

chamberXpress

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In Case You Missed It

Fun at Fuse Fest

Attendees Enjoy a True Taste of the Local Culinary Scene at Our Annual Event, Inspired by the Great Food Halls of Europe

We had the best night at Fuse Fest 2021 on September 23! Thank you to the Duluth Entertainment Convention Center for offering us the most picturesque venue, to our vendors for the delicious food and drinks – and to all of you who joined us for a perfect Duluth night. Cheers to 16 years!



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DULUTH AREA CHAMBER OF COMMERCE MONTHLY NEWS

Vol. 22 • Issue 11 November 2021

www.duluthchamber.com

Please Help Us Raise Funds for the Leadership Duluth Annual Thanksgiving Food Drive

For the past 10 years, Leadership Duluth class members have provided Thanksgiving turkeys and food donations to hundreds of local families who otherwise might go without. This year, we are again asking for your help to stock the shelves of the CHUM Food Shelf and ensure all families have the opportunity to provide a meal for their loved ones.

Please help the Duluth Area Chamber of Commerce and our Leadership Duluth program continue the tradition by providing a cash donation this holiday season. We will provide a check to the CHUM Food Shelf to provide area families in need with a warm holiday feast.

Please contribute a cash donation before November 25 by visiting duluthchamber.com.



Duluth Leadership Conference: Self-Aware

On Tuesday, Nov.16, 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 gain a stronger understanding of your skill set as a business professional in our community and learn actionable ways to promote positive change in your workplace.

This virtual half-day conference will provide you the expert toolbox you need to jump-start your motivation for attaining professional success. Strong leadership skills begin with understanding YOU! Here's the schedule:

- 9:30 to 10:30 a.m. - box lunch pickup at Greysolon Plaza (231 E. Superior St.)
- 11 a.m. - welcome and sponsor remarks
- 11:10 a.m. - "Strengths Finder" - **Barb Bengtson**, Perception Coaching
- 12:10 p.m. - break
- 12:20 p.m. - "Diversity and Inclusion in the Workplace" - **Susan Pelayo-Woodward**, UMD
- 1:10 p.m. - break
- 1:20 p.m. - "Core Values" - **Julie Visger**, Flint Group
- 2:05 - conclusion

Two ways to participate:

- Tune in live on November 16.
- Access the video recording following the event (all those who have purchased tickets will receive access to the professional development sessions following the event).

November 16 • 11 a.m. to 2 p.m.

Virtual

Register at www.duluthchamber.com

The attendance link will be emailed on November 15.

Chamber members \$40/nonmembers \$60



Barb Bengtson



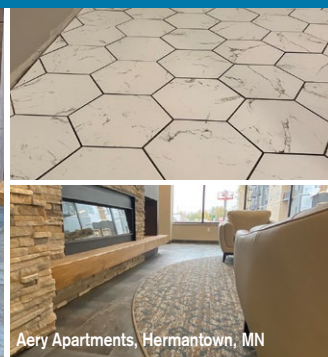
Susan Pelayo-Woodward



Julie Visger

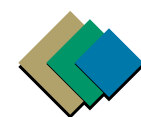


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DULUTH
AREA CHAMBER OF
COMMERCE

Moving business forward. ▶



Giving Thanks

We truly appreciate your business. We are grateful for your continued support and loyalty to our agency. Have a safe and happy holiday!



Duluth, MN • (218) 722-1481 • www.younginsure.com

Let's Do Lunch, Duluth – Tuesday, Nov. 9

“An Overview of the Housing Projects in Duluth: Recent, Underway and Proposed,” presented by Senior Housing Developer Jason Hale, City of Duluth, in partnership with the Duluth Housing & Redevelopment Authority



Jason Hale

You have seen many housing developments pop up in our community, and even more will come. In 2020, the City of Duluth issued permits for construction projects collectively valued at more than \$399 million – an all-time high, as reported by the Duluth News Tribune. Housing continues to be an issue we face in our area as well as an initiative the Chamber advocates for year after year. Learn from Jason Hale, the City of Duluth's senior housing developer, as he updates us on recent, current and proposed housing developments. Sponsored by our friends at Bremer Bank.

