

## chamberXpress

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# chamberXpress

DULUTH AREA CHAMBER OF COMMERCE MONTHLY NEWS

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www.duluthchamber.com

## The Legendary Conference Returns

We Invite You to Attend the Zenith Digital Marketing Conference on April 26

After a two-year hiatus, the extraordinary Zenith Digital Marketing Conference returns in 2022.

Marketing agency Aimclear and the Duluth Area Chamber of Commerce will host the Ninth Annual Zenith Digital Marketing Conference on Tuesday, April 26.

From across the country, internationally recognized social media experts will present to an extensive regional audience their tips and tricks for marketing businesses through multiple social networks.

Mark your calendar for Zenith 2022 as we embrace the incredible power of social media in a bigger way. The Zenith Digital Marketing Conference will tap the best minds in the industry to provide attendees with the strategy, tactics and tools necessary to conquer social media, boost online engagement, increase social market share and avoid wasteful social media campaigns.

Register now to secure the early bird rate – space is limited!

**Tuesday, April 26**  
**Early bird rate ends March 25**  
**\$149 - Chamber members**  
**\$199 - nonmembers**

Register at [duluthchamber.com](http://duluthchamber.com)  
Proof of vaccination required.



## Thank You for Supporting the 25th Annual Duluth & St. Louis County at the Capitol Days

Valued elected officials: Thank you for welcoming Duluth and St. Louis County participants to the Capitol and for listening to our perspectives and requests.

Appreciated St. Louis County key stakeholders: Thank you for giving your time and attention to amplify our collective voice at the Capitol.

The Duluth Area Chamber is pleased and proud to assist in coordinating this ambitious and energizing event – Duluth & St. Louis County at the Capitol. We are excited to share our plans and our requests with you.

For more information about this initiative and to view the 2022 Legislative Priorities Booklet, please visit our website at [www.duluthchamber.com](http://www.duluthchamber.com).



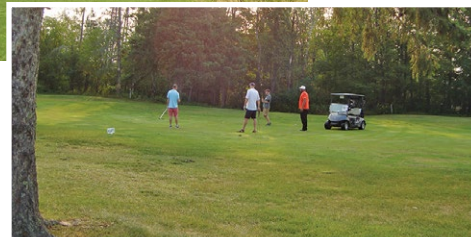
## Chamber and Spectrum Team Up for the Golf Classic

The Duluth Area Chamber of Commerce is excited to announce that Spectrum is our new marquee sponsor! Join us for great golf and networking at the 53rd Annual Chamber Golf Classic, presented by Spectrum.



### SAVE THE DATE:

**Monday, July 18**  
**Ridgeview Country Club**  
**700 Redwing St.**



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### Recipe for Success.

Let our experienced and knowledgeable staff be a part of making your business grow and succeed.



(218) 722-1481 • Duluth, MN



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

On Our **Radars** Two Enjoyable Events.  
Two Compelling Speakers.

## Let's Do Lunch, Duluth – Tuesday, April 12

“Stepping On Up: A New Vision for Duluth and Its Homeless,” presented by Executive Director John Cole of CHUM

It's been 10 months since John Cole started as the new executive director of CHUM. From day one, he and his team have been working tirelessly to find resources and solutions for the homeless community in our area. From the St. Francis Apartments to the recently opened Lincoln Park Center, critical progress is being made. However, there is still much work to be done. Join us at the beautiful Greysolon by Black Woods to learn about the newest vision for Duluth and people experiencing homelessness. Thank you to our good friends at St. Luke's for sponsoring this gathering.



John Cole

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



## Let's Connect @ Clyde– Tuesday, May 10

“Quality Housing and High Quality of Life is Our Promise: P&R's Multifamily Model,” presented by Vice President-P&R Properties Dante Tomassoni

From Hermantown to Lincoln Park and over the bridge in Superior, P&R Properties has been developing much-needed multifamily housing since 2012. We understand the great need to develop and build all types of housing in our community, and we are dedicated to supporting those who can make this happen. Join us at the historic Clyde Iron Works Restaurant, Catering and Event Center to learn from Dante Tomassoni, P&R's vice president, as he explains what makes their developments unique. Thank you to our good friends at National Bank of Commerce for sponsoring this gathering.



Dante Tomassoni

11:45 a.m. to 1 p.m.  
Clyde Iron Works Restaurant, Catering and Event Center  
2920 W. Michigan St.



