

**Business Update**

Chamber News

Business After Hours

Ambassador Meeting

Committee Corner

Business Brief

New Members

Membership Renewals

Brown Bag

**THE Voice**

[www.gochamber.org](http://www.gochamber.org)

*Purpose: To build and strengthen relationships with our business partners in the West. Develop a better understanding of what the challenges and opportunities are out West. Connect with elected officials to identify and strategize potential East-West partnership.*

**SESSION 1**  
**JUNE 24, 2020**  
3:00 p.m. to 4:30 p.m.

CST - 1.5 hour zoom session

**COMMUNITY INFRASTRUCTURE, SOCIAL OFFERINGS, ETC.**

*A brief history of past decade, current/future needs; opportunities for Grand Forks Contractors and businesses.*

**RETURN**  
to the **WEST**

**THREE PART SERIES**

- Introduction** ..... **Mike Dunn**, Construction Engineers
- Education** ..... **Dr. Steven Holen**, Superintendent of Schools, McKenzie County Public School District #1
  - Education the past 10 years and the next 5 years (growth in school facilities, facility needs if enrollment growth continues)
- Quality of Life** ..... **Pat Bertagnolli**, SHRM-SCP, Rough Rider Center & Community
  - Ambassadors program
- Growth** ..... **Senator Dale Patten**, North Dakota Legislaive
  - Opportunities for social offerings for growth of new businesses Skills Initiative and banking perspective
- Housing** ..... **Joel Brown**, McKenzie County Commissioner
  - Job Development Authority Housing incentive programs
- Facilitated Roundtable Discussion** ..... **Vawnita Best**, Community Development Director, Watford City
- Potential Future Projects** - CTE/Skills Initiative Center, second day care facility, Ag Expo, third elementary school, etc.

**To register email: [info@gochamber.org](mailto:info@gochamber.org)**  
**Subject Line: East Revisits West**

**SESSION 2 JULY 28, 2020 - 3:00 p.m. to 4:30 p.m.** CST - 1.5 hour zoom session  
**PETROLEUM INDUSTRY**

*Where are we right now, Economics of well shut ins, Workforce, New technologies, Future needs and opportunities for Grand Forks Businesses in the Baaken.*

**SESSION 3 AUG, 26, 2020 - 3:00 p.m. to 4:30 p.m.** CST - 1.5 hour zoom session  
**ND LEGISLATURE**

*Funding the last decade, legacy fund, 2021 legislative session.*

**For more information, contact:**  
**Barry Wilfahrt**, GF/EGF Chamber - [Barry@gochamber.org](mailto:Barry@gochamber.org)  
**Mike Dunn**, Construction Engineers  
[MikeD@ConstructionEngineers.com](mailto:MikeD@ConstructionEngineers.com)

**WATCH YOUR E-MAIL**

for the most update to date information on Chamber events & activities.

## Membership Survey Showing Recovery

In the Survey conducted last week by the Chamber in cooperation with the Mayor's economic recovery committee there are several key findings:



*Barry Wilfahrt,  
Chamber President  
and CEO*

- Two thirds of business are open with some modifications in place. While less than 5% of business are closed.
- Two thirds of businesses are operating at least partially on a remote basis.
- Of the respondents the average decrease in business due to COVID is 18%
- The number 1 concern among businesses is "that customers will return" with 71% of the respondents citing that as a top 3 concern. Keeping employees safe and confidence that the COVID pandemic is contained were the second and third biggest concerns.
- 32% of businesses experienced a decrease in employment
- Most laid off or furloughed employees will be called back as business returns to normal
- Over 50% of businesses have applied for PPP or other emergency funding.
- Over 82% of local businesses are very or fairly confident business will be operating in a normal manner by year end.
- 36% of the respondents have concerns about surviving the pandemic

Finally based on current GPS data from cell phones:

- We are still seeing an overall 22% reduction in cell phone traffic at businesses in the Grand Forks region as of June 1.



