

# THE Voice

Official Publication of Grand Forks - East Grand Forks Chamber of Commerce

Vol 8 Issue 2

February 2012

# THE Chamber

GRAND FORKS • EAST GRAND FORKS

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www.gochamber.org

## 10th Annual Grand Forks Mayor's State of the City Address & Luncheon

FEBRUARY 22, 2012 | ALERUS CENTER | 11AM MEET & GREET | 11:30AM LUNCH AND PROGRAM



HOSTED BY:



KEEPING THE GRAND FORKS PROMISE



Join Mayor Brown for a special **10th Anniversary** Meet & Greet at 11am. Lunch and Program to begin at 11:30am. Mayor Brown will recap 2011 and look ahead to 2012.

Wednesday, February 22, 2012

Alerus Center

11am Meet & Greet - 11:30am Lunch & Program

\$17/person (includes lunch and program)

\$136/reserved table of 8

Reservations for the lunch and program are required by February 16th, 2012. Contact The Chamber at 772-7271, info@gochamber.org or online at www.gochamber.org to RSVP.

Reservations not cancelled 3 business days prior to event will be billed

### CORPORATE SPONSORS:



### BUSINESS PARTNERS:

American Federal Bank - Construction Engineers -  
Red River Valley Grill & Market - TrainND Northeast -  
UND School of Medicine & Health Sciences

### Mission Statement

"The Chamber of Commerce creates an environment that encourages business success while enhancing the quality of life in our region."

**Officers**

**Chair: Chris Semrau**

Ralph Engelstad Arena

**Chair-Elect: Jeff Wilson**

Vilandre Heating, Air Conditioning  
Plumbing

**Past Chair: Jim Galloway**

JLG Architects

**Secretary: Bryan Lee**

Gateway Storage

**Jeff Westrem**

Hugo's Family Marketplace

**Chris Wolf**

Alerus Financial

**Barry Wilfahrt**

The Chamber - GF/EGF

**Directors**

**Craig Amiot** - 5 Star Collision

Bill Burga - LM Windpower

Colin Cutler - Bold Method LLC

**Torrie Enget** - Best Buy

**Ron Galstad** - Galstad, Jensen, Olson PA

**Brady Hansen** - Verizon Wireless, BeMobile, Inc.

**Brian Johnson** - Choice Financial

**Phyllis Johnson** - UND

**Jay Kleven** - EAPC Architects

**Curt Kreun** - GF City Council

Kristi Magnuson-Nelson - Hugo's Wine & Spirits

**Dennis Reinsour** - Altru Health System

**Brian Rydell** - Rydell Auto Center

**Klaus Thiessen** - GF Regional EDC

**Coleen Tweten** - Midcontinent Comm.

**Matt Winjum** - Rhombus Guys

**Sr. Military Advisor to the Board**

**Colonel Tim Bush** - GFAFB

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info@gochamber.org

**Audrey Lind**

Project Assistant

## The Chamber Opposes Measure II

Joining a broad group of over 50 organizations representing over 200,000 North Dakotans in opposition of Measure II, The Chamber Board voted to support the opposition of Measure II. North Dakotans will be asked on June 12, 2012 to vote on Measure 2 which will amend our state's constitution by eliminating all property taxes and require the state legislature to replace property taxes with other state tax revenue.

This measure will create uncertainty in the local business climate, affect local units of government's ability to bond for needed projects and disrupt the normal flow of government which will adversely impact business.

## Chamber to Host MN Intergovernmental Retreat

The Chamber is hosting its annual intergovernmental retreat on Friday, February 10th at the Boardwalk Bar and Grill in East Grand Forks from 10:00 a.m. to 3:00 p.m.

Representatives from Polk County, the City of East Grand Forks, the EGF School District, EGF EDHA, NCTC and The Chamber will all give reports. Minnesota State Senator LeRoy Stumpf, Representative Debra Kiel and the Minnesota Congressional Delegation have also been invited to participate. Each group will talk about the challenges and opportunities their respective groups are facing.

Those attending will also participate in a community visioning session as part of the NV360 Community Visioning process. Input from the session will be included in the results from the visioning process being lead by The Chamber and Community Foundation.

