

The VOICE OF BUSINESS

GRAND RAPIDS AREA



CHAMBER OF COMMERCE

October 2011 Chamber Events

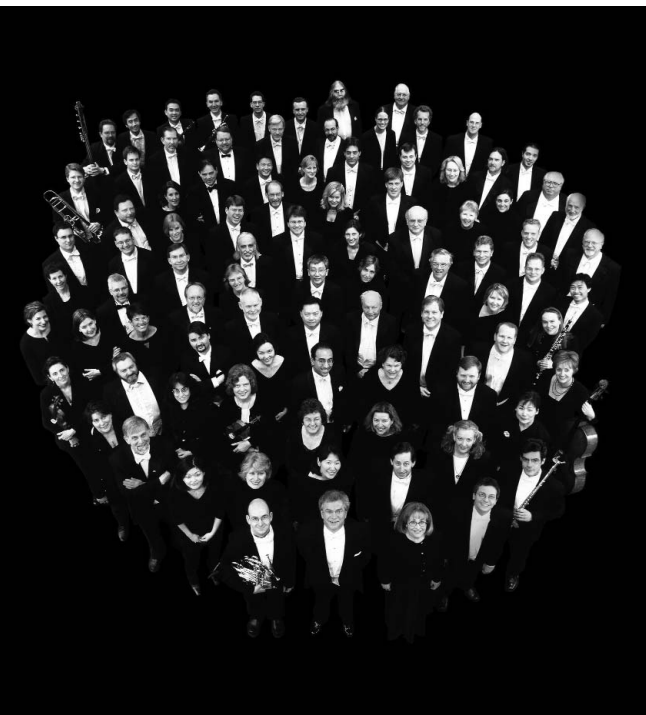
One week later
October 10th, 2011
Luncheon Speaker:
Minnesota Orchestra Sarah Hicks

The Art of Conducting: Collaborative Innovation in Art and Business. Join conductor Sarah Hicks and members of the Minnesota Orchestra for an illuminating presentation exploring the parallels between the relationship between conductor and ensemble and business leaders and their employees - effectiveness in both environments requires organizational investment in a shared vision.

Sarah Hicks is the Minnesota Orchestra's principal conductor of pops and presentations, a position in which her tenure extends to 2013. She was appointed to this post in October 2009, after serving for three seasons as the Orchestra's assistant conductor. In her new role she oversees planning of the Orchestra's pops season and leads pops performances, while continuing to produce and conduct the Inside the Classics series, conduct holiday concerts and lead additional performances by the Orchestra.



Sarah Hicks



Please join us at 11:30 a.m. at the Sawmill Inn. 11:30 a.m. Networking, 12:00 Noon Luncheon starts. 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 October 7th, 2011 - 12:00 noon

October 26th, 2011
The Chamber Connection sponsor:
ICTV – Itasca Community Television, Inc.

724 Conifer Drive, Grand Rapids, MN
 11:30 a.m. – 12:30 p.m



ICTV (Itasca Community Television, Inc.) is our community's source for local video. From government meetings to music, it is the nonprofit organization charged with ensuring the community has the ability to create video for and about its people. Staff members record about 35 percent of all of ICTV's content. The rest comes from individual and organizational members and the general public. Major funding is provided by local government franchise and PEG fees via cable television products offered in Grand Rapids, Cohasset, LaPrairie and Harris Township; the

Blandin Foundation; Itasca County; business underwriters, grants; and individual members. ICTV is carried on Mediacom and Paul Bunyan Communications television systems. A recent Minnesota Intelligent Rural Communities grant helped to improve the efficiency of ICTV video online. Government meetings and studio programs are available on-demand at www.watchictv.org. Visit the studio to see how ICTV creates video to "strengthen Itasca area communities through public access media. Stop by to network and have a light lunch!

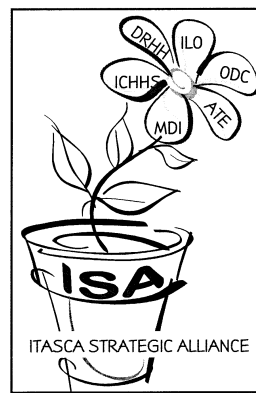
October 10th, 2011
Luncheon Sponsor:
Minnesota Diversified Industries

Minnesota Diversified Industries is happy to sponsor the Chamber lunch on behalf of the Itasca Strategic Alliance. The ISA is composed of MDI, Itasca County Health & Human Services, Deer River Hired Hands, Occupational Development Center, Itasca Life Options, and Access to Employment Too. The ISA's purpose is to optimize community resources to serve people with disabilities.

