

September 2019

Advantage

ROCHESTER AREA CHAMBER OF COMMERCE



2018-2019 Chamber Board OFFICERS

Chair of the Board	Greg House <i>House Chevrolet Co.</i>
Chair Elect	Aaron Benike <i>Benike Construction</i>
Treasurer	Mike Busch <i>Paramark Corp.</i>
Secretary	Emily Benner <i>Preventice</i>
Chamber President	Kathleen Harrington

MEMBERS

Audrey Betcher	<i>Individual Membership</i>
Charlie Brannon	<i>Charlie's Eatery & Pub</i>
Jonathan Buck	<i>Five West/Loop</i>
Dr. Lori Carrell	<i>University of Minnesota Rochester</i>
John Eckerman	<i>RSP Architects</i>
Jessica Eidem	<i>IBM</i>
Cathy Fraser	<i>Mayo Clinic</i>
Greg Griffiths	<i>Dunlap & Seeger, P.A.</i>
Lizzy Haywood*	<i>People's Food Cooperative</i>
Kevin Higgins	<i>Olmsted Medical Center</i>
James Kelly*	<i>Construction Partnership, Inc.</i>
Samuel Kwainoe	<i>Farmers Insurance</i>
Sarah Miller	<i>White Space, Inc.</i>
Matt Morehead	<i>Carlson Capital Management</i>
Michael Muñoz	<i>Rochester Public Schools</i>
Ryan Nolander	<i>Rochester Area Economic Development, Inc.</i>
Nate Nordstrom	<i>BrandHoot</i>
Joselyn Raymundo	<i>Rochester Home Infusion</i>
John Reed*	<i>Rochester Airport Co.</i>
Myron Salz *	<i>Centerstone Plaza Hotel Soldiers Field</i>
Rolf Thompson	<i>National Eagle Center</i>
Therese White	<i>Think Mutual Bank</i>

*Denotes at large members of the Executive Committee

MISSION

The Chamber promotes business success which supports a thriving community.

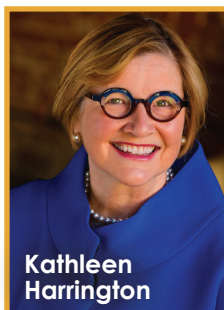
VISION

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



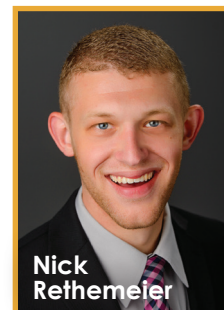
**Sam
Gill**
**WORKFORCE DEVELOPMENT
MANAGER**
507-424-5687



**Kyle
Hoffman**
**MEMBER SERVICES
ASSISTANT**



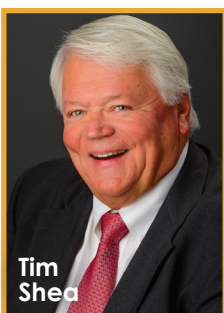
**Cheryl
Krage**
BUSINESS MANAGER
507-424-5699



**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

**THANK YOU
TO OUR
COMMUNITY
BUILDERS**

Calendar of Events

September 6

AM ESPRESSO

Location Charter House
211 2nd St NW

Time 7:30 am - 9:00 am

Sponsor Charter House

September 17

MAXIMIZE YOUR MEMBERSHIP

Location 125 Live
125 Elton Hills Dr NW

Time 8:00 am - 9:00 am

Sponsors 125 Live

September 19

BUSINESS AFTER HOURS

Location Ranfranz & Vine Funeral Homes -
Remembrance & Reception Center
5482 Royal Pl. NW

Time 5:00 - 7:00 pm

Sponsors Labovitz MBA Rochester, Charlie's Eatery
and Pub

September 20

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

September 25

SHOP LOCAL FIRST

Stress Management, Resiliency And Personal
Wellness For The Entrepreneur And Small
Business Leader

Location Mayo Clinic Healthy Living Program -
Dan Abraham Healthy Living Center
565 1st St SW, 6th Floor

