

January 2020

Advantage

ROCHESTER AREA CHAMBER OF COMMERCE



2019 Rochester Chamber STEAM Summit

2019-2020 Chamber Board OFFICERS

Chair of the Board **Aaron Benike**
Benike Construction

Treasurer **James Kelly**
Construction Partnership

Secretary **Emily Benner**
Preventice

Chamber President **Kathleen Harrington**

MEMBERS

Laurie Ackerman Opportunity Services

Chad Behnken Hamilton Real Estate

Christy Blade Post Bulletin, LLC

Jonathan Buck Five West Kitchen + Bar

Dr. Lori Carrell University of Minnesota Rochester

Steve Dunn Taco JED

John Eckerman RSP Architects

Scott Eggert Broadway Plaza

Jessica Eidem IBM Corporation

Cathy Fraser Mayo Clinic

Greg Griffiths Dunlap & Seeger, P.A.

Lizzy Haywood* People's Food Cooperative

Kevin Higgins Olmsted Medical Center

Marge Kelley Express Employment Professionals

Samuel Kwainoe Farmers Insurance

Sarah Miller White Space

Matt Morehead Carlson Capital Management

Michael Muñoz Rochester Public Schools

Dan Nistler Merchants Bank

Ryan Nolander Rochester Area Economic Development, Inc.

Nate Nordstrom Brandhoot

Jack Priggen Cardinal of Minnesota

Joselyn Raymundo Rochester Home Infusion

John Reed* Rochester Airport Co.

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**

**DIRECTOR
OF PROGRAMS**
507-424-5687



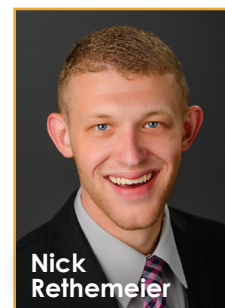
**Kyle
Hoffman**

**MEMBER SERVICES
ASSISTANT**



**Cheryl
Krage**

**DIRECTOR
OF OPERATIONS**
507-424-5699



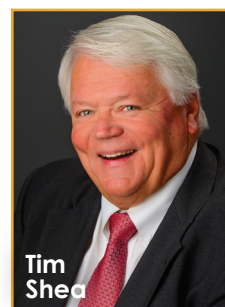
**Nick
Rethemeier**

**MEMBER SERVICES
COORDINATOR**
507-424-5670



**Mike
Schnell**

**GOVERNMENT
AFFAIRS MANAGER**
507-424-5666



**Tim
Shea**

**DIRECTOR OF SALES
AND DEVELOPMENT**
507-424-5663

Cover Pictures: Students engaging with a variety of exhibitors at the Chamber's 2019 STEAM Summit, which took place on Tuesday, Nov. 12, 2019. This annual Chamber event connects more than 1,700 middle school students with 50 businesses and organizations to explore career opportunities in our region.

Calendar of Events

January 10 AM ESPRESSO

Location Rochester Golf & Country Club
3100 Country Club Rd SW
Rochester, MN 55902

Time 7:30 am - 9:00 am

Sponsor Rochester Golf & Country Club

January 23 BUSINESS AFTER HOURS

Location Reagan Outdoor Advertising
3185 41st St NW Rochester, MN 55901

Time (4:30 pm Ribbon Cutting) 5:00 pm - 7:00 pm

Sponsor Reagan Outdoor Advertising, Grand Rounds Brewing Company and University of Minnesota Labovitz

January 14 EquityLogic for Growing Businesses Series 2.0

Location RCTC Heintz Center | Room HC210

Time 7:30 am - 10:00 am

February 7 AM ESPRESSO

Location Bear Creek Services
3108 US-52 Rochester, MN 55901

Time 7:30 am - 9:00 am

Sponsor Bear Creek Services

January 15 LEGISLATIVE PREVIEW

Location Hilton Rochester Mayo Clinic Area
10 E Center St, Rochester, MN 55904

Time 11:30 am - 1:00 pm

Sponsor Mayo Clinic, West Bank and Charter Spectrum

February 11 EquityLogic for Growing Businesses Series 2.0

Location RCTC Heintz Center | Room HC210

Time 7:30 am - 10:00 am

January 21 LIVING & LEADING WITH PURPOSE

Location Rochester International Events Center
7333 Airport View Dr SW Rochester, MN 55902

Time 7:30 am - 12:00 pm

Sponsor Rochester Chamber, Counselor Realty, Sterling State Bank, ABC 6 News and Post Bulletin