To register for these luncheons, visit [www.duluthchamber.com](http://www.duluthchamber.com) or call (218)

## Change Starts With Commitment

Chamber Partners With Lake Superior College for Commitment to Change: Diversity, Equity and Inclusion Workshops

Instituting change within our community starts with commitment. In partnership with Lake Superior College, the Duluth Chamber will host two half-day Diversity and Inclusion Workshops in 2022 to provide your business actionable tools to commit to embracing and celebrating differences in the workplace, in your consumers and in the community.

Local leaders and wavemakers will share expertise on the importance of diversity and building an inclusive regional economy.

Each workshop will feature specific actionables to achieve your personal, professional and organizational goals towards greater diversity, equity and inclusion. Join us for uncomfortable conversation and a safe space to ask questions. Together as business leaders, we can continue to create and improve the spaces and places that feel great to all people.

For more information about the 2022 Commitment to Change Workshops, stay tuned to [www.duluthchamber.com](http://www.duluthchamber.com).

### SAVE THE DATES

Mark your calendar for two upcoming Commitment to Change: Diversity and Inclusion Workshops, which will both be held at Lake Superior College:

- Wednesday, May 25
- Thursday, Oct. 13



Tiffany Johnson, marketing manager at Penumbra Theatre in Minneapolis, provides the keynote address at the Commitment to Change: Anti-Racism in your Business Workshop last July.

## A Chamber Ambassador Q&A

Director of Community Relations and Outreach Lindsay Kern  
Kern and Kompany  
Ambassador since 2017

Lindsay Kern



### What is your role at Kern and Kompany?

My official title is director of community relations and outreach, but the reality of owning a small business is that I do a little bit of everything, because we're a small team doing big things. Kern and Kompany turns 25 in 2022, and we can't wait to schedule a ribbon cutting to celebrate this milestone with our Duluth Area Chamber of Commerce friends!

### Why would you encourage an organization to become a member of the Duluth Area Chamber of Commerce?

Being a member of the Duluth Area Chamber of Commerce means that you always have a partner invested in and committed to your success. We are all fortunate to call this beautiful city on the greatest of the Great Lakes home, and I am proud to be a part of a Chamber that advocates for positive change, provides opportunities for growth and development, and offers a platform for our individual voices to come together and be heard.

### How does being a Chamber Ambassador benefit you and your employer?

Organizationally, my role as a Chamber Ambassador has allowed us to make new connections, strengthen existing relationships and learn about other businesses that we might not otherwise cross paths with. As an Ambassador, I have the true privilege of celebrating the openings of new businesses as well as the milestones and growth of existing businesses. I am a lifelong Duluthian, but my community knowledge has grown more in my time as an Ambassador than any other period of my life. I am so grateful for the friendships made, the resources gained and the opportunity to come alongside businesses in our community to lift them, celebrate them and support them.

### What do you love most about our community?

I love that our community embraces new ideas and opportunities while preserving our strong roots and continuing to grow our foundational businesses. We are a community large enough to have a regional impact, but small enough to allow personal connections to develop and flourish.

# Calendar

Please register for Chamber events at [www.duluthchamber.com](http://www.duluthchamber.com) or by calling (218) 722-5501.

**March 2**  
Wednesday

Chamber educational series:  
**Professional Development**  
workshop

**Professional Development Workshop**

Topic: "Leadership in the Future Workforce," presented by Aaron Meyers of Transcend Engagement  
11 a.m. to noon  
Live webinar  
Sponsored by The College of St. Scholastica Stender School of Business and Technology



**March 3**  
Thursday



**Fuse 101: Program Orientation**

4 to 5 p.m.  
Location: Wild State Cider, 2515 W. Superior St.

**March 9**  
Wednesday

**Duluth & St. Louis County at the Capitol**

Grand Reception  
4:30 to 8 p.m.  
Location: InterContinental St. Paul Riverfront, 11 E. Kellogg Blvd., St. Paul, MN

**March 10**  
Thursday

**Duluth & St. Louis County at the Capitol**

Legislative Breakfast  
9 to 10:30 a.m.  
Location: InterContinental St. Paul Riverfront, 11 E. Kellogg Blvd., St. Paul, MN



Moving business forward. ▶



## Duluth & St. Louis County AT THE CAPITOL



**March 16**  
Wednesday



**Leadership Duluth - Policy, Advocacy & Education Day\***

9 a.m. to 5 p.m.  
Location: Kitchi Gammi Club, 831 E. Superior St.  
Sponsored by North Shore Bank.