Time 6:00 pm - 8:00 pm

Sponsors Mayo Clinic

October 10

SHOP LOCAL FIRST

Maximize Your Holiday Season Sales and
Revenue by Improving Your Customer
Experience - For All Sectors

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

Time 7:30 am - 9:00 am

Sponsors RSP Architects

Manage Your
BUSINESS
Not Your
TECHNOLOGY



Non-Traditional Workforce Solution - One Sector at a Time

Whenever I ask members what keeps them up at night, workforce – finding employees - is always at the top of their lists. Even though the causes of high unemployment are complex and largely beyond our immediate control, there are some solutions we can embrace today to find qualified and motivated workers.

One such step is sourcing individuals from under-utilized non-traditional populations of workers. We will be partnering with key organizations to help you do just that. The Chamber will collaborate with organizations to help you recruit, hire and accommodate motivated workers from non-traditional sources. We will start this program by bringing the resources of our partner, MaxAbility, to the direct service of the hospitality sector committee, Hospitality First. Hospitality First's mission will now include workforce and helping its members with recruitment and hiring. We will pilot this approach and if successful expand it to other sectors and other under-utilized populations of workers. Stay tuned for more results and next steps.

In the meantime, mark your calendars October 3, 2019 for MaxAbility's Career Connection – a job fair for you to meet candidates with disabilities for jobs in your organization. See add below for more details.

Sincerely,



Kathleen Harrington

COVER PHOTO CAPTIONS

1. The Chamber is proud to have partnered with Majors Bob and Lisa Mueller and Rebecca Snapp of the Salvation Army to raise more than \$2,200 for their Red Kettle Campaign through the sale of Santa Bucks.
2. Congratulations to the winners of the inaugural President's Cup Trophy for low score, Gold Cross Courier
3. Thank you to our title sponsor Treasure Island Resort and Casino.
4. Golfers ready to hit the links and enjoy a day of networking, golf, and fun!

MaxAbility
presents

Career Connection

A Career Fair and
Educational Event

Save the Date
Thursday, October 3, 2019

9:00 a.m.

Employer Seminar: Understanding the ADA
Basic Rules While Advancing the "Reasonable"
in Accommodations

11:00 a.m. - 1:00 p.m.

Career Fair

Location:

Apache Hotel and Event Center
1517 16th Street SW | Rochester, MN 55902

Registration link:

<https://maxabilitycareerconnections2019.eventbrite.com>



*This job fair is
exclusively for
candidates with
disabilities and is an
excellent opportunity
for your business
to connect with a
diverse talent pool.*

For more information or to
request accommodations
to participate, contact:
evie.wold@state.mn.us

CareerForce



Sponsored by MaxAbility, where our mission is to maximize career success for people with disabilities
as the trusted resource network for regional businesses.

Please like and follow MaxAbility's Facebook page for updates and information!
<https://fb.me/MaxAbilityMN>

A proud partner of the American Job Center Network.



AM Espresso: August 2nd

Hosted by Mayo Clinic at the Rochester Art Center
Mind Matters Exhibit

"I appreciate everyone that dropped into the Rochester Art Center for a taste of the Mind Matters Exhibit, Taco Jed's breakfast and opportunities to network and build community at AM Espresso."

—Brian Austin, Executive Director, Rochester Art Center

"Mayo Clinic is grateful to all our partners in the community who helped bring this important exhibit about mental health to Rochester. **Thank you to all who attended the AM Espresso at the Art Center – it was a great celebration of our community's collective focus on this challenging topic which touches so many.** We hope many more people in the community come to the Rochester Art Center to see this powerful and engaging exhibit that is in town through September 10th."

—Erin Sexton,

Director of Community Engagement, Mayo Clinic



Business After Hours: August 14

Hosted by Sterling State Bank

"This is a building for the next 20 years, and every decision made for our business will be made in this building in Rochester."

—Justin McNeilus, President, Sterling State Bank



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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Together we'll go far





2019 Cruising with Local Leaders

Networking with a Purpose



OPPORTUNITY. GROWTH. FUTURE.



