ACCIVATION TO SERVICE OF COMMERCE



2018-2019 Chamber Board OFFICERS

Chair of the Board Greg House

Greg House
House Chevrolet Co.

Chair Elect Aaron Benike

Aaron BenikeBenike 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 whic 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 committe to conducting our work in accordance with the following values:

Collaboration | Diversity | Innovation Integrity | Proactivity



PRESIDENT

507-288-1122



VICE PRESIDENT 507-424-5683



WORKFORCE DEVELOPM MANAGER 507-424-5687



MEMBER SERVICES
ASSISTANT



RECEPTIONIST 507-288-1122



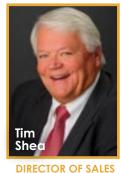
BUSINESS MANAGER 507-424-5699



MEMBER SERVICES COORDINATOR 507-424-5670



GOVERNMENT AFFAIRS MANAGER 507-424-5666



AND DEVELOPMENT
507-424-5663

Dear Chamber Member,

The Chamber Board recently reviewed and refreshed our mission and defined a vision and values for this organization. The refreshed mission is simple and straightforward – the Chamber promotes business success which supports a thriving community. Bottom line – the Chamber is a service organization – our North Star is delivering value for you. It is not about us – it is you.

A simple but important change for the Chamber is how we work differently with members on a variety projects including AM Espresso and Business After Hours. We consult with members to first determine what they want to achieve with their sponsorship of one of these premier networking events. We then brainstorm with the sponsor about how to meet their business objectives, which vary but can involve rewarding loyal customers, business development/prospecting, or straightforward marketing/visibility.



Advocacy continues to be central to our mission – service includes informing you of government actions that could impact your business and helping advocate on your behalf. Service in this area also includes being the voice of small business when appropriate. A good example of this type of service orientation is our work over the past year with the businesses along North Broadway regarding the reconstruction design and assessment process.

New programs are being developed by the Chamber to help promote and support your success. For example, **Shop Local First**, the Chamber program launched to encourage local shopping at the holiday season, has now been expanded to include focus on retail and shopping for /spending on professional services, personal services, entertainment, etc.

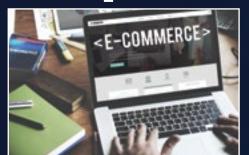
The Chamber now offers Shop Local First Classes on a variety of subjects from strategic planning, succession planning, marketing and communications, all designed to help you compete more successfully in the new marketplace. These classes are free – taught by subject matter experts, last for an hour and include lunch. You can come to any or all of the classes, whichever best meets your needs. Also, you can send as many members of your team as you like.

The Chamber team is very grateful for your membership and the opportunity to be of service to you. Please know we will work every day to promote your success in accordance with our new mission, vision and values. I sincerely hope you will not hesitate to contact me with any requests or ideas about how we may better meet your needs.

Most sincerely,

Kathleen Harrington

Shop Local First Series



Shop Local First: Creating a Shop Local Environment in an E-Commerce World

Date/Time: Tuesday July 16th 12:00-1:00

Location: Cascade Meadow 2900 19th Street NW, Rochester, MN 55901

Cost: Free, lunch provided.

Description: Navigate and Compete – Creating a Shop Local Environment in an E-commerce World. Interested in learning different ways to leverage the in-store experience into an on-line reoccurring sale? See page 6

