

THE Voice

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

Vol 6 Issue 4

May 2010

INSIDE



2010 Community & Business Excellence Awards

May 25, 2010 ~ Clarion Inn ~
5:30pm-7:30pm ~ \$15/person
Hors d'oeuvres Social followed by
awards presentation

Hosted by:

THE Chamber
GRAND FORKS • EAST GRAND FORKS

Rydell 
Auto Center

Corporate Sponsors:

Alerus
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NORTH DAKOTA

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For a Better Way of Life.™

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Matt Winjum, Rhombus Guys - Emcee

Join us as we recognize these
outstanding leaders of our community:

Mike Maidenberg Emerging Leader Award
Traci Kovar, Auto Finance Super Center/UND
Marketing Department

Regional ATHENA Award
To be announced at event!
Nominees: Kristi Hall-Jiran, CVIC
Sheryl Smith, AE2S
Karen Thingelstad, Minnkota Power
Cooperatives, Inc.

**SBA ND Region VIII Young Entrepreneurs
of the Year Award Winners**
Colin Cutler & Aleks Udris, BoldMethods, LLC.

**SBA ND Region VIII and National
Home-Based Business Champion of the
Year Winner**

Boyd Wright, Wright Made Products

Contact us at info@gochamber.org, 772-
7271 or online at www.gochamber.org for
reservations. RSVP deadline is May 19th,
2010

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

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Mission Statement

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

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THE Chamber
GRAND FORKS • EAST GRAND FORKS

Officers

- Chair: Barb Schultz**
Ideal Aerosmith, Inc.
Chair-Elect: Jim Galloway
JLG Architects
Past Chair: Rick Duquette
City of Grand Forks
Secretary: Chris Semrau
Ralph Engelstad Arena
Kent Hanson
NCTC
Bryan Lee
Gateway Storage
Barry Wilfahrt
The Chamber - GF/EGF

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Andy Byron - United Valley Bank
Torrie Enget - Best Buy
Scott Huizenga - City of EGF
Brian Johnson - Choice Financial
Phyllis Johnson - UND
Curt Kreun - GF City Council
Linda Pierce - Crary Homes & Real Estate
Jim Richter - EGF EDHA
Jim Satrom - PS Doors
Tim Saylor - Altru Health System
Steve Swanson - AE2S
Klaus Thiessen - GF Regional EDC
Jeff Westrem - Hugo's
Jeff Wilson - Vilandre Heating & AC
Matt Winjum - Rhombus Guys

Sr. Military Advisor to the Board
Colonel Donald Shaffer - GFAFB

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Chamber News

Civic Leaders Tour Beale AFB

Twenty-seven community leaders toured Beale Air Force Base in California recently to see the Air Forces current Global Hawk Mission first hand. First generation Global Hawks currently reside at Beale. Community leaders learned about Beale's capabilities and the infrastructure needed to support Global Hawk. With this information, the local future base mission team knows what GFAFB needs additionally to successfully serve the Global Hawk detachment at Grand Forks Air Force Base. This information was also communicated to the Congressional delegation last week.

Later this year the next generation of Global Hawks will be stationed in Grand Forks. While the aircraft will be controlled here, they will spent virtually all their time over the middle east completing surveillance missions.

The KC135 the group traveled in also refueled a B-1 on their way to Beale.

Candidate Forum Scheduled for May 19 & 26

Grand Forks Candidates for School Board will square off in a Chamber sponsored forum on May 19th at Grand Forks Council Chambers in City Hall. City Council and Park Board candidates forum's will be held on May 26th, also in GF City Council Chambers. The forums will start at 7 p.m. each night. On May 26th, City Council Candidates will be first, followed by the Park board candidates.

Chamber Government Affairs Committee Chairman, Greg Hansen, CEO of Valley Memorial Homes will emcee the forums. Following opening statements from each candidate, written questions will come from the audience.

The public is invited to attend both forums.

Williston Basin Opportunity Tour Set for June, 2010

Opportunity is everywhere in Western North Dakota; this was the conclusion of the Herald Advisory Committee six months ago. The committee also talked about the struggles western ND is having

meeting their infrastructure needs. Tom Dennes did an editorial in the Grand Forks Herald suggesting a trip to western ND to see this opportunity, feel the needs and build relationships first hand.

Since then, a committee of three: Bruce Gjovig, UND Center for Innovation; Mike Jacobs, Grand Forks Herald; and John Eickhoff, Construction Engineers, have been teleconferencing with a group headed by Williston EDC director Tom Ralstad to make plans for a Northern Valley delegation to visit ND oil country.

