



chamberXpress

DULUTH AREA CHAMBER OF COMMERCE MONTHLY NEWS

Vol. 24 • Issue 12 December 2023

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Celebrate the Season: After Hours Holiday Party on December 5

The Duluth Area Chamber of Commerce and Duluth Area Chamber Foundation invite you to attend our annual After Hours Holiday Party presented by Cenovus Energy – Superior Refinery, at Greysolon Ballroom on Tuesday, December 5, 4:30 to 6:30 p.m. This event features a fabulous venue, fantastic food and festive beverages. Celebrate the season with fellow business leaders, enter for a chance to win many fun prizes, sign cards for local servicemembers as part the American Red Cross Holiday Mail for Heroes campaign and join in on the festivities during the most wonderful time of the year.

\$5 Members | \$10 Nonmembers

For questions, contact Kathleen Privette at kprivette@duluthchamber.com. Register at duluthchamber.com. Walk-ins welcome.



27th Annual Duluth & St. Louis County at the Capitol Days, March 6-7

The Duluth Area Chamber of Commerce, Duluth Area Chamber Foundation, City of Duluth and St. Louis County once again partner for our region's largest and most effective advocacy event – the 27th Annual Duluth & St. Louis County at the Capitol Days event. It is another important year as we head down to St. Paul together with a unified voice to help advocate for several important legislative priorities for our region.

Duluth & St. Louis County
AT THE CAPITOL

Your support is needed to be a part of the largest advocacy event in our region. Contact Kathleen Privette at kprivette@duluthchamber.com to learn how you can have your voice heard at the Capitol in March.

For more information, visit duluthchamber.com.



Happy Holidays

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Moving business forward. ▶

Policy and Advocacy Update

– Daniel Fanning, Vice President of Strategy & Policy, Duluth Area Chamber of Commerce

The 2023 elections are behind us and now it's time to unite and move forward, together. There's been hard-fought, post-pandemic positive momentum building in our region recently, including historic investments in health care, aviation and housing, as well as new businesses opening and new developments underway. Duluth is far from reaching our full potential yet, but it feels like we are moving in the right direction on many fronts and are poised for continued success in 2024, with several new projects in the planning stages. Now that we know who will be in the Mayor's office and on City Council, we look forward to working together to keep that positive momentum going, building on it and continuing to support those looking to build, invest and do business in Duluth.

Congratulations to Mayor-Elect Roger Reinert. Many of the issues that were at the core of his campaign are the same issues we are prioritizing at the Duluth Area Chamber and hear about often from our membership and business community, including housing, streets, affordable taxes, downtown Duluth and commercial tax base development. Those were among the issues that were clearly identified as top priorities of Duluth residents in a recent citizen survey commissioned by the Duluth Chamber Foundation. Our values and priorities are clearly aligned, and we're excited to keep moving business forward and keep building on the growing momentum.

We have enjoyed a strong working relationship with Mayor Larson and thank her for her leadership through the years. Our business community benefits from a strong partnership between the Chamber and City Hall, and we are confident that will remain with Mayor Reinert and his administration. We look forward to working together with him and city staff, as well as with the Duluth City Council. Congratulations to re-elected councilors Arik Forsman, Janet Kennedy and Roz Randorf, as well as to newly elected councilors Lynn Marie Nephew, Wendy Durrwachter and Tara Swenson. We have work to do, and together I am confident we will continue to make progress and help support our local businesses and economic growth.



FUSE DULUTH

Ignite Your Fuse at the Armory

Thursday, December 7, Noon – 1 p.m.

Armory Arts & Music Center
1626 London Road, Ste. 779

FUSE DULUTH

YOUNG PROFESSIONALS

Duluth professionals love experience-based learning; that is why the Ignite Your Fuse series is anything but a typical sit-down luncheon.