### Executive Committee

**Chair: Paula Anderson**

Sterling Carpet One

**Chair Elect: Dave Zavoral**

RJ Zavoral & Son's, Inc

**Past Chair: Josh Brown**

Bell Insurance Services, LLC

**Tony Telken**- Lithia Ford Lincoln

**Josh Grinde**, Right Choice Electric Inc

**Tommy Kenville**, ISight RPV Services

**Barry Wilfahrt** - The Chamber GF/EGF

### Board of Directors

**Christopher Adams**, Adams Family Farms

**Jeff Barta**, Achieve Therapy

**Dennis Bona**, NCTC

**Mike Dunn**, Construction Engineers

**Shanna Field**, Wintrust Mortgage

**Rachel Gornowicz**, Countrywide Sanitation

**Peter Haga**, City of Grand Forks

**Tony Hodny**

**Curt Kreun**, District 42 ND Senator

**Brian Leach**, Golf Center

**Meloney Linder**, UND Public Affairs

**Keith Lund**, GF EDC

**Anna Rosburg**, Alerus Center

**Lisa Swanson**, Hugo's Retail Support Center

**Justin Valinski**, Columbia Mall

**Bill Wilson**, Edgewood Healthcare

### Sr Military Advisory to the Board

**Col Cameron Pringle** - GFAFB

### Chamber Staff

**Barry Wilfahrt**

President/CEO

[barry@gochamber.org](mailto:barry@gochamber.org)

**Kimberly Strom**

Vice President of Operations

[kimberly@gochamber.org](mailto:kimberly@gochamber.org)

**Emberly Lietz**

Membership Director

[emberlyl@gochamber.org](mailto:emberlyl@gochamber.org)

**Tina Neil**

Communications Director

[tina@gochamber.org](mailto:tina@gochamber.org)

## PPP and Liability Top Chamber Concerns

Last week one of the two top Chamber concerns was addressed by Congress with increased flexibility in PPP loan terms. "Ideally we would like to see as close to all PPP loans be completely forgiven and the changes made last week are a huge step in that direction" according to Chamber President Barry Wilfahrt who serves on the US Chamber's Committee of 100.

The other top concern for all businesses, non-profits and other entities is liability protection from COVID lawsuits provided reasonable adherence to COVID guidelines are followed. Several Bills await action in Congress on this critical protection.



## EGF State of City A "Virtual" Success

East Grand Forks Mayor, Steve Gander took us on a virtual tour of East Grand Forks for his state of the City presentation. The hour-long event featured the Mayor biking around the City and stopping off to visit various department heads and community leaders to hear about what is going on with their programs and services. Thank you to the sponsors of the virtual event:



### **Corporate Level Sponsors:**

Alerus, Altru, American Federal Bank, City of Grand Forks, Construction Engineers, Inc, Countrywide Sanitation, CPS, GGF Convention & Visitors Bureau, Grand Forks Best Source, Hugo's, Northland Community & Technical College, R.J. Zavoral & Sons, Inc, Riverview Health, Sanford Health, Strata, University of North Dakota, Widseth

### **Business Level Sponsors:**

AE2S, Bremer Bank, Northland Custom Woodworking, US Bank, Xcel Energy

## Chamber Calls for MN Business Openings

The Chamber has pushed very hard for business opening in Minnesota. Finally, late last week the Governor made a big move in that direction. We have sent emails, letters of support for opening and visited personally with the Governor over the past month according to Chamber President, Barry Wilfahrt.

We also want to thank both Eat Grand Forks and Grand Forks City leaders for working with local businesses to help them open to the fullest extent possible. They have bent the rules every way possible for the benefit of the local business community. THANK YOU!

## Business Government Educaiton Alliance (Bgea) To Feature Altru And UND

Representatives from Altru Health System will be presenting at the July Business Government Education Alliance (BGEA) meeting on July 8th to update the group on the many impacts from the pandemic and changes that are being made at Altru.

