



chamberXpress

DULUTH AREA CHAMBER OF COMMERCE MONTHLY NEWS

Vol. 25 • Issue 2 February 2024

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Join Us for After Hours Networking Event at Encore

Join the Duluth Area Chamber of Commerce, Encore Event & Party Express and Lundeen Productions for an After Hours networking event with food, drinks, prizes and a chance to check out the Encore warehouse and see new inventory.

After Hours is the Duluth Area Chamber's popular networking series where area businesses and community members gather to enjoy appetizers and beverages at this casual event while meeting fellow local professionals.

Encore Event & Party Express in Superior has a professional staff with more than 100 years of combined experience in the event and rental industry, and it shows. Whether you're planning a family event, wedding, corporate event or a large tradeshow, the team at Encore have the products and expertise to help make it a success.

After Hours events are \$5 at the door for Duluth Area Chamber members, \$10 for non-members. There will be a photobooth by Euphoric Entertainment and door prizes, including a 20x30 Grad Package which can be used for upcoming graduation or birthday parties, or other similar events (includes tent, chairs, tables, popcorn machine and more). We look forward to seeing you there. Register online at duluthchamber.com.

After Hours Networking Event
February 27, 4:30 – 6:00 p.m
Encore Event & Party Express
1119 Ogden Ave, Superior

Stronger Together! 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 are once again partnering with a record-breaking number of sponsoring businesses and organizations this year for our region's largest and most effective legislative advocacy event – the 27th Annual Duluth & St. Louis County at the Capitol Days.

We are preparing to head down to St. Paul together, with a unified voice, to collectively advocate for several important legislative priorities for our region. From supporting our aviation industry and the 148th Fighter Wing, to a number of infrastructure and economic development projects, housing, workforce development, child care, policy updates, tax and permitting reform and more, we are prepared to help advocate for our members and our region's business community. From lobbying efforts and the Grand Reception on March 6 to the Legislative Breakfast on March 7, this year's event is poised to be the biggest and best year yet. We hope you'll join us. For more information, please visit duluthchamber.com.



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Dr. David Herman

Connect @ Clyde – Tuesday, February 13

Presented by Dr. David Herman, CEO, Essentia Health

As one of the largest employers in our region, Essentia Health has invested and continues to invest in our community, specifically with the recent completion of the new St. Mary's Medical Center. Join us for Connect at Clyde to hear from Essentia's CEO Dr. David Herman as he provides an update on the health care industry and addresses regulatory pressures. Thank you to our friends at Spherion Staffing for sponsoring this event. Register at duluthchamber.com.

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

Sponsored by:



Duluth Area Chamber Foundation Awarded \$50,000 from WBD to Help Address Local Workforce Challenges

The Duluth Area Chamber Foundation has been awarded \$50,000 in Opportunity Funds from Wisconsin Business Development Inc. (WBD) to help address workforce challenges in the NE Minnesota and NW Wisconsin region. WBD recently expanded its footprint to include all of Wisconsin, Minnesota and a portion of the Upper Peninsula of Michigan. The goal of WBD's Opportunity Funds is to Grow Businesses, Create Jobs and Build Communities. WBD and the Duluth Area Chamber Foundation are now strategically partnering to help support local businesses, local potential employees and to help connect the two and remove barriers of potential employment. Grants can be used for required trainings, education, certificates, testing and more. The grant application, and more details, are available on the Chamber Foundation's website duluthchamber.com/foundation.



Chamber, Labor and City Leaders Join U.S. Senator Amy Klobuchar in Advocating for Funds to Replace Aging Blatnik Bridge

Leaders from the Duluth Area Chamber of Commerce, Duluth Building Trades and Mayor Roger Reinert were proud to join United States Senator Amy Klobuchar at a news conference on New Year's Eve to provide an update on ongoing collective efforts to advocate for state and federal funding to replace the aging Blatnik Bridge. The bridge is more than 60 years old and is reaching the end of its service life. It serves as a vital connection between Duluth and Superior. More than 33,000 vehicles cross the bridge every day. It serves as an essential economic engine in the region and a key link in the global supply chain. According to the Department of Transportation, approximately 265,000 trucks transporting nearly \$4 billion in goods pass over the bridge annually. The Duluth Area Chamber and Chamber Foundation have provided letters of support to state and federal leaders and will continue to work closely with local, state and federal lawmakers, as well as labor leaders, transportation officials and others involved, as we continue to advocate for funding to safely replace the bridge and support the commerce and economic impact supported by the vital connection between the two states.