The restoration of the Duluth Armory will honor the past and reimagine the future while providing important community space for economic and entrepreneurial development, arts and culture and a place for history to come alive for future generations. Join Fuse Duluth on December 7 for an exclusive behind-the-scenes tour inside the Armory and hear from Executive Director Mark Poirier on the future vision for the site. Attendees are encouraged to bundle up, as the construction site will be cold. Hot soup and sandwiches will be provided for lunch.

\$20 Chamber Members/Students

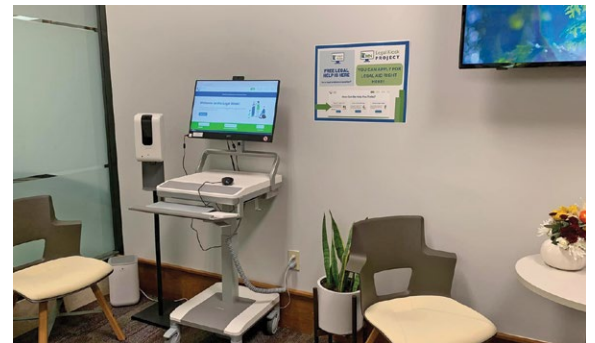
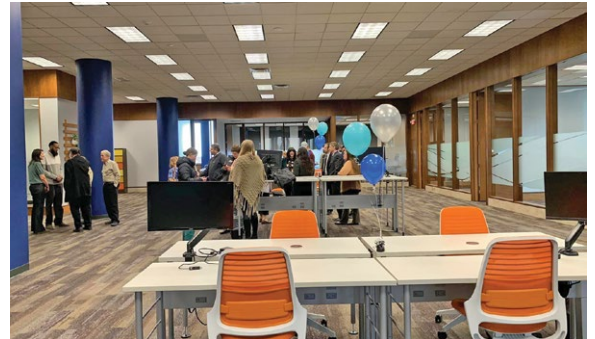
Register at www.duluthchamber.com



CELEBRATING PROGRESS

Justice North Rebrands and Opens New Location

Congratulations to Justice North (formerly Legal Aid Service of Northeastern Minnesota) on their rebranding and grand opening of their beautiful new location at 230 West Superior Street, Suite 200! The Duluth Area Chamber was proud to be there to help celebrate our member and thank them for the services they provide in our community and region.



Duluth Superior Area Community Foundation Celebrates 40 Years of Giving

Happy 40th! The Duluth Chamber staff and ambassadors were proud to join the Duluth Superior Area Community Foundation as they celebrated 40 years of impactful giving through their Community Opportunity Fund. We are grateful for the Duluth Superior Area Community Foundation and congratulate them on four decades of improving lives and communities.



What a Night!

Thank You to Everyone Who Attended the Duluth Area Chamber's 153rd Annual Meeting & Dinner Celebration.



Matt Baumgartner, Duluth Area Chamber president



Keynote Speaker, State Command Chief of the Minnesota Air National Guard, Lisa K. Erikson



Brian Forcier, Business Champion of the Year



Andrew Weisz, Emerging Leader of the Year



Daniel Fanning, vice president of strategy and policy, and Aaron Kelly, past board chair



Jennifer Cady, board chair



Stacy Oltmanns, Ambassador of the Year



Dr. Chiamaka Enemuoh, board chair-elect, with her family.

What a Night! (continued)

Thank You to Everyone Who Attended the Duluth Area Chamber's 153rd Annual Meeting & Dinner Celebration.



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Leadership Duluth's Policy, Advocacy and Communications Day



Jebbeh Edmunds, Leadership Duluth program director, facilitated conversations during the day.



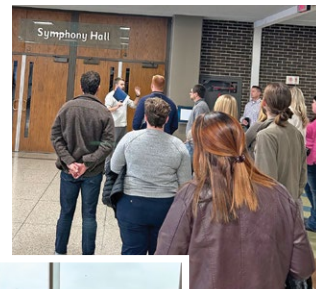
Jennifer Cady, vice president of regulatory and legislative affairs at ALLETE/Minnesota Power, spoke about policy and advocacy efforts at Minnesota Power.