The retreat is open to all Chamber Members. Please let us know if you are planning to attend. Contact the Chamber office at 701-772-7271 or info@gochamber.org.

## BGEA and Board Programs Announced

Over 30 local business people attended a meeting with Congressman Berg to visit about federal impediments to business growth. Congress man berg also toured

the health and fitness center that is slated to open this fall, the newly completed addition to Amazon.com and the Ideal Aerosmith facility in Grand Forks.

## Congressman Berg Listens to Local business Concerns

Over 30 local business people attended a meeting with Congressman Berg to visit about federal impediments to business growth.

Congressman Berg also toured the health and fitness center that is slated to open this fall, the newly completed addition to Amazon.com and the Ideal Aerosmith facility in Grand Forks.

## Cats Incredible Applicants Vie to Get In The Tournament

Applications to fish in the Cats Incredible tournament are arriving daily. Entries from those who placed in the top 15 from the 2010 tournament are being accepted now.

February 14th will mark the first day all other anglers can submit their applications to fish in the tournament. Applications can be dropped off starting at 8am or can be postmarked starting February 14th and mailed in.

A lottery will be held to determine the 125 teams that will be part of the 2012 Cats Incredible tournament on July 27, 28 and 29th. The lottery is scheduled for March 7th at 6pm at the Eagles Club in East Grand Forks.

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# The Chamber Cordially Invites You to the 2012 Intergovernmental Retreat

February 10, 2012    10:00 am – 3:00 pm    Boardwalk Bar and Grill, East Grand Forks

Please RSVP to The Chamber by phone or email at 701-772-7271 or [info@gochamber.org](mailto:info@gochamber.org)

## Intergovernmental Retreat Agenda

**10:00 am - Welcome and Introductions**

**10:05 am - Overview of the NV360 Project**

*Facilitators: Kristi Mischler – Community Foundation and Barry Wilfahrt – The Chamber*

**11:00am - Reports From Local Units of Government**

*Polk County Commissioners - East Grand Forks City Council - East Grand Forks School Board*

**12:00pm - Lunch – Refreshments will be provided ~ Lunch available at your own expense**

**12:45pm – 2:00pm - Agency Reports**

*Northland Community Technical College - EGF EDHA - The Chamber-GF/EGF*

**2:00pm – 3:00pm - Legislative Update –Senator Stumpf/Rep Debra Kiel**

**3:00pm - Open Discussion and Wrap Up**

**INVITED GUESTS:** *U.S. Senator Amy Klobuchar, U.S. Senator Al Franken, U.S. Congressman Collin Peterson, MN Senator LeRoy Stumpf, MN Representative Debra Kiel*

# BRIDGING THE FINANCING GAP

Sometimes projects need a boost when trying to cross over from concept to reality. AE2S Nexus helps bridge that gap. We focus on creating solid plans, aggressively pursuing funding options, and assisting you with implementation to make sure your project is on solid ground.

## SERVICES

- Utility Rate Analysis
- Funding/Financing
- Project Development and Administration
- Economic Development
- Asset Management



A Division of AE2S (Advanced Engineering and Environmental Services, Inc.)  
Registered Financial Advisor

[www.AE2SNexus.com](http://www.AE2SNexus.com)





## Welcome New Members

### Avianax

Richard Glynn  
4201 James Ray Drive  
Grand Forks, ND 58202  
www.avianax.com  
anovak@avianax.com  
701-757-5128  
Avianax is engaged in the research and development of goose antibodies for the therapeutic treatment of viral diseases.

### CherryBerry

Mark Riggs  
3221 32nd Avenue South  
Grand Forks, ND 58201  
www.cherryberryyogurtbar.com  
cherryberryyogurtbar@gmail.com  
701-757-2110  
CherryBerry is a self-serve frozen yogurt bar.

### Doctors Hospital

Albert Pilkington  
4550 South Washington Street  
Grand Forks, ND 58201  
701-775-2000  
www.doctorshospitalgrandforks.com  
albert@physicianshospitalsystem.net

*Continued from page 2*

Anyone hoping to be in the tournament, or anyone just looking for an exciting evening out, is encouraged to come out for the lottery drawing and buck burgers at the Eagles Club.