February 20 BUSINESS AFTER HOURS

Location River Valley Power & Sport Marine Building
5327 E Frontage Rochester, MN 55901

Time 5:00 pm - 7:00 pm

Sponsor River Valley Power & Sport

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



Please Mark Your Calendars

2020 Major Chamber Programs

January

- 10th AM Espresso
- 14th EquityLogic™ Series 2.0
- 15th Legislative Preview
- 16th WE Forum*
- 21st Living & Leading with Purpose 2020
- 23rd Business After Hours
- 28th Shop Local First Class**

February

- 3rd LGR Applications Open
- 7th AM Espresso
- 11th EquityLogic™ Series 2.0
- 13th WE Forum*
- 19th Community Matters #1
- 20th Business After Hours
- 25th Shop Local First Class**

March

- 6th AM Espresso
- 10th EquityLogic™ Series 2.0
- 19th Business After Hours
- 19th WE Forum*
- 20th Eggs & Issues #1
- 27th AM Espresso
- 31st Shop Local First Class**

April

- 3rd Annual Member Celebration
- 14th EquityLogic™ Series 2.0
- 16th Business After Hours
- 16th WE Forum*
- 21st Shop Local First Class**
- 24th Community Matters #2

May

- 1st AM Espresso
- 4th LGR Applications Close
- 18th MN Legislative Session Ends
- 21st Business After Hours
- 21st WE Forum*
- 21st LGR 2019/20 Graduation
- 26th Shop Local First Class**
- 29th Eggs & Issues #2

June

- 5th AM Espresso
- 17th Business After Hours
- 22nd Chamber Golf Outing
- 26th Legislative Recap

July

- 6th LGR 2020/21 Cohort selected
- 10th AM Espresso
- 15th Business After Hours
- 16th WE Forum*
- 21st Shop Local First Class**
- 31st Eggs & Issues #3

August

- 7th AM Espresso
- 19th Business After Hours
- 20th WE Forum*
- 25th Shop Local First Class**

September

- 11th Community Matters #3
- 17th WE Forum*
- 18th AM Espresso
- 22nd Shop Local First Class**
- 24th Business After Hours

October

- 2nd AM Espresso
- 9th Eggs & Issues #4
- 15th Business After Hours
- 15th WE Forum*
- 20th Shop Local First Class**

November

- 6th AM Espresso
- 19th Business After Hours
- 19th WE Forum*

December

- TBD Economic Summit
- 4th AM Espresso
- 17th Business After Hours

* **WE Forum** led by Kabara Institute for Entrepreneurial Studies and RAEDI in partnership with the Rochester Chamber.

** **Shop Local First Class** is led by the Rochester Chamber in partnership with Kabara Institute for Entrepreneurial Studies and RAEDI.

Dear Members,

On behalf of the Chamber team, all best wishes for a happy and prosperous 2020. 2019 was definitely a busy year for the Chamber, which included many programs focused on meeting your workforce needs.

Previous editions of Advantage have highlighted the tools, services, and programs available to members to meet this pressing need. In addition, the Chamber is also focused on developing the future workforce, which we call “worker pipeline development.” The following graphic illustrates our approach to this pipeline development.

Worker Pipeline Development

Employer Perspective



The Chamber's STEAM (Science, Technology, Engineering, Art, and Mathematics) Summit is our cornerstone event helping students realize the career opportunities right here in our community. We are proud of the Chamber's 10 year commitment to this innovative program connecting students with engaged employers. This year, more than 1,700 students from 13 schools came to the RCTC Regional Sports Center on Tuesday, November 12 to engage with 50 businesses to experience hands-on, in an interactive way, skills needed for the jobs of tomorrow.





LIVING & LEADING WITH PURPOSE 2020

ROCHESTER'S NEWEST WOMEN'S CONFERENCE

REGISTRATION NOW OPEN!

JANUARY 21ST, 2020

7:30AM - 12:00PM

WWW.ROCHESTERMNCAMBER.COM/LIVINGANDLEADINGWITHPURPOSE2020

CONFERENCE AGENDA:

CONTINENTAL BREAKFAST

VENDOR EXPO

KEYNOTE - LIVE YOUR LEGACY

PANEL 1 - VISION TO SUCCESS

PANEL 2 - BECOMING AN ENTREPRENEUR

PANEL 3 - FINDING A DIFFERENT PATH

VENDOR EXPO

SINGLE TICKET

\$35

TABLE SPONSOR

\$300

PRESENTED BY

ROCHESTER AREA
CHAMBER OF COMMERCE



Chamber Member Recognized as a National Finalist for Dream Big Award



Xylo Technologies, Inc.®

"I am so proud of my team for the continued recognition of their innovation and focus on delivering the highest quality products and services to our customers."

