

# Advantage

February 2020

ROCHESTER AREA CHAMBER OF COMMERCE



**Business After Hours Holiday Party at One Discovery Square**

# 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**



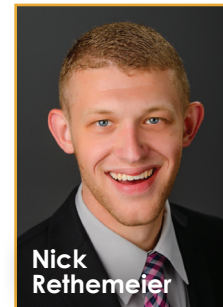
**Kyle  
Hoffman**

**MEMBER SERVICES  
ASSISTANT**



**Cheryl  
Krage**

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



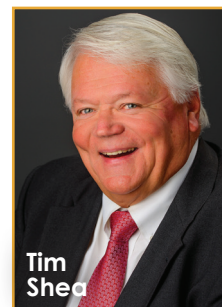
**Nick  
Rethemeier**

**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:** A record number of attendees gathered for a special Holiday Business After Hours hosted by One Discovery Square and supported by Labovitz MBA Program.

# Calendar of Events

## 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, Hy-Vee Barlow Plaza, and Country Financial

## March 6 AM ESPRESSO

**Location** Ability Building Community  
1911 14th St. NW, Rochester, MN 55901

**Time** 7:30 am - 9:00 am

**Sponsor** Ability Building Community

## February 11 and March 10 EquityLogic for Growing Businesses Series 2.0

**Location** RCTC Heintz Center | Room HC2308

**Time** 7:30 am - 10:00 am

**Sponsor** Diversity Council, Workforce Development Inc.

## March 19 BUSINESS AFTER HOURS

**Location** Haley Comfort Systems  
4320 Hwy 52 N W Frontage Rd,  
Rochester, MN 55901

**Time** 5:00 pm - 7:00 pm

**Sponsor** Haley Comfort Systems

## February 19 COMMUNITY MATTERS

**Location** RCTC Heintz Center

**Time** 11:30 am - 12:45 pm

**Sponsor** Workforce Development Inc., Mayo Clinic, Bremer Bank, Rochester Public Utilities

## March 20 EGGS & ISSUES

**Location** Rochester Golf and Country Club

**Time** 7:30 am - 9:00 am

**Sponsor** Mayo Clinic, SMMPA

## February 20 BUSINESS AFTER HOURS

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

**Time** 5:00 pm - 7:00 pm

**Sponsor** River Valley Power & Sport

## March 20 WOMEN'S ROUND TABLE

**Location** Rochester Area Chamber of Commerce  
220 South Broadway, Suite 100  
Rochester, MN 55904

**Time** 7:30 am - 9:00 am

**Sponsor** Mayo Clinic, Think Bank

## February 21 WOMEN'S ROUND TABLE

**Location** Rochester Area Chamber of Commerce  
220 South Broadway, Suite 100  
Rochester, MN 55904

**Time** 7:30 am - 9:00 am

**Sponsor** Mayo Clinic, Think Bank

## March 27 AM ESPRESSO

**Location** Pescara  
150 S. Broadway, Rochester, MN 55904

**Time** 7:30 am - 9:00 am

**Sponsor** Nova Restaurant Group

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



**Dear Members,**

**On December 10, the Chamber hosted the Economic Summit: 2020 Forecast. We are very grateful to the many participants who shared their expertise and perspectives on the future economy. From Mayo Clinic's CFO Dennis Dahlen's discussion of the Clinic's 2030 strategy, to the wit and wisdom of Hubbard Communication Chairman and CEO Stanely Hubbard, to the insights provided by three focused panels, the purpose of this conference was to provide information and insights to assist attendees with their 2020 business planning.**

Focusing on entrepreneurship and the three major sectors of our local economy – health care, small business, and agriculture – the Summit covered both macro and microeconomics of our region and, to some extent, the country.

**Four major themes pulled through the program:**

- Risk should be calculated/defined as realistically as possible and managed against.
- Reward/profit should be invested when you have a well thought out plan.
- Resiliency comes from working your plan – taking smart risk - while focusing on both the processes and projects of your business.
- A strong entrepreneurial ecosystem is both essential and growing in our region.

