



October 2023

THE Voice

www.gochamber.org

Wake Up To UND 2023

We all contribute to the success of UND



Andy Armacost
President
University of North Dakota

You could feel the enthusiasm of the sellout crowd at the Chamber’s Annual Wake Up to UND breakfast in the Student Union. Chamber Board Chair Russel Crary introduced the president by highlighting a handful of the many partnerships between UND and the Business Community.

President Armacost talked about each person, program and activity being individual points contributing to the overall success of UND. Professors, students and Deans from a variety of programs like nursing, aerospace, education, engineering and arts were featured. The level of expertise and innovation was impressive!

He also interviewed three recent interns about their experiences with Grand Forks Employers. Each talked about the welcoming feeling in the community and how Grand Forks employers are doing great things and are leaders in their respective industries.

Fantastic things are happening at UND and our community.

The rebroadcast of the event is available at [LINK](#). It is worth watching.

CHAMBER NEWS

Chamber Supports Sales Tax Extension



*Barry Wilfahrt,
Chamber President
and CEO*

Grand Forks voters will go to the polls on November 14th to vote on the extension of the .75% sales tax that helps fund the Alerus Center. The tax has been on the books since 1996 and is currently set to sunset at the end of 2029. The proposed extension will continue to fund capital investments at the Alerus Center but will also fund a proposed multipurpose athletic facility South of the Alerus Center.

Recognizing the need for additional quality of life amenities and the potential revenue from additional tournaments the Chamber board strongly supports the extension of this sales tax. Chamber Board Chair Russel Crary noted when

he testified at the City Council meeting "Workforce recruitment and quality of life are closely linked. Grand Fork must continue to invest in itself to remain attractive to young talent."

Chamber Hosts Senators to talk about GFAFB Strategy

The Chamber office has been a busy place two of the past three Saturdays. Senator Hoeven and Cramer spent a couple hours with the Chamber/Mayor's Base Retention Committee members talking strategically about current missions and potential new mission recruitment for 2030 and beyond.

When things are going well it is always the time to plan for the future. While Grand Sky, TRMC, SDA and current GFAFB missions are doing well the Block 40 Global Hawks are scheduled to be retired in 2029. This gives us time to work on new missions but this effort must aggressively continue. A trip through the GFAFB museum at the entrance of the base features the many platforms that have operated out of Grand Forks. It is a testament to our community's ability to adapt and attract the latest in AF missions over the bases 70-year history. This innovation, flexibility and ability to change continues.

CHAMBER NEWS

Chamber approves 50% funding for EGF Economic Development Planning Session

With the changing MN business climate and announced retirement of East Grand Forks EDA Director, Paul Gorte the time is perfect to do some economic development planning and prioritization for the City of East Grand Forks. The Chamber Board helped develop a proposal and will fund half of phase one of this process. The process would identify strategic priorities and next steps.



Chamber President and CEO, Barry Wilfahrt has been at the past two EDA meeting and last month's EGF City Council meeting to talk about the need to focus on retaining businesses and on how to grow the tax base of East Grand Forks. "In light of a changing business climate in MN, identifying economic development opportunities including, workforce recruitment, housing and quality of life initiatives will be important to the future growth of EGF. Also educating East Grand Forks businesses on the programs they qualify for under the MN Department of Economic Development will be a key piece to business retention.

At the end of the day it is a different environment in Minnesota. It presents different challenges and opportunities and we need to be prepared to think differently and capitalize on those opportunities. This planning process sets that in motion.

The Chamber Fall Seminar Exceeding Expectations

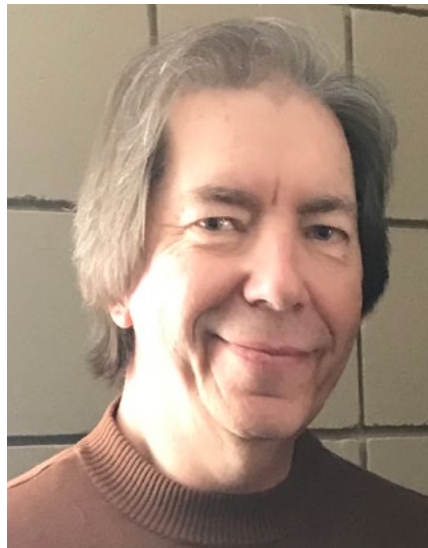
Discover how to go above and beyond to meet customer expectations, build lasting relationships, and create a customer-centric culture within your organization.

The Chamber Small Business Committee has organized an engaging half-day seminar where three experts in the field of customer service will share their insight, strategies, and success stories.