The purpose of the trip is three fold. First: build stronger business to business relationships with our fellow North Dakotans in the western half of the state. From a business perspective this region presents tremendous opportunity particularly in the construction sector. Second: western ND needs major infrastructure investment by the state to capitalize on its oil resources. Understanding these needs and supporting them legislatively benefits all North Dakotans. Finally, there are many specific niche opportunities to connect with our neighbors to the west. One example is making them aware of the new petroleum engineering degree offered by UND.

The detailed itinerary is still being put together but will include meetings with western ND community leaders and business leaders from companies like Enbridge and Hess Corporation. We also expect to have a behind the scenes tour of oil production and the oil infrastructure to gain a better understanding of the oil and gas industry in Western ND and the opportunities it presents for us here in the Northern Valley.

Customers Deserve Better Selection

Retail leakage to larger markets for bookstores and women's clothing have been well publicized. The Chamber's Retail Committee has been in touch with the nations leader in retail analytics, the Buxton Company, out of Texas. Their leakage analysis confirmed our suspicions. Women's clothing categories and bookstores topped the list of where the Grand Forks/East Grand Forks Communities are seeing leakage to other areas.

A Chamber sponsored training seminar you don't want to miss....



Presented by: Pat Schuler

President of Kickbutt Sales Training

May 20, 2010

GuestHouse International - Grand Forks

1:30-4:00pm

\$69/person

(Non member price is \$89/person)

- Are you or your business at a crossroads?
- If you're a sales professional, what do you need to tune up?
- If you don't consider yourself a sales professional, what if selling were just one more skill set you get to add to the scores of skills you've learned in your career?

Pat will have answers to these questions and more! Kick Butt Sales Training is your ticket to success without being pushy. Invest a few hours in yourself and your business and dramatically increase your odds of success in 2010. Pat Schuler's programs stand apart from the crowd because each event is focused on specific bottom-line skills and strategies that you take away to implement immediately in your business.

When you leave, you will know how to:

- Create real *rapport* in just minutes
- Guarantee you're *not seen as pushy* and manipulative
- *get your highest value*
- Deal with constant requests/*demands for discounts*
- Close sales *so it feels natural and comfortable* for the client and for you, so you *feel confident* instead of anxious and uncertain

Space is limited, sign up soon. Contact The Chamber at 772-7271, info@gochamber.org or online at www.gochamber.org to register. **RSVP deadline is Friday, May 17, 2010.**

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

Welcome New Members

Edward Jones – Jeanne Peterson

Jeanne Peterson
1375 S Columbia Rd Ste C-1
Grand Forks, ND 58201
772-1153

jeanne.peterson@edwardjones.com
www.edwardjones.com

Holy Family/St. Mary's Catholic School

Charles Scherr – Principal
1001 17th Ave S
Grand Forks, ND 58201
775-9886

cscherr@msn.com
www.holyfamily.k12.nd.us

Holy Family Catholic School (HFCS) is an extension of Holy Family Catholic Church and was established in 1961. It is a private Catholic Christian school which educates children in grades kindergarten through fifth grade. St. Mary's Catholic School opened in February 1929, and after 75 years of quality faith-based education, joined HFCS in the fall of 2005 and became one school. The coming-together of the two schools has been a positive force for Catholic education in the Greater Grand Forks community.

Northland Mat Company

Darrell Jacobson
805 Pacific Ave
Argyle, MN 56713
218-437-6656

northlandmat@wikel.com
www.northlandmatco.com



Happy Grass

The Ambassadors recently helped Happy Grass celebrate a new location and new remodel with a ribbon cutting.



Ideal Aeromsmith

The Ambassadors were on hand as Ideal Aeromsmith held an open house at their new Grand Forks headquarters.

Chamber Membership is Now A Whole Lot More Valuable!

Chamber Membership just got a whole lot more valuable according to Chamber President, Barry Wilfahrt. In less than two weeks nearly 100 chamber members have already built a free web site as part of the new chamber software launched in early April. In addition to a free web page, chamber members can now have an on-line store, business to business referrals, post coupons, interact with a social network group of business people and post questions on a business message board.

According to Wilfahrt, the best part of the new software is it is part of your regular chamber membership. There is no additional cost for any of the services. In fact, many Chamber members will save much of what they pay in chamber dues each year by using these Chamber services.

If you have not been out to the new site check it out at www.gochamber.org. If you did not receive your login and password via email its easy to request a new one. Just email us at info@gochamber.org.