DMC

Destination Medical Center
Rochester, MN

**ANNUAL MEETING
SEPTEMBER 19, 2019**

Purchase tickets at
dmc.mn

ELAINE GERRY RECOGNITION

After 12 years of serving People's Energy Cooperative (PEC) as the President and CEO, Elaine Garry will be transitioning into retirement at the end of September. Managing transitions occurring both in the electric utility industry and the greater Rochester area has become a hallmark of Elaine's tenure at PEC and her service to the region.

The electric industry is in a state of transition and from the beginning Elaine has advocated for People's Energy to be at the forefront of that change. She has been a strong supporter of implementing leading edge technology to best serve PEC members. This is evident in the implementation of automated metering infrastructure to utilizing the latest technology and programs at the Cooperative. She has also been a strong advocate for PEC's members by engaging with State legislators to ensure laws and regulations relating to the Cooperative's business are reasonable and practical, so they don't affect members rates unnecessarily.

In 2012, PEC built a new energy efficient and innovative headquarters building in Oronoco and developed the area surrounding the building into Oronoco Crossings. In 2015, Elaine and her team collaborated with 12 other electric cooperatives in southern Minnesota to acquire service territory from Alliant energy which helped the Cooperative grow membership by 50 percent. With the growth of renewable energy in the region, Elaine has led her team through not one, but two solar projects (Minnesota Three LLC Solar Project and People's Community Solar) directly benefiting members with renewable energy resources.

Throughout her time at PEC, Elaine has championed for the greater Rochester area by serving on the Rochester Area Chamber Board of Directors and Governance Committee, RAEDI Board of Directors, CEDA Board of Directors, AHA Go Red for Women Executive Board, ACA Hope Lodge Foundation, OMC Board of Directors, West Bank Board of Directors, the Steering Committee and as Co-Chair of the Economic Committee for Journey to Growth, and the Co-Chair for the United Way Corporate Fundraising Committee.

"Elaine is an inspiring leader and has been a powerful role model for so many. Her integrity, wisdom and leadership will have a lasting impact on so many individuals and on the life of our community. We thank Elaine for her service and wish her the best in retirement," said Kathleen Harrington, President of the Rochester Area Chamber of Commerce.



2209
full backpacks given
to kids in need at
39 Olmsted County
schools!

91%
of backpacks requested
were supplied through
Running Start!

100%
ROONGA goal was
met! 400 full stocked
backpacks were
purchased via
ROONGA!



For more information, or to become an
advocate for Education or Running Start,
please visit: uwolmsted.org/education

THANK YOU!

On behalf of thousands of students in need who are receiving school supplies, thank you to the incredible partners, donors, and volunteers who helped make Running Start a success this year!

PRESENTING SPONSOR:



2019 Running Start Champions



Shop Local FIRST Series

Stress Management & Resiliency for Small Business and Entrepreneurs

Date/Time: September 25, 6:00 pm - 8:00 pm

Location: Dan Abraham Healthy Living Center

Register: <https://bit.ly/2Pnh5Hf>

As a small business leader or entrepreneur, stress is part of every day – and night. Unless you can tackle stress it'll be difficult to find and prioritize time for physical activity and nutrition. How can you enhance your resiliency to better manage stress and start to weave healthy living into your fast-paced life? Start by taking 90 minutes. Lifestyle experts in the Mayo Clinic Healthy Living Program will provide practical and actionable ways you can weave stress management, resiliency, and relaxation into your busy lifestyle.



Shop Local FIRST Holiday Campaign Season Launch

Maximize Your Holiday Season Sales and Revenue by Improving Your Customer Experience – For All Sectors – All Invited

Date/Time: October 10, 7:30 am – 9:00 am

Location: St. Mary's University Rochester, Cascade Meadow

Because the holiday season can represent as much as 30 percent of annual sales, the Chamber is launching our Shop Local First Holiday Campaign on October 7th with a special class designed for all sectors to help you improve your customer experience. This class sponsored and organized by RSP Architects and taught by subject matter experts who will provide you with easily accessible information – best practices and tips on inexpensive innovations to improve your customer experience not just during the holiday season but throughout the entire year.