Then at the August 12th BGEA meeting new UND President, Andy Armacost will talk about his first few weeks at the helm of UND.

## Chamber Business After Hours Expected to Resume in August

We hope to resume regular Business After Hours in August. It is scheduled at the Canad Inn on August 20th. At their facility there are a variety of set up options, which will help accommodate for any social distancing guidelines that may still be required by late summer. The other Business After Hours will either be cancelled or rescheduled at a later date.

## Chamber Meetings Move To Virtual Meetings

All Chamber Committees continue to meet on a regular basis as virtual meetings. Please join us as you would for regular meetings. We expect in July some may begin to meet again in person and certainly by September we hope to be closer to business as usual.



# MAY 1 - MAY 31 Membership Renewals

***The following businesses know the value of their Chamber Membership and have renewed their membership in The Chamber-GF/EGF.***

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A & L Siding & Home Improvement Center  
Adams Family Farms, Partnership  
Agassiz Associates, PLLC  
American Family - Jeremy Fulton  
American Family Insurance - Marcus Steien  
Amundson, Roger D.D.S.  
Arvig Media  
Assurity Finance & Development, LLC  
Baymont Inn & Suites, Grand Forks  
Behl's Photography  
Bruce Gjovig  
C & H Insurance  
Cambridge Property Mgmt  
Cancer Center of North Dakota  
Columbia Mall  
Continental Covenant, LLC  
Dacotah Paper Company  
Dakota Commercial & Development, Inc  
Daydreams Specialities  
Deek's Pizza  
Docu-Shred, Inc.  
Drees Farming Association  
Dusterhoft Family Stores  
Eagle Electric, Inc.  
East Grand Inn  
Forum Communications Printing  
Freedom Church  
GOLDMARK Property Management, Inc.  
GoodInsurance  
Gowan Construction, Inc.  
Grand Forks Builders and Traders Exchange  
Grand Forks County Historical Society  
Grand Forks Growth and Support Center  
Grand Forks Subaru Kia  
Grand Forks Youth For Christ  
Greater Grand Forks Fair & Exhibition Inc.  
Greenberg Realty-Lil Livingood  
H & R Block - DeMers Ave  
H & R Block - S. Washington  
Hebron Brick Supply  
Heyer Engineering Inc.  
Hugo's Wine & Spirits - East Grand Forks  
IMM  
J & G Landscaping  
Leisureland RV  
Little Keepers  
MAK Construction LLC

Make-A-Wish Foundation of North Dakota  
Manke Family Dentistry  
Mexican Village  
Midwest Chiropractic  
Mike's Pizza & Pub  
New York Life Insurance Company - Maxine Bachmeier  
North Dakota Ballet Company  
North Dakota Vision Services/School For the Blind  
Northdale Oil  
Northern Bag and Box Company  
Northern Lights Council, Boy Scouts of America  
Northridge (Hospitality & Construction)  
Northrop Grumman Corporation  
Obermiller Nelson Engineering  
Opp Construction  
Oxford Realty  
Park University  
Pearson Christensen, PLLP  
Petccetera Animal Clinic  
Philadelphia Macaroni Company  
Porta-Mix Concrete, Inc  
Prairie Harvest Mental Health  
Praxis Strategy Group  
Reliance Telephone Systems Inc.  
Revelation Ale Works  
Sand Steel Building Co.  
Scheels All Sports  
SimplyMaid  
Steamatic Total Cleaning & Restoration  
Steve Erlandson, D.D.S.  
Strive Life Grand Forks  
Structures, Inc.  
Subway - 2400 S Washington  
Sunrooms Plus, Inc.  
Terry Sando  
Tim D. Lord, CPA  
Tim Shea's Nursery, Inc.  
Treat Play Love  
University of Mary  
Valley Vision Clinic  
Vibrant Painting & Contracting, LLC  
Waterfront Kitchen & Bath  
Wendy's  
Women's Pregnancy Center

CONGRATULATIONS  
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# Chamber Community Profile Membership Directories **AVAILABLE NOW!**

A limited number of additional copies of the 2020 Chamber Community Profile Membership Directory are available for waiting rooms and workforce recruitment purposes.

