

chamberXpress

The Chamber Xpress newsletter is published monthly by the Duluth Area Chamber of Commerce. Members of the Duluth Area Chamber of Commerce receive the Chamber Xpress at an annual subscription rate of \$12, which is included in their membership dues.

Periodicals mail postage paid at:
Duluth, MN
Publisher, Matt Baumgartner
5 W. First St.,
Duluth, MN 55802
Phone: (218) 722-5501
Fax: (218) 722-3223
Email: inquiry@duluthchamber.com
Website: www.duluthchamber.com

The printing of the Chamber Xpress is done at: Arrowhead Printing, Duluth, MN.

POSTMASTER:
Please return form 3579 to the Chamber Xpress,
Duluth Area Chamber of Commerce, 5 W. First St.,
Duluth, MN 55802 • Phone (218) 722-5501

Publication # 526-390

Learn From Local Leaders at Our Annual Duluth Leadership Conference

Reaching the summit of professional success comes from hard work, dedication and continuing your education. On November 16, the Duluth Area Chamber of Commerce will host our annual Duluth Leadership Conference – the region's only full-day leadership development conference designed to motivate, inspire and benefit you and your organization.

Learn from local leaders who will provide attainable tips on how you can become an even better expert at what you do. Don't miss this opportunity to reinvent your workday, get inspired and strengthen your leadership skills!

Develop the unique leader within you – do not miss this opportunity to learn from the amazing local leaders who help build our city and economy.

REGISTER NOW:

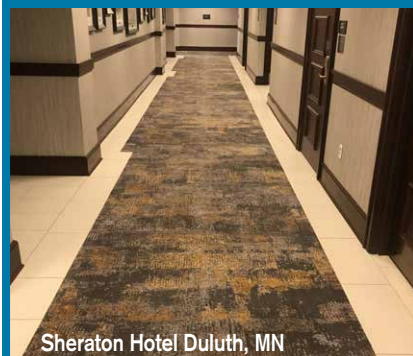
Tuesday, Nov. 16 • 8:30 a.m. to 3:30 p.m.

Greysolon Ballroom by Black Woods, 231 E. Superior St.

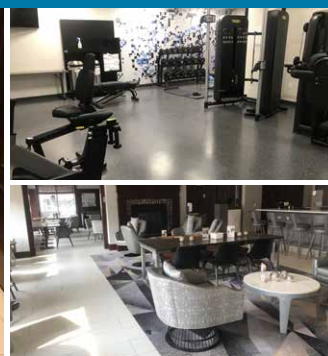
Register at duluthchamber.com • Chamber members \$99/nonmembers \$109



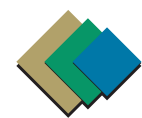
CARPET • HARDWOOD • LAMINATE • VINYL • CERAMIC



Sheraton Hotel Duluth, MN



The Area's Leader in Commercial
and Industrial Floor Coverings.



CONTRACT
TILE AND CARPET, LLC
COMMERCIAL FLOORING SPECIALISTS

537 Garfield Ave. Duluth, MN 55802 • 218-723-4056 • Fax 218-723-4058 • www.contracttileandcarpet.com



chamberXpress

DULUTH AREA CHAMBER OF COMMERCE MONTHLY NEWS

Vol. 22 • Issue 9 September 2021

www.duluthchamber.com

Celebrate 151 Years With Us

We're excited to announce that we will host the Chamber's 151st Annual Meeting & Dinner Celebration on Thursday, Oct. 28, at the Duluth Entertainment Convention Center. Our hope is to host the event in the same capacity as past years within the beautiful Lake Superior Ballroom with 1,200 business leaders. Rest assured that your health and safety is our main priority, and we will continue to monitor the ever-changing pandemic conditions.

This year's keynote address will feature Dr. David Herman, CEO of Essentia Health. This will be a celebration of community progress, Essentia's Vision Northland project to transform its downtown medical campus, and the exciting opportunities to come.

You, too, can have your organization highlighted at the largest business community celebration of the year. Sponsorships are now available! Contact Director of Events Kathleen Privette at kprivette@duluthchamber.com for more information about sponsorship benefits or to confirm your reservations. Individual tickets are available at duluthchamber.com.

Sponsorship levels include:

Premier - \$3,000

Platinum - \$1,700

Gold - \$1,100

Bronze - \$600

Individual tickets - \$70



DULUTH
AREA CHAMBER OF
COMMERCE

Moving business forward. ▶

Fuse Fest Moves Outdoors in 2021!