ITASCA COUNTY HEALTH AND HUMAN SERVICE (ICHS)
 IRC BUILDING
 1209 SE 2nd AVE, GRAND RAPIDS, MN 55744
 (218)327.2941 - ask for social service intake worker
 • Providing case management services to people with Developmental Disabilities

ACCESS TO EMPLOYMENT TOO (ATE Too)
 204 NW 1st AVE, SUITE 7, GRAND RAPIDS, MN 55744
 (218) 326-6036
 • Serves individuals who are experiencing barriers to obtaining and maintaining successful community employment. Individuals served may be diagnosed with a disability, including mental health diagnosis, physical disabilities, developmental disabilities, sensory impairments, traumatic brain injury, seizure disorders or any other barrier that limits the opportunity for vocational success.
 • We help individuals to seek and maintain community employment in local businesses. We also offer other services such as job coaching and assessments to determine an individual's skills in the specified areas.

OCCUPATIONAL DEVELOPMENT CENTER
 401 11th ST, GRAND RAPIDS, MN 55744
 (218)326.8574 ext. 13
 www.odcmn.com
 • ODC's mission: To create job opportunities for individuals with disabilities and other employment barriers.
 • ODC offers different programs such as: Employment Planning Services (EPS), Organizational Employment Services (OES), Placement Services, Supported Employment and Habilitation and Training Centers.
 • The ODC has 10 Divisions and three outreach offices throughout northern Minnesota. We served 799 consumers in 2010, who earned over \$1.5 million in wages. Approximately 60% of individuals served work in community settings.



ITASCA LIFE OPTIONS
 PO BOX 20, 333 ITASCA ST
 GRAND RAPIDS, MN 55744
 (218)327.1138 ext. 101
 • Licensed by the state of Minnesota to provide day training and habilitation services to adults with cognitive and physical disabilities living in Itasca County.
 • Services at our 333 Itasca Street site include: training in life skills and work, community integration and behavior management. At Arrowhead Transit an enclave of 9 consumers and 2 staff clean buses and maintain the building and grounds. A work program alternative is available at the Itasca YMCA and our fine arts program is at MacRostie Art Center.

DEER RIVER HIRED HANDS, INC.
 PO BOX 652, 309 3rd AVE SE,
 DEER RIVER, MN 56636
 (218)246.8182
 drhh@paulbunyan.net
 • Provides Day Training and Habilitation (DT&H) services with a mission to provide employment and employment training services to adults with developmental disabilities (DD) and related conditions. ALL workers get paid minimum wage. Workers help to pay for their room and board out of their wages and pay Social Security and income taxes. DRHH has a recycling center, cleaning service and lawn care contracts. Since its inception, DRHH has recycled 43,342 tons (8.7 million pounds). When it began in 1987 DRHH recycled 10 tons; in 2010 that amount was 5094 tons. Community integration is an important component of our program, providing opportunities for the consumer/worker to be an interacting, contributing member of our soci-

MDI MINNESOTA DIVERSIFIED INDUSTRIES
 825 LILY LANE, GRAND RAPIDS, MN 55744
 (218) 326-9544 www.mdi.org
 • Customer Focused
 • Employee & Client Friendly
 • High Quality, On-Time & Reliable Products and Services
 • Impacting Lives
 Since 1964, MDI has been serving people with disabilities by offering progressive development and employment opportunities in competitive business enterprises. Real jobs that create a sense of pride, value and independence in our workers' lives. MDI provides opportunities to work directly at MDI in support of our business customers. Additionally, MDI offers a comprehensive set of programs and services designed to assist individuals with disabilities find opportunities in the community (MDI's Partners2Work Program).
 At MDI's Grand Rapids facility in the Industrial Park we extrude, die cut, print, fold and sonic weld corrugated plastic containers of all different shapes, sizes, colors and designs. We also offer light assembly, kitting and packaging services. Please call, stop by or look for us online as MDI.org (Facebook, Twitter, LinkedIn, YouTube and Flickr).



