

# The VOICE OF BUSINESS

GRAND RAPIDS AREA



CHAMBER OF COMMERCE

## December 2009 Chamber Events

**\*RESERVATIONS ARE NOW REQUIRED!\***

December 7th 2009 luncheon speaker:

### Jim Zitek

Investment Advisor  
with Feltl & Company

**“Help. The News Is Driving Me Crazy!”**

Jim's presentation offers a brief summary of why the media is so biased, sensationalized and often incorrect. Then steps through a seven-step Critical Thinking Process. However, its focus is on the application of the critical thinking process using current issues such as: When will the recession end? What will the economic recovery look like? When will we see inflation and how bad will it be? Are we solving the credit crisis? And more.

Jim Zitek is a well-regarded speaker on the topics of critical thinking skills and applying them to the economy, markets and other important areas. He is an Investment Advisor with Feltl & Company, a Minneapolis based securities and investment-banking firm, where he manages accounts using a top-down approach to portfolio management. He also writes two, e-mail publications: Economic Update and Market Update. Jim learned years ago that information from the media is too biased and inaccurate to be used when you need to make serious decisions. So he began to use what has developed into a seven-step, critical thinking process, which enables him to separate out good information from bad information. His presentations explain and illustrate the critical thinking process and how it helps audiences develop reasoned information they can use to make better, smarter decisions.

If you would like more information about



Jim Zitek

this presentation or me, please call me at: 612-978-7222 or e-mail at jim@zitek.net or check my web site www.zitek.net. You may also get information at www.nationallyspeaking.com

Please join us at 11:45 a.m. at the Sawmill Inn. The cost is \$11.00 at the door and RESERVATIONS are required. Please call Renee at 218-326-6619 or renee@grandmn.com no later than December 4th, 2009 at 12:00 noon.

December 7th 2009 luncheon sponsor:

### Second Harvest Food Bank



Second Harvest Food Bank and the Itasca Holiday Program 2009 are pleased to sponsor the December Chamber Luncheon. The theme of this year's Itasca Holiday Program is "Feed the Need."

In its 15th year, Second Harvest's Itasca Holiday Program provides food boxes and new toys to Itasca County families in need during the holidays. This comprehensive program eliminates duplication of effort by multiple human service providers and engages the entire community to provide a brighter holiday season for friends and neighbors living with limited resources.

The Itasca Holiday Program has four ways to help "Feed the Need": Give, Shop, Volunteer and Eat. Financial donations provide for the large quantity of food needed to pack into 1,700 holiday food boxes. Shoppers donate new, unwrapped toys at various

"Gingerbread Giving Tree" locations around the county. Volunteers are needed to pack the gift bags for children, pack all the food boxes and to help prepare for both of those huge operations. Everyone is welcome to eat lunch at the the courthouse lunch on Friday December 18th, served by county officials. Proceeds go to the Itasca Holiday Program.

It takes the support of many individuals, schools, churches, businesses and community groups to make the program a success. Numerous local people participate in toy drives, collect and donate funds and help distribute the food boxes and gift bags. Second Harvest North Central Food Bank is grateful for the outpouring of support given to this annual holiday event. Together, we "Feed the Need" in our community.



You are invited to the  
**107th Grand Rapids Area  
Chamber of Commerce  
Annual Dinner**

Saturday, January 16, 2010  
Sawmill Inn  
Grand Rapids, MN

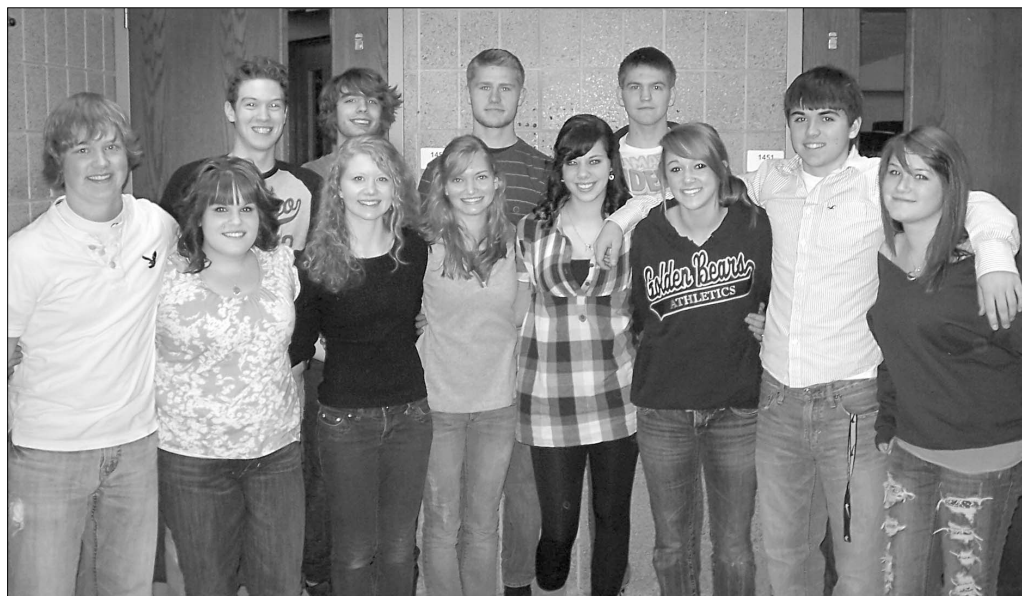
5:00 p.m. – Social Hour  
6:00 p.m. – Dinner  
(Top Sirloin & Petite Walleye a la Ritz)  
6:45 p.m. – Volunteer Recognition  
followed by  
**Comedian: C. Willi Myles**