RSP

Shop Local FIRST Update

Well Attended, Great Content, Still Accessible to You Succession Planning - Are you Prepared?

Kathy Kasten, Lion Crest Leadership | 8/13/19 | 125 Live

Ms. Kathy Kasten, CEO of Lion Crest Leadership, led a powerful workshop on the elements of successful succession planning and delivered a significant amount of content in an hour. Major takeaways from the excellent class include:

- The day you become a leader is the day you should begin succession planning.
- Succession planning requires intentionality and commitment. It should also include multiple succession options to minimize risk.
- Purposeful hiring, strategic planning, long-term training/development, and great continual communication should be a part of any good succession plan.
- A smooth and effective succession plan raises morale, productivity, and business value, while lowering stress and risk.

We are very grateful for Kathy Kasten's willingness to share her expertise with Chamber members. The reviews of this class were extremely positive and we are hopeful that



Kathy will return to teach other classes in the Chamber's Shop Local First series.

To find more information on this and other relevant topics please visit: <https://lioncrestleadership.com>.

"It was an honor to lead this Shop Local First Series Workshop on Succession Planning. **I love to help small businesses plan for the future and identify and implement resources and skills to ensure their continued growth and success!** Lion Crest Leadership is built on serving individuals and businesses by helping them recognize and maximize their potential - a mission that aligns well with the Chamber's small business workshops."

Kathy Kasten, CEO and Founder, Lion Crest Leadership

HAVE YOU CHECKED YOUR HOME MORTGAGE RATE LATELY?



Josh Buckmeier
Vice President
josh.buckmeier@bankononb.com

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Andrea Eickhoff
Real Estate Lender
andrea.eickhoff@bankononb.com



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(507) 280-0028
Stewartville
(507) 504-1060



Rochester Downtown Circulator Alignment & Terminus Options



Leadership Greater Rochester: 2020 SESSION KICK-OFF

Entering its 33rd year of propelling leaders in the Rochester area to further be inspired, connected, and enlightened, the Chamber's Leadership Greater Rochester program welcomed a new group of participants on Thursday, August 22 for the kickoff Orientation session. Highlights from the day included:

- Participating in an Olmsted County Health Needs Assessment data walk
- Tours of the local historical landmarks, including the Heritage House and the Olmsted County History Center
- Introductions with the StrengthsFinder and Professional Development Plan consultants



2020 PROGRAM CHAIR

The Chamber is excited to welcome Shawn Fagan, owner of Fagan Studios, as the Leadership Greater Rochester Program Chair for 2019-20. A small business owner and active community volunteer, Shawn sees his engagement as program chair as "an incredible opportunity for me to continue to grow as a leader."

Community Matters Public Affairs Series: Rochester Transit Circulator

What do we know? What don't we know?
What do we need to know?

8/16/2019 | Double Tree by Hilton

Over 50 Chamber members listened attentively and asked questions of panelists DMC Executive Director Lisa Clarke, Councilman Mark Bilderback and Deputy City Administrator Aaron Parish about the Rochester Transit Circulator focused Community Matters event.

Purpose of Circulator?

Provide high quality downtown public transportation service for residents, commuters, businesses, patients and students.

Why Do We Need the Circulator?

- Limited ability of the existing transportation capacity to support local and regional economic development priorities
- Growth in local and regional travel associated with DMC Development Plan



Goals of the Circulator?

- Increase transit use among corridor residents, employees and visitors
- Energize and support housing and economic development along the corridor/route of the Circulator
- Support an active community and healthy environment

Funding Sources?

- The City will request that 49% of funds come from the Federal Transit Administration (FTA)
- Remaining 51% will come from state or local sources
- DMC funds will be recommended to fund local share

Key issues? Decision Date?