Experience a Local Food and Drink Market at Our Most Exciting Networking Offering of the Year, Now at a New Outdoor Location

Inspired by the great food halls of Europe, Fuse Fest 2021 is a food lover's dream offering attendees a true taste of the local culinary scene. Duluth is booming with tasty masterpieces from local restaurants as well as award-winning brews created in our own backyard. We are extremely fortunate to have so many unique options – but have you had time to try them all?

On September 23, Fuse Duluth is bringing you the opportunity to feast on scrumptious creations from amazing local vendors and taste the latest creations from top-notch breweries. The combinations are endless and will leave you with a true taste of Duluth!

Established professionals and rising stars will unite to celebrate and support the development and leadership training of young professionals in the Northland at Fuse Fest 2021. Grab your friends for a fun-filled evening of great food and beverages, plus music and networking, all while enjoying the scenic sunset and lake views from the exciting new location – the deck off of Harborside Ballroom at the Duluth Entertainment Convention Center.

All proceeds go to support the Fuse program. Your ticket allows you access to unlimited food and beverages throughout the night. Register at Fuseduluth.com



Thursday, September 23

**The deck off of the Harborside Ballroom
at the DECC, 350 Harbor Drive**

4:30 to 7 p.m.

Chamber members \$25/nonmembers \$30

FUSE DULUTH

YOUNG PROFESSIONALS

Back to school? We can help.

Whether it is your son's first day of kindergarten or your daughter's first day of college, let us ensure your entire family, while at home or away, is protected.

YOUNG &
ASSOCIATES
INSURANCE

Auto-Owners
INSURANCE
LIFE • HOME • CAR • BUSINESS



www.younginsure.com

Duluth, MN

218-722-1481

Let's Connect at Clyde – Tuesday, Sept. 14

**"The Duluth Pack Story: A Story Worth Telling," presented by
President Tom Sega, Duluth Pack**



Tom Sega

It's been a treasured community asset since 1882. It's historic, it's locally made and it's a staple. Join us on September 14 to hear the story of Duluth Pack and the legacy and impact it has on all Duluthians. This popular brand was born in our community, it thrives in our community and it stays in our community. Learn all about its handcrafted history and why Duluth Pack's products (and people) have stood the test of time. Sponsored by the Duluth Area Chamber of Commerce.

**11:45 a.m. to 1 p.m.
Clyde Iron Works Restaurant, Catering and Event Center
2920 W. Superior St.
Chamber members \$30/nonmembers \$40**



Let's Do Lunch, Duluth – Tuesday, Oct. 12

**"The Northland Foundation's Service to the People of Northeastern Minnesota –
Including the Provision of Early Childhood Services," presented by President
Tony Sertich, Northland Foundation**



Tony Sertich

The Northland Foundation does not just serve our community; it serves seven counties in our region. It invests in our neighbors by providing services for families, children and businesses. It is at the forefront of addressing the childcare crisis and is making strides to find solutions. Join us on October 12 to hear about all that this amazing organization has been offering, and why we all thrive because of them. Sponsored by our friends at Johnson, Killen & Seiler.

**11:45 a.m. to 1 p.m.
Greysolon Ballroom by Black Woods
231 E. Superior St.
Chamber members \$35/nonmembers \$45**



In support,

Matt Baumgartner, President

Register at duluthchamber.com or call (218) 722-5501. I look forward to seeing you there. Go where the in-crowd goes. Know what the in-crowd knows.



Leadercast 2021: SHIFT! The world is changing. Are you?

Leaders everywhere are realizing that they must make major shifts in order to move forward to achieve their purpose. Changing directions is hard. It's risky. But it's the only way to get where we need to go. The future will be created by fearless, innovative leaders who have the courage...to shift.

The 12 speakers for this event* will be practitioners who have successfully navigated through their own personal and professional shifts:

- Guy Raz – award-winning reporter, radio and podcast host, author of "How I Built This"
- Rainn Wilson – three-time Emmy nominated actor ("The Office"), New York Times best-selling author
- Chris Carter – Pro Football Hall of Fame wide receiver and TV commentator
- Liz Bohannon – founder, Sseko Designs, author of "Beginner's Pluck"
- Austin Channing Brown – speaker, author of New York Times bestseller "I'm Still Here"
- Andy Stanley – communicator, pastor, author of "Better Decisions, Fewer Regrets"
- Michael C. Bush – CEO and author of "A Great Place to Work for All"
- Todd Henry – founder of Accidental Creative, author of "The Motivation Code"
- Deni Tato – CEO, Corporate Consciousness, executive, Enneagram Coach
- Chuck Mingo – founder of Living UNDIVIDED
- Sunny Parr – executive director of the Kroger Foundation
- David Baker – president and CEO of the Pro Football Hall of Fame

(*This is a prerecorded presentation.)