Calendar of Events

July 5 _____

AM ESPRESSO

Location VFW Post #1215

2775 43rd St. NW

Time 7:30 am - 9:00 am

Sponsor VFW Post #1215

July 16 _____

EQUITYLOGIC SERIES - INCLUSIVE LANGUAGE AND EFFECTIVE TEAMS; WORKFORCE PANEL DISCUSSION

Location Woodlake Meeting Center

210 Woodlake Dr

Time 8:00 - 10:00 am

Sponsors Rochester Area Chamber of Commerce,

Diversity Council

July 17 _____

2ND ANNUAL CHAMBER SUMMER BLOCK PARTY

Location Outside on 5th St. between

Premier Bank and Pasquale's

Time 5:00 - 7:00 pm

Sponsor Premier Bank, University of Minnesota Duluth

Labovitz School of Business and Economics

Delicious pizza provided by Pasquale's

July 12 _____

SUMMER SUNRISE BLOCK PARTY

Location Chuck & Don's

1117 6th St. NW

Time 7:30 - 9:00 am **Sponsors** Chuck and Dons

July 16 _____

MEMBER ORIENTATION

Location 125 Live

125 Elton Hills Dr NW

Time 8:00 - 9:00 am

Sponsors Rochester Area Chamber of Commerce

July 19 _____

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

July 24 _____

39TH ANNUAL CHAMBER GOLF OUTING

Location Willow Creek Golf Course

1700 48th St SW

Sponsor Treasure Island

August 2 _____

AM ESPRESSO

Location Mind Matters Exhibit at the Rochester

Art Center Grand Lobby

40 Civic Center Drive SE

Sponsor Mayo Clinic

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

















President of OMC to Retire



Olmsted Medical Center (OMC) President Kathryn Lombardo, MD, will complete her six-year term as president on June 30, 2019, and return to clinical practice in psychiatry until her retirement December 31, 2019. Serving as both a clinician in the Department of Psychiatry and Psychology and a leader in the organization for 25 years, Dr. Lombardo reflected, "I will

miss being part of OMC and the teamwork that is present in our work to serve our patients and their families. The relationships I have built with colleagues, patients and caregivers have meant a great deal to me as a person and as a physician. The physician-patient relationship is something I've had and valued for nearly 26 years, and I will miss that."

Dr. Lombardo noted that there have been many positive changes in health care delivery. She talked about the addition of the Women's Health Pavilion in 2014 as having a particularly significant impact. "The facility is warm and welcoming for women of all ages, and the services are coordinated well for busy women by amazing caregivers. It was an important change for our hospital campus overall, and more improvements will come in the future at that location. This is just one example, but OMC is always looking for ways to improve our access to quality,

patient-centered care to serve our patients and families," said Dr. Lombardo.

Healthcare is ever changing. OMC recently implemented a new, organization-wide electronic health record, which offers opportunities for patients to become even more engaged with their healthcare. Always working to improve patient satisfaction, OMC created a patient and family advisory council to bring the importance of the voice of the patient into the decision-making process. "I'm proud of this work and appreciate all the valuable insight provided by our patients," stated Dr. Lombardo.

In addition, Dr. Lombardo said she is proud of how our community has and continues to collaborate on health needs. She highlighted OMC's collaboration with Olmsted County Public Health Services and Mayo Clinic in identifying and working on meeting the most pressing healthcare issues in our community, as well as collaborating with partners through a 10-county area to develop a mental healthcare crisis center which will open by the end of 2020.

Dr. Lombardo also spoke about OMC's sponsorship with Mayo Clinic and other community partners in bringing the Mind Matters exhibit about mental health to Rochester. (See information below about Mind Matters exhibit.)

"I will miss my colleagues, patients, their families and the community," Dr. Lombardo shared. "I have enjoyed working with great leaders and the staff at OMC, especially my administrative partner, Tim Weir, OMC's CEO. I know Tim and incoming President Dr. James Hoffmann will work well together to lead OMC into the future. OMC is in a great position to continue to serve our patients and communities in southeastern Minnesota by providing the exceptional patient-centered care we are known for."





Shop Local First Series

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Location: Cascade Meadow 2900 19th Street NW,

Rochester, MN 55901 Cost: Free, lunch provided.

Description: Navigate and Compete – Creating a Shop Local Environment in an E-commerce World

Interested in learning different ways to leverage the in-store experience into an on-line reoccurring sale?