If you'd like to download and application, visit our website [www.gochamber.org](http://www.gochamber.org) or contact us at [info@gochamber.org](mailto:info@gochamber.org).

## Thank You For Renewing Your Membership

*The following businesses know the value of their Chamber Membership and have renewed their membership in The Chamber - GF/EGF. Please visit them for your purchasing needs.*

A Transmission City	Deitz Business Promotions, Inc.
Ad Monkeys	Dietrich's Bus Service
Advance Electric	Economy Plumbing
AFLAC - Maxine Bachmeier	Edgewood Management Group
American Red Cross	Edward Jones-Jeanne Peterson
Ameripride	Edward Jones-Mark Larsen
Anchor Marketing	Express Employment Professionals
Anderson Brothers Body Shop	Famous Footwear
Applebee's - Grand Forks	Farm & Ranch Guide
Associated Construction Engineering, Inc	Ferguson Books & Media
Auto Value Express	Fert-L-Lawn
Bert's Truck Equipment	Forks Frame-up
BNSF Railway	Gaffaney's
Boy Scouts of America	Games to Go
Braaten Cabinets	Gerrells Sports Center/Hockey World
Brad Durick Outdoors, LLC	GF County Agencies
Brekke Tours & Travel	GF County Soil Conservation District
Brian's Flooring, Inc	GGF Symphony Orchestra
C F Industries	Grand Forks Builders and Traders Exchange
Camrud, Maddock, Olson & Larson, Ltd	Grand Forks Herald
Cariveau Brothers Construction	Grand Forks Public Library
Caulfield Studio, Inc.	Great Clips for hair
Center Court Fitness	Greenberg Roofing & Sheet Metal
Century 21, Red River Realty	Greg Norman Funeral Home
Century Properties, Inc.	Happy Joe's Pizza & Ice Cream
Comfort Inn	Hardware Hank
Conerstone Ag Services, Inc.	House of Vacuums
Cost Cutters - 32nd Ave.	IRET Properties
Cost Cutters - Grand Cities Mall	Jack Cronquist
Custom Aire, Inc.	Jerry Youngberg
Dakota Boys & Girls Ranch	JLG Architects
Dakota Fire Equipment	Jump for Joy Bounce Houses
Deaton's Mailing Systems, Inc.	Kidwell's Signature Cleaning

## Membership Renewals Continued

Leisureland RV  
Lithia Chrysler Jeff Dodge of GF  
Lithia Ford Lincoln Mercury of GF  
Lithia Toyota of Grand Forks  
Lunseth Plumbing & Heating  
McDonald's - Columbia Mall  
McDonald's - East Grand Forks  
Minnkota Power Cooperative, Inc  
Nancy Parr, DDS, PIIC  
Nodak Electric Coperative  
Norby's Work Perks  
Northern Plumbing Supply  
Northside Café  
Overhead Door  
P D Sproule Co. Inc.  
Party City  
Pepsi Americas, Inc  
Porta Mix Concrete, Inc  
Pro Transport & Leasing, Inc.  
Red River Auto  
Red Wing Shoe Store  
Rhino Contracting  
Right Choice Electric

Rite Spot Liquor Store  
River Cinema 15  
Robert Panther, DDS, MS  
RSVP+Your Invitation to Serve  
Rydell Chevrolet Buick GMC Cadillac  
Rydell Honda Nissan of Grand Forks  
Scheels All Sports  
SimplexGrinnell LP  
Snap Fitness - S. Washington  
Stifel Nicolaus  
Strata Corporation  
Stray Media Group  
Super Cuts - 32nd Ave  
Super Cuts - University Ave.  
Swingen Construction Co.  
Thompson/Schaefer Insurance  
Travelodge  
Trojan Promotions  
UND Athletic Department  
United Way of GF/EGF  
Valley Dairy  
Waterfront Kitchen & Bath  
Wild Hog Smokehouse Bar & Grill  
Wireless Concepts

## East/West Exchange Leads to FREE Chamber Classified Ads For Our Members

At a recent meeting among companies doing business in Western ND, the need for some type of a "classified ad" for those who are working in and with the Bakken was discovered. With our Chamber Membership Software, we have a classified ads section all members can use. We responded to this need by making the classified ads option live and redesigning it to include categories. One of those categories is "East/West Exchange", this is a place members can post resources they have available (rooms for rent, travel opportunities, equipment for sale or rent, etc.) and a place to look for needed resources that others may have posted. The site is now live and we posted some TEST ADS so our members can see what an ad may look like.