**Reservations required.**

**Sponsor table of 8/Reserved seating - \$500.00  
Individual/Open seating - \$50.00**

**Reservation deadline January 8, 2010  
No refunds after January 8, 2010.  
Call Renee at 326-6619 to register by phone.**

December 7th 2009 luncheon  
entertainment:  
**Grand Rapids High School  
Jazz Choir**



**The GRHS Jazz Choir consists of 12 members of the A Cappella Choir. In addition to our regular concerts this group performs several times throughout the year for various community groups. During the months of November and December they concentrate on madrigal music and lead the annual Madrigal Dinner, a fundraiser for the GRHS A Cappella Choir.**

# Ribbon Cuttings



The Itasca Vintage Car Club (IVCC) was incorporated in 1967 to restore and preserve Vintage Cars, while promoting fellowship among its now ninety family membership. The Annual Car Show/Swap Meet is the largest single event in the Grand Rapids Area. This has allowed the IVCC to return ten of thousands of dollars in upgrades to the Itasca County Fairgrounds, and most recently, purchase land and a small clubhouse adjacent to the Fair Grounds. Pictured: Left to right, Ann Killian - Chamber Ambassador, Don Carlson, IVCC President, Dick Hawkinson, Treasurer, Jerry Latola 2010 Swap Chairman, Bill Benham, Past Swap Chairman and Shane Skelly, chamber ambassador.

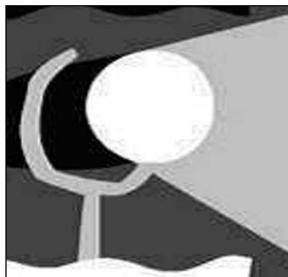


Lakes Gas Co. is excited to announce our move to our new office and 50,000 gallon storage facility at 2610 E Highway 169. (right across the highway from Midway Homes) Lakes Gas is celebrating 50 years of providing Propane to home and industry. Our office in Grand Rapids had been servicing Itasca County for the last 2 1/2 years out of our temporary office while the construction project was underway. Now with the completion of our new facility we have space to display and sell heaters and propane accessories as well as filling portable cylinders on site. Lakes Gas is a full line propane dealer providing our customers with Empire heating equipment sales and service, home delivery, small cylinder filling, forklift cylinders, and all your propane needs for home, farm and industry. Whether you need propane and service at your home, cabin, construction site, or farm, Lakes Gas has the right size tank to fulfill your needs. Stop by our new office and John, Sandy and Steve will be happy to show you around our new facility. Pictured from left to right, Shane Skelly - Chamber Ambassador, Steve Houg, Sandy Gareri, John Schenck & Andy Mundt - Chamber Ambassador.



Darlin' Clementine's, formerly the 4th Street Station, is now a family friendly restaurant specializing in old fashioned cooking (the way grandma used to do it). Serving breakfast, lunch, and dinner daily and featuring Clementine's breakfast buffet every Sunday. In addition to dining, Clementine's still offers a full bar with happy hour 7 days a week. Pictured: Ann Killian - Chamber Ambassador, Stewart & Janelle Bastian - Owners, Diane Skelly - Chamber Ambassador & Clair Skelly - Chamber Ambassador. Darlin Clementines is located at 1212 NW 4th Street, Grand Rapids. Stop in Darlin Clementine's! Call 327-4919 with any questions.