Leadership Duluth Learns from Key Community Leaders During Action-Packed Project Management Day

The Duluth Area Chamber's Leadership Duluth program enjoyed an action-packed Project Management Day on January 10. The class learned from key leaders at St. Luke's, the historic Duluth Armory, the Duluth Seaway Port Authority and the City of Duluth. Participants got to see construction underway of St. Luke's expansion project, as well as enjoy behind-the-scenes tours of the historic Duluth Armory and a bus tour of North America's farthest-inland freshwater seaport. Thank you to all our excellent speakers and hosts. We really appreciate you taking the time to join us and share your expertise. Special thanks to our program's premier sponsor, North Shore Bank, as well as St. Luke's for serving as the day sponsor. We're already looking forward to seeing the class again next month at the 148th Fighter Wing.



Promote Your Business or Seasonal Specials in the 2024 Spring Digital Mailer

The Duluth Area Chamber's Spring Digital Mailer is a cost-effective distribution that highlights your organization's business and/or seasonal specials directly to the inboxes of 3,000+ Chamber members and their engaged employees. Email distribution will occur during the week of March 18.

SPRING DIGITAL MAILER advertising (\$300) includes:

- Digital one-page promotion, 8.5" X 11"
- Linked to your website of choice
- Email distribution to 3,000 recipients
- Inclusion on Chamber website

Deadline for inclusion:

Ad materials must be received by February 29.

Please email news@duluthchamber.com with questions or to secure your spot.



CELEBRATING PROGRESS

Northland Special Events Opens New Location in Downtown Duluth

Congratulations Northland Special Events on their beautiful new location in the downtown Duluth Bagley Building! The Duluth Area Chamber of Commerce was happy to be there to help welcome them, celebrate them and make it official with a ribbon cutting.



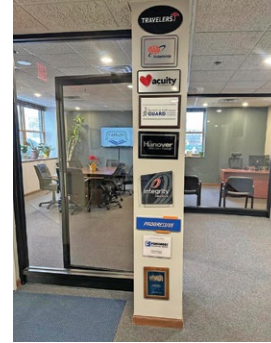
R+R Spa Celebrates Grand Opening

Congratulations to R+R Spa on their grand opening on Matterhorn Drive, where they offer infrared sauna, cold plunge and compression therapy. The Duluth Area Chamber of Commerce was proud to be there for their ribbon cutting to help celebrate their new business and welcome them to the business community!



Hanlon and Associates Celebrates 10 Years

Congratulations and happy 10th business anniversary to Hanlon and Associates Insurance Agency. We are proud to have them as a member of the Duluth Area Chamber of Commerce and appreciate all they do for the region's business community. Wishing them continued success!



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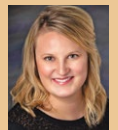
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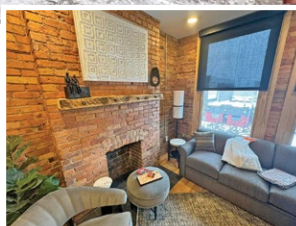
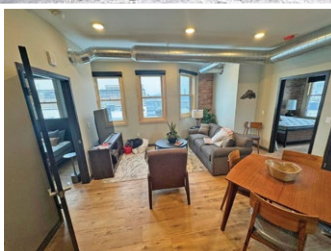
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kprivette@duluthchamber.com



Lori Steinbach
Director of Office Administration
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Duluth Press Building Residential Suites Opens in Lincoln Park Craft District

Congratulations on the grand opening of the Duluth Press Building Residential Suites! The new vacation rental property in Duluth's Lincoln Park Craft District features eight modern suites in the historic Duluth Press Building. The Duluth Area Chamber of Commerce was proud to be there to help celebrate and welcome this new addition to the community, and thank the Hanson family, and all involved, for continuing to invest in Duluth!



February 8

Fuse Team Building Curling Happy Hour

4:30 - 6:30 p.m.

Wild State Cider

2515 W. Superior St.

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



February 13

Connect at Clyde - Dr. David Herman, CEO, Essentia Health

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

Clyde Iron Works, Restaurant, Brewery and Event Center

Sponsored by Spherion Staffing



February 15

Commitment to Change: Diversity, Equity and Inclusion Workshop

8 a.m. - Noon

Lake Superior College - Room S255

2101 Trinity Road

Sponsored by

Lake Superior College



February 27

After Hours Networking Event -

Encore Event & Party Express

4:30 - 6 p.m.