Participants will learn from their experiences the practical insights, purposeful actions and catalytic insights that have the power to transform them into world-changing, visionary team builders.

Join us on September 15 for a full day of leadership training. For more information or to register, visit duluthchamber.com or contact Kathleen Privette at kprivette@duluthchamber.com. Great sponsorship opportunities are still available.

Wednesday, Sept. 15

- **Meet us on Zoom at 11 a.m. to kick off the learning**
- **Virtual access to leadership content for five days**
- **Catered lunch curbside pickup**

THE PATIENT.
ABOVE ALL ELSE.



Wanted: Speakers for Our 2022 Chamber Educational Series

The Duluth Area Chamber's popular educational offerings are presented by local professionals eager to share their expertise. Speakers selected for the 2022 series will be given the opportunity to present to a room of engaged professionals during a one-hour offering. Each session provides attendees:

- Access to qualified and knowledgeable presenters.
- Clearly defined course objectives.
- Applicable skills for the workplace.

Chamber educational series:
**Professional Development
workshop**

Chamber educational series:
**Small Business Development
workshop**

The Professional Development Workshops provide high-quality management trainings in the area of leadership, sales, diversity, HR, workplace culture and more.

The Small Business Development Workshops enhance hard skills utilized by entrepreneurs and staff. These programs dive deep into the "how-tos," ranging from press release writing, social media, product markup and more.

To submit your interest in presenting at the Chamber's educational series, or if you have questions, please email Director of Marketing and Communications Chris Johnson at cjohnson@duluthchamber.com. Applications will be accepted through October 1.

Calendar

Please register for Chamber events at www.duluthchamber.com or by calling 722-5501.

September 1

Wednesday

Professional Development Series

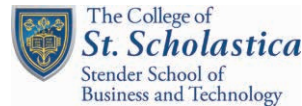
Professional Development Series

Topic: "Virtual Worker," presented by David Vosen of The College of St. Scholastica

Noon to 1 p.m.

Location: The College of St. Scholastica Health Science Center (BlueStone Building, 940 Woodland Ave.)

Sponsored by The College of St. Scholastica Stender School of Business and Technology.



September 14

Tuesday



Connect @ Clyde

Topic: "Duluth Pack Story: A Story Worth Telling," presented by President Tom Segal of Duluth Pack

Noon to 1 p.m.

Location: Clyde Iron Works Restaurant, Catering and Event Center, 2920 W. Michigan St.

Sponsored by the Duluth Area Chamber of Commerce.



September 15

Wednesday



Leadercast Duluth: SHIFT!

Meet us on ZOOM at 11 a.m.

Join us for an inspiring day of leadership training (see full details on page 3 of this issue).

THE PATIENT.
ABOVE ALL ELSE.



Leadership Duluth - Leadership Philosophies Day*

8 a.m. to 5 p.m.

Location: Greysolon Plaza (Moorish Room), 231 E. Superior St.

(*This event open to current Leadership Duluth class members only.)

Premier sponsor: North Shore Bank.



September 21

Tuesday

Ambassador Lunch

Noon to 1 p.m.

Location: to be determined

All Chamber Ambassadors are invited to enjoy lunch and to hear a guest speaker.

After Hours Networking Event

4:30 to 6 p.m.

Location: Dubh Linn Irish Brew Pub, 109 W. Superior St.



September 22

Wednesday



Business & Community Alliance Series

Topic: "Employer-Sponsored Volunteerism," presented by Katie Pease of Mentor North

Noon to 1 p.m.

Location: Chamber conference room, 5 W. First St., Ste. 101

Sponsored by Kraus-Anderson Construction Co.



September 23

Thursday



Fuse Fest - Celebrating 16 Years of Fuse Duluth

5 to 7 p.m.

