

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



SAVE THE DATE: DON'T MISS THE 9th ANNUAL NEW MEMBER MIXER!

JOIN US FOR GREAT NETWORKING, DELICIOUS
FOOD, TASTY BEVERAGES, PRIZES & FUN!

THURSDAY, MAY 11
4:30 - 6:30 PM
DEPOT GREAT HALL
506 W. MICHIGAN STREET
\$5 CHAMBER MEMBERS | \$10 NONMEMBERS

FOR SPONSORSHIP INFORMATION OR TO REGISTER, CONTACT AUBREY HAGEN
AT AHAGEN@DULUTHCHAMBER.COM | 218.740.3758



chamberXpress

DULUTH AREA CHAMBER OF COMMERCE MONTHLY NEWS

Vol. 24 • Issue 3 March 2023

www.duluthchamber.com

Commitment to Change: Enhancing Accessibility within your Workplace

Diversity, Equity, and Inclusion Workshop

Instituting change within our community starts with commitment. Join us for a half-day Diversity and Inclusion Workshop will provide your business actionable tools to embrace and celebrate all abilities in the workplace.

Deepen your understanding of physical and neurodiversity to improve accessibility for your clientele and visitors, and build acts of inclusion in your hiring process and workplace culture.

THURSDAY, MARCH 9
8 a.m to Noon
Lake Superior College
Hawk's Landing

FREE TO ATTEND

Register at www.DuluthChamber.com.

Commitment to Change is a collaborative effort between Lake Superior College and the Duluth Area Chamber of Commerce to build a more inclusive and diverse community through education, resources, opportunities, and partnerships.



Moving business forward. ▶

#Zenith2023 Welcomes Exciting Lineup of New and Returning Experts

The 10th annual Zenith Digital Marketing Conference is a full-day deep dive, positioned to break ground in the changing digital landscape. We will welcome national wave-makers in digital marketing to provide strategies and tools necessary to sell more, generate valuable leads, boost online engagement, increase social market share and avoid wasteful online investments. Reserve your spot at this cutting-edge conference today.

New speakers for the 2023 session will include:

- Cindy Krum, Keynote – CEO & Founder of MobileMoxie
- Motoko Hunt – Founder & President, International Search Marketing Consultant at AJPR
- Aaron Weische – Co-founder & CEO of Leadferno

And returning speakers, back by popular demand:

- Marty Weintraub, Keynote – Aimclear
- Adam Proehl – NordicClick Interactive
- Kevin Mullet – MarketSnare
- Will Scott – Search Influence
- Cari O'Brien – Custom Content Solutions LLC

More speakers will be announced soon!

Zenith Digital Marketing Conference
Thursday, April 20
8 a.m. to 4:30 p.m.

Greysolon by Black Woods & Zeitgeist Theater
\$299 Registration

Zenith Digital Marketing
Conference



Register for #Zenith2023



Moving business forward. ▶



Hardwired solutions for your business.

From computer repair shops to cyber security and cloud service providers, we can find the right insurance program specially designed to cover your hi-tech company.



www.younginsure.com

Let's Do Lunch, Duluth – Tuesday, March 14

“Ordean Foundation at 90 Years – An exploration of wealth, poverty, and the health of our community,” presented by Don Ness, Executive Director, Ordean Foundation

This year the Ordean Foundation celebrates 90 Years of inspiring, encouraging, and supporting effective community efforts to confront poverty and nurture a healthier community for all residents. Executive Director Don Ness will provide an overview of the last nine decades and the future plans of this valuable community treasure. Thank you to our good friends at Wheeler Associates for sponsoring this gathering.



Don Ness

**Join us at the beautiful Greysolon by Black Woods
231 East Superior Street
11:45 a.m. to 1 p.m.
Chamber members \$30/nonmembers \$40**

We encourage you to arrive early and/or walk or carpool due to recent parking issues

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



26th Annual Duluth & St. Louis County at the Capitol Days

Thank you to the record number of participants who joined us for the 26th Annual Duluth & St. Louis County at the Capitol event on February 8th and 9th in St. Paul. Nearly 600 people attended the Grand Reception on Wednesday, Feb. 8, including 18 state senators and 38 state representatives – the largest number of legislators to ever attend the event.

More than 60 local organizations/businesses and Duluth Area Chamber members sponsored the event, set up informational booths and helped represent northeast Minnesota with one collective and influential voice. In addition to the Grand Reception, more than 50 representatives from our top stakeholders, including city and county leaders, participated in organized lobbying team efforts on the 8th, meeting with more than 35 legislators about multiple issues important to our region.

We concluded the two-day event with the Legislative Breakfast on Thursday, Feb. 9. The sell-out crowd of more than 300 heard from local elected officials as well as our keynote speaker, Steve Grove, Commissioner of the Minnesota Department of Employment and Economic Development (DEED).



Welcome Jebeh Edmunds

The Duluth Area Chamber of Commerce is pleased to announce the hiring of Mrs. Jebeh Edmunds to oversee the Chamber's Leadership Duluth program. Jebeh brings an impressive slate of talent, expertise, and experience to the program.