Contact us at [info@gochamber.org](mailto:info@gochamber.org) for additional copies.

**CLICK HERE TO VIEW BOOK**

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# BUSINESS BRIEFS

**The 2020 NDPHA Award for Public Health Worker of the Year is awarded to Michael Dulitz.**

Michael has done game changing work in Grand Forks and North Dakota to provide addiction treatment, increase community connections, and reduce the stigma of mental illness and addiction. Since becoming a staff member at Grand Forks Public Health in 2017, Michael has changed our community in astonishing ways! His unique background as a paramedic, combined with his education in sociology and public health, has created significant progress in our community.

He is respected by professionals and people in recovery and creates environments of trust. Above all, Michael believes in many paths to recovery and supports people along their journey. His efforts have been largely directed at changing systems and institutions – all in the name of changing and saving lives. The NDPHA would like to congratulate Michael for his contributions to public health and recognize him with the 2020 NDPHA Public Health Worker of the Year.

## **Anchor Marketing Moves To Virtual Office**

Grand Forks, North Dakota, May 29, 2020 – Anchor Marketing, a brand-building agency headquartered in Grand Forks, North Dakota, has announced plans to move its operations to a virtual space. Beginning this summer, Anchor Marketing's team of nine full-time employees will move out of its current building (located at 2726 17th Avenue South) and instead allow team members to work from anywhere they have an internet connection.

Due to the COVID-19 pandemic, Anchor Marketing's team had temporarily made this transition in early March of 2020, and the resulting work and customer response have been so positive that company leadership has chosen to make the switch permanent. Clients and vendors will see little change – phone numbers and even the PO box will remain the

same. However, customers may actually see more of Anchor Marketing's account service team, as they spend more time on the inside of client operations.

"By eliminating our fixed location, we're able to take advantage of a lot of new opportunities," says Greg "Hal" Halliday, Anchor Marketing's president. "This company has always prided ourselves on being nimble and finding the cutting edge on behalf of our clients, and this move is just another step in that process. Our team isn't changing. Our commitment to effective professional communication isn't changing. We just have more freedom to put our focus where it belongs: on our customers."

Anchor Marketing was founded in 1997 in the wake of a natural disaster. Now, a new cultural shift means that it's time to embrace change once again.



## **Your Chamber Working For You**

In these uncertain times, your Chamber of Commerce is working for you. We will continue to inform, promote, advocate, connect and educate our members and community.



# BUSINESS BRIEFS

**KLJ awarded 2019 Outstanding Project Design by NDSPE**

KLJ was recently awarded the 2019 Outstanding Project Design Award by North Dakota Society of Professional Engineers (NDSPE) for work on the Sheyenne Street/I-94 Interchange Reconstruction project in West Fargo, ND.

The award recognizes an engineering firm in the state of North Dakota and is based on engineering design content of a project completed or under construction in the current year. Consideration is given to how the project employs innovative or state of the art engineering practices making the project unique.

KLJ served as the prime consultant on the project, working closely with the City of West Fargo and the North Dakota Department of Transportation. The five-mile corridor of Sheyenne Street required some distinct design solutions which included capacity and safety enhancements, pedestrian and bicycle improvements, traffic calming measures and an innovative interchange solution.

The team developed a Modified Single Point Urban Interchange (MSPUI) design to address the unique travel patterns of Sheyenne Street. Construction of the project was completed in November 2019 and resulted in 60 percent less traffic delay and reduced total crash potential by 60 percent. Overall, this one-of-a-kind design, improves traffic flow on this highly traveled corridor.

