2020 PLAN of ACTION
VISION FOR THE FUTURE
MORE than 100 Member Networking, Events and Training Opportunities!

- The Chamber Annual Meeting & Dinner - January
- GF Mayor’s State of the City Luncheon - February
- EGF Mayor’s State of the City Luncheon - April
- The Chamber Shark Tank - May
- Annual Chamber Golf Classic - May
- Operation Thank You - Summer
- City to Farm Tour / Ag Social - July
- Wake Up to UND - September/October
- Northland State of the College - October
- State of the Base Breakfast – November
- Ag Appreciation Banquet - November
- Eggstravaganza - December
- Business After Hours - Monthly
- Brown Bag Seminars - Monthly
- Ted Talks at the Movies - Bimonthly
- Working Effectively With All Generations Seminar

and many more...

Member Services
- Member referrals
- Community Profile Book and Member Directory Book
- Online business directory listing
- Marketing Landing Page
- Google Map of members on website
- The Chamber on-line monthly “The Voice” newsletter
- The Chamber App for iPhone and Android
- Member listing in yearly GF Herald Chamber Tabloid
- Business Briefs section of newsletter
- Certificate of Origin Seals
- Facebook, Twitter and social media opportunities
- Quarterly GF/EGF Economic Snap Shot
- Member to Member E-mail - weekly
- Membership visit program to members in their place of business

Member Recognition
- Henry Havig Award - January
- Ambassador of the Year - January
- Mike Maidenberg Emerging Leader Award - December
- Ambassador of the Quarter
- Business Briefs Section of Newsletter - Monthly
- Facebook Posts and Updates - Regularly

Connect with us on Social Media

Your Chamber Working For You.
2020 Chamber of Commerce Leadership

Executive Committee

Paula Anderson
Sterling Carpet One
Board Chair

Dave Zavoral
RJ Zavoral & Son’s, Inc.
Chair Elect

Josh Brown
Bell Insurance
Past Chair

Josh Grinde
Right Choice Electric
Vice Chair

Tommy Kenville
iSight RPV Services & T-Global, Inc.
Vice Chair

Tony Telken
Lithia Ford Lincoln
Vice Chair

Board of Directors

Barry Wilfahrt
The Chamber - GF/EGF
President/CEO

Chris Adams
Adams Family Farm

Jeff Barta
Achieve Therapy & Fitness

Dennis Bona
Northland Community & Technical College

Mike Dunn
Construction Engineers

Shanna Field
Wintrust Mortgage

Rachel Gornowicz
Countrywide Sanitation

Pete Haga
City of Grand Forks

Tony Hodny
J.R. Simplot

Curt Kreun
District 42 ND Senator

Brian Leach
The Golf Center

Meloney Linder
University of North Dakota

Keith Lund
Grand Forks Region EDC

Anna Rosburg
Alerus Center

Lisa Swanson
Hugo’s

Justin Valinski
Columbia Mall

Jill Leonard-Wilson
Edgewood Healthcare

Col. Cameron Pringle
GFAFB Commander
Sr. Military Advisor
The Chamber meets and exceeds the needs of our diverse business community and over 1000 Members through the work of our Standing Committees.

CHAMBER COMMITTEES:
PURPOSE AND 2020 PRIORITIES

**Agribusiness Committee**

**Co-chairs:** Cedric Citrowske, True North Equipment and Lloyd Wang, United Valley Bank  
**Purpose:** Promote agriculture and its importance to the region.  
**Goals:**  
- Bring awareness to the public and city leadership about the importance of agriculture in the Grand Forks & East Grand Forks Region.  
- Network with Agribusiness and Ag Producers of all ages.  
- Review Ag Policy and explore value added agriculture opportunities.

**Ambassadors Committee**

**Chair:** Amelia Indvik, Development Homes  
**Chair Elect:** Caleb Schoonover D.C., Plains Chiropractic & Acupuncture P.C.  
**Purpose:** To be the welcoming arm of The Chamber and promote The Chamber membership.  
**Goals:**  
- Welcome new chamber members and businesses with ribbon cutting ceremonies.  
- Assist with registration and greeting at chamber events.  
- Involve Ambassadors in 2020 Membership Drive.

