our doors in 2009, American Turf Technicians has been committed to giving quality lawn care to our customers. With our local presence and professional attitude we strive to make Southeast Minnesota greener, one lawn at a time.



Central Bark Rochester (DBA of Baxters Buds LLC)

(507) 322-6655 | www.centralbarkrochester.com

Central Bark Rochester offers whole "Whole Dog Care" which integrates a full range of fun services specially balanced to nurture your dog's whole health. These services and products adapt with your dog as they grow and develop, helping nurture and support them throughout their whole lifetime. At the heart of "Whole Dog Care" approach is Enrichment Day Care, which uses the latest science-based activities and techniques to personalize your dog's daily experience.



David Iver Jewelry Design

(507) 258-4106 | www.davidiver.com

DAVID IVER Jewelry Design is owned and operated by David Iver Davidson, a lifelong maker of fine jewelry and designer of his own original and one-of-a-kind jewelry pieces. DAVID IVER is influenced by History, Nature, Architecture and also Modern Art. The retail design studio is located on 1st Ave downtown Rochester, MN across from the Marriott. Bring in your old jewelry and stones for redesigning or just start from scratch. We want your next jewelry purchase to be our next challenge.. DAVID IVER, Be Original...



New Life Family Services

(507) 282-3377 | www.firstcaremn.com

New Life Family Services is a non-profit, social service agency that exists to support and empower women and men to make life affirming decisions for themselves and their children. Through their First Care Pregnancy Center locations, they provide free parenting education and material assistance, pregnancy testing, STD testing and treatment, ultrasounds, and pregnancy options counseling. New Life is also a licensed adoption agency, working with both birth parents and adoptive families.



Rochester AutoCare

(507) 450-3222 | www.rochautocare.com

Employee owned Rochester Auto Care is Rochester's newest auto service and maintenance provider. At Rochester Auto Care our mission is providing competent, consistent and caring automotive service. How? We hire, train and retain competent personnel. We provide a consistent service experience with consistent pricing and consistent levels of service. We care about our customers, we care about out employees and we care about the vehicles. Sounds simple enough, but after 30 years in the industry I discovered that competent, consistent and caring service is not always provided. This is our mission and our way of providing unmatched automotive service



Steffes Group

(507) 272-4818 | www.steffesgroup.com

Steffes Group, Inc. and its contributing divisions are primarily engaged in the liquidation and management of Ag related assets. Since 1960, we have been busy selling everything from the latest combines and tractors to tillable farm acreage to hay and livestock. Although our primary focus is Ag related, we also regularly sell and are readily able to market to an array of assets like construction equipment, large estates, and an assortment of business holdings.



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Financial Advisor

(507) 529-7302

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