## **Welcome to the Community Foundation Team, Amelia Richelle Indvik!**



*Amelia Richelle Indvik*

Amelia will be joining the Community Foundation as our incoming Operations Coordinator on Monday, and we couldn't be more excited - or lucky - to have her!

Originally from Moorhead, MN, Amelia has called the Greater Grand Forks community home since 2012. She and her husband, Mark, have 3 beautiful children (MyKenna, Brayden, and Jaxson) and enjoy camping, fishing, gardening, biking, and board games.

Amelia is currently attending the University of North Dakota for Political Science. She serves on the board for The Arc, Upper Valley and is the Chair for The Chamber - Grand Forks/East Grand Forks Ambassador's group.

## **Interior Designer Jenna Soberg Joins Widseth**



*Jenna Soberg*

Jenna Soberg has joined Widseth as an interior designer. She has an extensive background in retail design, from big box structures

to smaller storefronts. Soberg holds a Bachelor of Science in Interior Design from The Art Institutes International, MN.

As an interior designer at Widseth, Soberg aids in the design process from concept development through the construction document stage, creates detailed renderings, and develops timelines and budgets that align with overall project goals and deadlines.

Widseth is a multi-discipline firm of more than 200 employees providing architecture, engineering, land surveying, and environmental services. Its offices are located in and Brainerd, Alexandria, Bemidji, Crookston, East Grand Forks, Forest Lake, Mankato, and Rochester, Minnesota, and Grand Forks, North Dakota. More information is available at [Widseth.com](http://Widseth.com).

# BUSINESS BRIEFS



## Hilton Garden Inn Grand Forks/UND Completes Multi-Million Dollar Property Renovation

Hilton Garden Inn Grand Forks/UND just completed a significant renovation of all its guest rooms, lobby and common areas of the hotel located at 4301 James Ray Drive, Grand Forks ND 58203. As part of the multi-million-dollar renovation, we have updated and transformed everything from your welcome at the front desk to the guest room beds you'll sleep on.

As you enter the room you are welcomed by the new entry tile and an open concept closet. The bathroom features a sliding barn door, subway tile, granite countertops with chrome fixtures and new wallpaper. A sleek new desk with wood turned legs and a granite countertop extends across the room allowing you to sit back in bed or relax in the new arm chair while you watch your favorite show on the new flat screen 42" television.

The lobby and common areas transformed completely. The corridors are revitalized with new carpet, wallpaper, and artwork. In the lobby you will find new tile and carpet throughout, and a new contemporary front desk with quartz countertops. The pantry area opened up to create a new market look called The Shop, which will feature local items for sale, along with a self-

serve coffee bar to provide a premium coffee experience. The public bathrooms got a fresh look with new tile, wallpaper, and vanity and lighting.

"The renovations started and finished with our guests in mind to ensure that we are the hotel of choice for travelers visiting Grand Forks," said Kate Noterman, General Manager. "We focused on providing our guests a warm and inviting feeling especially with our new The Shop. We are very excited to showcase local products from around Grand Forks and the state to all our guests. The Shop feature items will include local beers and food, providing our guests a customized Grand Forks experience. Stop by, check it out, and say hello!"

Owned by University Hotel Development, LLC and managed by Beechwood Hotel Group, LLC, the Hilton Garden Inn Grand Forks offers amenities including complimentary Wi-Fi throughout the hotel, a state-of-the-art fitness center, full cooked-to-order breakfast, craft cocktails\* and shareable plates for dinner that appeal to those traveling for business or leisure. Each guest room boasts the brand's signature bedding featuring fresh, white duvets and crisp linens and an in-room "hospitality center" with a mini fridge, microwave oven, as well as a Keurig® coffee maker. Hilton Garden Inn Grand Forks/

UND is part of Hilton Honors, the award-winning guest-loyalty program for Hilton's 17 distinct hotel brands. Hilton Honors members who book directly through preferred Hilton channels have access to instant benefits, including a flexible payment slider that allows members to choose nearly any combination of Points and money to book a stay, an exclusive member discount that cannot be found anywhere else and free standard WiFi. Members also enjoy popular digital tools available exclusively through the industry-leading Hilton Honors mobile app, where Hilton Honors members can check-in, choose their room and access their room using a Digital Key.