If you already have a web site, you will still want to set up a launch page to capitalize on the traffic the chamber site will send to your own site. The Chamber's site almost always show up in the top five search results for Grand Forks/East Grand Forks and for many businesses, are the top referring site to their own site.

The Chamber will be offering educational seminars and training on how to capitalize on the many valuable feature of this new Chamber Membership software system.

The Chamber To Hold Annual Membership Drive May 10th-25th

"Whats All The Buzz About, Join The Chamber And Find Out"

If you believe being a member of The Chamber has been a good move for you and your business and it is a worthwhile investment; then we believe this will be an effective campaign with your help. We have lots of committed volunteers ready to hit the streets promoting Chamber Membership. But, how can you help?



If you want to join our volunteers to call on prospective members and win prizes, contact Jennifer Walsh



If you know of a business that is not a member, but think they should be, contact Jennifer Walsh and a volunteer will call on them.



We now have a new One Person Home Based Business category with yearly membership dues of only \$175. If you are, or know of, a Lia Sophia, TupperWare, Pampered Chef, Scentsie, Arbonne, or other home-based business representative, join during the Membership Drive to get extra benefits.



With our new online benefits, web page traffic catcher site, valuable trainings and events and strong business advocacy, there's never been a better time to be a member of The Chamber.

If you would like more info on how to help or be involved in the drive, contact Jennifer at 772-7271 or jenniferw@gochamber.org.



Beale AFB Trip



Alerus Center Business After Hours



Ideal Aerosmith Open House

Ideal Aerosmith Open House



Alerus Center Business After Hours



A Month in Pictures



Beale AFB Trip



Alerus Center Business After Hours



Alerus Center Business After Hours



Alerus Center Business After Hours



April Brown Bag Seminar



AE2S and ICON Break Ground on Office Building

Advanced Engineering and Environmental Services (AE2S) and ICON Architectural Group have officially broke ground on the construction of their new corporate headquarters in Grand Forks. The new building signifies the continued growth and success the two Grand Forks-based companies have seen here in North Dakota and beyond.

The new corporate building I located on 42nd Street, directly south of Ray Richards



golf course. The 42nd Street Destination Corridor has been prioritized as a place for development

by the Mayor and City in the recent "State of the City" address. During groundbreaking ceremonies for the new building, Mayor Brown reiterated the position stating "This is what we want to see on the 42nd Street Destination Corridor. This is the type of project that helps our City grow and become stronger and more vibrant in the future."

The new three-story, 42,000 sq. ft. building is part of an overall site development for the area just south of Ray Richards Golf course which includes space for up to three other buildings, a small stormwater pond/water feature, public art, and walkways. AE2S CEO Steve Burian describes the site development as having a "progressive campus-like feel to it."

The AE2S/ICON corporate headquarters and attached site development also fits into the larger vision for the entire 42nd Street Corridor. The Corridor development has been proposed as a mix of destination-type venues, retail, and restaurants around the Alerus Center and CanadInn as well as the development and expansion of a technology-focused business park which builds on the strength of the University of North Dakota's Center for Innovation and other programs.

AE2S Earns Award

Advanced Engineering and Environmental Services, Inc. (AE2S) earned a North Dakota Council of Engineering Companies

(NDCEC) Engineering Excellence Award for its work on the City of Cavalier's recently renovated sanitary sewer lift stations. Renovations to two of the City's seven sanitary sewer lift stations were necessary due to the inability of the lift stations to keep up with the flow of sewage during periods of wet weather. The award will be presented at the NDCEC Spring Conference on May 12 & 13 in Bismarck, ND.

The purpose of the Engineering Excellence awards is to recognize innovation, expertise, and achievements in engineering throughout the state. This project won in the category of Small Projects. Several aspects of this project made it stand out and be selected for an Engineering Excellence Award. The lift stations were built deep into the ground and in very close proximity to houses. This required careful consideration in design and construction to avoid damaging any nearby structures. A complex computer model was created that incorporated information from several lift stations, pressurized force main, and gravity sewer. The challenging design from the model resulted in a system with enough pressure to push wastewater through miles of pressure pipe, but not so much to overload the downstream mile of gravity pipe. In addition, AE2S helped the City of Cavalier obtain funding from the American Recovery and Reinvestment Act as well as the Red River Regional Council's Community Development Block Grant.

Alerus Financial Hires and Promotes Staff

Alerus Financial is pleased to welcome **Josh Thielen** as a Customer Service Representative at its Hugo's location on 32nd Avenue South.



Thielen delivers superior customer service, processes financial transactions for customers, and opens new accounts. Additionally, he maintains and provides customers with in-depth knowledge of

all financial products and services offered by Alerus Financial.