- Choice of 2 alternative routes. See map of choices below
- Mode of transportation - Bus Rapid Transit or Streetcar
- October 7th - City Council will vote on Circulator

To view a full video recap of the event, please visit: <https://www.facebook.com/sam.gill.98229/videos/2828350887178624/>

Sponsored by

Mayo Clinic

Rochester
International
Airport

DMC

ROCHESTER FIRE DEPARTMENT

OPEN HOUSE

OCTOBER 9th, 10th & 11th 2019

From 6:00 - 8:00 PM

We welcome the public to stop in and meet their local neighborhood firefighters. Come see the fire trucks, tour the stations, learn more about fire safety and maybe spray a fire hose or see a demonstration. Please come join us at any of our five fire stations!

Not every hero wears a cape.
PLAN and PRACTICE
your ESCAPE!™



FIRE PREVENTION WEEK™

NFPA® — The Official Sponsor of Fire Prevention Week Since 1922

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firepreventionweek.org

RIBBON CUTTINGS

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. The Chamber uses these ribbon cutting celebrations to help promote each business – highlighting their special event with marketing and enhanced social media promotion.

Grand Opening



New Location in Hilton Skyway



Groundbreaking



Grand Opening New Apartments



New Location on 3rd St SE



Grand Opening



New Location on Badger Hills Dr.



Celebrating 10 Year Anniversary





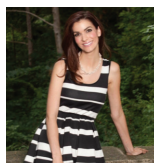
Merchants Bank

www.merchantsbank.com

Merchants Financial Group, Inc. (MFGI)

announced robust business growth and year-to-date net income of \$8.93 million through the

end of the second quarter, according to MFGI President & CEO Gregory M. Evans. "As usual our strong performance during the first half of the year has resulted from a total team effort, with meaningful contributions coming from business growth throughout our footprint," said Evans. "I'm tremendously proud of our entire banking team. We continue to experience strong organic growth because of bankers who stand out as difference makers in a very competitive environment."



Neuro Hospitality House

www.nhhouse.net

Neuro Hospitality House is excited to announce the addition of their new Executive Director,

Hillary Seltun. Hilary will be continuing to grow

Neuro Hospitality house and assist with their goal of providing affordable accommodations to patients and caregivers while receiving care at Mayo Clinic. She will also be raising funds for a potential new house. She is excited about being able to give back to the local community where she grew up and is currently raising her children.



Brennan Family Chiropractic and Nutrition Center

www.brennanhealth.com

Brennan Family Chiropractic and Nutrition Center (BFCNC) is excited to introduce Splankna Therapy to our office. Splankna Therapy is designed to

get to the root of emotional issues and symptoms utilizing the same system in the body that acupuncture and chiropractic are based on. Splankna attends to the way our bodies store emotions. The flow and balance of the body's energies are important for optimal physical, spiritual, and emotional functioning. **Christina Miller**, who has been with BFCNC since 2015, trained and is now working as a Splankna therapist

Brennan Family Chiropractic and Nutrition Center (BFCNC) is excited to introduce **QNRT (Quantum Neuro Reset Therapy)**. QNRT is based on the foundational principle that the brain and the nervous system control and coordinate all functions of the body. Any unresolved emotional stress, affects the nervous system in an adverse way that may lead to physical, mental and emotional breakdown. QNRT Therapists reset the nervous system pathways to achieve optimum health.



Kraus-Anderson Construction

www.krausanderson.com

The Rochester office of Kraus-Anderson has completed construction of Education Village,

a \$31.2 million expansion at Winona State University (WSU). The highly anticipated project features comprehensive renovations to Helble Hall (formerly Wabasha Hall), Wabasha Recreation Center and Cathedral Elementary School to create Education Village, an innovative national model to prepare, inspire and recruit the best and brightest students to be teachers.



Schmidt Goodman Office Products, Inc.

www.schmidtgoodman.com

Schmidt Goodman Office Products is pleased to announce that **Shannon Day** has joined their

team as an Account Manager. Shannon, who takes great pride in building meaningful and trusting relationships with all of her customers, is an alumna of RCTC with a degree in Business Administration and has 15 years of Marketing and Sales experience in the Senior Living industry. As an Ambassador with the Rochester Area Chamber of Commerce, she enjoys welcoming new Chamber members and helping to promote the Chamber within the community.