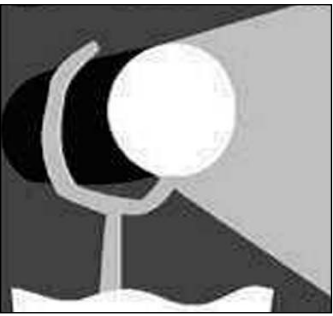
OCTOBER 6, 2011!
3:30-6:30 p.m.
Itasca Community College
Mullins Gym

FIRST ANNUAL TAKING CARE OF BUSINESS! A SHOWCASE FOR CHAMBER MEMBERS
 OPEN TO THE PUBLIC & CHAMBER MEMBERS
 No Admission Fee
 Bring your own camera and take a photo with "SNOOPY" & "UNA"
 Snoopy & Una provided by Minnesota Discovery Center
 When: Thursday, October 6, 2011 FROM 3:30 pm to 6:30 pm
 Where: ITASCA COMMUNITY COLLEGE Mullins Gym
 Questions? Contact Kerry Larsen at 326-6619
 Sign up for free drawings at each Chamber Member space
Five - \$100.00 Chamber Bucks to be given away! Good at over 450 Chamber member businesses! (just like cash)
 Just for Attending you are registered to win. No purchase necessary
 *Food available from ICC Fast Pitch Team
 *Popcorn provided by Rapid Rental-n-Supply
 *Food Samples provided by Ogle's Marketplace Foods

Participating Chamber member businesses:

- Us Bank - Anytime Fitness- Wheelchairs Plus- Wells Fargo Advisors Jennifer Bymark - Rapid Rental—N- Supply
- Paul Bunyan Communications - Eck Design - Edward Jones Cindy Feyder - Minuteman Press - Our Gang Staffing
- Red Rock Radio - Ogle's Marketplace Foods - Annabella's Antique Mall & Café
- Timescape Photography - Crossings Group (Thrivent Financial) - Door Service - Serv Pro - Connecting Point Technologies - Vision Pro
- Itasca Community College - Rapid Weight Loss - Elder Circle - Memorial Blood Center - Local Boy Express Employment - Zip Local - Timberlake Lodge - Remax Thousand Lakes/Karyn Davidson
- Krystal Kennels - Mediacom - Range Water Conditioning- MN Discovery Center - KOZY 1320 AM/KMFY 96.9 FM
- Walgreens - Guy Clairmont Financial - Stage Left Davis Chiropractic - Rapid Fuel - Home Instead Senior Care Business North

"Taking Care of Business"



October 2011 Business Spotlight Recipient: Raffertys Pizza of Grand Rapids



Rafferty's Pizza is pizza at its finest. We use the freshest ingredients to create our award-winning pizzas. We are committed to providing our customers with pizzas the way they want them. We've got you covered whether you love a traditional style pizza or something out of the ordinary.

Bottom line; Pizza shouldn't be boring, it should be an adventure!

At Rafferty's Pizza our pizzas are legendary. We are rated among the 100 Best Pizzerias in the USA by Pizza Today Magazine. Come be adventurous with us. Once you experience a Chicken Ranch or Vegetable Supreme Pizza or any of our other 14 specialty pizzas, you'll become part of the "Legend of Rafferty's Pizza."

If you're looking for more than pizza - we're here for you. We have Deluxe Calzones, Generous Sandwiches, Premium Salads, Gourmet Appetizers, a Full Children's Menu, Bottled Beer, Draft Beer and 1919 Root Beer on tap and much more!

We will do our absolute best to provide you with the highest quality food possible.

We are proud to be a part of this community and we are committed to supporting the people of this area however we are able to. Call us if you would like a tasty way to support your organization through our fundraising opportunities.

We offer: Dine-In, Delivery, Carry-Out or Take-N-Bake.

Rafferty's Pizza "The Fresh Guys".

We are located at 3150 S. Pokegama Ave., Suite 101 Grand Rapids

218-999-9449/Web site: www.raffertyspizza.com

"Check us out on Facebook - look for Raffertys Pizza of Grand Rapids"



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.

This month in Forestry:

The 2011 Legislative Session was historic



Tom Saxhaug
State Senator
District 3
(Grand Rapids)

The 2011 Legislative Session was historic. We faced a \$5.2 billion deficit. We experienced a government shutdown that was the longest ever in the history of our state. The final budget passed by the legislature during Special Session fulfilled our constitutional requirement to balance the budget but did nothing to fix the fiscal problems our state faces.