Thielen is currently majoring in accounting at the University of North Dakota and will graduate in December of 2011. He is an active member of both the FBLA-PBL

and accounting club. Thielen currently resides in Grand Forks.

Alerus Financial is pleased to announce the promotion of **Sonja Flaagan** to Customer Service Supervisor at its Northwood branch.



Previously a Customer Service Representative, Flaagan is now responsible for demonstrating and leading day-to-day transactional activities. Additionally, she maintains in-depth knowledge of all teller

processes and procedures to include security.

Flaagan joined Alerus in 2009 and previously worked as a high school agricultural teacher for 3 years. She received both a Bachelor of Science and Master of Education in agricultural education. Flaagan is a member of the Northwood Ambulance, Northwood Fire Department, and Northwood Lutheran Church. She and her husband, Adam, live in Northwood.

Karmin Thompson has accepted a new role as Enterprise Risk and Compliance Officer for Alerus Financial.



Previously a member of the internal audit department, Thompson is now responsible for providing support, advice, and guidance in compliance. Additionally, she will maintain the vendor management and disaster recovery programs for Alerus.

Thompson has worked for Alerus for the past 11-1/2 years. She graduated from the University of North Dakota with a B.B.A. in business economics. Thompson is a Certified Internal Auditor and member of the Institute of Internal Auditors. She and her husband, Jeff, live in Grand Forks with their two children.

Alerus Entrepreneur Challenge Winners

The Department of Entrepreneurship at the University of North Dakota, in partnership with Alerus Financial, was pleased to host the Alerus Entrepreneurship Challenge, a new state-wide/regional

Chamber News

business plan competition that was held on the UND campus in Grand Forks on, April 23-24, 2010.

The *Alerus Entrepreneurship Challenge* is designed for any undergraduate or graduate student enrolled at a North Dakota or neighboring state college or university during the 2009-2010 academic year. There were 15 teams entered in this year's competition representing the University of North Dakota, University of South Dakota, University of Minnesota -Crookston, and University of Manitoba.



The top prize for the winning team in the business plan competition was \$5,000 provided by JLG Architects and specifically JLG.edu, and was awarded to **A2K Technologies**. Team members Andrea Legary and Curtis Leonhardt from the University of Manitoba were awarded the top prize for their business plan involving the deployment of patented nuclear magnetic resonance (NMR) spectroscopy colorectal cancer screening technology.



The second prize was \$2,000 and was provided by the UND Center for Innovation, awarded to the team of **Under30CEO Franchises**.



John Kreklow, University of South Dakota, developed a plan to promote standardization to all social media products and services. Lastly, 3rd prize of \$1,000 was provided by Digi-Key Corporation, and was awarded to **Field of View LLC**. Team members David Dvorak, Jonathan Alme, Mariusz Czarnomski, and Matt Maurer from the University of North Dakota developed a plan for a high-tech start-up company that sells specialized aerial imagery products obtained using Unmanned Aircraft Systems.

Additional awards were also presented for "Most Innovative Idea" and "Best Elevator



Pitch", both of which were awarded to **A2K Technologies**

University of Manitoba for their nuclear magnetic resonance (NMR) spectroscopy colorectal cancer screening technology, with two \$250 prizes provided



by Construction Engineers. Honorable mentions were provided to **Ranch Way Aviation-University of North Dakota** and **Living Innovation-University of North Dakota** for their elevator pitches.

"This was a great opportunity for our students at UND and other enterprising students across the state and region," says Dr. Larry Pate, Professor and Burwell Endowed Chair in Entrepreneurship, UND Department of Entrepreneurship. *"Each student team in the competition received valuable feedback on their business plan from practicing entrepreneurs, which will increase the team's chances of success in launching their business. Ultimately, our goal is to help students achieve their dreams, while also creating more jobs and job opportunities across the state and region."*

The competition will take place annually at the University of North Dakota to continue to support innovation, entrepreneurship and development of future business ventures.

SBA Announces Small Business Week Schedule of Events

Small Business Week is May 24th - May 28th and several events are planned. Below are a few of the events happening that week.

Start Your Own Business Workshop

Monday, May 24th, 5:30 - 7:30 pm. This free workshop provides a review of key start-up issues including financing

options, business plan organization, legal structure, and risk management steps. The session will be held at the Job Service Building, 1501 28th Avenue South, Grand Forks. Seating is limited; call 701-746-5160 to register.

Community and Business Excellence Awards Program

Tuesday, May 25th, 5:30 pm at the Clarion Inn. Reservations required. See cover for details.