- Dharani Ramamoorthy

Congratulations to Chamber member Xylo Technologies and their Founder, President, and CEO, Dharani Ramamoorthy for being named a 2019 finalist for the US Chamber of Commerce's 2019 Minority-Owned Business, Small Business of the Year, and Community Excellence Awards.

Xylo Technologies is a local technology services company that employs 30 people. This innovative company was named one of 19 finalists from across the country. This recognition is in addition to many previous awards, including 2017 finalist and designation as one of the Blue Ribbon Top 100 Small Business in America from 2013-2016.

Community Recognizes Jane Belau



Photos Courtesy of Ken Klotzback, Photo Editor, Post Bulletin.



Photos Courtesy of Ken Klotzback, Photo Editor, Post Bulletin.

Friends from near and far came to Rochester to celebrate and sing with Jane Belau on her 85th birthday. The Gonda Singers entertained many patients and friends who passed through the Gonda Atrium on that special day.



Economic Summit: 2020 Forecast



Photography by Fagan Studios

Managing Risk | Leveraging Reward | Ensuring Resiliency

Full report will be included in February Advantage

COMMUNITY IMPACT PROJECT SELECTED

The LGR class of 2019-20 gathered on Thursday, Nov. 21 at the Woodlake Meeting Center for their Community Impact Project (CIP) Session, sponsored by Olmsted Medical Center.

After two presentations and a vote, the LGR 2019-20 cohort selected their CIP and began the process of planning action steps.

The CIP project is a foundational aspect of the LGR program. It is an experiential opportunity for the LGR participants to apply their learnings to a collaborative and community-focused project, while continuing to build and explore their individual and collective leadership capacity. Stay tuned for more information on the project by checking Advantage and following the Chamber's Facebook page.



Thank you to this month's LGR session planning volunteers:

Anjanette Bandel, Bethel Lutheran Church

Jennifer Matey, Mayo Clinic

Jessica Schmitt, Mayo Clinic

Jes Peterson, Minnwest Bank

Shayn Jensson, RCTC

Stephanie Fisher, Associated Bank

Tyler Niemeyer, City of Rochester






Tlcasino.com | 1-800-222-7077

Stay CONNECTED

BUSINESS MEETINGS • TRADE SHOWS • CORPORATE OUTINGS • WORKSHOPS

Chamber Builds Regional Coalition to Support RST

Continuing the Chamber's advocacy in support of the Rochester International Airport (RST) bonding proposal, John Reed, Executive Director of RST and Mike Schnell, Government Relations Manager for the Rochester Area Chamber, presented to the Owatonna Chamber of Commerce's Public Policy committee. During this time, John Reed informed Owatonna Chamber members of RST's needs and requested their active engagement with the Rochester Chamber in advocating at the State Capitol in support of this important bonding measure. Please note this follows on the activities highlighted in December's Advantage Magazine featured on page 13.



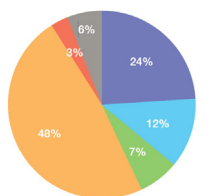
City and County 2020 Budget and Tax Update

The City of Rochester and Olmsted County have finalized their 2020 budgets and respective property tax increases. The City of Rochester has a total budget of \$393.5 million, an operating budget of \$97.7 million, and a tax levy increase of 6.56%. Olmsted County and the Olmsted County Housing and Redevelopment Authority (OCHRA) have a total budget of \$107.6 million, and a tax levy increase of 5.08%. The following charts illustrate the breakdown of each jurisdiction's spending and revenue sources.



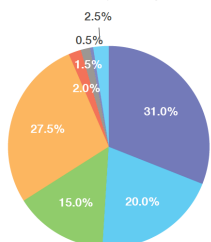
Where Does the Money Go?