While the Economic Summit is about sharing information, it is also about seeking information. We are very grateful to the many attendees who answered our survey – their responses are helping to define the strategic objectives of the Chamber for 2020. We will define the 2020 Public Affairs Strategic Objectives in the next edition of Advantage. In the meantime, please read on for a fuller report on the Economic Summit: 2020 Forecast or you can find it on our website at [www.rochestermnchamber.com](http://www.rochestermnchamber.com).

**Sincerely,**

**Kathleen Harrington**



## Market Highlights

### Bob Dickey, Technical Strategist, RBC Wealth Management

- Bull market continues. Market quadruples in next 10 years. (2019-27,000/2029 -100,000)
- Interest rates are at the lowest in history and will remain low.

See his full presentation:  
<http://bit.ly/MarketMapsRACC>

## Mayo Clinic 2030 Strategic Plan

**Cure:** Mayo Clinic will differentiate itself through the discovery, delivery, and diffusion of the next generation of diagnosis, treatment, and cures.

**Connect:** Mayo Clinic will create digital care delivery capabilities with a human touch and virtually integrate its care to create a system that is more accessible, scalable and affordable.

**Transform:** Mayo Clinic will transform healthcare through platforms, leveraging data and technology to redefine health care.

*"To make our bold vision a reality, partnership with the community is critical. We must work together."*

**Dennis Dahlen, CFO, Mayo Clinic**

## Going it Together: Small Business Panel



From Left to right:

**Aaron Benike**

President, Benike Construction

**Jack Priggen**

President, Cardinal of Minnesota

**Kathleen Harrington**

President, Rochester Area Commerce

**Bucky Beeman**

Owner / Licensed Real Estate Salesperson,  
Realty Growth Incorporated

**Joselyn Raymundo**

Pharm.D. Founder / President, Rochester  
Home Infusion

### Positives

- Rochester really is a land of opportunity with a welcoming business community, which is what I try to show businesses deciding whether or not to come here. (B. Beeman)
- In terms of the pressure, it really helps to be part of a good team. A piece of advice: Always make sure that you focus on (and satisfy) the needs of your customers. (A. Benike)
- Coming from a minority demographic, my advice would be to go for it like barriers don't exist. Not that they don't matter, but don't let them intimidate you. I've found that Rochester has been a very welcoming community, so it wasn't a huge issue here. (J. Raymundo)
- We can all benefit from looking at small businesses that have won the Baldrige award and copying best practices they follow. (J. Priggen)

### Challenges

- Cost of doing business, competition from larger companies, workforce supply, and government red tape.

**Outlook: Bullish - good year for expansion (ALL)**

**"If you are not growing, you're dying." (J. Priggen)**

## State of Local Entrepreneurial Ecosystem

### Positives

- Rochester is well underway to developing a healthy ecosystem for entrepreneurs. We are attracting companies that are attracting other companies that want to work with them. (L. Clarke)
- The ecosystem components exist within Rochester. Services such as human resources, IT, IP law, and marketing, as well as physical components (laboratories, office space, and cafeteria space). Startups can leverage these rather than hire staff or rent space of their own. (N. Nordstrom)
- People outside Rochester are “catching the buzz” about our business environment. (L. Clarke)
- There are some who have significant others in stable jobs who are then more willing to take a risk on a new business. (C. Lukenbill)

### Challenges

- Finding talented hires for startups is challenging in Rochester due to lack of a 4-year college. (C. Lukenbill)
- Employees want to join companies in cities that have many other companies and jobs to offer, should their employment not work out. (T. Downs)
- It is difficult to fill director/executive level positions because Rochester doesn't yet have enough “critical mass” to consistently attract that type of talent. (S. Russell)
- Rochester struggles with fewer individuals that both have the necessary experience and are willing to try something new/take the entrepreneurial risk. (C. Lukenbill)

**Outlook: All panel members were positive on the 2020 economic outlook for their businesses and the continuing strength of our community's entrepreneurial ecosystem.**



From Left to right:

**Chris Lukenbill** - Co-founder, Shrpa | **Nate Nordstrom** - Founder, BrandHoot | **Traci Downs** (Facilitator) Executive Director, Collider Foundation  
**Lisa Clarke** - Executive Director, Destination Medical Center EDA | **Stephen Russell** - Founder, Director, CEO, and President of Vyriad

## RENEWING MEMBERS

Thank you for your continued investment in our community.