Presenters include:



Melissa Marshall
Owner, Dale Carnegie
Training of ND, NW MN



Ken Myers
Associate Professor at the
University of Minnesota Crookston



Robert Warren
Managing Director of MECVL &
Instructor with the Marketing
Department of UND

Tuesday, October 10th, 2023 - 8:00am-12pm

[CLICK HERE TO REGISTER](#)

CHAMBER NEWS

Janelle Wald Named Chamber Vice President



*Janelle Wald
Vice President
of Membership
Engagement and
Development*

Janelle Wald will join the Chamber Staff as Vice President of Membership Engagement and Development. Janelle most recently served as the Executive Director of the Crookston Chamber where she has helped successfully financially and programmatically revive the Chamber in just a few months. Prior to heading the Crookston Chamber, Janelle was the Executive Director of the Northwest MN Private Industry Council so she has extensive workforce knowledge and has interacted with employers of all types and sizes.

Janelle also owns and operates her online AthenaStirs LLC. She Re-invented the apron to meet the residential chef's needs and the ever-growing and dynamic DIY movement. From writing the business plan to securing manufacturing, AthenaStirs is an assembler manufacturer. Currently working to partner with and sell to stores catering to foodies, DIY crafters, and others with similar brand concepts, and support sales through brand representation. Janelle was a winner in the GF/EGF Chamber Shark Tank competition with her business concept.

Janelle has her Bachelor's degree in Marketing with a minor in Management; her Master's degree in Nonprofit Management, and is currently pursuing her Ph.D.

Janelle joins the Chamber's other Vice President Kim Strom, VP of Operations in heading the Chamber along with Barry Wilfahrt, Chamber President & CEO and Tina Fetsch, Marketing and Communications Director, multiple subcontractors and consultants who together make up the Chamber Team.

ChatGPT in Business: Unleashing Conversational AI's Potential

Join us for an interactive session that explores the myriad applications of ChatGPT in the business world. Discover how this cutting-edge conversational AI can revolutionize your operations, customer interactions, and content creation.

Ryan will provide an overview of different use cases that ChatGPT can be used for in business, a demo of different examples, and a list of prompting techniques you can use to get higher quality results. This will be a conversational session where you can ask questions throughout.

Presented by: Ryan Berg



Ryan Berg

Ryan is a SCORE volunteer that focuses on helping local businesses take advantage of new GPT capabilities. With over 15 yrs of technology experience, Ryan is currently also a Lead Solution Engineer at Salesforce, where he works with AI capabilities like GPT, predictions, recommendations, and conversational intelligence.

Wednesday, October 18, 2023 - 11:30am-1:00pm

The Chamber Board Room

\$20/person - Member (Includes Lunch)

\$30/person - Non-Member (Includes Lunch)

Registration Information

Limited seats available. Sign up today!

Registrations for this seminar are available online only.

[CLICK HERE TO REGISTER](#)

WELCOME NEW MEMBERS

Auto Massage LLC

Mike Hoekstra

1232 Ryland Road, Suite 4

Grand Forks, ND 58201

“Pamper Your Ride”®

www.automassagellc.com

Auto Massage is a professional, full-service, detailing business for automobiles, boat and marine craft, motorcycles, RV's and aircraft. Along with traditional interior and exterior services, I also install paint protection film, ceramic coatings, polish metal, refinish vehicles with X-Kote, paint corrections, custom paint vehicle badges, and more. I'm a member of the IDA (International Detailing Association) with a CD (certified detailer), SV (skills validated), and WC (marine watercraft certified) status. I believe in continuing education and have traveled to Montana, Florida, Nebraska, Arizona, and California to train with detailing industry companies and professionals the last three years. In addition, I am a CARFAX car care service center, and BBB Accredited with an A+ rating.

Outsider Entertainment

Todd Elfman

1099 Thames Court

Grand Forks, ND 58203

www.outsiderentertainment.net

Outsider Entertainment is a multi op business for all of your entertainment needs. We specialize in weddings but also do school dances, birthdays, company parties and more! We have Dj services, photo booths, lighting packages, and audio services. Contact us today for your next event!

UND School of Law

Assistant Professor of Law

Paul Traynor JD LLM

Grand Forks, ND 58201

paul.traynor@und.edu

I spent 29 years in the corporate world for insurance companies performing a wide variety of business related legal matters. In 2018 I took a buy-out from my last company based in Boston that insured major medical centers, teaching hospitals and physician practices on the East Coast and Midwest. Throughout my career I have worked for insurance companies handling all aspects of legal and regulatory issues. I returned to North Dakota in 2019 having grown up in Devils Lake and joined the UND School of Law faculty where I teach Business Associations, Insurance Law, Health Law and Advanced Torts. I also supervise law students performing externships at the UND Center For Innovation (CFI) in business formation and contract drafting.

The UND School of Law was established in 1899 and has been an ABA accredited law school for 100 years. It is the only school of law in North Dakota and educates the majority of practicing attorneys and judges in the state.