**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.



The Year in Review (So Far)

Thanks to Member Support, Our Chamber Accomplishes Many Goals Set by the Board of Directors

Our Chamber operates to ensure Duluth is a great place to do business by providing resources, education, advocacy and opportunities to grow. The pandemic has heightened the Chamber's role in maintaining a healthy and bustling business community.

Still, there is no Chamber without members. Our members have supported us through these years by attending our events, investing in our programming and inviting us to help them market. Thank you! Through the support of our members (you), our team of six has been able to accomplish many of the goals put in place by our board of directors for 2021.

We encourage you to review a preview of data collected through the first nine months of 2021 that demonstrate some of those achievements:

YEAR IN REVIEW (data as of 9/24/21)

- 920 unique members
- 63 new members
- 40 Chamber Ambassadors
- 36 Leadership Duluth graduates
- 62 events
- 2,347 event attendees
- 30,119 web visitors
- 177 member emails distributed
- 24 blogs
- 39 ribbon cuttings
- 90.13 percent member retention rate

This data will help our board of directors identify new priorities for 2022. The full 2021 Accomplishment Report will be available to all members at the end of December. Thank you for your continued support.

Congratulations, Chamber Award Winners

Please join us in congratulating these outstanding individuals, whose awards were announced at our 151st Annual Meeting & Dinner Celebration on October 28.

AMBASSADOR OF THE YEAR:

Hannah Stevens

Group Services Director - Wheeler Associates

Chamber Ambassadors are a devoted group of volunteers frequently called upon to represent the Chamber and our members at events, ribbon cuttings, grand openings and community celebrations. A dedicated Ambassador since 2017, Hannah Stevens graciously attends countless Chamber and Fuse Duluth events, including nearly every ribbon cutting in 2021 and visiting many of our new members. Her positivity, infectious smile and upbeat personality make her a spectacular asset to the Ambassador group. Hannah, thank you for being a true cheerleader for the Chamber!



VOLUNTEER OF THE YEAR:

Daniel Fanning

Vice President of Advancement and External Relations and Acting Athletics Director - Lake Superior College

2021 was a year of transition for the Chamber. Events slowly resumed as in-person gatherings and remote work shifted back into the office. However, the greatest transition of all was hiring a new Chamber president – not an easy task, but crucial to move the Chamber into its next chapter. Spearheading this effort was Daniel Fanning. Not only is he our newest board chair, but he took on greater roles within the Chamber to assure that business moved forward post-pandemic and beyond. Daniel is allowed these opportunities because of his supportive employer, Lake Superior College, which continues to be a wonderful partner with the Chamber. We are incredibly honored to recognize Daniel as the 2021 Volunteer of the Year. Congratulations!



FUSE DULUTH YOUNG PROFESSIONAL OF THE YEAR:

Colleen Smith

General Manager - Vista Fleet

Colleen Smith has served on the Fuse Duluth Leadership Council for the last five years. She has gone above and beyond in her various roles, including chair-elect and currently as the board chair. Colleen has served the committee well by volunteering and promoting Duluth at numerous events. She has also offered her time and expertise to the board, which has produced enticing opportunities for Duluth transplants who are eager to plant roots in our community. She has been a great asset in helping Fuse Duluth achieve its mission of “Developing young leaders to strengthen our community.” Outside of her dedicated volunteer work, she is the general manager of Vista Cruises, a local excursion boat company and floating events center.



Calendar

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

November 3

Wednesday

Professional Development Series

Professional Development Series

Topic: "Leading Through Change: Maintaining Positive Morale Through Times of Upheaval," presented by President and CEO Sara Cole of the Duluth Area Family YMCA

Noon to 1 p.m.