Customers shop locally to have a relationship -based experience that meets their needs. These same customers may also shop on-line for efficiency or convenience. Competing effectively in today's market requires an understanding of how to use both the face to face and on-line shopping experiences to increase your business. This workshop will explore ways to grow your customer base and complement the shop local experience with the conveniences of shopping on-line.

Join us for this session to discuss the pros and cons of pursuing an e-platform, and how to best integrate the in-store and on-line models.

This session is hosted by the Kabara Institute and will be held at Saint Mary's University Rochester at Cascade Meadow. The speaker is Christine Beech, Executive Director of the Kabara Institute for Entrepreneurial Studies. Christine's business, teaching, research, and consulting experience are in the areas of entrepreneurship, strategic management, leadership development, contract management, succession planning, social entrepreneurship, and small business management.



Community Resources: Available for You and Your Business

EquityLogic Series - Inclusive Language and Effective Teams; Workforce Panel Discussion

Date/Time: Tuesday July 16th 8:00 - 10:00

Location: Woodlake Meeting Center 210 Woodlake Drive Rochester MN 55904

Cost: \$40

Description: This session builds on the basics of respectful communication with a focus on inclusive language, micro-aggressions, and critical feedback. Participants will have opportunities to practice responding to microaggressions and giving and receiving critical feedback. This session also includes a workplace panel discussion developed around critical content from the series.

How to Manage and Supervise Employees with Accountability and Results.

Date/Time: Wednesday July 17th, 1 - 4pm. **Location:** Rochester Area Foundation

Cost: \$35/\$45. Members of the Chamber of Commerce are invited to attend this event for discounted rate of \$35. As you register, please enter this Promotion Code: PARTNER. After you enter the Promotion Code and complete your registration, you may pay online with a credit card.

Description: This workshop will cover basic supervisory skills including: how to set up metrics for employee performance and evaluation, coach and train employees who report to you, motivate them to achieve organizational goals, and help them master their own strengths and identify their weaknesses to progress and succeed in their own career development.

There will be a social gathering immediately after the class at Glynner's Pub.



THE BOTTOM LINE

2019 State Legislative Report

The Chamber's work this past state legislative session fell into two major categories: Economic Growth and Workforce. Below is a brief summary of this session's accomplishments in these major areas:

ECONOMIC GROWTH





Ensured that the statewide business property /commercial tax will not increase annually.



Reduced Statewide business property / commercial tax by 6%.





Provided a reduction in income tax for middle income individuals.



Reinstated the Angel Investment Tax Credit.



WORKFORCE ISSUES

CHILDCARE



- Increased funding to improve supply
- Clarified regulations
- Committed to studying the issue

HOUSING



- Increased funding by additional \$75 million
- Reformed the regulations allowing manufactured homes to be eligible for state grants
- Agreed to form Legislative Commission on affordable housing

TRANSPORTATION



- Construction will begin on Hwy 14 in 2019
- MNLARS will be replaced by VTRS (Vehicle Title and Registration System) a private sector solution
- Deputy Registrars will be compensated for lost revenue due to MNLARS breakdow

EDUCATION & TRAINING

Increased focus on Career Pathways development



- Pathways in Technology Education Colleges and High Schools (PTECH) and Bridges to Healthcare passed, providing programs for employers to connect and prepare students for the jobs of the future.
- Funding for the local Cradle 2 Career program was approved.

)



United Way's Running Start for School

is a community-wide backpack and school supply drive to ensure every child in need is prepared to succeed in school.

Shop, Collect, Donate, & Volunteer from June 10th - July 29th!

#UWRunningStart uwolmsted.org/runningstart roonga.com/runningstart2019



Collect school supplies! Be a collection site or drop off supplies at one of our partners listed on our website or at United Way!



Drop off supplies at the Stuff the Bus event on July 19th at Walmart North and the 20th at Walmart South.



Shop our quick & easy online store Roonga until July 25th, to purchase **Running Start for School** supplies online.



