

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

FULL SERVICE COMMERCIAL TECHNOLOGY CONTRACTOR

BUILDING PROTECTION

Access Control | Video Surveillance
Security Systems | Fire Alarm
Alarm Monitoring

COMMUNICATIONS

Data Cabling & Network Solutions
Fiber Optics | Two Way Radios

AUDIO/VIDEO

Conference Rooms | Video Conferencing
Background Music & Paging
Speech Privacy | Sound Masking
Digital Signage | Menu Boards

218-729-8603

www.arrowheadradio.com



ARS is a Division of Hunt Electric

chamberXpress

DULUTH AREA CHAMBER OF COMMERCE MONTHLY NEWS

Vol. 24 • Issue 2 February 2023

www.duluthchamber.com

Join us February 8-9 in St. Paul!

We are strong together! We need your help to be the voice of business to our elected officials. Please join us the 26th Annual Duluth & St. Louis County at the Capitol Days February 8 and 9 as we aggressively advocate for several key legislative priorities for our community and region during the 2023 legislative session.

SCHEDULE OF EVENTS

(Lobby teams active throughout the day)

Wednesday, February 8

Grand Reception

4:30 p.m. - 8 p.m.
InterContinental St. Paul
Riverfront Hotel
Free to attend

Thursday, February 9

Legislative Breakfast

9 a.m. - 10:30 a.m.
Inter InterContinental St. Paul
Riverfront Hotel
\$35 to attend - spaces limited

Register today at duluthchamber.com. Questions? Contact Director of Events, Kathleen Privette at kprivette@duluthchamber.com.

*Information about priorities can be found on page 2.



**DULUTH
AREA CHAMBER OF
COMMERCE**

Moving business forward. ▶

Ignite Your Fuse in 2023

Duluth professionals love experience-based learning; that is why the Ignite Your Fuse series is anything but a typical sit-down luncheon. Tour some of the most exciting locations in our area, meet dynamic leaders, and learn about the latest happenings in Duluth.

Join us at any of these engaging offerings in 2023:

February 13 - The Great Minnesota Recipe Presented by PBS North

March 23 - Warrior Brewing Company

August 17 - Lake Superior Zoo

October 19 - St. Luke's Occupational, Physical and Speech Therapy

December 7 - Armory Arts & Music Center

\$20 Chamber member / \$30 nonmember

Register at fuseduluth.com.



Ignite Your Fuse Sponsorship

Are you interested in connecting with a young professionals audience to spread the word about your business? Consider sponsoring an Ignite Your Fuse Experiential Luncheon! This cost-effective sponsorship is a great way to meaningfully connect with Fuse participants and elevate your organization's messaging to a crowd of engaged young professionals.

IYF Luncheon Sponsorship - \$500

Sponsorship benefits include:

- 1-2 minutes to address attendees before the offering begins
- Up to 5 complimentary tickets for your group to attend the luncheon
- Clickable logo on all promotions
- Clickable logo on registration webpage
- Opportunity to email a message/promotion of your design to all attendees upon event conclusion

If you are interested in sponsoring a 2023 Ignite Your Fuse Experiential Luncheon, contact Aubrey Hagen at ahagen@duluthchamber.com to begin the conversation. Sponsorships are limited to one per lunch offering.

Custom Protection for Tax Accountants

We offer custom insurance programs and expertise to protect your business so you can focus on the upcoming season.

**YOUNG &
ASSOCIATES
INSURANCE**

WEST BEND®



www.younginsure.com

(218) 722-1481 • Duluth, MN

Connect @ Clyde – Tuesday, February 14

“A Date With the City of Duluth,” presented by Emily Larson, Mayor, City of Duluth



Mayor Emily Larson

This will be Mayor Larson's eighth consecutive annual address to our business community. Consequently, it falls on Valentine's Day and who better to talk about their love for this community than our Mayor. As the election approaches this fall, you don't want to miss out on this highly compelling and well attended luncheon. Join us for a lunch date, with fellow business leaders, to hear what the upcoming year will entail for our mayor and the City of Duluth. Thank you to our good friends at LHB for sponsoring this gathering.