Jebeh Edmunds is the founder and CEO of Jebeh Cultural Consulting LLC. Jebeh has decades of experience training organizations and people to develop effective strategies in the field of Diversity, Equity, Inclusion & Belonging. Before starting her business, Jebeh was an eighteen-year educator with the Duluth Public Schools and an Adjunct Professor at The College of St. Scholastica.

Additionally, she was a 2022 Goldfine Gold Star Teacher nominee. Jebeh has a bachelor's degree in communication from the University of Minnesota Duluth, a post-bachelor's teaching certificate from the College of St. Scholastica, and a Master of Science degree in teaching from the College of St. Scholastica. She is a proud first-generation Liberian American immigrant and with her husband Andy, is the mother of two boys, Maxwell and Mateo.



In her new role, Jebeh will provide oversight of the Chamber's Leadership Duluth program and work collaboratively with Chamber Leadership to evaluate the curriculum and ensure the program continues its longstanding tradition of excellence.

SAVE THE DATE

54th Annual Chamber Golf Classic Monday, July 17 Ridgeview Country Club



Calendar

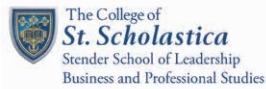
Please register for Chamber events at www.duluthchamber.com or by calling 218-722-5501.

March 1 Wednesday

Professional Development Workshop

Supporting Survivors of Domestic Violence in the Workplace
Presented by Jaci Christiansen, Safe Haven
11 a.m. to noon
Live Webinar + Q&A

Chamber educational series:
**Professional Development
workshop**



March 3 Friday

Finally Fridays Networking Event

7:30 a.m. to 9 a.m.
PBS North Television
632 Niagara Court



March 8 Wednesday

Leadership Duluth

8 a.m. to 5 p.m.
Essentia Health and
Northwood Children's Services



March 14 Tuesday

Let's Do Lunch, Duluth

Don Ness, Executive Director, Ordean Foundation
11:45 a.m. to 1 p.m.
Greysolon by Black Woods
231 E. Superior Street

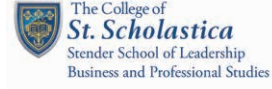


March 15 Wednesday

Professional Development Workshop

Innovation in Healthcare: Lessons Learned and Are Things Really Changing?
Presented by Dr. Sue McClernon, The College of St. Scholastica
11 a.m. to noon
Live Webinar + Q&A

Chamber educational series:
**Professional Development
workshop**



March 22 Wednesday

Small Business Development Workshop

Emerging Workforce: Benefits of Employing Youth
Presented by Hannah Grunzke and Betsy Hill, Duluth Workforce Development Board Emerging Workforce Committee and YES Duluth
11 a.m. to noon
Live Webinar + Q&A

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



March 23 Thursday

Ignite Your Fuse Experiential Luncheon - Warrior Brewing Company

Noon to 1 p.m.
Warrior Brewing Co.
2711 W. Superior St., Ste. 204



Moving business forward. ▶

Success!

Hilltop Healthcare Rehabilitation & Skilled Nursing celebrates its new branding (formerly Chris Jensen), located at 2501 Rice Lake Road.



Kern and Kompany celebrates 25 years of producing some of Duluth's most beloved community events and economic drivers.

St. Luke's celebrating the completed remodel of their Hospice and Oncology Inpatient Unit.



The Depot Foundation celebrates its first anniversary of their newly remodeled space in the Historic Union Depot.

Vitta Pizza celebrated the grand opening of its new restaurant, located at 23 W. Central Entrance.



CHAMBER STAFF



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



Jebbeh Edmunds
Director of Education
218-740-3754
jedmunds@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

Educational Opportunities

The Duluth Area Chamber hosts educational opportunities that provide you and your team tangible methods to enhance your talents. Each of our one-hour webinars host qualified, knowledgeable, and experienced presenters; deliver defined course objectives; and train applicable skills for the workplace. We hope to see you at an upcoming offering:

The Professional Development Workshops are designed to enrich leadership skills in the workplace and career.
March 1 – Supporting Survivors of Domestic Violence in the Workplace
April 5 – Organization Development Principles



The Small Business Development Workshops are designed to enhance hard skills utilized by entrepreneurs and their staff.
March 22 – Emerging Workforce: Benefits of Employing Youth
May 17 – 3D Approach to Small Business Branding



Each webinar is free for Chamber members and their employees. Register to attend and find recorded offerings at www.duluthchamber.com.

NEXT UP FOR FUSE DULUTH

Ignite Your Fuse with Warrior Brewing Company in March

Duluth professionals love experience-based learning; that is why the Ignite Your Fuse series is anything but a typical sit-down luncheon. Join Fuse Duluth on Thursday, March 23 to hear the story and get a behind-the-scenes tour of one of Duluth’s newest breweries, Warrior Brewing Company.

Warrior Brewing Company is the culmination of two disabled veterans, Matt Caple and Ben Gipson, determined to produce some of the region’s finest craft beer while simultaneously continuing to serve the military, veteran, and first responder programs within their community and beyond. We welcome you to join us to hear the inspiring story of Warrior Brewing Company and learn more about supporting local veterans in our area. Attendees will be encouraged to stay past the luncheon to enjoy the brewery and a box lunch will be provided.