AARP	Gamut Handyman Services	Rochester Home Infusion
AbiliT Holding - Meadow Lakes Senior Living Community	International Union of Painters and Allied Trades- Local Union #681	Schmidt Goodman Office Products
Advanced Financial Consultants	Knight's Chamber Men's Clothiers	SCORE
Alan C. Anderson, Chartered CPA	Luther-Park Place Motor Cars	Southeastern Minnesota Building & Construction Trades Council
Bigelow Homes	Midwest Signtech of Rochester	Thrive by LeVel - Raquel Johnson - Independent Brand Promoter LV-2325
Carlson Capital Management	Minnwest Bank	Travel Leaders - Market Square
Castle Community LLC	Ohly Law Office	Trillium Spinal Care
City Auto Glass	ONB Bank-Hwy 14 West & Circle Drive	Village on the Green 1 Townhomes
Cravath Homes LLC	Opportunity Services	Condominium Association
Eagle Bluff Environmental Learning Center	Overhead Door Company of Olmsted County	Visiting Angels
First Steps Academy	Plumbers and Steamfitters Local 6	Workforce Development, Inc.
Fresh Thyme Farmers Market	PossAbilities	

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## WELCOME TO NEW MEMBERS

Thank you for your investment in our community.

### Icon Constructors

(507) 458-5437 | <http://www.iconbridgellc.com>

ICON Constructors, LLC is a Minnesota-based bridge and heavy highway/civil contractor that specializes in slab, concrete girder, steel superstructure and timber bridges, as well as structural concrete, sheet piling, pile driving, and concrete paving. ICON is dedicated to providing quality services to County, State and private entities throughout the states of Minnesota and Iowa..



### Journie

<http://www.journieproject.weebly.com>

Journie is a Rochester-based non-profit that prepares foster and at-risk youth for life and leadership. Central to this goal is an intensive, 4-week workshop designed to address gaps in knowledge and skills common to youth with history in chaotic or traumatic environments. In addition, Journie also provides an ongoing, supportive, vibrant, and engaged community for youth after they complete the program.



### Oakman Construction

(507) 218-4800 | <http://oakmanllc.com>

Oakman Construction & Remodeling LLC is a licensed, bonded, and insured residential contracting company specializing in general and finish carpentry including deck construction and redecking, fence, window, door, trim, and flooring installation. We enjoy the process of working with you to realize the full potential of your project.



### Epic

(608) 271-9000 | <http://www.epic.com>

Founded in a basement in 1979 with 1½ employees, Epic develops software to help people get well, help people stay well, and help future generations be healthier



## Exploring our Economic Ecosystem

The LGR class gathered on Thursday, December 19 at One Discovery Square for a day-long session exploring our regional economy.

Sponsored by Subaru of Rochester and hosted by the University of Minnesota, Rochester, this session featured walking tours, speakers representing the major sectors of the economy (agriculture, healthcare, small business, hospitality), breakout sessions with community leaders, and an examination of the local entrepreneurial ecosystem.

Following the session, the class joined alumni, chamber members, and community members for the special Holiday Business After Hours party in the main One Discovery Square atrium.



