



chamberXpress

DULUTH AREA CHAMBER OF COMMERCE MONTHLY NEWS

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www.duluthchamber.com

Join Us for Finally Fridays at Great Lakes Aquarium

On March 15, join the Duluth Chamber for coffee, breakfast and a.m. networking at this special Finally Fridays at Great Lakes Aquarium, including exclusive self-guided tours of the exhibits and the chance to win a prize from their gift shop.

The mission of Great Lakes Aquarium (GLA) is “to engage and inspire, encouraging stewardship of wildlife and water.” The aquarium features animals and habitats found within the Great Lakes Basin, as well as animals from other freshwater ecosystems such as the Amazon River. It also features global galleries designed to interpret marine (saltwater) animals and habitat. The aquarium is home to North America’s largest sturgeon touchpool and several marine touchpools. GLA also provides on-site and outreach educational programming to learners of all ages.

Finally Fridays is the Chamber’s morning networking series, which provides guests the opportunity to start their day with professional accompaniment, breakfast fare and beverages.



Finally Fridays Networking Event

Friday, March 15 | 7:30 - 9 a.m.
Great Lakes Aquarium
353 Harbor Drive

FREE for Members
\$10 for Nonmembers

Register at www.duluthchamber.com



Moving business forward. ▶

2024 Zenith Digital Marketing Conference Welcomes Two Renowned Keynote Speakers

The 12th Annual Zenith Digital Marketing Conference, presented in partnership with Aimclear, is bringing the best marketing minds in the industry to Duluth for one reason: To help you better integrate digital channels in your marketing strategy. This full-day deep dive is 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. This year, two legendary marketing pros will keynote at #Zenith2024: Purna Virji, Principal Content Solutions Consultant & Global Program Lead of [in]novate with LinkedIn, and Mike King, Founder and Managing Director of iPullRank. Purna’s keynote – “Make Inclusion the Default” – will explore how the content we create influences perceptions and the importance of conscious effort in breaking stereotypes and ensuring visibility. Mike’s Keynote – “AI and Search: Transforming How We Find Information” – will provide a deep dive into the impact of AI on modern search engines. The Zenith conference is designed for marketing professionals of all levels.

The 2024 session will include a Small Business Track for entrepreneurial/nonprofit marketers looking to amplify their digital marketing skills and strategy. All event proceeds benefit the Fuse Duluth young professionals program.

To register, follow the QR code or visit www.duluthchamber.com. View the full agenda and speaker lineup at www.zenithconference.com.



Zenith Digital Marketing Conference

April 11 | 7:30 a.m. - 4:30 p.m.

Greysolon by Black Woods and Zeitgeist Theatre

\$299 Regular Admission

\$249 Nonprofit | \$99 Student

Register Now



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On Our Radar

**One Enjoyable Event.
One Compelling Speaker.**

Let's Do Lunch, Duluth – Tuesday, April 9

Presented by Mayor Roger Reinert, City of Duluth



Mayor Roger Reinert

It's been a few short months since Roger Reinert was sworn in as Duluth's 40th Mayor. Join us at Let's Do Lunch on April 9 as he gives a formal address to the business community, where he will discuss key initiatives, legislative priorities and new administration. You won't want to miss this important conversation.

Join us at the beautiful Greysolon Ballroom by Black Woods

231 E. Superior St.

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

Chamber members \$30 / Nonmembers \$40

Register at duluthchamber.com

or contact Kathleen Privette at kprivette@duluthchamber.com.

Sponsored by:



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ATTORNEYS AT LAW



Leadership Duluth Explores Leadership Styles

Class members of the Duluth Area Chamber and Duluth Chamber Foundation's Leadership Duluth program enjoyed another fantastic day together in February for Leadership Styles Day. They enjoyed learning from local leaders and touring the 148th Fighter Wing, STARBASE Minnesota-Duluth and Cirrus Aircraft. Thank you all for hosting us and taking the time to speak with the class. Thank you to our premiere sponsor North Shore Bank and day sponsor Cirrus Aircraft for making this day possible.



Advocating for Members and Regional Priorities at the State Capitol

The Duluth Area Chamber of Commerce has had a strong presence in St. Paul since the start of the 2024 State of Minnesota Legislative Session. We have been actively meeting with legislators on both sides of the aisle and in both the House and Senate, discussing and advocating for the key legislative priorities for our region. Chamber staff and Board members also attended the Minnesota Chamber of Commerce Session Priorities dinner and heard from Governor Walz and legislative leaders about their goals and priorities this year. President Baumgartner attended the Minnesota Chamber Executives Annual Meeting & Conference, where Chamber leaders from throughout the state got together to discuss legislative priorities as well. The session is off to a fast start and there's a lot of moving parts, as usual. That's why it's as important as ever to have a strong presence at the Capitol and ensure our region's priorities remain top of mind. We are grateful for our accessible local legislators and their outstanding staff. We appreciate our delegation's support, leadership and partnership with the Duluth Area Chamber and Duluth Chamber Foundation on a number of priorities, including several infrastructure and bonding requests throughout the region, as well as on key issues – housing, economic development, child care, workforce development, tax and permitting reform and more. We will keep at it and continue to keep you updated as we consistently advocate for our community, local businesses/members and our region.