Daniel Fanning, vice president of strategy and policy for the Duluth Area Chamber of Commerce and executive director of the Duluth Area Chamber Foundation, discussed his more than 20 years of experience working in communications and government relations. He emphasized the importance of having a clear ask, identifying your target audience and knowing to effectively and efficiently influence public policy.



Laura Lee of Northern News Now spoke with the Leadership Duluth Class about the importance of storytelling, effective and authentic communication and working with the media.



Dan Hartman, executive director of the Duluth Entertainment Convention Center, spoke to the class about the DECC's legislative requests and provided a behind-the-scenes tour of the DECC and its operations.



Jeff Anderson of the Costin Group lobbying firm spoke about effective lobbying and advocacy, including recent successes such as Northern Lights Express, the DECC and many more.

**LEADERSHIP
DULUTH**
Duluth Area Chamber Foundation



2024 Advertising Opportunities Available to Our Valued Chamber Members

The Duluth Area Chamber of Commerce will offer several advertising opportunities to its members in 2024, providing cost-effective ways to reach potential customers. Take advantage of these affordable options and place your organization before thousands of engaged professionals.

Email Marketing

Reach fellow Chamber members and community leaders through promoting your announcements in the Chamber's email newsletters: the weekly Chamber Connection, our largest distribution, or the Fuse Flash, sent twice a month to young professionals.



Relocation Packet

Promote your organization on the DuluthChamber.com Relocation Page, a resource designed to ease prospective residents' transition to Duluth. Chamber members from various sectors relevant to Duluth living – including health care, education, finance, and housing – are included within the Relocation Packet.

2024 Seasonal Guides

This cost-effective distribution highlights your organization's seasonal specials, gifts and holiday meals directly to the inboxes of 3,000+ Chamber members and their engaged employees. Spring and Fall 2024 editions are digital only, and the Holiday 2024 edition is digital and print.

Mailing List

Members can purchase a mailing list of Chamber members which includes contacts for the member business, company name, address, number of employees and business classification. This targeted list is a great option for direct mail campaigns.

The Duluth Area Chamber looks forward to helping our members spread the word. Contact news@duluthchamber.com to reserve space of for more information. Advertising rates, ad specifications and deadlines are available at duluthchamber.com/marketing.

WelcomeNewMembers

BisonX

Business Services

Elizabeth Duran

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PMB 432

Fargo, ND 58103

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www.bisonx.org

BisonX is a regional ecosystem of programs (incubator and startup studio), services (business resources) and capital (venture) helping businesses launch and grow.

Duluth Harbor Monsters

Sports

Steve Walters

525 S. Lake Ave., Ste. 202

Duluth, MN 55802

218-464-0641

www.duluthmonsters.com

The Duluth Harbor Monsters, a member of The Arena League, are an arena football team that plays their home games at the DECC Arena in Duluth, Minnesota.

Encore Music Studios, LLC

Music Lessons

Brian Kapp

407 W. Michigan St.

Duluth, MN 55802

218-481-8463

www.encoremusicduluth.com

Encore offers private instruction in piano, voice, guitar and organ. We aim to inspire and engage our community by making music accessible to everyone.

Growing Duluth

Garden Center

Louise Kolthoff

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www.growingduluth.com

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chamberXpress

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CALENDAR

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

December 5

After Hours Holiday Party

4:30 – 6:30 p.m.

Greysolon Ballroom by Black Woods

231 E. Superior St.

Sponsored by Cenovus Energy – Superior Refinery



December 7

Ignite Your Fuse Experiential Luncheon -

Armory Arts & Music Center

Noon – 1 p.m.

Armory Arts & Music Center

1626 London Road. Ste. 779

Sponsored by Cenovus Energy – Superior Refinery,
Essentia Health, maurices, North Shore Federal Credit
Union, and St. Luke's.



maurices



December 13

Professional Development Workshop

Intentional and Purposeful Living During the Holidays

11 a.m. – Noon

Live Webinar + Q&A

Sponsored by The College of St. Scholastica.



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