Total Budget \$393.5 Million
General Fund \$97.7 Million



Employee Services
Contractual Services
Other charges
Debt Service
Misc

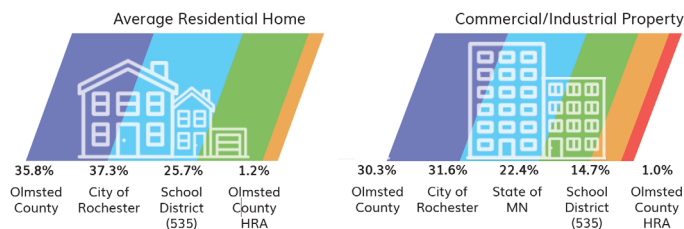
2020 Total Operating Revenue



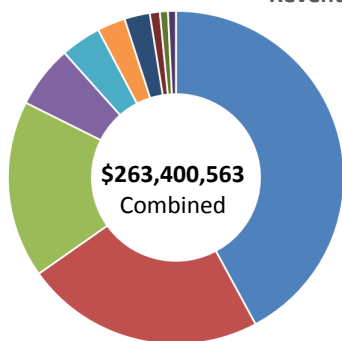
Miscellaneous Rev
Charges for Service
Other Taxes
Spic assessments
Taxes Ad Valorem
Intergovernmental Rev
Licenses and Permits
Prior year Rev



PROPERTY TAX

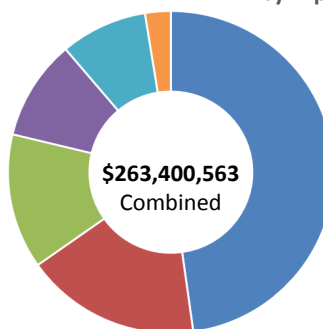


2020 Olmsted County and HRA Combined Revenue Budget by Revenue Source



Property Taxes - 42.2%
Intergovernmental - 23.0%
Charges for Services - 17.2%
Wheelage & Sales Tax - 6.0%
Other Financing Sources - 3.9%
Reserves - 2.7%
Transfers - 2.4%
Miscellaneous - 1.0%
Licenses & Permits - 0.8%
Interest - 0.8%

2020 Olmsted County and HRA Combined Expense Budget by Expense Type



Salaries and Benefits - 47.8%
Services and Supplies - 17.4%
Capital - 13.6%
Payments for Clients - 10.0%
Debt Service - 8.6%
DMC & Miscellaneous - 2.6%

Business After Hours

Merchants Bank / November 21

"We were thrilled to host November's Business After Hours and enjoyed welcoming the BAH attendees."

Dan Nistler

Market President



AM Espresso

Salvation Army / December 6

"For the second holiday season in a row, The Salvation Army was given the opportunity to host AM Espresso and to talk to the business community about the life-changing programs and services we provide to our neighbors in need. On behalf of The Salvation Army, I want to express our sincere appreciation for helping us do the most good for the most people in the most need."

Major Robert Mueller



RIBBON CUTTINGS

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 Openings



01 Arbonne

(507) 261-0627 | www.arbonne.com



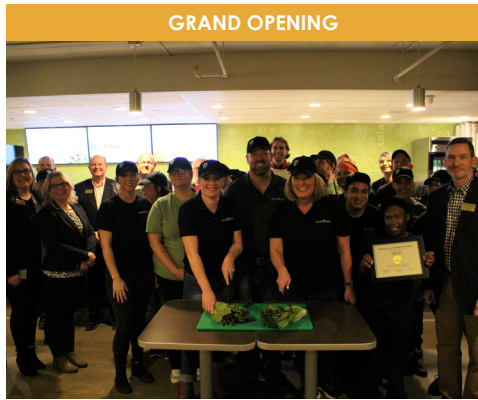
03 Incubatoredu

(507) 382-3000 | www.rochester.k12.mn.us



04 KD Fine Jewelers

(507) 282-3000 | www.kdfinejewelers.com



05 Saladworks

(507) 361-3333 | www.saladworks.com



06 Steffes Group

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

Business Celebrations



01 Neuro Hospitality House

(507) 513-9998 | www.nhhouse.net



02 Autoimmune Angels

(507) 258-4465 | www.autoimmuneangels.com

TSP Architects

Justin Sorensen, AIA, provides architecture guidance and design solutions that draw on lessons learned during his nearly 15 years developing educational, community, and government facilities. He is a registered architect in Minnesota and Iowa, where he earned his Bachelor of Architecture degree from Iowa State University. Justin, who transferred to the Rochester office from another TSP location, has been with TSP since May 2005.



BIM Coordinator **Paul Nesburg** works in Revit and other Building Information Modeling (BIM) software, creating floor plans and renderings that integrate all aspects of a project's design. In his coordinator role, he'll also serve as a BIM-platforms resource for local architectural staff. A skilled drafter, Paul earned his bachelor of science in industrial technology from the University of North Dakota. Prior to TSP, he spent nearly 20 years in Fargo as an architectural technician at the same firm.