The first Environment and Natural Resources Budget Bill passed in the Session was vetoed by Governor Dayton. It would have had enormous negative effects on the Minnesota wood products industry. It slashed support and funding for timber management activities, decreased the Department of Natural Resources annual goal to sell 800,000 cords of wood to approximately 630,000 cords, and reduced the

annual revenue generated by the wood products industry by more than \$3 million.

Additionally, the State Government Operations Bill, which mandated a 15% workforce reduction by 2015, would have impacted timber harvest from state lands by an additional 250,000 cords of wood per year. This would have driven stumpage prices up, added pressure to a depressed industry that is just starting to rebound, jeopardized the current mill capacity and threatened 40,000 forest industry jobs in Minnesota.

The final Environment and Natural Resources Budget Bill passed in the Special Session restored over \$9 million in cuts from the previous bill but still reduced over \$3.8 million from the budget. By shifting money and using one time funds, the

Department of Natural Resources was able to offset the reductions to the logging industry to maintain the average annual harvest of 800,000 cords of wood.

Important policy issues were also maintained albeit at a reduced rate from past budgets. The final budget package took the Governor's recommendations for firefighting activities and to preserve the Forest Resources Council so it can continue to implement the Sustainable Forest Resources Act. The State Nursery Program will also remain open, guaranteeing enough quality seedlings for reforestation on our state lands. Money was also shifted from the heritage enhancement account to maintain and expand the ecological classification system (ECS) program, another of the Governor's recommendations.

The State Budget is balanced for the biennium. But once again there was nothing done to fix the structural imbalance that our state has faced in every budget cycle for the last ten years. Once again, we used one time funds, shifts and gimmicks to solve the \$5.2 billion deficit. I am disappointed that we could not find a balanced approach of spending cuts, government reform and additional revenue to solve our problems, but thankful that the most draconian cuts to the forest industry were stayed - at least for two more years.

Tom Saxhaug
State Senator District 3
(Grand Rapids)

"WE HAVE FACEBOOK"

Go to the Grand Rapids Area Chamber of Commerce facebook page for the latest updates:

www.facebook.com/grchambermn

New Members

Laumeyer Human Resource Solutions

Contact: Jim Laumeyer
FREE CONSULTATIONS
Human resource, Organization Dev
Labor relations & Presentations
1722 Morningside Ave
Duluth, MN 55803
Phone: 218-348-7908

Spider Lake Resort

Contact: Connie & Dean Carsrud
43859 Spider Lake Resort Road
Marcell MN 56657
Phone: 218-326-8286

Keetac

Keewatin MN 55753



CEOs in the Classroom "CALL FOR CEOs"

The Grand Rapids Area Chamber of Commerce invites our chamber member business owners, managers and Chief Executive Officers to participate in the CEOs in the Classroom Program during the 2011-2012 school year.

What is the CEOs in the Classroom Program?

The CEOs in the Classroom Program is designed to start students thinking about the world of work and how the decisions they make now affect their work-life later. Started in 2006, chamber member business owners, managers, and Chief Executive Officers together with 8th grade teachers, developed the CEOs in the Classroom Program for students. The goals of the program, which is presented to 8th grade students from area schools, include: the value of education to their future, encouragement of post secondary education, the importance of learning soft skills, and what it will take to realize their dreams. It is an opportunity for employers and students to learn more about each



other in order to nurture a healthy workforce environment. What better time is there that we, as business owners and managers, can share our personal life story with 13 year olds and give living testimony about what could be possible in their lives?

What is requested of participating CEOs?

After a one hour long training session, each CEO will make their presentation to between 25 and 40 students for approximately an hour. A Power Point

program has been developed to guide each CEO through their presentation. It delivers a real world look at household budgeting and job opportunities in Northeast Minnesota. This program is designed to be interactive and the presenters are invited to use their own ideas to engage students. In addition to sharing their "story", CEOs are asked to allow time for students to ask questions. Individual preparation time may vary with time to review and practice the

Power Point program estimated to be about two hours.

This is your opportunity to get involved - CEOs can make a difference in the lives of young people. Come help to shape our future workforce. To participate in the CEOs in the Classroom Program or for more information, contact Paula Frings at 218.259.1215 or paula@mavenperspectives.com or let Bud know at the Chamber.