Encore Event & Party Express

1119 Ogden Ave., Superior

Sponsored by Encore Event & Party Express



March 6 & 7

Duluth & St. Louis County Days at the Capitol

Grand Reception - Wednesday, March 6, 4:30 - 8 p.m.

Legislative Breakfast - Thursday, March 7, 9 - 10 a.m.

InterContinental St. Paul Riverfront Hotel

11 E. Kellogg Blvd., St. Paul

Hosted by the Duluth Area Chamber of Commerce, Duluth

Area Chamber Foundation, City of Duluth and St. Louis County



March 15

Finally Fridays Networking Event at Great Lakes Aquarium

7:30 - 9 a.m.

Great Lakes Aquarium

353 Harbor Drive

Sponsored by Great Lakes Aquarium



March 20

Duluth Chamber Educational Series:

Stress Less and Embrace More Joy

Presented by Nicole Karnowski, Metamorphosis Coaching, Consulting and Training

11 a.m. - Noon

Live Webinar + Q&A

Sponsored by

The College of

St. Scholastica



March 21

Ignite Your Fuse Experiential Luncheon -

Zenith DCHS Apartments

Noon - 1 p.m.

Zenith DCHS Apartments

215 N. First Ave. E.

Sponsored by Cenovus Energy, Essentia Health, maurices,

North Shore Federal Credit Union and St. Luke's



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

Join Fuse Duluth in February for Team Building and Curling with an Olympic Champion

Studies show that employee engagement within their organization and community produces greater retention rates, builds brand ambassadors and establishes stronger relationships with customers. In alignment with our priority to increase employee retention and grow Duluth's business community, Fuse Duluth is excited to host a creative experiential event that combines a favorite Duluth pastime with team building and networking at Wild State Cider. Zero curling experience needed!

Tyler George of the U.S. Men's Olympic Curling Team will join Fuse to teach a curling demo and network with attendees. Tyler is a three-time U.S. Champion, 2016 World bronze medalist and 2018 Olympic gold medalist, and now serves as an ambassador, analyst and coach of the sport.

Learn to curl with the best of the best while bonding with your coworkers and friends over happy hour. Delicious hearty appetizers are also included with your ticket.

FUSE TEAM BUILDING CURLING HAPPY HOUR

Thursday, February 8, 4:30 to 6:30 p.m.

Wild State Cider

2515 W. Superior St.

Chamber Member Team of 4 (\$5 discount per ticket): \$80

Chamber Member Individual Admission: \$25

FUSE DULUTH

YOUNG PROFESSIONALS





Zenith

DIGITAL MARKETING
CONFERENCE

APRIL
11

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COMMERCE



Welcome New Members

Adeline, Inc.

Hair Salons & Services

Adeline Wright
1132 E. Ninth St.
Duluth, MN 55805
218-428-6230
www.adelineinc.com
Gender-inclusive hair salon and jewelry boutique. All bodies and genders are held sacred here at Adeline Inc., a queer women-owned family business since 2001.

Cove Apartments

Apartments/Rental Property/Townhomes

Cesarea Solem
5 W. First St.
Duluth, MN 55802
218-394-3997
www.liveatcove.com
Cove Apartments is located in downtown Duluth. The 1910 Builders Exchange property and adjoining Interstate Auto and USAN buildings have been reinvented as a cozy 86-unit apartment community. With apartments ranging from studios to two-bedroom, each home at Cove offers unique characteristics and one-of-a-kind charm.

Divine Konnections, Inc.

Nonprofit

Deyona Kirk
2122 Woodland Ave.
Duluth, MN 55803
218-940-0480
www.divinekonnections.org
We provide housing and wraparound services to BIPOC unhoused young mothers and their babies.

Infinity Massage & Wellness

Massage - Rehabilitative/Restorative

Liz Laine
3802 Trinity Road, Ste. 2
Duluth, MN 55811
218-341-8799
www.infinitymassageduluth.com
Infinity Massage & Wellness employs 40 on our team. We have 28 massage therapists, two estheticians and support staff. Our

mission is to provide clients in the Duluth community a space to relax, care for themselves and heal.

KornerStore Inc.