Volunteer to help sort school supplies, make kits, and more! View opportunities by visiting our website.

HELP KIDS GET A RUNNING START!

To DONATE NOW, text SHOP to 50503 or just scan the QR code with your phone

SCHOOL SUPPLIES NEEDED

Backpacks

Size: Large 19"

Glue Sticks Washable, small

2-Pocket Folders Blue, green, red, yellow

Markers

Washable, 8-pack, thick, chisel-tip

Notebooks

Wide-ruled, spiral, one subject, blue, green, red, yellow

#2 Pencils 12-pack

Pencil Box or Zippered pouch

Crayons 24-count

Highlighters yellow, thick, chisel-tip

Pens black, blue

Colored Pencils 12-pack

United Way of Olmsted County

Leadership Greater **Rochester Graduation**

Congratulations to the 2019 Class of **Leadership Greater Rochester**

Thank you to the program sponsors and employers who supported the program and the strengthening of the leadership fabric of our community.















Chamber Recognizes New Steering Member Volunteers

The Chamber is excited to welcome three new members to the Leadership Greater Rochester Steering Committee: Amanda Golden and AnJuanna Napue from Mayo Clinic, and Therese White from Think Bank.

These three community leaders join a group of 11 additional steering committee volunteers who help provide strategic guidance and support the Chamber in delivering LGR.







Questions? Contact Us!

(507) 287-2000 or impact@uwolmsted.org



FOR YOUTH DEVELOPMENT® FOR HEALTHY LIVING FOR SOCIAL RESPONSIBILITY

YMCA RESPONDS TO COMMUNITY **CHILD CARE NEEDS**

May 2019 The Rochester Area Family YMCA welcomed community members to their Early Childhood Learning Center ribbon cutting on Tuesday, May 21. The Y's new Early Childhood Learning Center, located near Lourdes High School on 2364 Valley High Dr. NW, offers full-day child care, with part-time preschool options, for kids ages 6 weeks to 5 years.

Community members and leaders had the opportunity to hear from Mayor Kim Norton and Chamber of Commerce President Kathleen Harrington, take guided tours of the center, meet staff and beloved Y mascot Sneakers, and learn more how the Y supports families to learn, grow, and thrive.

"I am proud to be a part of a team that offers families quality child care focused on learning through play. Our goal is to provide kids with experiences and guidance that nurtures their individuality and supports lifelong learning as they grow," said Virginia Kaczmarek, Executive Director for the Rochester Area Family YMCA.

Designed with kids in mind, the bright, colorful classrooms are equipped with interactive whiteboards to accommodate curiosity and any learning style. Learning through play is easy in creative spaces that stimulate a child's social emotional growth.

The new Early Childhood Learning Center opened March 2019 and is enrolling in their infant, toddler, preschool and Pre-K classrooms. The Y offers need-based scholarships for tuition and Y membership is not required to enroll. The Y's early childhood learning programs have earned national accreditation by the National Association for the Education of Young Children, a 4-Star Parent Aware rating and are licensed by the State of Minnesota. To schedule a tour of the facility, call 507-200-4024 or visit ymcamn.org/rochestereclc.







4,000 College Graduates = Hiring Opportunity for You











Important facts to know about the class of 2019:

- The majority of these new graduates already have work experience - they worked part or full-time during their education.
- While many have jobs, most are still looking for employment.
- A majority of the graduates want to stay local.



Use Chamber tool Hubsource to employ these graduates. Post your job openings on www.hubsource.mn today. Remember, it is free for you to post jobs and for the thousands of job seekers who have used the site. I you need help getting on Hubsource contact Sam Gill at the Chamber.













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AMBASSADORS CELEBRATING CHAMBER MEMBERS

The Rochester Area Chamber of Commerce is happy to celebrate the following businesses, who are investing in our community, opening a new location, announcing new ownership, major renovations, or anniversaries. Reach out to your fellow Chamber members to congratulate them and celebrate, and /or offer your business services.