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JONAS BROTHERS

WITH SPECIAL GUEST *Lawrence*

ALERUS CENTER
FRIDAY, NOVEMBER 17



LIVE NATION

MEMBERSHIP RENEWALS

September 1, To September 30 2023

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

Airtonomy

All About Moving, Inc.

All Embracing Home Care, LLC

AmericInn Lodge & Suites

Anderson Steel Erection &
Crane Service

Apex Apparel

Arvig

Bud & Ralph's Appliance
Service

Coleman Family Law

Dakota Venture Group

East Grand Storage

Edward Jones - Financial
Advisor: Bret A. Bentow

Face & Jaw Surgery Center

Five Star Storage

Global Friends Coalition

Grand Trailer Sales

Hjelmstad Insurance

Johnston Family Law

Keep In Touch Massage
Therapy

Mikkelson Consolidated, L.L.P

Norby's Work Perks

Northwest Tire

Overmoe & Nelson, Ltd.

Oxford Realty LLC - David
Blumkin

Performance Chiropractic PLLC

Probitas Promotions

PS Industries Incorporated

Public Arts Commission

Ralph Engelstad Arena

Staybridge Suites Grand Forks

Thales

Wilbur-Ellis



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- Logo/slogan design
- Recruitment tactics
- New marketing strategy
- Need to find new clients

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northdakota.dalecarnegie.com

MEET THE PEOPLE WHO ARE LIGNITE

I AM LIGNITE

AMBASSADORS MEETING

We are the “welcoming arm” of The Chamber

We welcome new chamber members and businesses with ribbon cutting ceremonies. We assist with registration and greeting at Chamber functions and we participate in The Chamber’s annual Membership Drive.

If you are interested in becoming an Ambassador please contact Tina, info@gochamber.org or call 701-772-7271.

The Chamber Ambassadors held their monthly meeting at Mikes Pizza, EGF.



Pictured are members of The Chamber Ambassadors.

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RIBBON CUTTING

The Chamber Ambassadors would love to meet you and celebrate your business with a ribbon cutting ceremony.

If you are interested, please contact Tina at **772-7271** or info@gochamber.org to schedule a ribbon cutting event.



Please join us...

Thursday, October 19th as President Sandy Kidoo dives deep into Northland's role in creating a vibrant, healthy, and economically prosperous region.



This program will be held on the EGF Northland campus and is open to all Chamber Members to attend. Reservations are required.

Thursday, October 19, 2023
11:30 am

Northland Community & Technical College
East Grand Forks Campus Student Commons
2022 Central Ave NE
on-site parking available

MAKE RESERVATION

BUSINESS AFTER HOURS

BUSINESS AFTER HOURS

Hosted by **Advanced Business Methods**

875 N 42nd St, Grand Forks, ND

Thursday, October 19, 2023 - 4:45pm ~ 7:00pm

Advanced Business Methods invites all Chamber Members and their employees to join them for a fun Business After Hours event!

Free Admission – Complimentary hors d'oeuvres, drink ticket & cash bar
Great door prizes (including 2 tickets to a UND hockey game) - Progressive cash drawing is at \$500.

Stop by...Enjoy the fun and take advantage of great networking opportunities.

You might even win **\$500** in our Progressive Cash drawing!

We'll draw the name of one Chamber Member business. If someone from that organization is present, they win!!

Forward this message on to your friends and colleagues.

See you Thursday, October 19, 2023 at Business After Hours!

*Because of the nature of this event, no children under 18 may attend.

Thank you to Alerus Center for hosting an eventful Trade Show Style Business After Hours.



MEMBER NEWS

Alison Cruz Joins EXIT Realty Metro in Grand Forks



EXIT Realty Metro is pleased to announce that Alison Cruz has joined its growing team of dedicated real estate sales professionals.

EXIT Realty Metro, located at 1325 DeMers Ave., Suite B, Grand Forks, North Dakota is a proud member of EXIT Realty Upper Midwest's rapidly expanding network of independently owned and operated brokerages across the region.

About EXIT Realty: EXIT Realty is a company founded and built on human potential. A full service, forward-thinking, real estate franchisor with offices across North America, EXIT has to-date paid out more than a half a billion dollars in single-level residual income to its associates. A portion of every transaction fee received by EXIT Realty Corp. International is applied to its charitable fund, and to-date, \$7 million has been allocated to charity. For more information, please visit www.exitrealty.com and www.joinexitrealty.com.

CC100 accredited Chamber CEOs



US Chamber President and CEO, Suzzane Clark (front row just right of podium) congratulated the US Chamber Committee of 100 members who also work for US Chamber Accredited Chambers.

Less than 3% of all chambers are Accredited Chambers. Your GF/EGF Chamber has been accredited for 11 years.