Because all of our members often are looking for resources or have resources available, we have added other categories that can be used by all chamber members. In addition to the East/West Exchange, the current categories are: **For Sale, Giveaway, Help Wanted and Looking to Buy.** The East/West Exchange will just be for those doing business out west.

Once our members start using the Classified Ads, we will delete the TEST ADS and we will post a button on our homepage of our website that anyone can click to view the classified ads without having to login. You will only have to login in to submit an ad.

With your username and password (if you have lost or forgotten it, contact us at info@gochamber.org and we will resend it), you can post an ad or search the ads. You even have the option to add a photo. Once submitted, it will come to us for approval. If your ad is approved, it will be listed on the classified ads page where anyone can go to view all ads. You'll only need to login with your username and password if you want to post an ad. Visit our website, [www.gochamber.org](http://www.gochamber.org) to find a link to view a one page outline of how to use the classified ads section. We currently have TEST ADS posted so you can see how it will work.

If you have any questions on using the Classified Ads, contact Lisa Swanson in our office at 772-7271 or [lisas@gochamber.org](mailto:lisas@gochamber.org).

## Wes Rydell Receives Henry Havig Award

Wes Rydell was recognized as the 2012 recipient of the business community's most prestigious recognition, The Henry Havig Award for Community Service, at The Chamber's 7th Annual Meeting & Dinner.

Wes Rydell was selected as the 36th recipient of the Chamber's recognition. Chamber President, Barry Wilfahrt and 2012 Board Chair, Chris Semrau, presented the award before a Chamber crowd of nearly 400 people at the Alerus Center.

Wes Rydell is the dealer principal at Rydell Chevrolet Buick GMC Cadillac and Honda Nissan of Grand Forks in Grand Forks, ND, Crookston Buick GMC in Crookston, MN. He is also CEO of Cartiva Inc., a company created to develop management systems and software for car stores.

Mr. Rydell is also Chairman of The Rydell Company, an automotive dealership holding company formed in 1991 with his father Leonard Rydell, Duane Gilleland, Randy Nehring, and Ivan Gandrud. The Rydell Company stores provide opportunities for Rydell dealership employees to become dealer/owners, after they have demonstrated the ability and desire to adopt the Rydell philosophy and values. Currently, most of the 60 + individual dealerships in the Rydell group are owned by employees that have been developed within the organization and

most of the remaining stores are company stores or are in the middle of a buy out with a dealer candidate.

Wes has served on many boards in the community including Alerus Financial.

The Henry Havig Award for Community Service was first presented in 1977 in memory of longtime businessman and community advocate Henry Havig. It has since been selected by past recipients via nominations from the community.



## Beans on the Bank Chili Challenge Seeking Group to “Adopt” It

Most of you have attended the Cats Incredible festival on the banks of the Red River in East Grand Forks. And most of you have seen and likely tasted the festive and delicious chili samples at the Beans on the Bank Chili Challenge. You may have even been lucky enough to be one of the judges.

For many years, the ever popular chili cook off has been part of the Saturday activities of Cats Incredible, managed by a local group. The event is looking for a new group to “adopt” it. Any organization or group that is seeking a fun and popular event as a fund raiser will have a blast with this one. We

have a disc with all the previous forms, information, logistics, etc. so you will have a base to start from. Just add your creative changes and make it your signature event.

If you are interested in finding out more, contact Lisa Swanson at 772-7271 or [lisas@gochamber.org](mailto:lisas@gochamber.org). Cats Incredible is on July 28 & 29, 2012.