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

**Amanda Keller**, Think Bank

**Amanda Mikhail**, Mayo Clinic

**Christian Holter**, Rochester City Lines

**Mike Benike**, Benike Construction

**Mike Vance**, IBM

**Sarah Oslund**, City of Rochester

## STEM Forward Outstanding Educator Award Banquet

### Annual Dinner Recognizes Innovative STEM Teachers

Congratulations to the nominees and winners of the STEM Forward Outstanding Educator Award. Hosted by Southeast Service Cooperative's STEM Forward, this annual dinner and awards presentation recognized teachers from Southeast Minnesota who are taking innovative approaches to STEM education and training.

#### 2020 Awardees:

**Angela Heitman**, Zumbrota Mazeppa Schools

**Burke Enger**, Albert Lea Public Schools



We believe that Rochester's ideas and innovators will change the world.

Supporting the Rochester entrepreneurial ecosystem through:

- Events
- Education
- Space
- Storytelling



[colliderfoundation.org](http://colliderfoundation.org)  
[info@colliderfoundation.org](mailto:info@colliderfoundation.org)

## 2020 Election Events

Presidential Nomination Primary - March 3, 2020

State and Local Primary - August 11, 2020

General Election - November 3, 2020

Election judges are always needed to help serve voters at the polls on Election Day.

**Consider applying today!**

*As a reminder to employers, an individual who is selected to serve as an election judge pursuant to Minn. Stat. § 204B.21, subdivision 2 may, after giving an employer at least 20 days' written notice, be absent from a place of work for the purpose of serving as an election judge without penalty.*



Visit [rochestermn.gov/vote](http://rochestermn.gov/vote) to learn more.

**YOUR VOTE**  
OLMSTED COUNTY | ROCHESTER, MN



SE Minnesota

**SCORE** is a national organization of volunteers that provides FREE Mentoring to entrepreneurs and existing small businesses, including non-profits.

Rochester's SCORE Chapter, with over 20 volunteers, covers SE Minnesota, to Austin and into Northern Iowa and Eastern Wisconsin.

**SCORE** provides:

- Free mentoring (one-on-one advice and support)
- Reference guides and other materials (available on-line, 24/7)
- Classes, workshops, and events (both for fee and free)



**Volunteer Spotlight:** As a SCORE Volunteer, Jamie Bjerke brings over 15 years of sales and marketing experience when she mentor's clients one-to-one or provides a marketing workshop.

Jamie is a business owner who enjoys sharing her experience and expertise with the local business community. Jamie helps busy entrepreneurs identify and accomplish their goals through strategic marketing efforts.

To request a Mentor or become a SCORE volunteer Mentor visit <https://seminnesota.score.org/>

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## Attention Hospitality Members: Upcoming Rochester Sports Events

The following events provide sales and service opportunities for you

**February 1-2:** Frostbite Volleyball

**February 15, 21-22:** MSHSL Section Wrestling

**February 7-9:** Hiawathaland Figure Skating

**February 22-23:** RCYBA Girls Basketball

**February 8-9:** Heart of Gold Gymnastics

**February 21 – March 1:** Luther College Dome Softball

**February 8-9:** Presidents Day Volleyball

**February 28-29:** Varsity All Star Dance

**February 15-16:** Presidents Day Volleyball

**Feb. 28 – March 1:** Rochester Swim Club – MRC Championship

**February 14-16:** Vince Herring Classic Swim Meet

**February 29 – March 1:** RCYBA Boys Basketball

**February 22-23:** RCTC Dome Softball

**February 24 – March 7:** MSHSL Girls Section Basketball

## Business After Hours

### Holiday Party

**One Discovery Square Supported by Labovitz MBA | December 19**

Capping off 2019 with a great Business Hours, attendees enjoyed delicious food and refreshments from Grand Rounds and Cafe Steam, while exploring all three floors of the new One Discovery Square. The fun was matched by the generosity and contributions of those attending to the Salvation Army Red Kettle Campaign. With matching contributions from Mayo Clinic and Chamber staff, multiple thousands of dollars were raised.