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



**March 23**  
Wednesday

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

**Small Business Development Workshop**

Topic: "Visual Communication," presented by Mike Smisek of Šek Design LLC  
11 a.m. to noon  
Live webinar  
Sponsored by Lake Superior College.



# Success!

The West Duluth Business Club celebrates collaboration with the Chamber as well as its Chamber membership.



Never Surrender Inc. makes a \$500,000 donation to the Healey ALS Platform Trial to evaluate multiple treatments for ALS (commonly known as Lou Gehrig's disease), which will be conducted at the Essentia Health-Duluth Clinic

Grand opening celebration for the Lincoln Park Center, located at 2014 W. Third St. The warming center also provides shower facilities for people experiencing homelessness.



## In Case You Missed It

### Upper Midwest Film Office Provides a Sneak Peek at Projected Economic Impact

On February 11, the Chamber hosted its first Forum of 2022 at Marshall School, detailing the economic impact of local film production. The conversation with Shari Marshik, executive director of the Upper Midwest Film Office, detailed the critical role UMFO plays in attracting and retaining television and film production in St. Louis County.

An economic impact surpassing \$4 million is projected for 2022 in this industry, which experts believe will continue to grow. St. Louis County Commissioner Mike Jugovich joined the conversation, providing remarks about his experiences with past productions in Chisholm and his role in the St. Louis County Regional Incentive Program. The 2022 Forums are hosted by our friends at the Duluth News Tribune.



From left: UMFO Executive Director Shari Marshik; Chamber President Matt Baumgartner; St. Louis County Commissioner Mike Jugovich; Aaron Kelly, LHB (Chamber board chair-elect); UMFO Chief Production Officer Riki McManus.

## CHAMBER STAFF



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## PROFESSIONAL DEVELOPMENT

Chamber educational series:

### Professional Development workshop



## March 2

Aaron Meyers of Transcend Engagement presents "Leadership in the Future Workforce" (11 a.m. to noon – live webinar). Sponsored by The College of St. Scholastica Stender School of Business and Technology.

Chamber educational series:

### Small Business Development workshop



## March 23

Mike Smisek of Šek Design LLC presents "Visual Communication" (11 a.m. to noon – live webinar). Sponsored by Lake Superior College.

## FUSE DULUTH

# Meet Fuse Duluth Leadership Council Chair Rob Hedburg



### What do you do for a living?

I'm an HR specialist for Maurices.

### What is your hometown?

Duluth! Technically, I grew up in Canosia Township near Pike Lake, but Duluth is essentially my hometown.

### How did you hear about Fuse Duluth?

I heard about Fuse Duluth when working at Visit Duluth from a coworker there. I went to Fuse Fest in 2018 and was instantly hooked! I knew Fuse was an organization that I wanted to be involved in.

### How long have you been involved?

I've had the great privilege to serve on the Leadership Council since August 2019.

### How have you benefited from your involvement with Fuse Duluth?

Fuse has provided me with so many great opportunities to connect with fellow young professionals. I know how difficult it can be for adults, especially those unfamiliar with an area, to make new connections and friends. Fuse has been as a great way to network. Additionally, Fuse has provided me the opportunity to further broaden my skill set for event planning. I've been able to help contribute with planning Fuse Fest, Fuse Goes Gatsby and Fuse Fright Night.

### What is your favorite Fuse Duluth event?

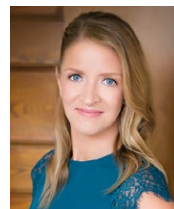
Fuse Fest, hands down! It's what hooked me on Fuse in the first place, and I think it's such a great introductory event for anyone looking to start their Duluth-area networking.

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

I hope that Duluth continues to grow as a destination not only for people to visit, but also for them to plant roots and grow. I believe Duluth has a lot to offer to so many different people and has so much natural beauty. It's an understatement to say that the last year has challenged all of us in so many ways. With that being said, the resilience of our community has shone through. I want this wonderful city to experience continued growth and prosperity.

## FUSE DULUTH

YOUNG PROFESSIONALS



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

# Plan Your Spring Promotions with the Digital Network eMailer: Spring Guide

Promoting an Easter meal? Spring or summer retail specials? Hosting an upcoming event or conference? The Chamber's Network Mailer is an exclusive, cost-effective way to highlight your organization's services, seasonal specials and discounts in front of Chamber member businesses and their staff. These member-to-member promotions will be distributed directly into the in-boxes of 3,500 Chamber members and their engaged employees and posted to our Chamber website as well.

