

## chamberXpress

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DULUTH AREA CHAMBER OF COMMERCE MONTHLY NEWS

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www.duluthchamber.com

## Be a Force on the Course

Our 52nd Annual Chamber Golf Classic is Set for July 26

On July 26, the 52nd Annual Chamber Golf Classic – presented by Otis-Magie Insurance Agency and Marsh & McLennan Agency – tees off at Ridgeview Country Club for the largest business-to-business golf event in the Northland.

This event will have additional precautions and safety measures in place to ensure player and staff health. Sign up to golf today! Teams and individual spots are available.

\$215 per golfer – 7 a.m. to 2 p.m. tee times available:

- 18 holes of golf
- Light breakfast
- Two carts per team of 4 or 5
- Complimentary drink
- Lunch from Super One Foods
- Appetizers from Ridgeview Country Club from 1 to 5 p.m.
- Lots of networking and fun!

Several outstanding sponsorships are still available for every budget. This is your opportunity to be a driving force on the course with a sponsorship that raises your organization's profile. Swing into action and join the fun!

For additional sponsorship information or to register to golf, contact Kathleen Privette at kprivette@duluthchamber.com.



Moving business forward. ▶

## Nominate a Business Leader for the Chamber Board

You have an exciting opportunity to strengthen our Chamber by nominating a talented business leader to serve on our board of directors. This person can be a colleague of yours or yourself.

Serving on our board is an effective and enjoyable way to connect with leaders who concurrently are dedicating time and talent in service to the Chamber. If you, or someone you know, are interested in serving, please let me know. To submit a nomination, please provide me with your nominee's name, professional status and community engagement. Please also share your rationale for the nomination. Incoming board members will serve a three-year term which commences October 1, 2021.

Successful nominees must be willing to:

- accept a leadership role within a Chamber initiative,
- participate in Chamber events,
- assist in recruiting and retaining members,
- serve as an enthusiastic advocate for the Chamber.

Nominations will be accepted until noon on Thursday, June 17. You can email your nomination to me at dross@duluthchamber.com or mail it to me at 5 W. First St., Ste. 101, Duluth, MN 55802. Please contact me at (218) 740-3751 if you have questions, concerns or suggestions.



In support,

David Ross  
President



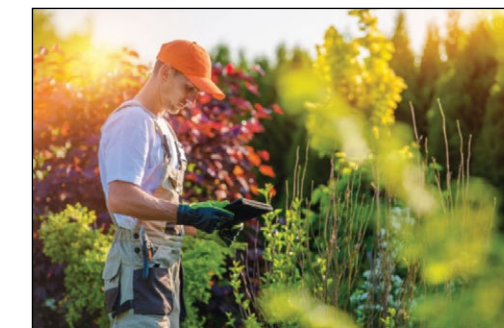
If you're ready to talk about new ideas for your business, we're ready for that conversation.

Let's see what we can do together.  
Talk to a Bremer banker today.

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BANK

bremer.com

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### Insurance Programs for Lawn Care Specialists.

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Duluth, MN

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## Join Us for Our Triumphant Return to the Greysolon Ballroom and Clyde Iron Works

### Let's Do Lunch, Duluth – Tuesday, June 8

**“Rebuilding and Realigning: Charting a Post-Pandemic Course for the Duluth Entertainment Convention Center,” presented by former Interim Executive Director Roger Reinert and Executive Director Daniel Hartman**



Roger Reinert

We can see it from just about every hillside vantage point in our Zenith City. We can see the multiple buildings and parking lots that combine to comprise the DECC complex. It is natural for us to wonder, “How has our beloved DECC, Duluth’s gathering place, survived this past year?” Fortunately, you can be one of the first to hear from Roger Reinert and Dan Hartman regarding what is happening at, and to, the DECC.

I have said it before. It has never been more applicable. Be in with the in-crowd. Go where the in-crowd goes. Know what the in-crowd knows ... about the DECC. Sponsored by our good friends at Minnesota Power, an ALLETE Company.