December 2009				
Mon	Tue	Wed	Thu	Fri
	1	2	3	4
	Membership Committee Meeting 12:00 noon Chamber Conference Room		Program Committee Meeting 8:30 a.m. Chamber of Commerce Conference Room	
7	8	9	10	11
Chamber Luncheon 11:45 a.m. Sawmill Inn Sponsored: Second Harvest Food Bank Speaker: Jim Zitek - Investment Advisor with Feltl & Company (see front page)	Walleye Classic Meeting 12:00 noon Chamber Conference Room	No Ambassador meeting For December	Young Professionals Meeting 12:00 noon Chamber Conference Room	
14	15	16	17	18
		7:30 a.m. Past Leaders Forest Lake Restaurant  Workforce Development meeting 12:00 noon Chamber Conference Room		7:30 a.m. Government Affairs 9:00 a.m. Forestry Affairs  Both meetings held in the Chamber Conference Room
21	22	23	24	25
		No Breakfast Connection For December		Chamber Closed  Merry Christmas
28	29	30	31	
Board of Directors 11:30 a.m. Board of Directors Meeting Timberlake Lodge			Area Business Committee 8:00 a.m. Chamber Conference Room	



## December 2009 Business Spotlight Recipient: Pine Acres Resort

We moved our family from central Minnesota in 2003, left behind the corporate world, and purchased a resort on Prairie Lake. This Minnesota Resort is beautifully secluded among 13 acres of tall pines on the Scenic By-Way, yet ideally located within a short distance of many modern conveniences.

Pine Acres Resort offers five lake-front cabins nestled close to shore on well-maintained grounds. It is the perfect place for a Northwoods family vacation! All cabins are clean, cozy, have modern bathrooms, and fully furnished kitchens. The recreational area offers something for everyone; game room, horseshoes, sand volleyball, yard games and not to men-



tion the playground area for the little tikes.

Pine Acres Resort is located on Prairie Lake which is a very scenic lake with 17 miles of shoreline, controlled by a dam and has a beautiful rocky gorge that separates the upper and lower Prairie River. Prairie

Lake is excellent for Panfish, Bass, Northern Pike and Walleye.

Stop by anytime to check out our business and see if we can accommodate any of your visiting family needs. We are located at 29604 State Hwy 38 North, Grand Rapids. 218-326-2082



Katie and Mark - Owners



Twelve times per year, a Chamber Member Business in good standing, will be randomly drawn from the Chamber Member Data Base at the Monthly Luncheon and spotlighted for the upcoming month.

This randomly drawn business will have the opportunity to showcase themselves through the Grand Rapids Area Chamber of

Commerce network and newsletter with added exposure and marketing.

This program is intended to provide a special way to thank all of the businesses and individuals who support the Chamber Organization's mission of advocacy for business.

Please stop and congratulate this month's recipient.

## 2009 - 2010 Grand Rapids Area Chamber of Commerce Scholarship FOR AREA HIGH SCHOOL SENIORS ONLY!



This year the Grand Rapids Area Chamber of Commerce will be giving out a total of TWO \$500.00 scholarships. All qualified area high school seniors are encouraged to apply

### Who may apply?

Applicants who have applied and have been accepted in a 4 - Year College with plans to attain a B.S. or B.A. degree

### OR

Applicants pursuing a two - year degree or certification in a vocational/technical industry needed locally

Go to our website [www.grandmn.com](http://www.grandmn.com)  
Click on "Chamber Updates" in the left hand upper corner  
Click on "Chamber downloads" in the left hand upper corner  
Click on "2008-2009 Chamber Scholarship"  
Remember to download both parts!

GOOD LUCK!

## Upcoming luncheon

Monday, Jan. 4th 2010:

Sponsor: Wells Fargo Bank

Speaker: Wells Fargo Economist - Eugenio Aleman, Ph.d

Reservations by: December 30th 2009 (earlier due to holiday) 12:00 noon to [renee@grandmn.com](mailto:renee@grandmn.com) or call 218-326-6619

# Grand Rapids Walleye Classic date announced



**Bud Stone - President - The Grand Rapids Area Chamber of Commerce**

The Grand Rapids Chamber Walleye Classic for 2010 will be held on June 19th on Pokegama Lake. In 2010, this will be a *Catch, Record and Release Tournament*.

First place will be guaranteed at a minimum of \$4,000 and the Biggest Walleye payout is \$1,000. We have set a goal of a fifty-boat field. The web-site, [www.grandrapidschamberwalleyeclassic.com](http://www.grandrapidschamberwalleyeclassic.com), has been updated with the new rules, new pay-out schedule, registration form etc.