Join us at Clyde Iron Works Restaurant, Brewery and Event Center
2920 W. Michigan St.
11:45 a.m. to 1 p.m.
Chamber members \$30/nonmembers \$40



Register at duluthchamber.com or call 218-722-5501.

Update from the Capitol

The 2023 state legislative session is underway. The Duluth Area Chamber has been at the State Capitol every week of the session so far, advocating for important projects, including support for the 148th Fighter Wing and many other important bonding requests, as well as other key legislative priorities for our region including housing, workforce development, child care, increased local government aid (LGA) and other efforts to offer tax relief to local businesses and residents. We hope you'll join us for Duluth & St. Louis County Days at the Capitol on Feb. 8-9 to help amplify our collective voices and help advocate for northeast Minnesota.

Locally, we are working closely with the city and several developers on multiple economic development projects, including much needed housing. Chamber staff and board members have been working collaboratively with city planning staff to help streamline and navigate the permitting process. We are working with several local developers who are already heavily invest in Duluth, as well as recruiting new developers who are interested in investing in our community as well. 2023 is poised to be a very busy and transformative year for our business community and community at large.

We look forward to working closely with our membership to help support local businesses and development, and keep business moving forward in the Duluth area. For more information or to discuss how you can get involved with these efforts, please contact Daniel Fanning, VP of Strategy and Policy, at dfanning@duluthchamber.com.



New Member Mixer Returns in 2023

For the first time since 2018, the Duluth Chamber's New Member Mixer is BACK! This special event, hosted at the St. Louis County Depot Great Hall, will bring together the Chamber's newest and long-time Chamber members for a wonderful networking-filled spring evening. The New Member Mixer will offer attendees a chance to network with other business professionals, sample delicious cuisine from local restaurants and caterers, visit sponsor booths and win prizes.

Exclusive sponsorships for this event are now available. Contact Aubrey Hagen, Director of Membership Development, at ahagen@duluthchamber.com to secure your sponsorship.

Presenting Sponsor - \$1,500 (one available)

New Member Mixer Presented by [Your Company Name] and logo in all printed and electronic promotions | Opportunity to address attendees (mic provided) with a 2-minute welcome | 8' table at event to showcase business | Signage at event | Complimentary tickets to event for employees.

Full Booth Sponsor \$300

Name/logo on all printed and electronic promotional materials | 8' table at event to showcase business | Signage at event | Complimentary tickets to event for employees.

Half Booth Sponsor \$150

Name/logo on all printed and electronic promotional materials | Share 8' table with another organization at event to showcase business (4' space) | Signage at event | Complimentary tickets to event for employees.

Restaurant/Food Truck/Beverage Sponsor – In-Kind

Market restaurant by serving appetizers or desserts | Provide non-alcoholic beverage or coffee samples | Name listed in printed and electronic material | 8' table at event to showcase business and serve | Signage at event | Complimentary tickets to event for employees.

Member Marquee – In-Kind

Donate a prize for the New Member Mixer and your business name and logo will be displayed on the exclusive “Member Marquee” wall. Attendees pay \$20 to receive a mystery prize.



SAVE THE DATE

Attend the Zenith Digital Marketing Conference on April 20

Marketing agency Aimclear and the Duluth Area Chamber of Commerce will host the 10th Annual Zenith Digital Marketing Conference on Thursday, April 20. From across the country, internationally recognized social media experts will present to an extensive regional audience their tips and tricks for marketing business through multiple social networks. This 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 for early bird savings!

Early Bird Registration (ends March 1) \$199

Zenith 2023 Registration \$299

Student Rate \$99

Register at duluthchamber.com

Zenith Digital Marketing Conference



Calendar

Please register for Chamber events at www.duluthchamber.com or by calling 218-722-5501.