Workforce Development Grants, Up to \$1,000, Now Available From the Duluth Area Chamber Foundation

The Duluth Area Chamber Foundation has been awarded \$50,000 in Opportunity Funds from WBD Inc. to help address workforce challenges in the NE Minnesota and NW Wisconsin region. 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. Grants can be used for required trainings, education, certificates, testing and more. The grant application is now available at duluthchamber.com/foundation. The goal of the program is to help address regional workforce needs by helping connect potential employees with employers looking to hire, while also helping remove barriers to employment, promoting career opportunities of local businesses/Chamber members and helping recruit and retain workforce talent to our region. The Duluth Area Chamber Foundation will work to determine eligibility of each applicant. Preference will be given to applications related to careers at businesses and organizations who are active members of the Duluth Area Chamber of Commerce. Preference will also be given to in-demand career fields. Each application will be reviewed on a case-by-case basis. If you are determined to be eligible and approved, and funding is available, Chamber Foundation staff will follow up with you to discuss next steps. Please understand that funding is limited and is a combination of funding provided by WBD and potential matches by area employers. Limit one grant per individual and/or a total of up to \$1,000 per individual.

Apply duluthchamber.com/foundation. Contact foundation@duluthchamber.com if you have any questions or need assistance with the application.




**WORKFORCE DEVELOPMENT
GRANT OPPORTUNITIES**

duluthchamber.com/foundation

Grants available for individuals.
See application for details and to apply.

CELEBRATING PROGRESS

Open Arms Senior Living Celebrates First Anniversary

Congratulations to Open Arms Senior Living on their one-year business anniversary. The Duluth Area Chamber of Commerce staff and ambassadors had fun celebrating with them and touring their beautiful facility. We're proud and grateful to have Open Arms Senior Living as a member of the Duluth Area Chamber of Commerce and wish them continued success!



Creations Quilt Shop Holds Grand Opening at New Location

The Duluth Area Chamber of Commerce staff and ambassadors joined one of the Chamber's newest members, Creations Quilt Shop, for a ribbon cutting to celebrate their beautiful, newly located shop at 1731 West Superior Street in the Lincoln Park Craft District. Congratulations to Creations Quilt Shop on their beautiful new shop.

CELEBRATING PROGRESS

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American Heart Association Celebrates 100 Years of Saving Lives

The American Heart Association recently celebrated its 100th anniversary, as well as the 20th Anniversary of Go Red for Women. Duluth Area Chamber of Commerce staff and ambassadors dressed in red as they joined the American Heart Association for a celebratory ribbon cutting at The Garden in Canal Park. We are grateful for the amazing work the American Heart Association does year-round to fight heart disease and stroke.

Fuse Duluth Upcoming Events

Ignite Your Fuse Experiential Luncheon - Zenith DCHS Apartments

Thursday, March 21, Noon to 1 p.m.

215 N. First Ave. E., Duluth

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 March 21st to get a behind-the-scenes tour of one of Duluth's newest apartment complexes, the Zenith DCHS Apartments. Constructed in 1892, Duluth Central High School was home to students until 1971, when the new Central High School was built. 2024 ushered in a new era for the building as 122 mixed-income modern apartments opened to residents and pets. A delicious box lunch by MidCoast Catering will be provided. We hope to see you there!

\$20 Chamber Members and Students, \$30 Nonmembers

Register at www.duluthchamber.com



#Zenith2024 Sponsorships Available: Showcase Your Business to 200+ Engaged Marketers

Thursday, April 11

7:30 a.m. to 4:30 p.m.

Greysolon Ballroom by Black Woods

231 E. Superior St., Duluth

Each year, the Zenith Digital Marketing Conference welcomes an incredible lineup of international, national and local marketing pros to educate attendees on the newest tools, tips and tricks in digital marketing. Join us as a sponsor to ensure your business enjoys a high profile among these national wave-makers! Proceeds generated by the Zenith Digital Marketing Conference are donated to Fuse Duluth, the Chamber's program dedicated to retaining young talent in the Duluth/Superior area. Your organization can support this initiative AND connect to top marketing pros. See available sponsorships below. If you are interested in sponsoring the 2024 Zenith Digital Marketing Conference, please reach out to Aubrey Hagen at ahagen@duluthchamber.com for more information.