Registration for the event is \$420 for a two-man team. If you register by January 15, 2010, you can get in for the "early-bird" reduced fee at \$380 per team.

Registration deadline is June 11, 2010.

Bud



**June 19, 2010**  
**Pokegama Lake, Grand Rapids, MN**

**"Catch, Record, Release" Walleye Tournament**



**Headline Sponsor:**

**Paul Bunyan Telephone**

**Early bird registration: \$380.00 per team (if registered by January 15, 2010)**  
**\$420.00 per team (if registered after January 15, 2010)**

**1<sup>st</sup> place guaranteed at a minimum of \$4000!!**  
(See website for details)

**[www.grandrapidschamberwalleyeclassic.com](http://www.grandrapidschamberwalleyeclassic.com)**

**Biggest Walleye: \$1000.00**  
**Biggest Walleye sponsored by:**



**Platinum Sponsor:**



**Gold Sponsor:**



**Silver Sponsor:**



## Typical Prospect Excuses and Replies



**Kerry Larsen**  
**Membership and Tourism Coordinator**

**CASE #1 - "NO TIME FOR IT"**

You don't have time to answer hundreds of requests for information or help in studying the City Zoning laws either, do you? But do you know that it is being done. If you can't give time, all the more reason why you should financially support your fellow businessmen who do take time out from their business to help you.

**CASE #2 - "TOO MANY ORGANIZATIONS"**

The Chamber of Commerce is a partner to every business and every citizen. As long as you are in business in the Grand Rapids Area you are benefiting from its activities and you should shoulder a part of the operating expense.

**CASE #3 - "I'M A PROFESSIONAL MAN"**

One of your greatest assets is your location or office in a prosperous growing community where people are constantly moving in and where the economic level is high. That is the objective of the Grand Rapids Area Chamber of Commerce. Your income is derived from your practice in our town. Your practice benefits by the activities of the Grand Rapids Area Chamber of Commerce.

**CASE #4 - "JUST A BRANCH OFFICE"**

This is your home and you as a branch office benefit from Chamber activity which is all the more reasons you should contact your home office and secure its membership. Your first job is to make yourself a part of the community, and the way you do this is by identifying yourself with the leading community organizations.

**CASE #5 - "I CAN'T AFFORD IT"**

No town or business ever stands still; you either proceed or recede. We are not asking you to give away money, but to make an investment which will help your business progress. The membership dues (tax deductible under business expense) amounts to a few pennies a day...such a small amount that you can't afford not to belong.

**CASE #6 - "I'M JUST A LITTLE GUY"**

The best way to increase your business is to support the Chamber of Commerce...more residents, more industries, more tourists, more people shopping in your town will mean more business for you. The Chamber is working to promote all of these things. (In addition, it affords valuable contacts with your fellow citizens and businessmen).

**CASE #7 - "I'M NOT INTERESTED"**

This should not be true because you ARE interested in commercial and industrial progress reacting favorably upon your business. Thus, you should be interested in the promotional programs of the Chamber of Commerce.

**CASE #8 - "MAYBE LATER"**

Other cities are actively competing for trade, new industries, new businesses, better housing, better streets, more parking, and everything else that will make them better, more prosperous and more pleasant places in which to live and work. Your "later" may be too late. Join us TODAY for a better Grand Rapids Area TOMORROW.

## "Losing our precious north woods"

November is the start of winter dormancy in the woods. Deciduous trees have pulled energy back into their roots and cores while animals make last minute preparation before the onslaught of winter, preparation that can mean surviving or not.

November is also the time when hunters and trappers are pursuing everything from furbearers to upland game to deer; man's form of pre-winter preparation. This human activity generates revenue for rural businesses and economies. It also produces additional monies from the sale of animal hides and stores of meat in the months to come. Life and death in the woods play out their ongoing duet to the tune of impending snowflakes.

One year ago, passage of the Clean Water, Land & Legacy sales tax amendment opened up extensive funding for management, conservation and preservation for woodland species and habitats. One of the first major funding approvals resulted in the guarantee of nearly 189,000 acres of UPM/Blandin forest lands open to public use in perpetuity and also ensured these



**Mark Johnson**  
**Executive Director**  
**MN Deer Hunters Association**

lands will remain as working forests. A phenomenal achievement and a cherry for our Itasca County, these 189,000 acres were only a whisker away from potential parcelization, development and being inaccessible to the general public. But that is only part of the story because the vulnerability of Minnesota's northern forests is increasing, and with it grows the potential for hundreds of thousands of other industrial acres being cut up, sold and developed, unless we act legislatively.