Ten teens participate in TeenWorks 2011 Program

After two weeks of the TeenWorks “boot-camp” for 14 and 15 year olds, Chamber members, parents, and Itasca County representatives celebrated the participation of ten teens. The program is structured around the five strands of:

- **WORKING:** resume writing, interviewing, soft skills, communication, career interests, set personal academic and career goals, create realistic plan to achieve goals
- **LEARNING:** identify academic skill levels, gain literacy and math skills, create process towards post-secondary education or training, access education or training opportunities

- **CONNECTING:** develop sustained relationships with knowledgeable adults, forge positive individual and group peer relationships, promote acceptance of diversity, and learn to successfully navigate the community
- **LEADING:** opportunities to contribute to the community, leadership training, structured leadership opportunities, develop a sense of purpose, accountability and responsibility
- **THRIVING:** develop independent living skills, divert or prevent risky behavior, promote healthy decision-making, dealing with society, peer, and family pressures



From 9:00 a.m. to 3:00 p.m. Monday through Friday, August 1st-12th and one overnight stay at Itasca Community College teens examined their strengths, skills, and interests which served as the base for the development of a resume, an elevator speech (in 30 seconds or less, sell your strengths and abilities to a future employer), and an eFolio (electronic portfolio). Networking with Chamber members throughout the program to learn about teamwork, building social capital, healthy lifestyles, what employers look for in candidates, interviewing skills, resume and cover letter development, networking skills, personal and consistent branding, appropriate dress, firm handshaking, eye contact, readiness for college in math and reading, how criminal activity affects employment, importance of saving and investing, using the library for career search, how to eat at a formal dinner, local resources, Basketball/Books and Binomials, and obtaining college scholarships. Patti Good, TeenWorks Trainer with Maven Perspectives LLC, says, “The impact of the program on the teens was astounding. I was pleased with the amount that their confidence levels increased culminating in the delivery of their elevator speeches and presentation of their eFolio’s to business professionals and parents. The Itasca area can be proud that this type of program exists through a partnership between the Grand Rapids Area Chamber of Commerce and Itasca County.”



“This program really helped me to not be so shy.” states one TeenWorks participant. When asked how they plan to use their TeenWorks experiences in the future, teens replied “I am now a step ahead in jobs and scholarships for college.” “To help with college applications, job interviews and job applications.” When asked how the program can be improved in the future, teens stated “Offer TeenWorks more often and make it longer. Extend the age limit so I can take it every year until I graduate.” “I think we should go to more businesses.”



Thank you to the following for helping to make TeenWorks 2011 a success.

- Ashton Cleveland
- Alex Safe
- Annabella's Antique Mall & Cafe'
- Bixby's Café of Grand Rapids
- Blandin Foundation
- Marla's Curbside Craze
- Daylight Donuts of Grand Rapids
- Deer River Healthcare
- Express Employment Professionals
- Grand Rapids Area Community Foundation
- Grand Rapids Public Library
- Guy Clairmont Financial
- Jeanne and Terri Foley
- ISD #316, #317, #318
- Itasca Community College
- Itasca County Health and Human Services
- Itasca County Public Health
- Krystal Kennels
- Life Song Coaching
- Maven Perspectives LLC
- Minnesota Diversified Industries (MDI)
- Pizza Works Sandwich & Deli
- Rafferty's Pizza of Grand Rapids Inc.
- Sawmill Inn
- ServiceMaster Clean
- Subway
- Terry Snyder
- Timberlake Lodge
- Verizon
- Wal-Mart
- Wells Fargo Bank