01 Ageless Esthetics MedSpa

(507) 993-9829 | www.agelessestheticsmedspamn.com



02 Arment & Associates, LLC

(507) 289-7494 | agent.amfam.com/travis-arment



03 Family Tradition Flooring

(507) 258-1000 | www.familytraditionflooring.com



04 Home2 Suites by Hilton

(507) 361-4200 | home2suites3.hilton.com



05 IRK Medicals

(507) 322-6900 | www.jrkmedicals.com



06 Rochester Family YMCA Early Childhood Learning Center

(507) 287-2260 | www.ymcamn.org



07 Rochester Honkers

(507) 289-1170 | www.rochesterhonkers.com



08 Ronald McDonald House

(507) 282-3955 | www.rmhmn.org



09 Southeast Minnesota Oral and **Maxillofacial Surgery Association**



11 Virgil's, LLC

(507) 288-3600 | www.virgilsauto.com



10 SpringHill Suites by Marriott

(507) 281-5455 | www.springhillrochester.com



12 Wells Fargo

(507) 285-3028 | www.wellsfargo.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.



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G&L Insurance Group

glinsgroup.com

G&L Insurance Group is pleased to welcome Jim **Lutes** as the new agency owner. Jim has been in the insurance business for 23 years. In addition to

purchasing G&L Insurance Group, he also owns Harmony Insurance Group. Jim believes these two agencies complement each other in the services they are able to provide. Jim believes in putting his customer's needs first and is eager to work with the staff at G&L Insurance Group to continue the tradition of excellent service.



History Center of Olmsted County

www.olmstedhistory.com

The History Center of Olmsted County welcomes **Wayne Gannaway** as Executive Director on June 3, 2019. Gannaway's work with historic sites is

extensive and includes the Minnesota Historical Society, the Mark Twain House and Museum in Connecticut, and Thomas Jefferson's retreat home, Poplar Forest, in Virginia. History Center President Tom Leimer says, "We are excited Wayne is joining the team to provide an engaging place for the community to explore the history of Olmsted County!"



Mass Mutual Central U.S.

centralus.massmutual.com

MassMutual Central U.S. welcomes Jenn Patel to our firm. Jenn has six years of wide-ranging experience in the financial industry. She will provide her clients

with a full suite of financial services including financial planning and investment products. MassMutual Central U.S. is located on Greenview Drive Southwest.



ABC 6 News

www.kaaltv.com

Brett Bachtle joins ABC 6 News from north lowa. Brett is a graduate from Iowa Central and has participated in internship opportunities with other

local media companies in our area. He is eager to be able to share and cover stories from the area where he grew up. Brett believes that everyone has a story and is honored and privileged to help tell that story.

WELCOME TO **NEW MEMBERS**

MEMBERSHIP

Thank you for your investment in our community.

AAA Movers

www.aaamoversinc.com | (763) 218-3587

AAA Movers is a full service storage and moving company in Minneapolis that's been delivering excellent service to Minneapolis, St. Paul, and beyond for over 50 years. We are happy to expand into Rochester and be the award-winning leader in residential and corporate moves that we are known for! We are committed to ensuring your move is the best you'll ever make. That's why our quoting is always fair and accurate and we handle each of your possessions as if it were our own — it's just the AAA Movers Way!

Ageless Esthetics MedSpg

www.agelessestheticsmedspamn.com | (507) 993-9829

Ageless Esthetics is a comprehensive Medical Spa that consists of facial rejuvenation and skincare treatments. Our team is made up of three individualized specialist including a certified laser tech, an advanced practice esthetician and a nurse injector. The three of us work cohesively to determine a treatment plan that fits best with the clients' goals and meet their unique needs and lifestyle. We are committed to providing natural anti-aging treatments with our minimally invasive procedures to build confidence and help you feel and look your best.