Zoom presentation

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



November 9

Tuesday

Let's Do Lunch, Duluth

"An Overview of the Housing Projects in Duluth (Recent, Underway and Proposed)," presented by Senior Housing Developer Jason Hale of the City of Duluth in partnership with the Housing and Redevelopment Authority of Duluth

Noon to 1 p.m.

Location: Greysolon by Black Woods, 231 E. Superior St.

Sponsored by Bremer Bank.



November 10

Wednesday

Leadership Duluth - Economic Development & Neighborhoods Day*

9 a.m. to 5 p.m.

Location: Clyde Ironworks Restaurant, Bar and Event Center, 2920 W. Michigan St.

Sponsored by North Shore Bank.

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



November 16

Tuesday

Duluth Leadership Conference

9 a.m. to 5 p.m.

Box lunch pickup – 9:30 to 10:30 a.m. at Greysolon Plaza, 231 E. Superior St. Virtual program offering – 11 a.m. to 2 p.m.

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 re-invent 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.



Ambassador Lunch

Noon to 1 p.m.

Location: to be determined

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

After Hours

4:30 to 6 p.m.

Location: Marshall School, 1215 Rice Lake Road

Join us at this informal social networking event for area businesses and their employees to share appetizers and beverages while meeting other local business owners.

Sponsored by Marshall School.



November 24

Wednesday

Chamber Skills Series

Topic: "Attracting Our Community's Future Workforce Through Marketing and Business Partnerships," presented by Daniel Fanning (vice president of advancement and external relations and acting athletics director) and Leah Kohlts (director of marketing and events) of Lake Superior College.

Noon to 1 p.m.

Zoom presentation

Sponsored by Lake Superior College.



November 29

Monday

Ambassador Holiday Party*

4:30 to 7 p.m.

Location: Skyline Social & Games, 4894 Miller Trunk Highway

*Private event for Chamber Ambassadors.

Success!



Affinity Plus Federal Credit Union celebrates the grand opening of its new branch at Lake Superior College, located at 2101 Trinity Road, Ste. L160.

Architecture Advantage, located at 2715 Piedmont Ave., celebrates its 15th anniversary in Duluth.



Bremer Bank celebrates the grand opening of its Duluth branch at 225 W. Superior St., Ste. 120.



Raise the Barre celebrates the grand opening of its ballet studio at 5815 Grand Ave. in the Spirit Valley neighborhood.



One Roof Community Housing celebrates the grand opening of Decker Dwellings at 4715 Decker Road, which provides 42 homes for people experiencing homelessness.



Barr Engineering, located at 325 S. Lake Ave., Ste. 700, celebrates its 25th anniversary in Duluth.



Townsquare Media celebrates the grand opening of its downtown Duluth location at 207 W. Superior St., Ste. 130, in the Holiday Center.



Superior Fuel Co. celebrates its new rail terminal, located at 5020 Lesure St. in Duluth.

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PROFESSIONAL DEVELOPMENT

November 3

President and CEO Sara Cole of the Duluth Area Family YMCA presents “Leading Through Change: Maintaining Positive Morale Through Times of Upheaval” (noon to 1 p.m. on Zoom). Sponsored by The College of St. Scholastica Stender School of Business and Technology.



November 24

Daniel Fanning (vice president of advancement and external relations and acting athletics director) and Leah Kohlts (director of marketing and events) of Lake Superior College present “Attracting Our Community’s Future Workforce Through Marketing and Business Partnerships” (noon to 1 p.m. on Zoom). Sponsored by Lake Superior College.



FUSE DULUTH

Duluth Young Professionals Are Excited to Get Involved!

On October 14, Fuse Duluth hosted our first in-person Fuse 101 session since January of 2019. It was a great night meeting many new young professionals who are eager to be a part of the Duluth community. Thank you to all who joined us, and we can’t wait to see the momentum you create in our region.