Dan Hartman

**11:45 a.m. to 1 p.m. (program starts at noon)  
Greysolon Ballroom by Black Woods, 231 E. Superior St.  
Chamber members \$35/nonmembers \$45**



### Let's Connect at Clyde – Tuesday, July 13

**“The Depot’s Captivating History and Its Promising Future as a Community Treasure,” presented by Executive Director Mary Tennis, St. Louis County Heritage & Arts Center (the Duluth Depot)**



Mary Tennis

In its heyday, The Depot served seven different railroad lines and housed the railroad offices, a newsstand, barber shop, parcel room and lunch room. It handled 26 trains a day. Today, The Depot is a community treasure on the National Register of Historic Places, and a beautifully restored building used for a wide range of events. Over a quarter-million people visited The Depot each year prior to the pandemic. Join us and learn what the future holds for this remarkable gathering place. Sponsored by our good friends at LHB.

**11:45 a.m. to 1 p.m. (program starts at noon)  
Clyde Iron Works Restaurant, Catering & Event Center,  
2920 W. Superior St.  
Chamber members \$30/nonmembers \$40**



Register at [duluthchamber.com](http://duluthchamber.com) or call (218) 722-5501. I look forward to seeing you at these events. Go where the in-crowd goes. Know what the in-crowd knows.

In support,  
*David*  
David Ross, Chamber President

## Escape to “The Big Easy”

Join Us at Fuse Duluth’s Mardi Gras at the Mansion Event

**F**use Duluth is bringing New Orleans flair to Glensheen at our newest networking offering, Mardi Gras at the Mansion! On July 22, grab your friends and escape to “The Big Easy” for music, mouthwatering Southern cuisine and masquerade shenanigans not typically found in Northern Minnesota. We can’t wait to guess who is under the mask at this unique, incognito networking soiree.

**Thursday, July 22  
5 to 7 p.m.  
Glensheen Mansion,  
3300 London Road  
Chamber members \$20/  
nonmembers \$30  
Register at [fuseduluth.com](http://fuseduluth.com)**



SAVE THE DATE:  
**October 28, 2021**  
Duluth Entertainment Convention Center

### 151<sup>st</sup> Annual Meeting & Dinner Celebration

We are moving forward in optimism with the 151st Annual Meeting and Dinner Celebration. This will be a celebration of community progress, Vision Northland, and the exciting opportunities to come.

**Keynote Presentation by Dr. David Herman,**  
CEO of Essentia Health

## Advance your Career

The College of St. Scholastica is here to help move your career to the next level with our online MBA programs.

- MBA in Leadership & Change
- MBA in Rural Healthcare
- Finish in 2 years or less

Learn more [css.edu/master](http://css.edu/master)





# Calendar

Please register for Chamber events at [www.duluthchamber.com](http://www.duluthchamber.com) or by calling 722-5501.

**June 2**  
Wednesday

**Professional Development Series (virtual)**  
"A Practical Look at Managing Agile Projects," presented by Brandon Olson of The College of St. Scholastica  
Noon to 1 p.m.  
Zoom  
Sponsored by The College of St. Scholastica Stender School of Business & Technology

**PROFESSIONAL DEVELOPMENT SERIES**



**June 8**  
Tuesday

**Let's Do Lunch, Duluth (in-person event)**  
"Rebuilding & Realigning: Charting a Post-Pandemic Course for the Duluth Entertainment Convention Center (DECC)," presented by former Interim Executive Director Roger Reinert and Executive Director Daniel Hartman  
Noon to 1 p.m.  
Location: Greysolon Ballroom by Black Woods, 231 E. Superior St.  
Sponsored by Minnesota Power.



**June 9**  
Wednesday

**Leadership Duluth "Leadership Challenge Day"**  
9 a.m. to 5 p.m.  
Location: Fitger's Complex, 600 E. Superior St. (August Fitger Room)  
Sponsored by North Shore Bank  
(\*This program is open to current Leadership Duluth class members only.)



**June 15**  
Tuesday

**After Hours Networking Event (in-person event)**  
4:30 to 6 p.m.  
Location: Adolfsen Peterson Construction, 408 W. Superior St.  
Join us for networking (in person!) at After Hours, our popular afternoon monthly networking series. Area businesses and their employees enjoy establishing quality connections with professionals.