*"One Discovery Square's partnership with the Chamber to host December's Business After Hours Holiday Party exceeded our expectations. The collaboration allowed us to celebrate and share the mission of One Discovery Square with nearly 200 people, fulfilling our mission to bring diverse groups together to foster new relationships and a culture of innovation."*

**Meghann Southwick**

*Community Events Manager, One Discovery Square*





## AM Espresso

**Rochester Golf and Country Club**

**January 10**

### **New Year, New Format, New People - Still Great Networking**

Carl Granberg, General Manager, Rochester Golf and Country Club and his team hosted the first AM Espresso of 2020, providing attendees an inside view of the new additions and improvements to RGCC. Attendees saw first-hand a state-of-the-art golf simulator - learning how to improve their own game - a brand new workout facility, complete with personal training services, an entertaining and engaging child care facility, and the new and improved Tillie's Bar & Grill.

*"WOW, what an outstanding experience it was to host AM Espresso! This experience allowed the Club to showcase our new offerings and renovations. We are so appreciative for the opportunity to showcase our family-friendly club."*

**Carl Granberg**

*General Manager, Rochester Golf and Country Club*



## 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.



### 01 Ability Building Community

(507) 281-6262 | [www.abcinc.org](http://www.abcinc.org)



### 02 First Steps Academy

(507) 282-5437 | [www.firststepsmn.com](http://www.firststepsmn.com)



### 03 River Bend Senior

(507) 282-1550 | [www.riverbendrochester.com](http://www.riverbendrochester.com)

## Thirteen Mayor's Medal of Honor Recipients Honored During Ceremony

### Mayor's Medal of Honor Recipients

Mayor Kim Norton was joined by recipients, their friends, and families on December 12, 2019 for the Mayor's Medal of Honor program. In total, thirteen individuals were recognized. 2019, marked the 36th year of the Mayor's Medal of Honor.

Mayor Kim Norton states, "The Mayor's Medal of Honor is a longstanding opportunity to recognize the outstanding contributions of our community members. Today, we had the chance to recognize the contributions of thirteen marvelous individuals who make our community a better place to live, work, and play."

The Mayor's Medal of Honor recognizes residents who have gone above and beyond to serve the community. The Mayor collected nominations from community members. In total, more than 50 nominations were received.

Category	Honoree
Artistic / Cultural Achievement Award	Tyler Aug
Excellence in City Service Award	Steven Schmidt
Community-Wide Service Award	Danielle Teal
Champion of Diversity Award	Miriam Goodson
Educational Excellence Award	Natalia Benjamin
Excellence in Industry Award	Naura Anderson
Human Services Award	JoMarie Morris
Legacy Award	George Thompson
Mayor's Award	Jere Lantz
Personal Achievement Award	Andy Brownell
Senior/Elder Achievement Award	Jeanette Fortier
Sustainability Award	Ivan Idso
Youth Serving Community	Anjali Donthi

## WSB

### Chris Petree

WSB is pleased to welcome Chris Petree as the director of Rochester operations. As the former public works director for the City of Rochester, Petree joins the firm with more than two decades of experience working for municipalities. He will lead operations and projects in Rochester, oversee the firm's work in southeast Minnesota, and support clients across all offices by sharing best practices around project management, quality control and client engagement.



## White Space



2020 marks the nine year anniversary for White Space. Launched in 2011, White Space has helped hundreds of businesses such as the Rochester Downtown Alliance, Little Thistle Brewery, Destination Medical Center, Spark, Bar Buffalo, and Benike Construction with brand development and communication strategies. .

In addition to celebrating nearly a decade in business, Sarah Miller, founder of White Space is excited to announce the addition of two new team members. "This expansion allows us to form a deeper relationship with our partners. Starting with brand development that is tied to business strategy, then continued communications and engagement is now a necessity for organizations of every size. " Miller currently serves as a board member for the Rochester Area Chamber of Commerce and the Downtown Neighborhood Association.

### Christi Jorde, Brand Strategist

Christi has over 17 years of experience building relationships and brands by linking creative strategy and messaging with execution. She loves bringing a brand's personality to life and helping companies position themselves for success. She is also an advocate for the local community as a board member for the Rochester Children's Museum. Having grown up in Winona, she attended Winona State University and majored in Mass Communications. Christi moved from the Minneapolis area back to Rochester in 2010 to be closer to family.