**Business Government Education Alliance Committee (BGEA)**

**Co-chairs:** Todd Feland, GF City and Tyson Zeltinger, Bank of North Dakota  
**Purpose:** Bring business, government and education leaders together to address issues and share information of importance for the successful development and positive growth of the Grand Forks/ East Grand Forks region.  
**Goals:**  
- Host monthly meetings on topics of keen interest and importance to the community.  
- Report outcome of meetings to the membership.  
- Be a catalyst for change and build on focused relevant programs.

**Facilities Committee**

**Chair:** Greg Boppre, Widseth Smith Nolting  
**Purpose:** Update and manage the current chamber owned facility at 202 N. 3rd Street  
**Goals:**  
- Continue to work on the facility improvement plan. (Chamber Depot Building)  
- Keep The Chamber office rental space occupied.  
- Prepare for 3rd street renovation with handicap ramp on North end of the building and removal of handicap ramp in front of the building.
Government Affairs Committee

Co-chairs: Garth Rydland, Valley Memorial Homes and Stacey Dahl, Minnkota Power Cooperative

Purpose: Provide leadership, information and advocacy that will enhance the economic environment and represent the interests of the local business community.

Goals:
- Develop cooperative relationships with organizations to establish and nurture positive relationships at the local, state and national levels. The Chamber will be an advocate for the free enterprise system.

Minnesota Goals:
- Lead an annual business/community delegation to the legislature to meet with elected officials and key decision makers on issues impacting the GF/EGF Region.
- Organize EGF Intergovernmental Retreat in February.
- Work with MN State Chamber as a Federated Partner, Greater MN Coalition and Boarder Cities Coalition to provide input on issues of importance to the local business community. Assist in communicating their platforms back to local elected officials.
- Support the EGF Legislative Team agenda.

North Dakota Goals:
- Lead biannual business/community delegation to the legislature to meet with elected officials and key decision makers on issues impacting the GF/EGF Region.
- Conduct Legislative Luncheons on Saturdays during the ND Legislative Sessions.
- Work with ND State Chamber to provide input on issues of importance to the local business community. Assist in communicating their platforms back to local elected officials.
- Working with chamber lobbyists Bruce Gjovig and Lois Delmore to lead the Team GF Agenda.

Overall Goals:
- Be in contact with the congressional delegation on key issues impacting the GF/EGF Region. Coordinate listening sessions with business leaders and congressional leaders.
- Be visible and active in local city, school and county decision making that potentially impacts the business community.
- Interface with the US Chamber “Committee of 100” which our CEO serves on.
- Work with local and regional business leaders to ensure the “business voice” is heard.

Herald Advisory Committee

Chair: Bruce Gjovig

Purpose: Meet periodically with representatives of The Grand Forks Herald and Prairie Business Magazine to discuss how business is represented and its issues communicated in the publications.

Goals:
- Meet quarterly with the Herald editorial board to talk about the Herald’s coverage of business issues.
- Assist the GF Herald in identifying business-related stories of interest to the community.
- Host one guest of influence annually (Governor, Senator, etc.)
The Chamber will be an advocate for the free enterprise system.

Leadership Committee

**Chair:** Gwen Klawon, UND College of Engineering & Mines  
**Purpose:** Continue to respond to the need for future leaders by conducting an annual leadership training program.  
**Goals:**  
- Conduct the 35th annual personal growth and professional development training program.  
- Continue to successfully graduate 40 participants.  
- Identify new ways to encourage the more than 1140 graduates of the program to become involved in the community, including an interactive website.  
- Continue to work with the Community Foundation to award the Mike Maidenberg Emerging Leader Award.  
- Develop new Leadership Program strategies to engage program graduates.

Member Relations Diplomat Committee

**Chair:** Sue Bjornstad, AAA Quality Cleaners  
**Purpose:** Serve as the member engagement and retention arm of The Chamber, assists with recruitment and retention with a focus on new Chamber members.  
**Goals:**  
- Welcome new Chamber members through personal contact, encouragement and support.  
- Connect and engage new members with other fellow members.  
- Assist new Chamber members to take advantage of the many member benefits and networking opportunities through information sharing.

Military Affairs Committee (MAC)

**Co-chairs:** Brig. Gen. (retired) Al Palmer and Matt Dunlevy, SkySkopes  
**Purpose:** Foster a strong relationship between the GF/EGF communities and the military units in our region and help provide community support for future missions.  
**Goals:**  
- Facilitate improved communication between military and non-military groups.  
- Coordinate military and military family support/community connection.  
- Support GF Airforce Base future missions and reinvestment activities (BRC, BRIC).  
- Continue the Golden Eagle funding program for the many military support activities.  
- Support the Airshow at GFAFB in August of 2020.

Past Board Chairs Committee

**Chair:** Josh Brown, Bell Insurance  
**Purpose:** Serve in an advisory capacity to chamber leadership and staff.
Regional Market Capture Assessment Committee

Co-chairs: Russel Crary, Crary Real Estate and Matt Walkowiak, Ground Round

Purpose: This committee will look at how existing and potential new businesses can do a better job capturing retail and service business in our region from a variety of perspectives.

Goals:
- Ideally, a strategy and implementation plan can be developed for each area.
- Retail/Service gap assessment and community recruitment strategy
- Entertainment venue gap assessment
- Entertainment/Experience opportunities assessment
- Canadian and other visitor traffic patterns through geofencing of mobile phones
- Retail and service leakage and gravitation assessment

Small Business Committee

Co-chairs: Ryan Olson, First Community Credit Union and Josh Klug, United Valley Bank

Purpose: Provide value to The Chamber member small businesses through educational programming and other small business services. Work with SBA, SCORE and other small business programs to carry out this purpose.

Goals:
- Continue to offer monthly Brown Bag seminars on a variety of pertinent topics to small businesses in the GF/EGF region.
- Offer one half-day small business education opportunity.
- Offer relevant business training aimed at new business owners and emerging younger business people by offering business related “Ted Talk” session on the first Tuesday every other month.
- Develop a “How to start a business here” tool kit

The Chamber Staff

Barry Wilfahrt
President/CEO
barry@gochamber.org

Kimberly Strom
Vice President of Operations
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Emberly Lietz
Membership Director
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Tina Neil
Communications Director
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Cristina Kruta
Administrative Assistant
cristina@gochamber.org

In addition to the office staff, The Chamber also out sources coordination of its Leadership Program, Market Capture Assessments efforts, bimonthly accounting services and some of its lobbying efforts. This matches talent with specific expertise on Chamber services at a fraction of the cost of traditional staffing efforts.

If you are interested in joining any of our committees or just want more information, please contact us at 701-772-7271 or info@gochamber.org
East Visits West

**Purpose:** A business development and relationship development tour of Western North Dakota. This will be a follow-up to the highly successful “East Meets West” Trip 10 years ago. It was organized by the Chamber to introduce Grand Forks area business and UND Capabilities to Western North Dakota at the start of the oil boom in the Bakken.

A June 2020 trip is planned and the ND Lt. Governor has already confirmed his participation in this tour.

BRIC (Base Retention and Investment Committee)

A partnership of the City of Grand Forks, Grand Forks County, The Grand Forks Region EDC, UND and The Chamber. The eleven members of BRIC are all members of The Chamber.

**Mission:** Work to retain and enhance Grand Forks Air Force Base.

**Vision:** A fully operating base of the future with multiple long term relevant missions. A base near capacity with new infrastructure, many personnel well positioned for future BRAC rounds. A base with alternative uses incorporated into the overall base plan including the Grand Sky UAS Business Park.

**Goals:**
- Support & enhance the value of Grand Forks AFB, its infrastructure and current missions.
- Secure new missions & capabilities for Grand Forks AFB
- Engage the public and private sectors to leverage the assets and infrastructure of Grand Forks AFB for economic diversification opportunities to strengthen the Grand Forks Region and State economies.
- Support Grand Sky, UND and the emerging UAS industry in North Dakota.

**BRIC Members:**
- Tom Ford, BRIC Coordinator
- Todd Feland, City of Grand Forks
- Bruce Gjovig, Civic Leader
- Bill Lee, Grand Forks Region EDC
- Tom Falck, Grand Forks County
- Dana Sande, Grand Forks City Council
- Chamber President, Barry Wilfahrt also serves as Air combat Command (ACC) Civic Leader.
- Keith Lund, Grand Forks Region EDC
- Barry Wilfahrt, The Chamber GF/EGF
- Jim Bradshaw, Strata Corporation, Chamber Representative
- Mark Askelson, UND
- Meloney Linder, UND
- Keith Lund, Grand Forks Region EDC
- Barry Wilfahrt, The Chamber GF/EGF
- Jim Bradshaw, Strata Corporation, Chamber Representative
- Mark Askelson, UND
- Meloney Linder, UND

Communication

**Internal Goals:**
- Develop an elevator speech (sentence that tells our “Why?”)
- Study, research and develop a new social media communication strategy
- Develop newsletter/blog/podcast strategies
- New strategy to communicate “Chamber CEO” visits” to board and membership
- Develop new testimonial strategy (include business logo with every pic)

**External Goals:**
- Be the catalyst for UND efforts to attract students
- Be the catalyst for developing the UAS market (Our national story)
- Serve as a positive voice for UND in the community

Workforce Development Committee

A coalition of the Chamber, EDC, Job Service and Area Human Resource Professionals.

**Purpose:** To develop strategies to increase workforce availability for area employers.

**Goals:**
- Convene the GF region HR directors to talk about what is working and what we do even better collectively.
- Tell the Grand Forks story through the “Grand Forks is Cooler” web site. Drive new resident and potential employee traffic to the “Grand Forks is Cooler” web site.
- Increase employer and post-secondary engagement (Career Conversations Event) connecting employers to students.
- Provide opportunities to directly expose regional high school students to career opportunities in the Upper Red River Valley – Career Expo.
- Develop a “New Residents Guide.”
- The Chamber, EDC and UND Career Services will continue to partner on new internships for UND students at area businesses.
GF Legislative Priority Committee (Team GF)

A coalition of The Chamber, The GF Region EDC, The City of GF, GF County, UND and other entities as necessary.

**Purpose:** To identify key infrastructure, funding and policy needs and work with elected officials at the state and local level to promote the Grand Forks legislative agenda.

**Develop 2021 ND Legislative Priorities**

**Team Grand Forks Members:**
- Barry Wilfahrt - Chamber
- Stacey Dahl - Chamber
- Garth Rydland - Chamber
- Tom Ford - GF County
- Peter Johnson - UND
- Ryan Reisinger - GF Airport
- Meloney Linder, UND
- Todd Feland - GF City
- Ken Vein - GF City
- Bret Weber - GF City
- Pete Haga - GF City
- Keith Lund - EDC
- Jed Shivers, UND

EGF Intergovernmental Committee

A coalition of The Chamber, The EGF EDHA, The City of EGF, NCTC and Polk County.

**Purpose:** To identify key infrastructure and policy needs and work with elected officials at the state and local level to promote the East Grand Forks legislative agenda.

**2020 MN Legislative Priorities:**
- Support bonding for Northland Community & Tech. College
- Support the Greater MN Cities agenda.
- Increase awareness of NW MN needs among legislators statewide.

Chamber Partnership with the Grand Forks Region EDC and East Grand Forks EDA

The Chamber and the Grand Forks Region Economic Development Corporation partner on many things with each group taking the lead role where appropriate: housing, airport infrastructure development, workforce initiatives, branding and many other projects and programs.

The Chamber, GF EDC and City of Grand Forks will meet with local developers to identify potential obstacles to projects that benefit our community.

The EGF EDA and The Chamber continue to meet on a regular basis and continue to do the annual “GROW MN” business visits.

The Chamber, GF EDC, EGF EDA, city administrators and both mayors meet several times a year to talk about how the two communities can collaborate more in the name of efficiency.

The Chamber and Grand Forks Region EDC partner to bring business leaders and local issues to the ND Governor and Lt. Governor.