FUSE DULUTH

YOUNG PROFESSIONALS



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

Welcome Lori Steinbach

The Duluth Area Chamber of Commerce is delighted to announce the hiring of Lori Steinbach, our new office coordinator. Lori will provide support to the Chamber team and members as well as manage office operations. We are confident Lori’s experience and work ethic will be a wonderful fit within the Chamber.

For the last 22 years, Lori served as visitor services manager at Visit Duluth. Her primary duties included assisting visitors to choose Duluth as their vacation destination, offering ideas for places to visit once they arrived, front office duties, and promoting Duluth and all it has to offer.

Lori moved to Duluth to attend college and was so enamored with the city that she knew she wanted to highlight everything about Duluth for a career. She is excited to join the Chamber and to keep the joy of promoting of Duluth ongoing. She has a love for hockey, primarily the NHL and UMD Bulldogs, and has been a diehard fan of the Detroit Red Wings since 1990. Lori has traveled to 25 NHL arenas so far.



Lori Steinbach

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As office coordinator for the Chamber, Lori will be ensuring smooth operations of the office, providing assistance and information to members, and supporting our many Chamber events. We invite you to connect with Lori and welcome her to the team!



Welcome New Members

- Auntys Child Care**
April Westman
(218) 391-5712
4801 Cooke St.
Duluth, MN 55804
www.AuntysChildCare.com
Auntys provides top-quality childcare in a fun and safe environment, with an emphasis on education regarding eco-healthy care, establishing empathy and caregiving for our Earth and its people.
- Guaranteed Rate**
Catie Bushard
(507) 276-4493
230 W. Superior St., Ste 400
Duluth, MN 55802
www.catiebushard.com
Mortgage lender.
- Jebbeh Cultural Consulting LLC**
Jebbeh Edmunds
(218) 310-0600
717 Valley Drive
Duluth, MN 55804
www.jebbehedmunds.com
A consulting firm that educates the public through multicultural resources to promote positive change.
- Minnesota Safety Council**
Janie Ritter
(651) 291-9150
474 Concordia Ave.
St. Paul, MN 55103
www.minnesotasafetycouncil.org
We work with employers on safety programs, training and assistance to comply with regulations to keep employees safe at work, on the roads and in the community.
- NAACP Duluth Branch**
Classie Dudley
(218) 302-1865
P.O. Box 494
Duluth, MN 55801
www.duluthnaacp.org
The Duluth NAACP is building community power to eliminate systemic racism in the Northland. We’re committed to dismantling racism and disrupting inequality to create a society where all people can truly be free. Our work includes civic engagement, systemically building racial equity, and supporting policies and institutions that prioritize the urgent needs of Black people, who are most impacted by race-based discrimination.
- Overholt International Training & Consultancy**
Nancy Overholt
(202) 924-3588
www.overholtinternational.com
Training, workshops and leadership development.
- Raise the Barre LLC**
Paige Larson
(218) 590-1717
5815 Grand Ave. - Lower Level
Duluth, MN 55807
www.raisethebarreduluth.com
We work to further our mission of making classical ballet accessible and affordable for all ages, races, genders and body types in a warm, welcoming and non-competitive atmosphere.
- Spirit of God Lutheran Church**
Rev. Dr. Nathan Sager
(218) 727-5531
2431 W. Third St.
Duluth, MN 55806
www.spiritofgodlutheran.org
Spirit of God Lutheran Church is located in the Lincoln Park area, with core beliefs that Christians worship, serve, give and read the Bible. Community service and outreach established with our growing partnerships are vital not only to our immediate area, but to the city as a whole. We look forward to continued growth and vitality and warmly welcome new members!
- State Farm Insurance - CoraLee Christman**
CoraLee Christman
(218) 728-0154
1411 London Road
Duluth, MN 55805
www.coraleduluthinsurance.com
Providing insurance and financial service solutions through remarkable customer service.