Zenith Enterpriser - \$1,500

- Address attendees with 5-minute remarks
- Top billing for all logo inclusion
- Verbal sponsorship recognition
- 3 Conference passes (valued at \$897)
- Premier booth space
- Clickable logo on Zenith site
- Clickable logo on Chamber site
- Logo on promotional materials
- Logo in printed booklet
- Opportunity to send email to all attendees post-event

Zenith Innovator - \$1,000

- X
- X
- Verbal sponsorship recognition
- 2 Conference passes (valued at \$598)
- Exhibitor booth space
- Clickable logo on Zenith site
- Clickable logo on Chamber site
- Logo on promotional materials
- Logo in printed booklet
- X

Zenith Exhibitor - \$450

- X
- X
- X
- 1 conference pass (valued at \$299)
- Exhibitor booth space
- Clickable logo on Zenith site
- Clickable logo on Chamber site
- Logo on promotional materials
- Logo in printed booklet
- X

FUSE DULUTH

YOUNG PROFESSIONALS

March 6

27th Annual Duluth & St. Louis County at the Capitol Days - Grand Reception

4:30 – 8 p.m.

InterContinental St. Paul Riverfront Hotel

11 East Kellogg Blvd, St. Paul

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



March 7

27th Annual Duluth & St. Louis County at the Capitol Days - Legislative Breakfast

9 a.m. – 10:30 a.m.

InterContinental St. Paul Riverfront Hotel

11 East Kellogg Blvd, St. Paul

Sponsored by 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, Duluth

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., Duluth

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



Essentia Health



April 9

Let's Do Lunch - Mayor Roger Reinert, City of Duluth

11:45 a.m. – 1 p.m.

Greysolon by Black Woods

231 E. Superior St., Duluth

Sponsored by Johnson, Killen & Seiler, P.A.



April 11

Zenith Digital Marketing Conference

7:30 a.m. – 4:30 p.m.

Greysolon by Black Woods

231 East Superior Street, Duluth

Presented by the Duluth Area Chamber of Commerce and Aimclear



DULUTH AREA CHAMBER OF COMMERCE

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

Welcome New Members

Best Swag Company LLC

Advertising – Promotional Products

Mike Thorp

510 – 4th St. Ste. 302A

Cloquet, MN 55720

218-349-1129

bestswag.com

We offer promotional products as well as web design and SEO services.

Boreal Leadership LLC

Consultants – Leadership & Organization

Amy Hubbell

P.O. Box 181

Port Wing, WI 54865

715-813-9520

www.borealleadership.com

Boreal Leadership LLC is a virtual leadership and organizational development company offering strategic planning, executive coaching, team learning experiences and organizational development consulting.

Creations Quilt Shop

Quilting

Melissa Metzger

1731 W. 5th St.

Duluth, MN 55806

218-628-1687

www.creationsquiltshop.com

All-inclusive quilt shop with fabrics, notions, classes & longarm quilting, located in the Lincoln Park (LNPK) Craft District of Duluth.

Duluth Press Building

Hotels

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1915 W. Superior St.

Duluth, MN 55806

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Duluthpressbuilding.com

Residential suites in the heart of Duluth's Lincoln Park Craft District.

Harbor Pointe Credit Union

Financing/Loans

James Lundberg

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Duluth, MN 55802

218-722-9242

www.hpcu.us

Harbor Pointe Credit Union is dedicated to meeting the borrowing, saving and investment needs of its members by providing the financial services desired.

JM Inc.

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Pizza Ranch Duluth

Restaurants

Audrey Przybyl

1600 Miller Trunk Highway, Ste. H17A

Duluth, MN 55811

218-464-0751

www.pizzaranch.com

Pizza Ranch is a popular pizza restaurant chain that is known for its delicious pizzas and unique dining experience. They offer a buffet, including pizzas, chicken, salads and desserts. They are also committed to making a positive impact on the community by hosting Community Impact Nights, where a percentage of sales are donated to local charities or organizations. They also have rooms available for rental. They have catering services as well, making it a convenient choice for events and gatherings.

Powerhouse Advisory Group

Consultants – Business

Danell Cassetta

1009 – 15th St.

Cloquet, MN 55720

530-307-3590

powerhouseadvisorygroup.com

Powerhouse Advisory Group leverages the power of Predictive Index framework and social media expertise to maximize business objectives. Unlocking success through data-driven insights and targets digital campaigns.

Summit Mortgage Corporation

Mortgages

Gloria Allen

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Duluth, MN 55811

218-390-9559

www.summit-mortgage.com/loan-officer/gloria-allan

Summit Mortgage is a family-owned, Minnesota-based mortgage lender offering an exceptional buying experience for those currently living in the area and also individuals planning to relocate to our beautiful area.

chamberXpress

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SAVE THE DATE: 55th Annual Chamber Golf Classic

A highlight on the Chamber's calendar each year is one of our signature events, the 55th Annual Chamber Golf Classic, which tees off at Ridgeview Country Club on Monday, July 22. Outdrive your competition at the largest business-to-business golf event in the Northland by becoming a sponsor. With sponsorship options for every budget, this is your opportunity to be a driving force on the course with great opportunities that raise your organization's profile in front of more than 300 attendees.

Contact Kathleen Privette at kprivette@duluthchamber.com for more information about available sponsorships, registration or how best to tee up your business at the 55th Annual Chamber Golf Classic.

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