Location: DECC (deck off of the Harborside Ballroom), 350 Harbor Drive

Fuse Fest 2021 is a food lover's dream, offering attendees a true taste of the local culinary scene. Feast on scrumptious creations from amazing local vendors and taste the latest creations from top-notch breweries. Grab your friends for a fun-filled evening of music and networking. All proceeds support the Fuse program (Chamber members \$25/nonmembers \$30).

September 29

Wednesday



Chamber Skills Series

Topic: "How to Tell a Scary Story," presented by Kelly Florence and Meg Hafdaal of Lake Superior College

Noon to 1 p.m.

Location: Chamber conference room, 5 W. First St., Ste. 101

Sponsored by Lake Superior College.



Success!

The grand reopening celebration at Lincoln Park Children and Families Collaborative (2424 W. Fifth St.).



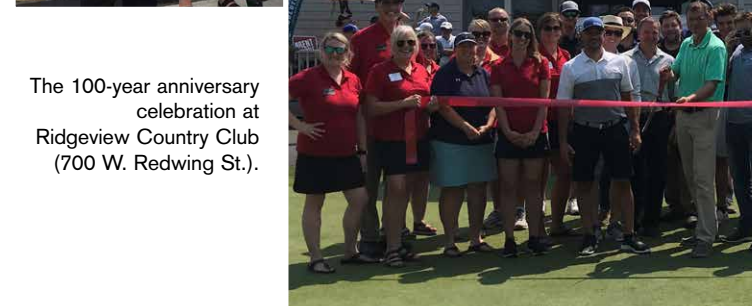
Sheraton Duluth Hotel celebrates the renovation of guest rooms and public spaces including the lobby, fitness center, club lounge, meeting rooms and Restaurant 301 (301 E. Superior St.).



The grand opening celebration at Northern Lakes Chiropractic (2340 Mountain Shadow Drive).



Weeping Willow Heartfelt Gifts celebrates its grand opening (1702 Miller Trunk Highway).



The 100-year anniversary celebration at Ridgeview Country Club (700 W. Redwing St.).



Wescom Inc., an electrical, automation and instrumentation contractor which recently announced a new solar division, celebrates its new solar array (5137 Jean Duluth Road).

CHAMBER STAFF



Matt Baumgartner
President
(218) 740-3751

mbaumgartner@duluthchamber.com



Martha Bremer
Director of Fuse
and Leadership Duluth
(218) 740-3754

mbremer@duluthchamber.com



Aubrey Hagen
Membership Coordinator
(218) 740-3758

ahagen@duluthchamber.com



Chris Johnson
Director of Marketing & Communications
(218) 740-3755

cjohnson@duluthchamber.com



Kathleen Privette
Director of Events
(218) 740-3745

kprivette@duluthchamber.com

In Case You Missed It

More than 230 Members Enjoy the 52nd Annual Golf Classic

Wow, what a day! On July 26, the 52nd Annual Chamber Golf Classic, presented by Otis-Magie Insurance Agency Inc. and Marsh & McLennan Agency, teed off at Ridgeview Country Club. More than 230 golfers, 15 volunteers and 58 sponsor organizations enjoyed wonderful weather on the course.

Thank you to our marquee sponsors, Otis-Magie Insurance Agency Inc. and Marsh & McLennan Agency. Your partnership made this event an outstanding experience and a memorable day for everyone. We also have many committed sponsors and volunteers who participate in the day. Your support is greatly appreciated, and we thank you for making the Chamber Golf Classic a huge success.

The Ridgeview Country Club staff deserves much credit for all of their hard work. Their gracious hospitality made it yet another unforgettable Classic – one for the books! We are proud, honored and grateful for your partnership in commerce.



First place: Dan Berg, Chad Curran, Bill Watson, Bret Olek, Scott Sandelin (score - 53).



Second place: Ben Altonen, Bill Anderson, Ryan Bard, Scott Maki, Eric Anderson (score - 54 - tiebreaker).



Third place: Tom Stender, Bob St. Arnold, Chris Priley, Gary Carlson, Gregg Boomgard (score - 54 - tiebreaker).

In Case You Missed It

FUSE DULUTH

YOUNG PROFESSIONALS

Attendees Enjoy Southern-Style Fun at Mardi Gras at the Mansion

On August 11, Fuse Duluth brought area professionals together for a fun networking event in the gorgeous gardens of Glensheen Mansion. Attendees enjoyed Southern cuisine by UMD Catering, mint juleps and other special cocktails by Bellisio's, masquerade décor by Northland Special Events and jazz music – all while making valuable connections within the local business community. Thank you to everyone who got dressed up and joined us!