### Audrey Hunt, Brand Designer

White Space is excited to transition Audrey as a freelance designer to full-time Brand Designer. Armed with a degree in Interdisciplinary Design from Iowa State University, Audrey has used her talents in the graphics, branding and packaging world. After spending months diving into brand development and design for a variety of partners at White Space, Audrey is eager to continue building her design and illustration skills in the community her and her husband now call home.



## Olmsted County

### Paul Fleissner



Olmsted County Deputy of Administrator of Health, Housing and Human Services Paul Fleissner was named to the St. Paul & Minneapolis Foundation advisory committee to manage the Minnesota Homeless Fund, launched by Governor Tim Walz & Lt. Governor Peggy Flanagan. "I am excited to serve on the advisory committee managing the Minnesota Homeless Fund and be connected to the larger Minnesota Winter Homeless Initiative," said Fleissner. "Homelessness is an issue in virtually every community. I am grateful that Governor Walz is bringing people together to explore solutions in Minnesota to this critical and challenging problem."

## University of Minnesota

### Dr. Sabine Engel

Dr. Sabine Engel of the University of Minnesota's Institute on the Environment was a recent recipient of the Republic of Germany highest civilian award, the "Order of Merit." Germany Counsel General Moessinger presented the award at a ceremony at the University of Minnesota. Dr. Engel was recognized for a distinguished life of service with particular emphasis on her outstanding Minnesota/Germany policy exchange programs in the areas of healthcare, workforce, and most especially renewable energy all of which have had Rochester Area Chamber member participation.



## Spark, Place of Play



On December 31st, the Minnesota Children's Museum of Rochester hosted their annual "Noon Years Eve" event at the Apache Mall celebrating not only the new year but a relocation to the mall along with a big name change.

With a planned summer 2020 opening, the all-new, 7,000-square-foot play space will feature the new name: Spark. Visitors will explore a variety of interactive exhibits, including an immersive climbing structure, an international bazaar and a one-of-a-kind water play experience.

Playful learning will be at the heart of the new Spark experiences, along with three focus areas: STEAM (science, technology, engineering, art and math), health and well-being, and cultural connections. Spark will continue to work with local partners to rotate in new attractions that provide hands-on learning opportunities for young learners and their families. **To learn more about Spark or become a partner, please visit [SparkRochesterMN.org](https://SparkRochesterMN.org)**

# Please Mark Your Calendars

## 2020 Major Chamber Programs

**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** WE Forum\*
- 20th** Shop Local First Class\*\*
- 22nd** Business After Hours

**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.

To see the full 2020 calendar,  
please visit: <http://bit.ly/RACCEvents2020>

ROCHESTER AREA

CHAMBER OF COMMERCE

220 South Broadway, Suite 100

Rochester, MN 55904

507-288-1122

[www.RochesterMNChamber.com](http://www.RochesterMNChamber.com)

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Rochester, MN

PLEASE SHARE THE **Advantage**

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Grow, Preserve and Transfer Your Assets

“

MY GOAL IS FOR YOU TO MEET YOURS

*With years of experience in the areas of wills, trusts, estate planning and probate, I enjoy working with individuals, families, business owners and foundations, helping them see what is possible when it comes to their financial future and then putting a plan in place to reach those goals.*

”



**Masood Dehnavifar, J.D.**  
Trust Department Manager

**We can help with:**

- Investment Management
- 401(k) and other Qualified Plan Administration for Employers
- Retirement Solutions
- Business and Farm Succession Planning
- Serve as Trustee for Revocable, Irrevocable, Charitable, Special Needs or Insurance Trusts
- Probate and Estate Administration
- Daily Finance Management under a Power of Attorney
- Estate Plan Counseling

Put our Trust experts to work for you and discover the Merchants Bank difference.