**A Month in Pictures**



**January Brown Bag Seminar**



**Congressman Berg Meeting at The Chamber**



**Chamber Annual Dinner**



**Chamber Annual Dinner**

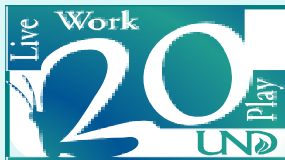


**BAH - Sanford Health**



**Chamber Open House**





## Advanced Training for Managers & Execs:

*Conflict creates a challenge for anyone in a leadership position. This year, commit to developing the skills to manage conflict with ease, saving important business relationships and reducing the high cost of conflict, and increase your value at work (and home!).*

### **\*March 2, 2012—Advanced Training for Executives in Conflict Management (8:30-4:30)**

Learn about the causes of conflict, what makes it difficult for those in leadership, and strategies for managing conflict on all levels—top to bottom. \$125/person with group rates available. At the REAC at UND.  
**Early Bird** : Register by February 15 for a \$25 discount!

### **\*March 29-30, 2012—Developing Your Emotional Intelligence (8:30-4:30 daily)**

This workshop is about YOU. Increase your self-awareness, your ability to regulate and manage your emotions under pressure, and enhance your inner capacity to motivate yourself even in the most challenging situations. Consider the use of empathy and compassion in your ability to work well with others, and the social acumen to read situations and capitalize on the positive potential. If you are hoping to climb the ladder, this workshop is for you!  
\$250/person, group rates available. At the UND Memorial Union.  
**Early Bird**: Register by March 15 for a \$50 discount!



### **\*April 20, 2012—Negotiations Skills for Women (8:30-4:30)**

Women bring a particular skill set and personal qualities to the negotiation table that can create opportunities for win-win solutions. Learn more about your own negotiation style, uncover stereotypes around gender and bargaining, develop new tools for your next negotiation. At Skalicky (across from Hilton, UND)

### **\*June 20 & 21, 2012—Organizational Conflict Management—2 days (8:30-4:30)**

Day 1 Self-management/ face-to-face conflict interaction & skill building  
Day 2 Managing group conflict as a mediator and understanding group dynamics in conflict  
\$250/person, group rates available. At Skalicky (across from Hilton) on UND Campus.  
**Early Bird**: Register by May 20th for a \$50 discount.

Session you wish to attend: \_\_\_\_\_  
Name: \_\_\_\_\_ Phone: \_\_\_\_\_  
Address: \_\_\_\_\_  
E-Mail: \_\_\_\_\_  
Credit Card: Visa \_\_\_\_\_ Master Card \_\_\_\_\_ Exp Date: \_\_\_\_\_ CVV# \_\_\_\_\_ Amount: \_\_\_\_\_

**Checks: Please make checks payable to UND**

**Mail to: Conflict Resolution Center, 314 Cambridge St., STOP 8009, Grand Forks, ND 58202-8009**

**E-mail:** und.conflictresolution@email.und.edu **Call us:** (701)777-3664

**Visit us on the Web:** <http://conflictresolution.und.edu>



## EAPC New Hires

EAPC Architects Engineers is pleased to announce the addition of **Joe Sando** to the firm. Joe comes to EAPC with over 20 years of health care design and project management, in addition to over 10 years of experience in recreational, residential, and industrial projects. Joe was a senior architectural project manager for WCIT Architecture, Inc. in Honolulu, HI. He also worked for TBG Architects & Planners, Inc. in Eugene, OR, providing design services for the University of Oregon and numerous health care projects in and around that region.



EAPC Architects Engineers is also pleased to announce the addition of **Rodney Bischof, Jr.**, to the firm. Rodney is an associate member of the American Institute of Architects and is a LEED Accredited Professional and member of the US Green Building Council (ND Chapter). He graduated from NDSU in 2006 with a Bachelor of Science in Environmental Design followed by a Master of Architecture in 2007. Rodney previously worked for Holabird & Root of Rochester and also for JLG Architects in Fargo.



## Choice Financial Voted Best Place to Work



Choice Financial in Grand Forks was recently voted the Best Place to Work by the Greater Grand Forks Young Professionals and awarded their Grow Grand Award.

Choice Financial was selected based on criteria including how the organization supports Greater Grand Forks Young Professionals in their professional development, how the company gives back to the

community and employee benefits. They also pay extra attention to unique best practices that are used to develop the work environment and create opportunities for individuals.