Recruiting on DuluthChamber.com

Take Advantage of the Member Benefits Available to You

The Duluth Chamber works to grow a healthy business economy and prosperous workforce. To help accomplish this, we operate our website as a helpful resource to individuals invested in moving to the area and/or seeking employment. As members, you too, can utilize our site to spread word of your employment opportunities or services.

Free Job Postings for Members

Thirty-six percent of respondents downloading our Relocation Packet move to the area seeking employment. To accommodate this need, DuluthChamber.com hosts a free job posting page for members to promote their open positions. If your organization is hiring, we encourage you to utilize this member benefit.

Recruiting Nonresidents

We offer a free Relocation Packet to send to new and prospective residents. The packet provides information about Duluth living in order to ease the transition to Duluth. If your organization is recruiting from outside the area, we highly encourage you to send your new or prospective hires a Relocation Packet.

Marketing to New Residents

Members of our Chamber from various sectors relevant to Duluth living – including health care, education, finance, housing and more – are included within the Relocation Packet. Now is a great time to market your organization in front of those requesting information about our area. This opportunity is \$300 annually, which includes a promotional flyer included in the Relocation Packet, plus logo and contact information directly on our site. This is a unique marketing opportunity available to Chamber members. For more information about any of these opportunities, connect with Director of Marketing and Communications Chris Johnson: cjohnson@duluthchamber.com or (218) 740-3755.

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



Welcome New Members

Body Awareness Therapeutic Massage

Kimberly Hedegaard
(218) 3841414
324 W. Superior St.
Duluth, MN 55805
www.bodyawarenesstherapeuticmassage.com
Body Awareness Therapeutic Massage offers a range of modalities, including full body relaxation, deep tissue, Thai Bodywork and SunDo massage, pregnancy massage as well as classes in SunDo Taoist yoga. It is located in the lovely Medical Arts Building in Duluth. Kimberly has over 20 years of experience in the field of bodywork as well as in the field of education. She is excited to serve the Twin Ports community.

Costco Wholesale

Shawney McMillan
4611 W. Arrowhead Road
Duluth, MN 55811
www.costco.com
Since day one, Costco has had an unwavering commitment to doing the right thing for our members, our employees, our suppliers and our communities. From selecting premium merchandise and services to negotiating exclusive extras, our goal is to always offer exceptional savings to our members. We're dedicated to providing quality products and services at an incredible value.

Double Jack Design Workshop PLLC

Jacob Kieper
(218) 4096983
215 High St.
Duluth, MN 55811
www.doublejackdesign.com

We work with innovative and ambitious individuals and businesses to create exceptional architecture.

Jimmy John's

Jonas Werpy
(218) 7247000
5 S. 13th Ave. E.
Duluth, MN 55802
locations.jimmyjohns.com/mn/duluth/sandwiches62
Locally owned and operated franchise. Takeout, delivery and catering.

Jimmy John's Bluestone

Jonas Werpy
(218) 5224506
952 Woodland Ave.
Duluth, MN 55803
locations.jimmyjohns.com/mn/duluth/sandwiches-27
Locally owned and operated franchise. Takeout, delivery and catering.

Renovant Fitness

Jesse Hipolito
(763) 6004853
Matterhorn Mall
Duluth, MN 55811
www.renovantfitness.com
We are a semiprivate training fitness facility. We help you reclaim your body, restore your energy and renew your lifestyle.

Spirit Mountain Recreation Area

Ann Glumac
(218) 628-2891
9500 Spirit Mountain Place
Duluth, MN 55810
www.spiritmt.com
Spirit Mountain offers year 'round outdoor recreation to residents and visitors including skiing, snowboarding, tubing, mountain biking, camping, hiking and more. Spirit also hosts weddings, banquets and meetings.

Transcend Engagement LLC

Aaron Meyers
(218) 3405050
1205 12th St. NE
Owatonna, MN 55060
www.transcendengagement.com
Our platforms are based on the pillars of employee engagement. We offer modern technological solutions combined with human services to help organizations effectively communicate in the hybrid workplace, spearhead outstanding leadership and recognize a deserving workforce.

Yellow Bird Arts

Quay Flom
(218) 3107829
230 E. Superior St.
Duluth, MN 55802
www.yellowbirdartsduluth.com
An art gallery that represents a very diverse collection of contemporary artists.