Design Technician **Chris Kenow** specializes in computer-modeling programs to help design teams and clients visualize their projects with renderings built in the virtual space. He earned his Bachelor of Design in Architecture from the University of Minnesota. His previous work includes time as an architectural apprentice at 9.Square, a design shop formerly located in Rochester that focused on residential, community, and small-scale commercial projects.



The American Institute of Architects' North Central States Region recently recognized **TSP, Inc.** as one of the inaugural recipients of its Emerging Professionals Friendly Firm Award. The NCSR serves Minnesota, North Dakota, South Dakota, and Wisconsin. TSP's application highlighted career opportunities, benefits, mentorship, licensure assistance, and trainings to advance the professional development of architecture students, recent graduates, and registered architects licensed within the past 10 years. TSP has been a proud member of the Rochester business community since 1969.



Clifton Larson Allen

We are thrilled to express our congratulations and announce the following individuals who have reached new stages in their chosen career paths:



Luke Greden, Manager, State & Local Government / **Jamie Soyk**, Principal, Healthcare / **Julie Svoboda**, BizOps II.

Also pleased to welcome four new team members:

Ethan Hugstad, Associate, Healthcare / **Ben Johnson**, Associate, Nonprofit / **Toni Moeller**, Associate, Agribusiness / **Sarah Slaby**, BizOps Controller

Also pleased to announce the following student will be completing an internship with CLA in the months ahead:

Alan Spaeth, Winona State University.

Think Bank

It's a brand new day at Think Bank! The organization is rolling out a new visual identity that reflects the organization's forward-looking, outgoing, customer-centered approach with upbeat colors, a more welcoming design, and a more relatable new tagline. An improved thinkbank.com will launch later this month, and Think Bank's ten branch offices are also being updated to reflect the new branding.



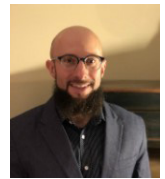
Schmidt Goodman

Jennifer Logelin has recently joined the Schmidt Goodman team as a Sales/Design Coordinator. With 20 years of design experience, she began her career with HGA Architects, and most recently at Design Studio B. As a Certified Interior Designer, Jennifer has established a career of creating dynamic environments for corporate, healthcare, hospitality and residential clients throughout the region. The ability to balance aesthetics and function has always been at the foundation of her career philosophy. Her experience through all phases of the design, documentation and construction processes has provided an invaluable knowledge and appreciation of what it takes to be a part of a successful project team.



Home Instead Senior Care

Home Instead Senior Care has hired **Michael Licatino** as Executive Director of the company's Rochester and Mankato offices. Michael has 15 years of experience as a manager and leader in a variety of industries. In this new role, he will be directly responsible for all business operations, finance, marketing and strategic goals. In addition, Michael will ensure that Home Instead Staff and CAREGivers have the tools they need to deliver the highest quality of service to seniors in our community.



CRW Architecture

Andrew Coenen has joined CRW architecture & design group as a Design Architect. Andrew has a B.S. Architecture from the University of Illinois Urbana-Champaign and a Masters of Architecture of the University of Wisconsin-Milwaukee. Prior to CRW, he worked as a project designer and coordinator in Chicago, IL. Andrew is excited to work in a collaborative environment to bring clients' visions to reality from concept to construction.



National Eagle Center

Meg Gammage-Tucker has been named the new Executive Director of the National Eagle Center. She has experience leading and serving cultural, arts, conservation, and educational institutions. Her previous role was as President & CEO of Build 4 Impact, a Louisville-based consulting firm. She was approved unanimously by the board of directors and will start on January 2, 2020.





SE Minnesota

Did You Know?

OUR MISSION is to

- Foster vibrant small business communities through mentoring and education.

OUR VISION is for

- Every person to have the support necessary to thrive as a small business owner.

SCORE offers a host of free resources for small business owners to help them achieve success. These offerings include:

- Mentoring,
- Live Webinars,
- Local workshops, and more.

As a SCORE volunteer, Mehrdad Shabestari enjoys helping aspiring small business owners reach their goals. With 20 years of experience as an information technology & business professional, Mehrdad helps clients realize the benefits, the challenges and the risks of incorporating technology into their business and how to handle each properly.