Not only will the digital promotion accommodate the changing landscape of where our members are working; participants will also see an expanded audience without the additional cost of print.

Plan your spring promotions with the Network eMailer. Contact Chris Johnson to reserve your space in the Digital Network eMailer this spring: (218) 740-3755 – cjohnson@duluthchamber.com

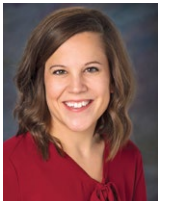
Reserve by Wednesday, March 23

\$300 - Chamber members

\$200 - nonprofit Chamber members

Distribution scheduled the week of April 4.

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



## Welcome New Members

### ABM Facility Service

Sheila Hanson  
965 Decatur Ave. N.  
Golden Valley, MN 55427  
(612) 378-0646  
www.abm.com

ABM's comprehensive capabilities include janitorial, facilities engineering, HVAC and mechanical, electrical and lighting, energy solutions and parking through standalone or integrated solutions.

### Black Water Lounge Restaurants

Lilli Cain  
231 E. Superior St.  
Duluth, MN 55802  
(218) 740-0436  
www.blackwaterlounge.com

Black Water Lounge is a sophisticated lounge located on Superior Street in the historic Greysolon Plaza – featuring hand-painted murals, luxurious leather textures, metal accents, live jazz music, and an unrivaled cocktail and dining experience. Our menu offers elegant martinis, contemporary and classic cocktails, and a variety of Lounge bites from hand-rolled sushi to elevated American flavors.

### Blue Rock Grill

Rick Lampton  
1702 Miller Trunk Highway, Ste. 107  
Duluth, MN 55802  
(218) 464-4219  
www.bluerockduluth.com  
Blue Rock Grill is an up-and-coming

restaurant with chef-driven cuisine, craft cocktails and upscale whiskeys in the Miller Hill neighborhood.

### Consumer Energy Alliance

Chris Ventura  
21 E. State St., Ste. 2200  
Columbus, OH 43215  
(713) 337-8800  
www.consumerenergyalliance.org  
CEA is the leading voice for sensible energy and environmental policies for consumers, bringing together families, farmers, small businesses, producers and manufacturers to support America's environmentally sustainable energy future.

### Dash Express LLC

Jeff Koepp  
2815 Courtland St.  
Duluth, MN 55806  
(218) 727-7111  
www.4dash.com  
Offering on-demand and scheduled delivery services locally and throughout the Midwest, 24/7/365!

### Duluth Cookie Co.

Brian and Sharmaine Howell  
917 W. Central Entrance  
Duluth, MN 55811  
(256) 366-9800  
www.crumbl.com  
Gourmet cookies shop with a weekly rotating menu. We cater, deliver and offer curbside and pickup service.

### Minnesota Ballet

Kelli Latuska  
505 W. Michigan St.  
Duluth, MN 55802  
(218) 733-7570  
www.minnesotaballet.org  
Minnesota Ballet is the premier classical ballet and dance education organization in the Upper Midwest.

### Reimagined by T. Underwood

Tammy Clore  
138 W. First St.  
Duluth, MN 55802  
(218) 565-8291  
www.reimaginedbyunderwood.com  
Located in the heart of charming downtown Duluth, Reimagined by T. Underwood offers antiques and gifts, vintage decor and workshops and is the only Annie Sloan® Chalk Paint stockist in Northeastern Minnesota.

### Taylor Investment Co.

Kaitlin Olson  
8636 Bluebird Lane  
Breezy Point, MN 56472  
(218) 256-2078  
www.tic-homebuyers.com  
TIC-Homebuyers is an as-is property buyer based in central Minnesota. Our buyers have a combined 25 years of experience. Our goal is provide options in today's unique real estate market. Gone are the days of using a Realtor, paying commissions and hoping for the best. At TIC-Homebuyers,

we will purchase the property directly from the individual. We are licensed Realtors, but we are not looking to list properties – we are interested in purchasing properties as-is.

### Upper Midwest Film Office

Shari Marshik  
1910 Middle Lane  
Duluth, MN 55811  
(218) 461-1628  
www.uppermidwestfilmtv.org  
Upper Midwest Film Office (UMFO) is dedicated to advancing the creative economy in the region by uniting storytellers to the local workforce. We are a nonprofit office that is dedicated to promoting and marketing the region as a place to create film, TV and commercials. We provide connections for incoming productions to our local crew, businesses and services. We are the administrators of the St Louis County and Iron Range production incentive programs, and we serve as a production liaison to local communities across the region.