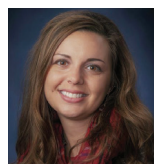


Think Mutual Bank

www.thinkbank.com

Think Mutual Bank welcomes **Megan Malugani** as Vice President of Corporate Communications. Malugani is an experienced communications

strategist with expertise in content development, internal and external communications, marketing, public relations, and media relations. She most recently served as Communications Manager at Experience Rochester (formerly called the Rochester Convention & Visitors Bureau). Prior to that, Malugani was a self-employed communications professional whose clients included Mayo Clinic, Monster.com, technology companies, and local and national magazines.



Think Mutual Bank

www.thinkbank.com

Think Mutual Bank is pleased to announce that **Aunna Jonsgaard** has accepted the position of Financial Advisor. Jonsgaard will work in the

bank's East River location in northeast Rochester. Jonsgaard has worked for Think Mutual Bank for 12 years in a variety of roles. She most recently served as an Insurance Advisor, with prior experience as a Teller and Customer Service Representative.

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WELCOME TO NEW MEMBERS

Thank you for your investment in
our community.

Arbonne International

(507) 261-0627

Arbonne is an anti-aging and wellness company that focuses on pure, botanically based ingredients in scientifically tested products. We've developed our products by combining the best of nature with leading science. We offer the largest vegan catalog in the world and are the #1 company for healthy living inside and out. Our products range from baby to baby boomer and everything in between.



The Pride Institute

(646) 316-4182 | pride-institute.com

Pride Institute offers an inclusive and accepting program that has helped members of the LGBTQ+ community since 1986. In fact, we are the nation's first and lead provider of residential and outpatient program treatment for substance use and addiction needs of the LGBTQ+ population.



Vivial

(608) 433-0714 | www.vivial.net

Vivial offers a full range of customer engagement tools to help businesses better connect with customers. Vivial partners with clients across nearly 6,000 industries to increase visibility, build loyalty, manage content and track results using turnkey solutions. We provide a full range of marketing solutions, including: content marketing, social media management, text messaging services, mobile friendly websites and the latest local search products to ensure high rankings on Google and other search engines.

vivial

RENEWING MEMBERS

Thank you for your continued
investment in our community.

Adair Electric Company
Ads & Art
Advanced Disposal
Affordable Dentures & Implants Rochester
II PC
Altra Federal Credit Union
ANCOM Communications/Midwest Radio
Rentals
Archery Addiction LLC
Augsburg University in Rochester
Babcock Auto Care
Brains Together For A Cure
Cardinal of Minnesota, LTD.
Coldwell Banker Burnet

Compeer Financial
Consolidated Communications
Cornerstone Financial Resources
Crenlo, Inc.
CRW architecture + design group
Elcor Construction
Finery Bridal Chic
Hampton Inn Rochester
Horihan Agency
Just For Kix Rochester
Kimley-Horn and Associates, Inc.
Larkin Hoffman Daly & Lindgren, LTD
Mannino Marketing
Manufacturers Bank & Trust Company
McGough Construction
McNeilus Companies
Med City Escape
Mercedes-Benz of Rochester
Merit Contracting, Inc.
New Horizon Academy
The Pinsky Edge

Podein's Power Equipment
PrimeLending, A PlainsCapital Company
Pro Image Promotions & Apparel
The Prow Company, Inc.
RF Print & Design
River Bend Senior Living
Rochester Community and Technical
College
Rochester Inn
Saint Mary's University Rochester
Schad Tracy Signs
Schwab LLC
Schwickert Company
Servicemaster Distributor Operations
Sherwin Williams-NW
Strom Engineering
Suk Law Firm Ltd
Thrivent Financial
Uptown Apartments
Villas on Pepin
Wildwood Sports Bar & Grill

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DO WELL

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ROCHESTER AREA

CHAMBER OF COMMERCE

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