This winter, legislators will have the opportunity to review and hopefully vote to uphold the continuation of the Sustainable Forestry Incentives Act. This act

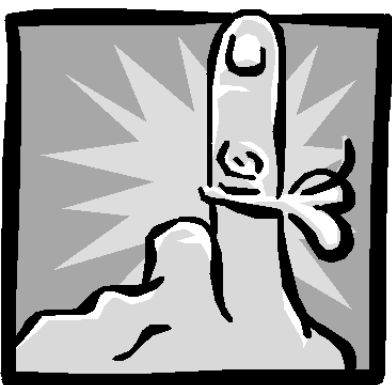
serves as a tax credit to landowners (individuals and corporations) who commit to keeping their forest lands as working forests and in large part open to public access. However, a current proposal will drastically reduce this tax credit in 2011 effectively forcing corporate forest landowners toward gating, leasing and/or parcelizing their lands. These changes will not only remove public access from these lands, but very likely also remove public access from hundreds of thousands of acres of county and state lands that are now only accessible through corporately owned timber access roads. While the corporate land owners don't want this, their options are limited unless legislative actions make the necessary corrections.

Minnesota's forested lands will always be a part of our landscape, but the level of their intimacy in the lives of future generations depends upon what we do today. So does the economic benefit that is realized by our rural communities. We are now closer than ever to losing our precious north woods.

**[www.grandmn.com](http://www.grandmn.com)**

# Christmas is right around the corner!

Here is your reminder to use Chamber Bucks for all of your gift giving. They are the perfect thing to be used for birthdays, rewarding employees, graduations, weddings and especially the upcoming holidays. Chamber Bucks are available at the Chamber



Business Offices in the Depot in downtown Grand Rapids in ten and twenty-five dollar increments. They are always the right color and always the right size and no one ever returns them! Stop by a pick up some Chamber Bucks. It will be the easiest shopping trip that you ever made and you will be making sure that local dollars are spent locally.

**“Chamber Member Businesses are the Right Place for all of us to Do Business.”**

Get your Chamber Bucks

Proud to be a Grand Rapids Area Chamber member

## Chamber Bucks Accepted here!

### Pick up your Chamber Bucks at the Chamber!

Grand Rapids Area Chamber of Commerce  
One NW Third Street, Grand Rapids MN 55744  
218-326-6619

## November 2009 Customer Service Award Winner - Lisa Hanson Minuteman Press

Congratulations for your excellent customer service!



Pictured: Bobbi Kleffman - Chamber Workforce Committee & Lisa Hanson, Minuteman Press

OFFER A CHAMBER MEMBER TO MEMBER SPECIAL

This is a opportunity for Chamber Members to offer a special deal to other Chamber Members. You can use the Chamber e-mail system to reach over 600 potential customers. Only one MEMBER TO MEMBER special is available each week. That's only 52 a year! Now that is special! It's a perfect way to put your business in front of your most wanted customers and it offers special treatment to members of your own organization. Renee Thompson or Kerry Larsen at 218-326-6619 or renee@grandmn.com or kerry@grandmn.com.

It starts earlier than you might think.

The parts of the brain that help kids learn to read develop from birth to age 3, and they grow every time we share books together.

©2007

## 2009 - Board of Directors

<b>Chair of the Board</b>	SMR Software, Inc.
Margie Ritter	
<b>Vice Chair</b>	Individual Member
Jake Goering	
<b>Treasurer</b>	American Bank
Amy Trast	
<b>Past Chair</b>	Minuteman Press
Sherry Frick	
<b>Visit Grand Rapids</b>	Reif Arts Center
David Marty	
<b>One Year Term</b>	Northern Business Products
June Johnson	Wal-Mart
Brandon Sharp	KOZY/KMFY
Mike Iaizzo	Sholom Blake, CPA
Sholom Blake	US Bank
Peggy Schagh	
<b>Two Year Term</b>	RE/MAX
Gary McInerney	Up North Kettle Corn
Cheryl Lemler	Itasca Economic Development Corp.
Jane Bymark	UPM/Blandin
Greg Chandler	
<b>Three Year Term</b>	Northern MN Builders
Megan Christiansen	Taskmasters Handyman & Cabin Care
Lisa Randall	Minnesota Power
Dave Leveille	Wildwood Resort
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Chad Simons	

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Kerry Larsen  
Membership & Tourism Coordinator

Ruth Gildersleeve  
Chamber Information Center Coordinator

Crystal Morgan  
Chamber Information Center Coordinator