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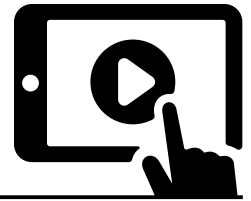


CARRY BLUE. CARRY ON.



BCBSND.com

Blue Cross Blue Shield of North Dakota is an independent licensee of the Blue Cross Blue Shield Association



Energize your business while helping promote the Grand Cities

The Chamber and EDC are encouraging local businesses to take advantage of these competitively priced options to promote your business while also promoting the Grand Cities.

Be Part of the Cooler People, Cooler Jobs, Cooler Place Campaign.

Option 1

Customized Business Feature Videos for use in social media and your web site. - ONLY \$2000

- Format: Short video featuring what is unique about your business from a fun high level perspective – company promo video
- Ideal for larger companies in GF/EGF
- Length: 90 seconds to 3 minutes
- Target Market for the Videos: Company customers, community and people wanting to know what type of companies are in GF/EGF
- Distribution:
 - a. Company web site and social media channels
 - b. Video Libraries– Chamber, EDC, Way Cooler, City, County, YP, etc., You Tube Channels, web sites and Social media channels

Click link for sample video from Northrop Grumman: [link](#)

Option 2

Business Feature TV spots - ONLY \$2000 for TV Spot Production and Placement

- Format – 30 second quick feature. Standard intro and close for all spots – 22-24 seconds of content about unique and fun jobs in the company plus a high level what the company does incorporated into the script
- Business Participant Targets: All types of businesses with an opportunity for smaller businesses to get great exposure
- Length: 30 seconds (TV Commercial format)
- Target Market for the Videos: General public, potential employees, customers
- Distribution: TV spots, chamber and partner video library and social media
- Midco Distribution: Minimum \$2,000 package to include TV, Digital & Midco Sports.
- Forum Communications Pre-roll Video

Click link for sample video from Blue Moose: [link](#)

For either option contact Barry at The Chamber, barry@gochamber.org or 701-317-1555

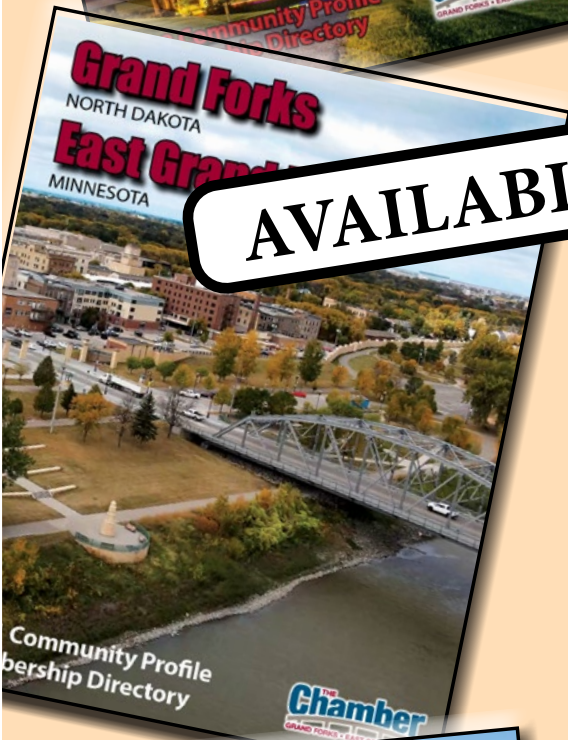
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Chamber**
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THE CHAMBER

Executive Committee

Chair: Russel Crary, Crary Real Estate
Chair Elect: Tony Hodny, H & S Electrical Services LLC
Past Chair: Tommy Kenville, iSight Drone Services
Matt Fisher, Probitas Promotions
Kay Derry, Northern Roots Boutique
Pat Boppre, Blue Moose Bar & Grill
Barry Wilfahrt, Chamber GF/EGF

Board of Directors

Meghan Compton, Altru Health System
Mike Dunn, Construction Engineers
Torrie Enget, Hugo's Family Marketplace
Mike Fridolfs, Northrop Grumman Corp.
Annie Gorder, Three Farm Daughters
Tarek Howard, Auto Finance Super Center
Meloney Linder, University of North Dakota
Keith Lund, GF EDC
Mike McLean, JLG Architects
Matt Norby, Norby's Work Perks
Emily O'Brien, Bioscience Association of ND
Scott Reck, Northdale Oil
Andy Schneider, Dakota Concealed/GF County Sheriff
John Schumacher, American Federal
Penny Stai, River Cinema
Tyler Wilson, Vilandre Heating, Air Conditioning & Plumbing
Sr. Military Advisor to the Board
Col. Timothy Curry, GFAFB

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