

THE Chamber
GRAND FORKS • EAST GRAND FORKS



2017

Plan of Action

Embrace Change, Drive Growth



2017 Chamber Leadership

Executive Committee



Matt Walkowiak
Ground Round
Board Chair



Ron Galstad
Galstad, Jensen &
McCann, PA
Chair Elect/Treasurer



John Oncken
True North Equip.
Past Chair



Josh Brown
Thompson-Schaefer
Insurance Agency
Vice Chair



Kellee Fisk
Altru Health System
Vice Chair



Paula Anderson
Sterling Carpet One
Vice Chair

Board of Directors



Barry Wilfahrt
The Chamber - GF/EGF
President/CEO



Tom DiLorenzo
UND



Shanna Field
Wintrust Mortgage



Rachel Gornowicz
Countrywide Sanitation



Pete Haga
City of Grand Forks



Jason Heintz
Scheels



Kenny Holweger
Kenny's Music



Brian Huschle
NCTC



Curt Kreun
District 42 ND Senator



Bob Moore
River Cinema



Tom Rosendahl
Dakota Supply
Group



Tony Telken
Lithia Ford Lincoln



Scott Telle
Ad Monkeys



Klaus Thiessen
Grand Forks Region
EDC



Laurie Tweten
Coldwell Banker



Guy Useldinger
Southern Estates, Inc.



Dave Zavoral
RJ Zavoral & Son's, Inc.



Col. Rodney Lewis
GFAFB Commander
Sr. