

Official Publication of Grand Forks - East Grand Forks Chamb

Vol 7 Issue 10

October 2011



Is Proud to Present:

Keep the Change.... want results

No matter what you call it - change, transition, shift - most people's natural reaction to a new situation is to resist. Yet what we know is that what we resist is what persists.

This presentation will give a **new meaning to organizational change** and give attendees a **new way of thinking about organizational culture**. Even though we know better, we don't always do better, especially when it comes to giving up old ways of thinking and moving to ways which, although unfamiliar, may actually produce the results we want. Ideas will be presented from *Bridges' Managing Transitions* and *Quinn's Deep Change*.

Attendees will have a **new way of seeing** what does and what doesn't work in their own environments and will be invited to consider an entirely **new way of achieving** their desired results. As with any kind of expanded thinking opportunity, this may be uncomfortable for some, but that's the idea! This presentation will address some of those choices we may be ready to make in order to get the results we want!

Jodee is author of the book The 100% Factor: Living
Your Capacity and two blogs: You Already Know This Stuff and
Riskful Thinking and a co-author of the books Inviting Dialogue: Inspiring Stories About the Power of the Master Mind and
Don't Miss Your Boat: Living Your Life With Purpose in the
Real World, Jodee is also the host of the radio show
Biger Small Talk Radio.

Tuesday, October 25 2011 9am - 11am Ramada Inn

\$49/chamber member | \$59/non member Space is limited, reserve your spot soon! Contact The Chamber at 772-7271, info@gochamber.org or online at www.gochamber.org by October 20th, 2011. Presented by founder of Bock's
Office Transformational
Consulting

Jodee Bock



Jodee is a certified master trainer and innovation coach for SolutionPeople in Chicago, and also holds several professional certifications including TWI's Job Relations Training, Life Success Consulting and Life Purpose and Career Coaching. She is one of the founders of the Women's Business Exchange, a Fargo-based networking and mentorship organization for businesswomen. She sings with an award-winning barbershop chorus in Minneapolis, and is a statistician for Concordia and NDSU basketball teams.

www.bocksoffice.com

Sponsored by:
Altru Health System

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

NSIDE

Coming Up With The Chamber

October 12
Wake up to UND Breakfast

October 19
October Coffee Clinic

October 20
October Business after Hours

October 25

Fall Training Seminar: Keep the Change, I Want Results

November 2

Northland Community & Technical College State of the College

November 10
State of the Base Breakfast

November 10
Farmer's Appreciation Breakfast

Mission Statement

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

202 N. 3rd Street Grand Forks, ND 58203 PO Box 315 East Grand Forks, MN 56721

> (701)772-7271 (701)772-9238 Fax

info@gochamber.org www.gochamber.org



GRAND FORKS CEAST GRANT

<u>Officers</u> Chair: Jim Galloway

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Hugo's Family Marketplace **Jeff Wilson**

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Chamber News

Connecting East & West Trip Set

As a follow-up to last years very successful East Meets West Trip a Connecting East and West trip to the Williston Oil Basin is set for October 31st and November 1st. Much like last year the group from the Grand Forks area will travel to the oil basin to explore opportunities and learn more about the challenges facing oil country. Many businesses made valuable connections and found profitable business opportunities on the 2010 trip.

According to event organizers Barry Wilfahrt, Chamber President and Bruce Gjovig, Director of the Center for Innovation these trips were about fostering good relationships, understanding and collaboration on energy, construction and government issues.

Space on the trip is limited by the number of motel rooms available. If you have a sincere interest in doing business in the oil basin and going with our group please feel free to call Chamber President Barry Wilfahrt at 701-317-1555.

Chamber Office Remodeling Underway

An extensive Chamber Office remodeling project is underway. The conference room will have new carpet, paint, energy efficient lighting and window treatments in addition to several structural changes that will make the room larger. In the chamber offices there will be new paint, carpet and furniture.

Special thanks to all of the Chamber member businesses who have contributed financially and through donations to make this remodeling project possible.



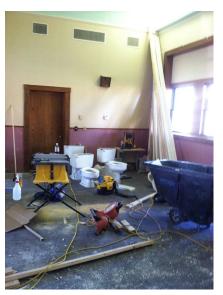
Once completed the Chamber will have reinvested well over \$100,000 in improvements back into the building over a two year period.

According to facility committee chairman, Sonia Roberton from the Lighting Gallery "the building will be to a point where it will serve the needs of the chamber membership for many years once these improvements are completed."

Staff Discusses Membership Communications and Technology

Last month the Chamber staff met in a day long strategic planning session to review and assess each chamber program to determine potential changes to recommend to the Chamber Baord to best serve the membership. The staff also developed a membership communications plan to best spread the word about all of the many programs and activities organized by the chamber for its members.

Finally a three year technology plan was developed to help optimize chamber member web sites, provide timely information to people looking to do business with GF/EGF businesses and also the chamber's internal technology capacity and tools. These recommendations and action steps to achieve them will go to the Chamber Execu-



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.

AFLAC - Judy Ingvalson

Airman & Family Readiness Center Ameriprise Financial - Debbie Albert

Artistic Floral

Backspin Productions

Bank Forward - Columbia Road **Becker Marketing Consultants**

Big Jim's East Side Tire

Bud & Ralph's Appliance Service

CD Communications

Coldwell Banker - Forks Real Estate

Cost Cutters - 32nd Ave Dakota Bovs and Girls Ranch

Dakota Venture Group

Dell-Comm. Inc.

Farmers Insurance Group - Steve Renslow New Vision Truck Accessories

G.W. & Sons Construction, Inc.

GateWay Storage LLP **GFK Flight Support**

Greater Grand Forks Jaycees

Greenberg Realty - JD Kennelly Greenberg Realty - Stacey Galstad

Hammarback & Scheving P.L.C.

Henningsen Cold Storage Co.

Hitch N' Go

Hope Evangelical Covenant Church

Jake's Karen Ford Kelly Services Kelly's Bar

Lifetime Vision Center Lighting Gallery, Inc.

Mary Kay Cosmetics Fut Exec Sr. Sales

Director-Jane Brueske

Overhead Door Company of Grand Forks

Overmoe & Nelson, Ltd.

Plato's Closet

Plaza Motel

Polar Communications

Prudential Crary Real Estate -

Shawn Horn Ray Holmberg

Restaurant Technology Services,

Rod Holth

Sendoutcards.com

Sherwin Williams Company Snap Fitness - S. Washington Sterling Carpet One Floor & Home

Super Target

Tom & Lynda Hartmann U.S. Corrugated, Inc. Wakefield Hearing Center

WDAZ TV Widman's Candy Wintrust Mortgage

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



Chamber News

Welcome New Members

DeMers Dental

Chelsea Erickson, DDS 706 Demers Ave East Grand Forks, MN 56721 218-773-7474 www.demersdental.com

Howard Johnson

Brad Sather 1210 N 43rd Street Grand Forks, ND 58203 bsather@nationalhospitality.biz www.hojo.com 701-772-7131

Johnston Law Office, P.C.

Jacey Johnston 221 South 4th Street Grand Forks, ND 58201 jacey@wedefendyou.net 701-775-0082

Karl's TV, Audio, Appliance & Furniture

Michael Anderson 1725 32nd Avenue South Grand Forks, ND 58201 manderson@karlsinc.com www.karlsonline.com

LASERZIP

Darren Stinson
Grand Forks, ND 58201
info@laserzip.com
www.laserzip.com
701-732-0730
LASERZIP offers personalized gifts, pet tags, photo
frames, plastic signs, name badges, award plaques,
rubber stamps, laser die cuts and custom laser engraving.

Schneider Law

Mac Schneider 317 ½ Kittson Avenue Grand Forks, ND 58201 mac@schneiderlawfirm.com www.schneiderlawfirm.com 701-757-2050

Ambassador Ribbon Cuttings



Northern Heights

The Ambassadors held a ribbon cutting celebrating the opening of Northern Heights, a Dakota Commercial Property.

If you are looking for a product or service, look no further. Scan the QR Code below to find all Chamber Members listed by category. All the information you need to do business in our communities



Find all Chamber Members in our Mobi Directory using your smart phone's QR Reader.

Innovation Green Park Development

The UND Center for Innovation Foundation is planning and developing a 24 acre Innovation Park, the first Green Park on the Great Plains. The Foundation secured this site south of their two tech incubators and north of the Alerus Center along 42nd Street. The Foundation applied for an EDA grant to install infrastructure for this new tech park for our region, and the City approved a Renaissance Zone Fund with the Foundation to help raise funds to launch the project and support Renaissance Zone projects. Further announcements are expected by year-end.