All applications for this award will be forwarded on to the North Dakota Young Professionals Network for the state Best Place Awards.

## Hjelle Named Thompson Schaefer Insurance Branch Manager

Warner and Company Insurance of Fargo, North Dakota has named **Kelly Hjelle** the branch manager of its Grand Forks, ND location, the newly named Thompson-Schaefer Insurance Agency.



Kelly has been in the insurance industry since 1989 and joined Thompson Insurance in 1995. She specializes in all lines of business insurance including group life and health. She has been the assistant manager of Thompson Insurance since 2002 and a Vice President of Warner and Company since 2007.

Kelly is very active in the Grand Cities community. She is past president and current board member of the Sertoma Club of Greater Grand Forks. She is involved in the Grand Forks Chamber of Commerce and is on the board of the East Grand Forks Scholarship Foundation. She has also served on the board of directors for Artwise. She is a member of Our Savior's Lutheran Church of East Grand Forks, MN and volunteers for the United Way.

Kelly and her husband, Garrett, have three children.

## Davison Larson Assoc. Merges With JLG

Davison Larson Associates (DLA), the oldest firm in Minot, North Dakota, has merged with JLG Architects

(JLG). JLG is the largest and most awarded architecture firm in the state, with almost 60 employees, six offices, and over 70 design awards.

"Western North Dakota is growing faster than any of us can keep up with it," said Donald Davison, DLA partner. "This merger gives both firms the opportunity to bring a new level of value and service to our clients, so that we not only keep up, but exceed expectations."

"One of North Dakota's best design firms is now a part of JLG," said Lonnie Laffen, JLG president. "DLA's extensive medical, education, and commercial portfolios particularly compliment JLG's new health-care and retail divisions, and we look forward to expanding these markets together."

DLA's present partners, Donald Davison, AIA and Douglas Larson, AIA, will join JLG as firm partners.

JLG also has offices in Grand Forks, Fargo, and Bismarck, North Dakota, and Alexandria and Minneapolis, Minnesota.

## Members Encouraged to Participate in GF Housing Survey

Housing in Grand Forks has been mentioned numerous times as part of the community visioning process and during the recent Grand Forks School District Demographics Task Force process and also recently by the base commander as a very key issue impacting our regions ability to grow.

All Grand Forks residents are encouraged to complete the housing survey by following the link below.

<https://www.surveymonkey.com/s/GrandForksHousing-Study>

*Continued on pg. 10*

Continued from pg. 9

### JLG Sponsors Think Outside the Box Competition

JLG Architects is sponsoring its second annual video competition targeting full-time students attending North Dakota colleges and universities. The competition, named "Think Outside the Desk," asks students to explain in a creative 2-3 minute video how their campus environment can promote face-to-face communication in today's digital age. The top three winning videos will receive cash prizes of \$2,500, \$1,000 and \$500, respectively.

Competition entries will be accepted until March 8, 2012 on the competition website, [www.jlgedu.com](http://www.jlgedu.com). Representatives from JLGedu will narrow down the applicants to the Top 10, and a judging panel will select the three finalists. The Top 10 videos will be presented at a Video Awards Program on April 13, 2012 at the Fargo Theater, and the three finalists will be named at that time.

The 2011 competition asked students to describe where they learn best on- or off-campus, and over 30 submissions were received from seven of the twelve schools in North Dakota. The \$2,500 First Place prize went to Christine Hoefs and Katie Dockter, both students at North Dakota State University, for their video, entitled "Distraction." The \$1,000 Second Place prize went to Thomas Erickson, also from North Dakota State University, for his video, entitled "Studying Spaces: A Musical Monologue." The \$500 Third Place prize went to Theodore Bibby, a student at the University of North Dakota, for his video, entitled "Fieldwork in Antarctica."



**4<sup>th</sup> Street Eatery**  
Good Food for a Good Cause  
HEALTHY

Phone: 701-795-9143  
Find us on Facebook or [www.prairieharvest.net](http://www.prairieharvest.net)

**OPEN HOUSE**  
On February 29<sup>th</sup> "leap" on over to the 4<sup>th</sup> Street Eatery for complimentary food & beverage samples from 8:00 am – 3:00 pm.