Gas - Convenience Stores

Derek Medved
1202 - 101st Ave. W.
Duluth, MN 55808
218-341-6478

Lakeview Behavioral Health

Health Care - Behavioral Health

Mariah Stark
600 E. Superior St., Ste. 502
Duluth, MN 55802
218-327-2001
www.lakeviewbh.com
Lakeview Behavioral Health provides services for individuals who are in need of psychiatry, mental health and/or substance use services. Our goal is to treat the whole person and meet each individual's needs, based on their own particular situation. Our focus is to the diagnosis, treatment and prevention of mental, emotional and behavioral disorders and then the development of proper treatment plans that help build the path to a sustaining, fulfilling life. Whether through telehealth or in-person services, Lakeview is dedicated to making lives better for adults, adolescents and children in our community.

Liberty Wealth Management of Raymond James

Financial - Planning/Services

Brian Liberty
2230 London Road
Duluth, MN 55812
218-722-9000
www.libertywealthmanagement.com
Liberty Wealth Management of Raymond James combines goal-focused financial planning and professional money management to successful individuals and their families in the pursuit of financial freedom.

London Rayne Salon

Hair Salons & Services

Kelsey O'Neil
1826 London Road
Duluth, MN 55812
218-269-9044
www.londonrayneduluth.com
London Rayne Salon creates a welcoming, comfortable and stylish space to relax while giving you a laid-back luxury salon experience that makes you feel beautiful and happy!

Pack & Mail

Mailing - Services

Crysta Reeves
1626 London Road
Duluth, MN 55812
218-728-2340
duluthmailroom.com
The Pack and Mail room is the go-to resource for packing, shipping, printing and business needs of the residents and businesses of Duluth.

R+R Spa

Holistic - Healing & Wellness

Dan Howe
4913 Matterhorn Drive, Ste. 100
Duluth, MN 55811
218-464-4000
rrspaduluth.com
Health spa offering a variety of holistic therapies, including infrared and compression therapy for our customers recovery, stress management and relaxation needs.

Rocky Mountain Chocolate Factory

Candy & Confectionery

Libby Bolen
395 S. Lake Ave., Ste. 4
Duluth, MN 55802
218-722-1700
www.facebook.com/rmcfduluthmn
A candy store that specializes in caramel apples, chocolate-dipped strawberries and other gourmet chocolates.

St. Louis River Alliance

Nonprofit

Kristi Eilers
394 S. Lake Ave., Ste. 604
Duluth, MN 55802
218-733-9520
www.stlouisriver.org
The St. Louis River Alliance is a membership organization committed to supporting the resiliency of the St. Louis River. As river stewards we are the voice of the river, working together to protect, restore and enhance the St. Louis River. We envision a clean and healthy St. Louis River with a thriving ecology, economy and community. The SLRA serves the Twin Ports by helping all people connect with the St. Louis River through recreational and educational activities, habitat projects and volunteer opportunities. The SLRA is also the managers for the St. Louis River Estuary National Water Trail, and strives to help people of all backgrounds and levels of experience find ways to learn about and to love the St. Louis River.

Yarn Harbor

Retail - Yarn Shops

Kathy Thomas
4629 E. Superior St.
Duluth, MN 55804
218-724-6432
yarnharborduluth.com
Yarn Harbor Inc is a bright and friendly, "Minnesota Nice" local yarn shop, located at the head of beautiful Lake Superior, in the Lakeside neighborhood of Duluth. Our helpful, knowledgeable staff is happy to assist you if you need help with an existing project or picking out a new one. The shop is a must-stop destination if you're passing through town, specializing in Nordic yarns to match our climate. We carry a wide selection of yarn and fiber arts supplies from some of the industry's most popular brands, as well as local and independent makers, along with a full selection of needles (Addi, ChiaoGoo and knitters pride), patterns, buttons and notions. Yarn Harbor is your fiber arts supply headquarters

chamberXpress

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SAVE THE DATE

Join Us for Commitment to Change in February

On Thursday, February 15, join the Duluth Area Chamber of Commerce and Lake Superior College for the first Commitment to Change Diversity, Equity and Inclusion workshop of 2024: "Inclusive Recruitment and Retention Strategies for Your Business." Featuring Elena Foshay from the Duluth Workforce Development Board and members of the Equity Committee, this half-day workshop will provide a deep dive into strategies for employers to use when considering hiring and retaining individuals with barriers to employment, and what those barriers can look like. Each attendee will take home their own action plan about how these workforce development strategies fit into their unique business model.

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. All workshops are free to attend, and light refreshments are provided. Please register at duluthchamber.com.

COMMITMENT TO CHANGE DEI WORKSHOP

Thursday, February 15, 8 a.m. to Noon

Lake Superior College - Room S255, 2101 Trinity Road, Duluth

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