Innovation Park will offer attractive infrastructure for companies with high tech jobs relating to datacenters, UAS, engineering and software firms. Key features include redundant fiber, redundant power, geothermal field, solar LED lighting, water cooling pond, and more. Innovation Park will become an ideal site for datacenters by offering robust infrastructure that is a cost effective, yet green, solution to their data center needs

Data centers are energy hogs, with their extensive information technology equipment (high power needs) coupled with equally extensive cooling equipment (more power needs). Datacenters and cloud computing companies are searching for ways to reduce costs, reduce their environmental impact, and rely more on "green" energy sources. Grand Forks is well situated by its cool weather, low cost power, UAS missions, educated workforce and it is located in an area protected from disasters such as earth-quakes, hurricanes, forest fires and 500 year floods. Cold weather and flood protection are great attributes as is the access to talent from the UND, area colleges, and the AFB. The Chamber and the EDC are strong proponents for Innovation Park as a site for datacenters.

For more info on Innovation Park, contact Bruce Gjovig, CEO, UND Center for Innovation Foundation, 777-3132, Bruce@innovators.net



Phone: 701-795-9143 Find us on Facebook or www.prairieharvest.net

Highest restaurant in town provides friendly service and spectacular food with a great view overlooking the city!

Located on the 6th floor of the Grand Forks

County Building ~ 151 S. 4th St

Daily Menu Items Specials Catering



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A Month in Pictures









GFK Airport BAH



A Month in Pictures



MAC Nekoma Visit

MAC Nekoma Visit

Altru Breaks Ground at Altru Wellness Village

Altru Health System announces plans for construction of a new clinic - Altru Wellness Village Clinic - which will be located at the corner of South Washington Street and 44th Avenue South in Grand Forks, N. Dak. The projected cost is \$13 million. Construction of the more than 29,000 square foot clinic will start in October and is projected to be completed by fall 2012.

Through Altru Wellness Village Clinic, Altru will provide enhanced access to primary care services, sports medicine, and specialty clinics. There will also be an added focus on prevention.

"Altru's presence on this campus creates great opportunity to make a difference in the health of the community," says Dr. Casey Ryan, Altru President. "Our role with this clinic is to shift from treating illness to preventing disease process." With a focus on prevention, Altru Wellness Village Clinic will help patients make lifestyle changes that can prevent diseases and decrease the risk of future disease progression.

"Providing convenient access to excellent care within a space that promotes overall health and wellness is a fundamental element of Altru's mission," states Dave Molmen, Altru Chief Executive Officer. "Developing this clinic is just one of the ways Altru is looking to build a healthier community."



Altru announced its intention to build the clinic one year ago during a news conference with the Grand Forks Park District. At that time, Altru announced an investment of \$6.5 million in the community to create Altru Wellness Village and help revitalize Altru Y Family Center. Altru will also lease space within Choice Health & Fitness. These services will work together with the sports medicine services in Altru Wellness Village Clinic by offering physical therapy and performance enhancement programs. The remainder of the lease space will include a second location for Truyu Aesthetic Center where it will offer a full-service spa.

Altru Recommends Flu Vaccine

Altru Health System recommends influenza vaccinations for all persons six months and older per Centers for Disease Control and Prevention guidelines.

Altru is offering Walk-In Flu Shot Clinics at the following Grand Forks locations: (for ages 9 years and older)

Altru Family Medicine Center, C-side: October 3-7 and 10-14, 9 a.m. . noon and 1 . 4 p.m.

Pediatric Flu Shot Clinics (for pediatric patients and families) are available at Altru Main Clinic, Pediatrics on October 17, 18, 19, and 20, from 4:30 . 7 p.m. Please schedule an appointment by calling 701.780.6110.

For information on Altru.s influenza vaccination or for influenza vaccinations at regional locations, the community is encouraged to visit altru.org/flu

The UPS Store Welcomes Sullivan

The UPS Store is proud to announce **Marissa Sullivan** as their new manag-



er. Marissa has over 9 years' experience with The UPS Store and loves her new role as manager. Her background includes 15 years of customer service experience. She is excited to bring

fresh ideas to the store. Stop by and see her and the rest of the amazing staff.

REA Announces Annual Event Attendance

Ralph Engelstad Arena opened its

doors to the community on October 5, 2001. Today, arena officials released attendance totals for the completed 2010-2011 event cycle as well as the first ten year totals. Attendance figures are calculated from October 1-September 30 annually.

There were 452,182 guests who attended events at Ralph Engelstad Arena during the 2010-2011 event season. Over the past ten years of business, event attendance figures have remained strong. Ralph Engelstad Arena has averaged 442,736 event guests per year over the ten year period. These numbers include guests attending events and do not include daily tours.

Year-by-year totals are as follows:

2001-2002	330,000
2002-2003	425,930
2003-2004	409,592
2004-2005 cludes the IIHF World . Championship)	627,501 (in- Junior Hockey
2005-2006	440,723
2006-2007	425,124
2007-2008 (includes the World Me Championship)	501,133 on's Curling
2008-2009	404,442
2009-2010	410,733

"As we celebrate the tenth anniversary of Ralph Engelstad Arena this week, we would like to thank the community and the fans for their support during ten years of operation," said Jody Hodgson, REA General Manager. "The uncommon dedication this region shows to the University of North Dakota men's hockey program is remarkable and we are very appreciative of the region's support."

2010-2011

Total Attendance

Continued on pag. 10

452,182

4,427,360

Chamber News

Nominations for Henry Havig Award Now Being Accepted

Nominations are now being accepted for the 2011 Henry Havig Award for Community Service. This is The Chamber's most prestigious award and is given annually to those special individuals who stand above the crowd by their dedication to our community through community service in multiple volunteer leadership roles.

It is an award that recognizes individuals who have provided exemplary voluntary leadership service to our community over a long period of time and in a broad spectrum of community activities. Nominees must be at least 36 years of age and have proven leadership qualities, commitments to community-based organizations and the desire to improve the quality of life in our community.

The Havig Award for Community Service is given in memory of a great community leader. He was president of the board of the chamber in 1955-1956 and was a long time successful businessman who contributed greatly to our community as a member of the Grand Forks City Council and a life-long contributor to the YMCA.

Please complete and return a nomination by Friday, November 18th, 2011 to: The Chamber 202 N. 3rd St. Grand Forks, ND 58203 Attn: Havig Nominations, fax to 701-772-9238 or email to info@gochamber.org. Additional information regarding the nominee may be included when submitting the nomination. The Selection Committee is comprised of the past recipients of the award. This award will be presented at The Chamber's Annual Dinner and Banquet on January 12th, 2012 at the Alerus Center.

Nominations shall include:

- Nominee's Name
- Leadership qualities, organization memberships, Youth involvement, community service and other pertinent and relevant information
- · Name and signature of person submitting the nomination

Please return by Friday, November 18th 2011 to: The Chamber – GF/EGF Attn: Havig Nominations 202 N. 3rd St. Grand Forks, ND 58203 701-772-9238 (Fax)

Chamber of Commerce – Grand Forks/East Grand Forks

Submitted by: ______ Signature: _____

Business Briefs

Continued from pg. 8

EAPC Wind Energy Conducts Workshop

EAPC Wind Energy in conjunction with its South American office EAPC Sur, conducted a wind energy workshop in Buenos Aires on September 6th. The workshop focused on wind resource and energy assessment techniques and the industry-standard tools used in the process. The workshop was attended by wind industry professionals involved



in the South American wind energy market including developers, engineers, scientists, consultants, turbine manufacturers, electric utilities and transmission specialists. "Conducting these workshops in emerging markets allows us to establish ourselves as Consultants and make important personal connections with local companies involved in the South American energy industry",

says Jay Haley, Partner and Director of Wind Energy Ser-



PREVENTING SHOPLIFTING

EVERY YEAR RETAIL STORES LOSE BILLIONS OF DOLLARS TO SHOPLIFTERS. THESE INDIVIDUALS RANGE FROM THE NOVICE OPPORTUNIST TO THE PROFESSIONAL USUALLY WORKING WITH ACCOMPLICES. THEY RANGE IN AGE FROM 5 TO OVER 90 YEARS OLD. THIS WORKSHOP WILL PROVIDE INSIGHT ON HOW TO CREATE A PLAN TO LIMIT. LOSSES FROM SHOPLIFTING. AMONG THE TOPICS SCHEDULED FOR DISCUSSION ARE:

1. Types of shoplifters and their methods of operations. 2. The importance of educating all EMPLOYEES ON LOSS PREVENTION. 3. REDESIGNING STORE LAYOUTS TO LIMIT OPPORTUNITY.

4. What you can do if you suspect a customer of shoplifting.

Wednesday, October 19, 2011 8:30AM - 9:30AM

FREE TO ATTEND, BUT YOU MUST RSVP AS SEATING IS LIMITED.

COLUMBIA MALL ~ VACANT STORE IN THE WEST WING BY THE CHILDREN'S PLAY AREA COURT

PLEASE NOTE THE LOCATION & TIME

SEATING IS LIMITED. SIGN UP SOON! RESERVATIONS CAN BE MADE AT **772-7271** OR

EMAIL INFO@GOCHAMBER.ORG WITH THE NAMES OF THOSE ATTENDING.

RSVP DEADLINE IS OCTOBER 18, 2011.



Presented by: Detective Mike Flannery of THE GRAND FORKS POLICE DEPARTMENT

RESERVATIONS NOT CANCELLED 3 BUSINESS DAYS PRIOR TO EVENT WILL BE BILLED.

SPONSORED BY:





HOSTED BY:





Chamber News



Choice Financial Group & ND Div. of Voc. Rehab.

Hosted by:





Choice Financial, 1697 S 42nd St Thursday, October 20, 2011 4:45pm - 7:00pm Catering by Mama Maria's Free Admission

Complimentary hors d'oeuvres & drinks tickets ~ Great Door Prizes ~ Progressive cash drawing is at \$800! ~

No RSVP Needed

Choice Financial & ND Division of Vocational Rehabilitation invites all Chamber Members and their employees to join them for a fun Business After Hours. Stop in...enjoy the fun and take advantage of great networking opportunities. You might even win \$800 in our progressive cash drawing! We'll draw the name of one Chamber Member business. If someone from that organization is present, they

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.

Military Affairs Committee Keeps Active

On September 27, members of the MAC Committee along with members of the BRIC & CBEI Committees toured the Mickelsen Research Complex near Nekoma ND. We met at the Langdon NDSU Research Center where we were briefed by Carol Goodman on the history of the Mickelsen Complex and on the master plan for the redevelopment of the site. After the 45 minute briefing, we drove out to the site and toured the buildings, grounds and the radar pyramid.

Coming up on November 10th the MAC Committee will be presenting the "State of the Base" Breakfast. Col. Tim Bush will be the featured speaker and will update us on all the changes and what the future holds for the Grand Forks Air Force Base. "State of the Base" will be held at the Canad Inns in Aaltos Ambas-

sador C Room at 7 am on Thursday, November 10th. A buffet breakfast will be served; cost to attend is \$15/person. To register for the breakfast please contact Kim at The Chamber at 772-7271 or kimberlys@gochamber.org.

MAC Calendar of Activities:

Thursday, October 13 – MAC Committee meeting at 8:00 am, meeting will be held at Greenberg Realty, 3651 S Columbia Rd

Friday, October 14 – Quarterly Awards, 3pm at the Northern Lights Club, GFAFB

Thursday, November 10 – State of the Base, 7:00 am, Aaltos Ambassador C Room, Canad Inns

Member Referrals Made By The Chamber In 2011:

1805

Total for September: 279

Certificates of Origin Signed By The Chamber In 2011:

19

Total for September: 5

New Resident Packets
Distributed By The Chamber
In 2011:

159

Total for September: 28

Check Out The Chamber Calendar of Events Here www.gochamber.org

Number of Member Exposures for September (statistic includes internet search engine visits): 692,590

Top Member Directory Views/TCS Page Views for September

	<u>Dir.</u>	<u>TCS</u>		<u>Dir.</u>	<u>TCS</u>
Lisa's Soy Scents	817	160	GF County Farm Srv. Agency	728	16
Stennes Dahl Funeral Home	764	130	First State Bank	725	39
1st Liberty Fed. Credit Union	744	42	JLG Architects	725	58
Sanford Health	743	97	Night Out Grand Forks	724	19
Stray Media Group	743	50	Associated Constr. Engineering	722	43
AdFarm	741	N/A	Agri Data, Inc.	720	27
Northern Bag & Box Co.	739	26	Snoak Studios	720	28

GFK Airports Business After

Don't Miss Choice Financial/ND Div. of Voc. Rehab. BAH on October 20th!