<https://seminnesota.score.org/>

Free Certification and Opportunities Workshop

For Women, Minority, Veteran-Owned and Disadvantaged Business Enterprises



January 9, 2020 • 8:30 am–12:00 pm

Minnesota Department of Transportation
District 6 Office

2900 48th Street NW, Rochester

Open to everyone.

To register or more info, contact
orlanda.klinkhammer@state.mn.us.



WELCOME TO NEW MEMBERS

Thank you for your
investment in our community.

Pulse Financial Planning

(507) 218-7707 | www.pulsefinancialplanning.com

After a 10 year stint at Scottrade and TD Ameritrade, Matt Elliott left his role as Branch Manager of the Rochester office to found Pulse Financial



Planning. "Our healthcare providers have enough things to worry about. Being taken advantage of by a financial advisor shouldn't be one of them. I've taken a fiduciary oath to put my clients interest ahead of my own and receive compensation only directly from clients - never from commission." Pulse Financial Planning is a fee-only, fiduciary, registered investment advisor (RIA) designed to serve the healthcare community.

Collider Foundation

(507) 405-2010 | www.collider.mn

The Collider Foundation is a local 501 (c)3 nonprofit that believes that Rochester ideas and innovators will change the world. The



Foundation supports Rochester entrepreneurs through events, education, space, and storytelling to help foster an inclusive and healthy entrepreneurial ecosystem.

Hotel Indigo

(507) 288-3231 | <http://Hotelindigo.com>

Conveniently located right in the heart of downtown Rochester, the Brand New Hotel Indigo features a fully renovated hotel including public areas, guest rooms and the addition of Crave Restaurant complete with retractable roof overlooking Broadway Avenue. Easy access to the skyway and all reservations include complimentary WiFi, Fitness Center access and use our 24 hour business center.



SHIFTT

(507) 361-3026 | www.SHIFTT.us

Get ready to Build Better with DIRT. A prefabricated construction method that's faster, cleaner, adaptable, more sustainable and technology driven. SHIFTT works as a peer collaborator with your team of architects and designers, general contractors and other sub-trades. Our mission is to help everyone involved in your project benefit from the many cost, schedule and performance benefits of DIRT construction. That's why it's called Doing It Right This Time.



RENEWING MEMBERS

Thank you for your continued
investment in our community.

AARP

Alan C. Anderson, Chartered CPA

Carlson Capital Management

Castle Community LLC

Counterpoint

Cravath Homes LLC

Eagle Bluff Environmental Learning Center

Edward Jones

Fresh Thyme Farmers Market

Minnwest Bank

Ohly Law Office

ONB Bank

Opportunity Services

Overhead Door Company of Olmsted County

Peterson Well Drilling

Plumbers and Steamfitters Local 6

Rochester Home Infusion

SCORE

Southeastern Minnesota Building &

Construction Trades Council

Thrive by LeVel - Raquel Johnson

Travel Leaders - Market Square

Trillium Spinal Care

Visiting Angels

Workforce Development, Inc.

Cameo at the Castle

(507) 361-2070 | www.cameoatthecastle.com

Cameo is a globally influenced New American restaurant located in the historic Armory Building at 121 N Broadway Ave in Rochester MN. Locally owned and operated, Cameo has been serving up their cuisine since November 2018.



Total Restaurant Supply

(507) 288- 9454 | <http://www.totalsupply1.com>

Total Restaurant Supply has been in business over 25 years as your one stop for kitchen gadgets, restaurant, janitorial/restroom, and disposable supplies. We are open to the public and have 1000's of items in stock. Total Restaurant Supply "Our Name Says it All."



ROCHESTER AREA

CHAMBER OF COMMERCE

220 South Broadway, Suite 100

Rochester, MN 55904

507-288-1122

www.RochesterMNChamber.com

Periodical
Postage

PAID

Rochester, MN

PLEASE SHARE THE **Advantage**

Route around your office.

The community bank strong enough to earn national recognition.

West Bank is a 126-year-old, business-focused community bank with a strong reputation. We frequently receive national recognition and have been named a top 20 bank in America by several industry experts.

We are revered by people who know banking, because our strategy is intentional, focused and different. We are a local business bank that simply focuses on the things that are important to anyone running a business.

West Bank Team

Rochester team from left to right: 2nd Vice President Natalie Jones, Vice President Mike Schletty, Vice President Don Paulson, CEO Dave Nelson, Market President Mike Zinser, 1st Vice President Michele Sursely and Client Relations Representative Deb Anderson



2188 Superior Drive NW • Rochester, MN 55901
507.252.2970



westbankstrong.com

Member FDIC