February 1 Wednesday

Professional Development Workshop

"Innovation in Health Care"

Presented by Sue McClermon, The College of St. Scholastica

11 a.m. - Noon

Live Webinar + Q&A

Chamber educational series:
Professional Development
workshop



February 2 Thursday

Fuse Teambuilding Curling Happy Hour

4:30 - 6:30 p.m.

Wild State Cider

2515 W. Superior St.



February 8 - 9 Wednesday-Thursday

2023 DULUTH & ST. LOUIS COUNTY AT THE CAPITOL DAYS

Wednesday, Feb. 8

Grand Reception

4:30 - 8 p.m.

InterContinental St. Paul Riverfront Hotel

11 East Kellogg Blvd., St. Paul



Thursday, Feb. 9

Legislative Breakfast

9 - 10:30 a.m.

InterContinental St. Paul Riverfront Hotel

12 East Kellogg Blvd., St. Paul



February 13 Monday

Ignite Your Fuse Experiential Luncheon

"The Great Minnesota Recipe Presented by PBS North"

Noon - 1 p.m.

Clyde Malting Building

2907 Helm St.



February 14 Tuesday

Connect at Clyde

Mayor Emily Larson, City of Duluth

11:45 a.m. - 1 p.m.

Clyde Iron Works, Restaurant, Brewery and Event Center

2920 W. Michigan St.



February 15 Wednesday

Leadership Duluth

"Courts and Law Day"

8 a.m. - 5 p.m.

St. Louis County Board Room



February 15 Wednesday

Small Business Development Workshop

"Promoting Positive Mental Health in the Workplace"

Presented by Rick Gertsema, Miller-Dwan Foundation

11 a.m. - Noon

Live Webinar + Q&A

Chamber educational series:
Small Business Development
workshop



February 21 Tuesday

After Hours Networking Event

4:30 - 6 p.m.

Sheraton Duluth Hotel / Restaurant 301

301 E. Superior St.



Success!

Furniture Mart | Ashley HomeStore
| Ashley Outlet celebrated their
grand opening at 801 W. Central
Entrance.



The College of St. Scholastica celebrated its new Center for Experiential Learning that will provide Saints with impactful opportunities to further their education: Study abroad, career services, peer advisers and internships, even offering students free headshots and professional clothing.

Siivis Gallery in Canal Park
celebrated new ownership.



St. Luke's Rejuvenation Center
celebrated its new location in
the St. Luke's Pavilion Building -
920 E. 1st St., First floor.

Union Gospel Mission
Celebrated its
100th anniversary
and reopening of its
dining hall.



CHAMBER STAFF



Matt Baumgartner
President
218-740-3751
mbaumgartner@duluthchamber.com



Daniel Fanning
Vice President of Strategy & Policy
and the Executive Director of the
Duluth Area Chamber Foundation
218-740-3743
dfanning@duluthchamber.com



Aubrey Hagen
Director of Membership Development
Program Director of Fuse Duluth
218-740-3758
ahagen@duluthchamber.com



Chris Johnson
Director of Marketing & Communications
218-740-3755
cjohnson@duluthchamber.com



Kathleen Privette
Director of Events and Board Operations
218-740-3745
kprivette@duluthchamber.com



Lori Steinbach
Director of Office Administration
218-740-3744
lsteinbach@duluthchamber.com

Fuse Duluth Looks Forward

With 2023 now officially underway, I am excited and honored to officially introduce myself as the new program director for the Fuse Duluth young professionals program. Fuse fits perfectly into my Director of Membership Development role, as developing our young leaders is an integral part of the Chamber's mission to serve its members. Many of the young professionals engaging with Fuse are aspiring entrepreneurs or leaders at our local nonprofit and corporate member businesses, and ensuring that we recruit and retain young top talent in our community is of utmost priority for growing and maintaining our workforce.