**NEW STAFF? Business accomplishments?**

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# BUSINESS BRIEFS

## New Downtown Office Building

JLG is excited to announce that we will begin construction on our new office building in downtown Grand Forks, at the corner of Demers Avenue and South 4th Street.

As it has for all of you, the effects of the COVID-19 pandemic have left many things up in the air, and we've had to evaluate how to best move forward in this context. While much has changed, our core beliefs remain the same. We believe in the future of Grand Forks; we believe in our partners in this community; and we believe in our 150+ employee owners. And we believe that the new Argyle project will be an investment in all three.

You will see a fence go up and the corner become prepped for site work. Our construction team, led by Community Contractors, is focused on protecting pedestrians and traffic while limiting disruption to area businesses over the next 15 months. The sidewalk will be removed and stored, the pedestrian circulation will remain open through protected walkways, and the existing trees will be replanted off-site. We thank all of the businesses along South 4th Street for their continued patience during these transformative times.

The Argyle will be a part of a working model for what it means to build a healthy, sustainable, community-focused downtown, and we look forward to sharing more with you in the coming months. If you would like to receive future communication, please contact our Marketing Director, Amanda Kosior, at [akosior@jlgarchitects.com](mailto:akosior@jlgarchitects.com).

offer live Online solutions to engage your workforce. At Dale Carnegie, we provide live Online and in person training that focuses on individual participants results, engaging activities and personalized experiences. Whether in person or live Online the Dale Carnegie experience can't be matched!

Michelle J. Wall is an Area Manager for Dale Carnegie of ND and NW MN. She is multi-course certified and is currently serving as the President of the Dale Carnegie International Training and Quality Board. Jay Peltier is part owner of Dale Carnegie and also a Dale Carnegie certified trainer.

Dale Carnegie Training, founded in 1912, is an international organization that strives to build personal and professional skills. According to Dale Carnegie & Associates, the aim is to "sharpen skills and improve performance in order to build positive, steady, and profitable results."

## Dale Carnegie Course Team recognized for Digital Trainer Certification

At Dale Carnegie of ND and NW MN, our trainers are world class! We are consistently measured and evaluated and are recognized as leaders in the industry. Today, we celebrate Jay Peltier and Michelle J. Wall in achieving their Digital Trainer Certifications!

In addition to re-opening our Dale Carnegie offices for in person trainings in June, we're also excited to



Jay Peltier



Michelle J. Wall

## Stay Connected Through the Chamber's Website Directory

### Member Directory

Many amazing connections have been made during our Chamber events like Business After Hours. We encourage you to keep those relationships going! The Chamber's website directory is a great resource to help you stay connected, and has over 1,000 business contact's phone numbers, emails and website links. Check in with one another, collaborate creatively and support one another.

**Until then, stay well and stay connected!**

**[CLICK HERE](#) to view the directory.**



# Building an Integrated Marketing and Communications Plan

**Wednesday, June 17, 2020**

11:30am - 1:00pm via Zoom

Join us for an interactive discussion on Building an Integrated Marketing and Communications Plan. We will discuss common misconceptions of marketing, the 4 P's of marketing, understanding your brand, components of an integrated marketing plan, and the importance of measuring results.



**Presented by:** Meloney Linder, Vice President for Marketing and Communications, University of North Dakota

Meloney Linder is an accomplished higher education administrator with broad experience in marketing, brand, and operations recognized for making positive organizational impact. Experience in marketing and communication, information technology services, academic technology and web services, and facilities. With over 25 years of experience in corporate communications, marketing and brand management for private and public entities including higher education and has a proven history of building strong teams and improving performance.

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