**June 24**  
Thursday

**Leadership Duluth Graduation**  
5 to 7 p.m.  
Location: Greysolon Plaza, 231 E. Superior St. (Moorish Room)  
Sponsored by North Shore Bank.



**June 30**  
Wednesday

**Chamber Skills Series (virtual)**  
"Crafting a Brand Identity," presented by Mike Smisek of Šek Design LLC  
Noon to 1 p.m.  
Zoom  
Sponsored by Lake Superior College.

**CHAMBER SKILLS SERIES**



# Success!

Bell Bank celebrated the grand opening of its Duluth location in the Temple Opera Building, 201 E. Superior St.



Grand opening celebration for Caravel Autism Health, located at 4140 Richard Ave. in Hermantown.

Engwall Flowers celebrated its new location at 4940 Matterhorn Drive.



## CHAMBER STAFF



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David Ross  
President & CEO  
(218) 740-3751  
dross@duluthchamber.com

## In Case You Missed It

### Ignite Your Fuse Attendees Get the Scoop from Grandma's Restaurant Corp.

On May 20, Fuse Duluth hosted our second virtual event of 2021. The session offered attendees an insider's look at the history of Grandma's Restaurant Corp. and a peek at the vision for the future of Canal Park, presented by Brian Daugherty, the president of Grandma's Restaurant Corp. Attendees enjoyed a delicious box lunch provided by Grandma's and the opportunity to tour the new event space, The Garden (formerly known as Grandma's Sports Garden), prior to the virtual presentation offering. We'd like to thank Brian Daugherty for sharing his story, time and expertise with us!



The world is changing. *Are you?*  
Make the SHIFT with today's top leaders.

**SAVE THE DATE: September 15, 2021**  
Clyde Iron Works Restaurant, Catering & Event Center

GUY RAZ

RAINN WILSON

AUSTIN CHANNING BROWN

ANDY STANLEY

LIZ BOHANNON

CRIS CARTER

TODD HENRY

MICHAEL C. BUSH

DENI TATO

CHUCK MINGO

SUNNY PARR

DAVID BAKER



## June 2

### VIRTUAL Professional Development Series

"A Practical Look at Managing Agile Projects," presented by Brandon Olson of The College of St. Scholastica (noon to 1 p.m. on Zoom). Sponsored by The College of St. Scholastica Stender School of Business & Technology.

Professional  
DEVELOPMENT  
SERIES



## June 30

### VIRTUAL Chamber Skills Series

"Crafting a Brand Identity," presented by Mike Smisek of Šek Design LLC (noon to 1 p.m. on Zoom). Sponsored by Lake Superior College.

CHAMBER  
SKILLS  
SERIES



## Meet Mandi Robarge: One of Fuse Duluth's Wonderful Council Members

### Where is your hometown? If not Duluth, what brought you here?

My hometown is Milaca, Minnesota. I came to Duluth to attend UMD back in 2007. My husband owns a small business in downtown Duluth and decided we love Duluth too much to ever want to leave.

### How did you hear about Fuse Duluth, and how did you get involved?

My current supervisor sent me details, and then after meeting with Martha [Bremer], I knew I wanted to join such an inspiring group of young professionals!

### What is (or has been) your favorite Fuse event?

Halloween events – but I love to talk, so any events are great to get together and network!

### How do you define a great leader?

Someone who is positive, interactive and approachable – who isn't afraid to step out of their comfort zone to spread the wealth of knowledge to others around them.

### Describe your perfect Duluth day.

Taking my two young sons on a hike, looking at the beautiful lake views or fall colors and getting out fishing whenever we can. If a ship can be seen, I love hearing the excitement in my son's voice when he points it out.

### What do you hope for the future of Duluth?

For Duluth to continue to grow our young professionals' confidence, positivity, adventure and laughter, so the smiles can spread rapidly across the Northland. Along with that, I am hoping we can work on getting day care options expanded, so families never have to be concerned about where to find good help for our amazing children.