We would love to have you join us for these upcoming February Fuse Events:

February 2 - Fuse Teambuilding Curling Happy Hour

February 13 - Ignite Your Fuse: The Great Minnesota Recipe Presented by PBS North

Learn more about Fuse and our upcoming events at www.FuseDuluth.com.



Aubrey Hagen
Director of Membership Development
Program Director of Fuse Duluth
218-740-3758
ahagen@duluthchamber.com



In Case You Missed It

Let's Do Lunch, Duluth Featured Cirrus Aircraft

On January 10 Let's Do Lunch, Duluth kicked-off its 19th season featuring Cirrus Aircraft. More than 115 attendees gathered in the Greysolon Ballroom to hear Patrick Waddick, President, Innovations & Operations talk about the past, present and future of Cirrus Aircraft and the always changing aviation company. Thank you to friends at Minnesota Power – an ALLETE Company for sponsoring the event.



Left to right: Daniel Fanning, Aaron Kelly, Matt Baumgartner, Patrick Waddick, Al Rudeck Jr. and Aimee Curtis



Patrick Waddick discussed the Cirrus Aircraft Parachute System (CAPS), which has helped 241 people return home to their families.

Showcase Your Seasonal Promotions in Our 2023 Spring Guide

- Hosting an upcoming event or conference?
- Offering spring or summer retail specials?
- Promoting Mother's Day catering or Easter meal?
- Looking to book your event space in 2023?

The Chamber's Seasonal Guide 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. The Spring Guide will be distributed directly into the inboxes of 3,500 decision makers and posted to the Chamber website.

Plan your seasonal promotions with the Spring Guide (digital edition).

Materials due by Thursday, March 2

- 8.5" X 11" PDF, single-sided
- Website to link your promotion
- 50-word (or fewer) description of your event to include in body of email

\$300 | \$200 nonprofit
Distribution (approx.) March 16

Contact Chris Johnson to reserve your space: cjohnson@duluthchamber.com | 218-740-3755.
Organizations in the email are placed in order of receipt.

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



Welcome New Members

First American Title Company

Karla Howard
4903 Matterhorn Drive
Duluth, MN 55811
218-491-8200
<https://local.firstam.com/mn/offices/duluthmatterhorn>
Commercial and Real Estate Closings

Glitterati Events

Amber Brostrom
Duluth, MN 55803
218-491-5312
glitteratievents.com
Duluth needed a little pizzazz and we're here to Glitter up the place! Our exclusive Glitterati Parties happen once or twice a year and we put all we've got into them. Each party has its own theme and unique vibe. Plus, EVERY Glitterati event benefits a local charity right here in the Northland. We've donated to the Ronald McDonald House, PAVSA, Wildwoods, and we're just getting started!

Jamrock Cultural Restaurant

Tony O'Neil
319 W. 1st St.
Duluth, MN 55802
jamrockculturalrestaurant.com
Jamrock is a locally owned Caribbean infusion restaurant. At Jamrock Cultural Restaurant, we have three main goals: Share good food with the community, bring people together to bond over a meal, and create a go-to spot for fun times. For delicious Caribbean cuisine and authentic jerk chicken, visit us tonight. You're sure to love the food.

Salo

Carrie Cunningham
701 N. Washington Ave., Ste. 500
Minneapolis, MN 55401
1-866-221-1561
hellosalo.com
We connect senior consultants in finance, accounting or HR with organizations in need of interim expertise.

The Spice & Tea Exchange of Duluth

Dennis Thielke
1929 W. Superior St.
Duluth, MN 55806
218-303-5484
spiceandtea.com/duluth
At The Spice & Tea Exchange, we offer a variety of fine spices, handcrafted seasonings, loose-leaf teas, salts, sugars, gifts and more. Explore gifts and accessories in the best local gift shop in town. Whether you're new to the culinary scene, own your own food service business or are simply looking to add a bit of spice to your life, our friendly and knowledgeable staff can help you find the perfect menu additions. We're known for more than 85 handcrafted seasonings, which we hand-mix in store daily. Stop by to watch our Spice Masters at work!