Home-Based Business Seminar

Thursday, May 27th, 9:00 - 11:00 am. This free workshop provides an overview of how to successfully manage a home-based business and how to find markets for your product or services. Program will be held at the Job Service Building, 1501 28th Avenue South, Grand Forks. Seating is limited; call 701-746-5160 to register.

Job Service of North Dakota Open House

Thursday, May 27th. Job Service and its resource partners, SCORE, Experience Works, and Job Corps will be holding an open house for area small businesses to showcase the success of their services.

Submit Your Business News

Submit your "Business Briefs" along with a picture to: Lisa Swanson at lisas@gochamber.org.

Information will be included as space allows and may be edited for size.

WARRIORS OF THE NORTH PRESENT THE USAF THUNDERBIRDS



AIR SHOW

THUNDER OVER THE
RED RIVER
GRAND FORKS AFB 5.22.10



GATES OPEN AT 9 AM



Hosted by **Rydell Auto Center**

Thursday, May 20th, 2010
4:45pm - 7:00pm

Hosted by:



Free Admission

Complimentary hors d'oeuvres and drinks ~ Lots of Great Door Prizes ~ Progressive cash drawing is at \$300! ~ NO RSVP Needed

Rydell Auto Center invites all Chamber Members and employees to their Business After Hours. Stop by and enjoy the great food and fun. Take advantage of great networking opportunities while you are there. You might even win \$300 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.

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.

Blue Stone Photography
Bonzer's
East Grand Floral
EGF Rod & Gun Club
Fenley, Randy- State Farm Insurance
GF Newcomers Welcome Service
Hammen & Remer, LLC
Newman Outdoor Advertising
Northern Plains Potato Growers Assn
Petcetera Animal Clinic
Prairie Harvest Mental Health
Quentin Burdick Job Corp
R.J. Zavarol & Sons, Inc.
United Valley Bank(Downtown)
University of Mary
Wy's Floral

Member Referrals Made By The Chamber In 2010:

324

Total for April: 78

Certificates of Origin Signed By The Chamber In 2010:

7

Total for April: 0

New Resident Packets Distributed By The Chamber In 2010:

92

Total for April: 3

Chamber Calendar May 2010

May 4, 2010

Small Business Committee Meeting
Aaltos
7:30am

May 6, 2010

MAC Exec. Meeting
The Chamber - GF/EGF
7:30am

May 11, 2010

Agribusiness Committee Meeting
Aaltos
7:30am

May 11, 2010

Leadership Committee Meeting
TBA
12noon

May 12, 2010

BGEA Committee Meeting
The Chamber - GF/EGF
7:30am

May 13, 2010

MAC Meeting
The Chamber - GF/EGF
8:00am

May 17, 2010

Ambassadors Meeting
TBA
12:30pm

May 18, 2010

CATS Meeting
Chamber of Commerce
4:30pm

May 19, 2010

Finance Committee Meeting
The Chamber - GF/EGF
7:30am

May 19, 2010

Athena Meeting
Blue Moose
12:00noon

Brown Bag Seminar
Chamber of Commerce
11:30am - 1:00pm

GF School Board Candidate Forum
Grand Forks City Hall
7:00pm

May 20, 2010

Executive Committee Meeting
The Chamber - GF/EGF
7:30am

Kickbutt Sales Seminar
GuestHouse International
1:30pm

Business After Hours
Rydell GM Auto
4:45pm

May 25, 2010

Community & Business Excellence
Awards
Clarion Inn
5:30pm

May 26, 2010

GF City Council & Park Commissioner
Candidate Forum
Grand Forks City Hall
7:00pm

May 27, 2010

Board of Directors Meeting
The Chamber - GF/EGF
7:30am

A Chamber & SCORE Brown Bag Seminar

What Every Small Business Should Know About IT



Information systems and related technologies are almost a necessity in a modern business. While small business owners are often innovators, visionaries, leaders and risk-takers, they seldom

can claim expertise in information systems development, acquisition and deployment. Given the importance of information systems in business operations and even business success, this session will:

- *Discuss different types of information systems for small businesses
- *Identify important considerations and strategies
- *Show how a well designed information system can benefit both new and growing ventures.

Wednesday, May 19, 2010

11:30am – 1:00pm

The Chamber

Lunch is provided

\$20/members

\$30/ non-members

This brown bag is presented by:

Timothy P. O'Keefe, Ph.D.

Professor, Chair of the Dept. of Information Systems & Business Education, MBA Director at UND

To register, contact The Chamber at 772-7271 or info@gochamber.org.

Reservation deadline is May 18th.

Seating is limited, sign up soon.

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