Community Environmental Scan

As part of the Chamber’s ongoing accreditation, we will work with our partners to conduct a full Environmental Scan of our community. We will look at the many community, neighborhood and entity plans currently in place and identify key areas to drive continued growth and prosperity in our community.

Chamber Partnership with UND and NCTC

The Chamber partners with the University of North Dakota and NCTC in many areas in support of both UND and NCTC’s Strategic Plans including: internships, career conversations, Coulee to Columbia, start-up community projects, and connecting students to area employers through service learning opportunities.
“The Chamber is a great hub for all small businesses! It provides the perfect opportunity to network with others and helps promote our business. The training seminars are educational and relate to our region’s needs. Serving on the Military Affairs Committee has allowed me to stay on top of what is going on at the Air Force Base and with the Unmanned Air Systems businesses.”

- Justin Gram, Co-owner, J&G Landscaping, Inc.
We promote our members, the business community and the GF/EGF region

“As a business owner in the region, we are truly blessed with a chamber team that “Gets it”. Their passion, their relevance and interaction with business and community is to be admired and supported. They are relationship builders! It’s been an honor to support their team, the programs and initiatives that invest in the future of Grand Forks, East Grand Forks and the region.”

- John C. Oncken, Owner/ Vice President, True North Equipment

750 business people served on committees, task forces and special projects in 2019

CHAMBER PUBLICATIONS:
WEEKLY
Member2Member

MONTHLY
The Voice Newsletter

YEARLY
Community Profile/ Membership Directory
We advocate for our members and our business climate at the city, state and federal levels

This has long been the hallmark of The Chamber as it has continually provided value-added services to its members throughout its 114 year history.

“The Chamber helped get the East Grand Forks business loan program changed which helps businesses like mine save money. I also find a lot of value in the Brown Bag Seminars and Business After Hours.

- Dean Greuel, Owner, Stennes Granite Company

$300 Million in local funding impact
We provide opportunities for businesses to connect with other businesses

“I became part of the chamber to network with like minded individuals who either own their own business or want to help small business owners succeed. Connections that are made through chamber events are from personal to professional, and for myself, you can’t have enough support from your community and The Chamber and its events gives you the opportunity to do that.”

- Kay Derry, Owner, Northern Roots Boutique

5000 business people networked at Chamber events in 2019
We provide education opportunities for your business and employees

“I really appreciate The Chamber’s Brown Bag Seminars! They not only give me great insight and ideas for improving my business, but they are also affordable! I’m always excited to see what the topic is each month and what I can put to good use.”

- Jenny Kuhns, Owner, Northend Dairy Queen

693 members attended Chamber trainings in 2019
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<th>Chamber Chairs</th>
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<td>Bob Lander~GF</td>
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<td>Emil Rychart~EGF</td>
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<td>John P. Bushee~EGF</td>
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<td>T.P. McElroy, Jr.~GF</td>
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<td>Leonard Driscoll~EGF</td>
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<td>R.W. Blaine~GF</td>
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<td>G.E. Satrom~GF</td>
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<td>Lee Everett~EGF</td>
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<td>Gordon Caldis~GF</td>
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<td>Armin F. Rohde ~ GF</td>
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<tr>
<td>1950</td>
<td>H.R. Magnuson ~ GF</td>
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Our Mission

We create an environment that encourages business success while enhancing the quality of life in our region.

One, Two, Three, Four, Five Stars.

Yes, The Chamber GF/EGF is 5-Star Accredited by the US Chamber of Commerce for its sound policies, effective organizational procedures, and positive impact on the community. Your local chamber is one of just 112 chambers from the more than 7,000 chambers' nationally to receive the highest possible accreditation; 5-Stars.

Accreditation validates a chamber as having programs that benefit their local economy and for positively influencing action in their community and proves it has strong programing and operations in nine separate areas: Governance, Finance, Human Resources, Government Affairs, Program Development, Technology, Communications, Facilities and Benchmarking.

The accomplishment is a tribute to the efforts of the more than 1,000 Chamber volunteers and Chamber staff.