Martha Bremer  
Director of Fuse and Leadership Duluth  
(218) 740-3754  
mbremer@duluthchamber.com



## Promote Your Summer Happenings Through Chamber Marketing

Let the summer events commence! With warmer temps and loosened COVID-19 restrictions, celebrations, events and other happenings are expected to keep the Twin Ports very busy this summer. Place your announcement before thousands of engaged professionals and heighten visibility through the Duluth Area Chamber of Commerce's unique marketing opportunities.

### Email Marketing

Now is a great time to reach fellow Chamber members and community leaders via email to promote your announcements and happenings in the Chamber's e-newsletters. These marketing platforms are perfect for events, seasonal specials, member services and seminars. Priced at \$100 per send, with half-off nonprofit rates available, our email newsletters offer a wide reach at an affordable budget.

- Week at a Glance is distributed to 2,500 recipients every Monday
- The Fuse Flash young professional email is sent to 1,600 recipients, biweekly on Wednesdays

### Mailing List

Utilizing the Chamber mailing list is an effective way to send out any large mailing to area businesses. Sent to you in an Excel spreadsheet, this mailing list includes contacts for the member business, company name, address, employee count and business classification. The list can be sorted by employee count or specific type of businesses (i.e. real estate agents) to fit your specific audience.

- \$195 Primary Contacts – approximately 1,000 recipients
- \$235 Primary and Secondary Contacts – approximately 1,400 recipients

For more information on both of these opportunities, connect with me at [cjohnson@duluthchamber.com](mailto:cjohnson@duluthchamber.com) or (218) 740-3755.

Chris Johnson  
Director of Marketing and Communications  
(218) 740-3755  
[cjohnson@duluthchamber.com](mailto:cjohnson@duluthchamber.com)



## Welcome New Members

### Absolute Aerial Services LLC

3750 Munger Shaw Road  
Duluth, MN 55810  
(218) 393-2767  
[www.absoluteaerialservices.com](http://www.absoluteaerialservices.com)  
Offering the most innovative inspection solutions, providing clients with high-quality imagery and data, using industry-driven solutions utilizing the latest in UAV technology and software.

### Arrowhead IT Solutions

137 Montauk Lane  
Duluth, MN 55804  
(218) 464-9944  
[www.arrowheaditsolutions.com](http://www.arrowheaditsolutions.com)  
Arrowhead IT Solutions is a tech support and service company. We focus our needs on the home user and small business who may not have the resources or may not want to pay the high costs of enterprise support. Our services focus around knowledge and consulting and managed services. We aim to help our customers learn more about safe computing, how security works and how to manage their technology.

### Boreal Leadership LLC

P.O. Box 181  
Port Wing, WI 54865  
(715) 813-9520  
[www.borealleadership.com](http://www.borealleadership.com)  
Specializing in leadership development, management consulting and strategic planning, Boreal Leadership coaches, consults, facilitates and trains. We help people make progress together, no matter their title, role or location.

### Charter Next Generation

19010 Winter St.  
P.O. Box 277  
Superior, WI 54880  
(715) 395-8258  
[www.cnginc.com](http://www.cnginc.com)  
Our steadfast pursuit of "A Better Way" has empowered us to become North America's leading independent producer of high-performance specialty films.

### Costin Group Inc.

P.O. Box 385  
Duluth, MN 55801  
(218) 590-5970  
Costin Group Inc. is a full service government and public affairs firm specializing in state and federal lobbying efforts.

### Duluth Junk Hunt

P.O. Box 15093  
Duluth, MN 55815  
(218) 348-5333  
[www.duluthjunkhunt.com](http://www.duluthjunkhunt.com)  
A three-day indoor market featuring the best in vintage shopping! Vendors come from all over the state of Minnesota and beyond, bringing in the coolest antiques, repurposed treasures and rusty finds. Happening in May and November in beautiful Duluth, Minnesota.

### Lincoln Park Children and Families Collaborative

2424 W. Fifth St.  
Suite 10, 20 and 108  
Duluth, MN 55806  
(218) 464-0588  
[www.lpcfc.org](http://www.lpcfc.org)  
The mission of Lincoln Park Children and Families Collaborative is to support children and families by connecting them to resources and opportunities, embracing our cultures, and building community and well-being through strong and equitable leadership.