Do! Learning & Development

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

DOI: Do! Learning & Development is focused on working with small and medium sized businesses, groups and individuals who want

more than an "out of the box" training program. Insights Discovery behavioral profiles, team building, performance coaching, leadership development, and employee training programs are among some of the services offered. Each is customized to the specific need and always focused on results.

DREAM **PLAN**

brandhoot brandhoot.com/contact

Business consulting, user experience design, custom websites & apps

NEW MEMBERS (continued)

Foresight Bank

www.Foresight.Bank | (507) 534-3131

LOCAL, INDEPENDENT, DIFFERENT: Foresight Bank has been a locally owned and managed community bank in SE Minnesota for over 115 years! We do banking differently. Check us out for your business, personal, mortgage, agriculture, and investment needs.

Mosquito Squad

www.mosquitosquad.com | (715) 634-1504



RIVERWALK

Nickelson Painting, Inc.

www.nickelsonpainting.com | (507) 280-0202

Nickelson Painting & Restoration is your long-time trusted local partner for all types of painting and restoration projects. Would you like to make your business exterior shine like new, or do you have a wall, floor, or ceiling you want restored? Call Nickelson Painting today!

Riverwalk Rochester

www.RiverwalkRochester.com | (507) 401-8088

Riverwalk is a new collection of apartments just steps from Downtown. A perfect balance between the excitement of a busy city and the calm of nature. Walk to work or walk to play. It's all right outside your doorstep when you live at Riverwalk. Luxury quality amenities include our Fitness Center, Entertainment Suite, Game Room, Conference Room with copy/print/scan center, and our Entertainment Roof Deck Lounge with pool, spa, bocce ball court, and overhang bleachers.

Rochester Towing, LLC

(507) 288-7317

Rochester Towing, LLC provides prompt and professional flatbed towing services in and around Rochester. In addition to 24 hour towing, Rochester towing also provides accident, local and long distance towing, and out of town breakdown startup and unlocking services. Our state of the art tow trucks and technically knowledgeable professionals allow us to perform emergency services quickly and with precision.

The Media Manager

www.themediamgr.com | (507) 218-8745

The Media Manager is a direct response advertising agency specializing in print, audio, and TV. We arm our clients with the tools to run successful campaigns and make informed business decisions.

Whites Cleaning Service, LLC

www.rochesterwaterdamage.com | (507) 281-0212



RENEWING **MEMBERS**

Thank you for your continued investment in our community.

A.B. Systems, Inc.

Abel Signs, Inc.

All-Star Basements Bickford Mediation

Bird, Jacobsen & Stevens, P.C.

Bolton & Menk

Bright Ideas of Rochester

Chrissy's Studio

D & R Star Amusements

Elks Lodge #1091

Essig Agency, Inc.

Fairway Outdoor Advertising, LLC

Ford Metro Glass

GEOTEK

GLK Orthodontics

Greater Rochester Arts & Cultural Trust

Heartland Tire & Service

Hicks Electric Inc.

Hilton Garden Inn

Holiday Inn Express & Suites

Hy-Vee North

India Garden

Kuntz Electric Inc.

License Center Rochester

Mathnasium of Rochester

Med City Builders of Rochester, LLC

NorthLink Mobility LLC

Phone Station, Inc.

Potbelly Sandwich Shop

Pratt, Kutzke & Associates

Precision Chiropractic Center

Red Barn Learning Farm

Rochester Catholic Schools

Salvation Army, The

Sandvik Insurance Agency

Steve Schroeder Services

Tealstone Homeowners Association Inc.

Think Mutual Bank - General Offices

Thrivent Financial-Rochester Group

Transformative You Life Coaching & Parent Consulting

Two Rivers Habitat for Humanity

Tippi Toes Dance Company

Valor Mechanical

Ye Olde Butcher Shoppe of Rochester

Hy-Vee

SpringHill Suites by Marriot

Elks Lodge #1091

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