Located on the 6<sup>th</sup> floor of the Grand Forks County Building ~ 151 S. 4<sup>th</sup> St

Daily Menu Items \* Specials \* Catering

Choice Financial Congratulates

# BRENDA KOVAR

Recently named  
The Chamber of  
Grand Forks and  
East Grand Forks

**2011  
Ambassador  
of the Year**



**4501 South Washington Street  
701.738.4300**

**1697 South 42nd Street  
701.746.6010**

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

# 2012 REGIONAL ATHENA AWARD NOMINATIONS

*Now Being Accepted!*

Would you like to recognize an outstanding individual for his or her leadership qualities?

The ATHENA Award honors individuals for professional excellence, for providing valuable service to their community and for assisting women in their attainment of professional goals and leadership skills.

Nomination submission deadline is Friday, March 16, 2012.

For more information and a nomination form please visit: [www.gochamber.org](http://www.gochamber.org) or contact Kim at 772-7271. The recipient will be announced at a reception on May 23, 2012



## Top 10 Killer Sales Mistakes plus 5 Prospecting Tips

You know your products and/or services are wonderful, but...You know you are targeting the right audience, but.... You know your advertising is effective, but....WHY ARE SALES SLOW??



Attend this session to learn how to avoid common mistakes made every day by both rookie and veteran sales people. You can do everything right to get that customer to your door but if you can't close the deal, you have wasted your effort. Too often we overlook common sense applications in how we approach selling.

Register today to learn about the Top Ten Killer Sales Mistakes and start increasing your sales immediately! -plus- 5 Sure-Fire Prospecting Techniques That Work!!!

Wednesday, February 15, 2012

11:30am – 1:00pm

**Chamber Board Room**

202 N. 3rd St.

\$20/Person (Includes Lunch)

\$30/Non-Member

Seating is limited. Sign up soon! Reservations can be made at 772-7271 or email [info@gochamber.org](mailto:info@gochamber.org) with the names of those attending.

RSVP deadline is February 14, 2012.

Presented by: **Linn Hodgson, Ad Monkeys Account Manager, Brand Strategist, Business Development**

*Reservations not cancelled 3 business days prior to event will be billed.*



Member Referrals Made By  
The Chamber In 2012:

**632**

Total for January 632

Certificates of Origin Signed  
By The Chamber In 2012:

**2**

Total for January: 2

New Resident Packets  
Distributed By The Chamber  
In 2012:

**26**

Total for January: 26

**Check Out The Chamber Calendar of Events Here**  
**[www.gochamber.org](http://www.gochamber.org)**

*Number of Member Exposures for January (statistic includes internet search engine visits): 903,177*

### Top Member Directory Views/TCS Page Views for January

	<u>Dir.</u>	<u>TCS</u>		<u>Dir.</u>	<u>TCS</u>
Dahl Funeral Home	1181	230	GuestHouse International	1036	36
American Red Cross	1069	109	1st Liberty Federal Credit Union	1034	41
First State Bank	1058	42	Gateway Storage	1035	34
Jump For Joy Bounce Houses	1049	80	Texas Roadhouse	1034	16
Rhombus Guys	1041	22	James O'Connell DDS	1033	71
Happy Joes Pizza	1040	32	Whitey's	1033	12
Forks Builders Assoc.	1039	24	Space Aliens	1032	15



Hosted by:



Hosted by  
**BeMobile**

(Northstar Telcom's New Name)

Verizon Premium Wireless Retailer  
**2100 S. Columbia Rd. Ste.101**

Thursday, February 16, 2012

4:45pm - 7:00pm

#### **Free Admission**

Free Admission – Drink Tickets – Great Hors d'oeuvres  
- Awesome door prizes - Progressive cash drawing is at  
\$1200!

BeMobile invites all Chamber Members and employees to their Business After Hours. Take advantage of great networking opportunities while you are there. You might even win \$1200 in our progressive cash drawing! We'll draw the name of one Chamber Member business. If someone from that business is present, they win!

Business After Hours is a great time to network, catch up with friends, coworkers and clients in a fun and casual way. Spread the word and plan to attend the next Business After Hours.