**Back: Dominic, Matthew, Ashley, Jessica, Shauntel, Bethany, Jasmine, Savannah
Front: Taylor, Paige**

Ribbon Cuttings



Country Financial representative Dana Rachuy and her husband, Rik Rachuy, owner of River Road Woodworks, were on hand for the ribbon cutting ceremony welcoming Country Financial back to the chamber. For more than 80 years, Country Financial has been helping people balance the need to protect what you have, with the desire to build for the future. Dana has been in the financial industry for 5 years and began her career with Country in April of this year. She prides herself on putting the customer first, whether you're starting your first job, raising a family, putting children through college, or nearing retirement, she can provide a tangible plan for your future financial security. Insurance products offered include, auto, home, life, business, long term care, disability income, and annuities, plus financial services and retirement planning. Dana's office is located at 206 Third St NE, suite A, in Grand Rapids, right next door to the old Rivers Italian Restaurant, behind Burger King. Office hours are from 9 am to 5pm, or by appointment. Visit her website at www.countryfinancial.com/dana.rachuy, call her at 218-326-0240, or email at dana.rachuy@countryfinancial.com. Pictured: Dana Rachuy & husband Rik Rachuy. Ambassadors – Dwight Moody – Range Water Conditioning, Michelle Graber – Express Employment Professionals, Jane O'Leary – Remax Thousand Lakes & Diane Skelly – Travel Master.



BusinessNorth is the region's source for business news, covering seven counties in Northeastern Minnesota and 10 counties in Northwestern Wisconsin. The monthly business-to-business print edition and daily online presence keep readers current on the latest news. We also provide in-depth analysis on the region's most vital businesses and industries. To reach us by phone, call 218-720-3060 or toll free at 218-777-7306. Email contact: news@businessnorth.com or ads@businessnorth.com. Pictured are Beth Bily, BusinessNorth publisher and Steve Lynch, BusinessNorth advertising representative. Not pictured: Ron Brochu, BusinessNorth publisher. Chamber Ambassadors: Brad Johnson - Edward Jones, Dianna Mattfield - Lakes Area Credit Union, Jane O'Leary - ReMax Thousand Lakes & Laurie Nivala - Wheelchairs Plus.

September 2011 Customer Service Award Winner Tara Rajala from Timberlake Lodge

Congratulations for your excellent customer service!



Pictured: Tara Rajala/Timberlake Lodge & Stacy Grosse/Pineridge Apartments & Ambassador Committee - Thank you for your great customer service Tara!



www.grandmn.com

"The Right Place To Do Business!"

commonspace
at the depot

**OFFICE SPACE
FOR RENT**

as low as

\$60/MONTH

(inquire within)

www.commonspacegr.com

Inquire within the Grand Rapids Area Chamber of Commerce or call Bud Stone at 218-326-6619



One NW Third Street
Grand Rapids,
Minnesota 55744

218.326.6619

www.grandmn.com

2011 Board of Directors

- | | |
|---|--|
| Chair of the Board
Greg Chandler | UPM/Blandin |
| Vice Chair
Peggy Schagh | US Bank |
| Treasurer
Amy Trast | American Bank |
| Past Chair
Jake Goering | Individual Member |
| Visit Grand Rapids
Nancy Roth | Bridges Kinship Mentoring |
| One Year Term
Megan Christianson
Lisa Randall | Northern MN Builders
TaskMasters Handyman & Cabin Care
Minnesota Power
Wildwood Resort
Ruttgers Sugar Lake Lodge
Paul Bunyan Communications |
| Two Year Term
Kurt Ogle
Sue Estee
Diane Skelly
Leigh Sonson | Ogle's Marketplace Foods
Second Harvest Food Bank
Travel Masters
Grand Rapids GM |
| Three Year Term
Jeff Borling
Kristina Clark Gaalaas
Dave Scott
Roger Hoyum
Jason Janesich | Apex
Edward Jones
PureDriven
JDI Contracts
Mediacom |

Charlotte McDermott
Realtor/Broker®, CRS, G.R.I.
1-218-259-9696
www.charlottesdermott.com
mcdermott@coldwellbanker.com

A Lifetime Commitment to Community A Decade Dedicated to Real Estate Professionalism!

COLDWELL BANKER Northwoods Realty

**TELEVISION
BROADBAND INTERNET
DIGITAL VOICE**

Paul Bunyan
COMMUNICATIONS

1220 S. Pokegama Ave. Grand Rapids | 999.1234 or 888.586.3100 | paulbunyan.net

WM
WASTE MANAGEMENT

Complete waste collection services

Call today for a FREE estimate.
328-6212

Commercial
Residential
Construction
Industrial
Recycling
Demolition

09119140GRH

**PLACE
YOUR AD
HERE!**

Herald Review 326-6623

Staff

Bud Stone President
Renee Thompson
Administrative Assistant & Finance Coordinator
Kerry Larsen
Membership & Tourism Coordinator
Ruth Gildersleeve
Chamber Information Center Coordinator
Crystal Morgan
Chamber Information Center Coordinator