Ignite Your Fuse Experiential Luncheon: Warrior Brewing Company

Thursday, March 23, Noon to 1 p.m.
2711 W. Superior St., Ste. 204
Duluth, MN 55806
\$20 Chamber Members / \$30 Nonmembers
Register at www.fuseduluth.com

Become a #Zenith2023 Sponsor

The Zenith Digital Marketing Conference is one of Fuse Duluth’s most highly anticipated annual offerings. Reserve your #Zenith2023 sponsorship to ensure your business enjoys a high profile among national and international marketing experts. All proceeds generated by the Zenith Digital Marketing Conference are donated to the Fuse Duluth program. Your organization can support this initiative AND connect to top marketing talent. Available sponsorships include:

Zenith Enterpriser - \$1,500

- Address attendees at event
- Verbal sponsorship recognition
- 3 Conference passes
- Premier booth space
- Clickable logo on Zenith site
- Clickable logo on Chamber site
- Logo on promotional materials
- Logo in printed booklet

Zenith Innovator - \$950

- Verbal sponsorship recognition
- 2 Conference passes
- Exhibitor booth space
- Clickable logo on Zenith site
- Clickable logo on Chamber site
- Logo on promotional materials
- Logo in printed booklet

Zenith Exhibitor - \$300

- Exhibitor booth space
- Clickable logo on Zenith site
- Clickable logo on Chamber site
- Logo on promotional materials
- Logo in printed booklet



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



Zenith Digital Marketing Conference

Promote Your Summer Happenings Through Chamber Marketing

With warmer temps around the corner, 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 Commerce’s unique marketing opportunities.

EMAIL MARKETING

Reach fellow Chamber members and community leaders via email 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 2,700 recipients every Monday.

Fuse Flash young professional email is sent to 2,000 recipients, bi-weekly 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. 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 – approx. 1,000 recipients

\$235 Primary and Secondary Contacts – approx. 1,400 recipients

For more information on both opportunities, connect with Chris Johnson, Director of Marketing and Communications: cjohnson@duluthchamber.com or (218) 740-3755.

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



Welcome New Members

Access North Center for Independent Living of Northeastern Minnesota

Don Brunette
1309 E. 40th St.
Hibbing, MN 55746
www.accessnorth.net
218-262-6675
Providing supports to people with disabilities of all ages, seniors, and veterans to remain independent through in-home supports (PCA), ramps, home modifications, assistive technology, and more.

AFLAC - HIB

Matthew Steffens
2012 1st Ave., Ste. 11
Hibbing, MN 55746
218-421-7025
www.experiencedinsurancesadvisors.com
We are a trusted leader, bringing best in class service and commitment to its clients by being a nationally recognized provider of health, dental, life, disability, and supplemental insurance products and services.

Duluth Cosmetic Tattoo Studio

Ann Prince
324 W. Superior St., Ste. 1030
Duluth, MN 55812
218-590-3690
www.duluthcosmetictattoostudio.com
Permanent make-up, cosmetic and medical tattooing created by Ann Prince, Licensed Nurse, Licensed Cosmetic and Body Art Technician and certified scalp micropigmentation artist.

Ecolibrium3

Jodi Slick
2014 W. 3rd St.
Duluth, MN 55806
218-336-1038
www.ecolibrium3.org
Ecolibrium3's (Eco3) mission is to lead and inspire change towards an equitable and sustainable future. We are a 501(c)3 nonprofit in the Lincoln Park neighborhood working on all aspects of sustainable revitalization and resiliency that advance opportunities for residents, businesses, and our community.

Finden Marketing

Andrew Weisz
315 W. 1st St., Ste. 210
www.findenmarketing.com
Duluth, MN 55805
507-696-6493
Finden Marketing is a full stack marketing agency that helps established businesses reach a new audience. From website design to online advertising, our team of experts are here to help your business grow. Learn more about us and how we can help your business today.

Grindstone Properties, LLC

Whitney Kolquist
4894 Miller Trunk Hwy, Ste. 5
Hermantown, MN 55811
701-201-0590
www.grindstoneduluth.com
Grindstone Properties is a multi-family real estate developer located in the Twin Ports area. Grindstone is opening a brand new 33-unit apartment building in July 2023.

Northland Fitness

Griffin Hopf
2305 W. Superior St.
Duluth, MN 55806
218-578-0983
www.northlandfitnessduluth.com
Northland Fitness is a new gym opening in the Lincoln Park Craft District. Locally owned, open 24/7, top of the line equipment.

Rapp Strategies, Inc.

Todd Rapp
333 S. 7th St., Ste. 2120
Minneapolis, MN 55402
612-843-4500
www.rappstrategies.com
Strategic communications firm specializing in complex public issues and reputation/risk management.

Tracy Ramsay + Partners

Tracy Ramsay
2516 London Road
Duluth, MN 55812
218-390-6747
www.tracyramsay.com
Tracy Ramsay + Partners, Remax Results, is a real estate group specializing in Duluth Metro Area residential home sales.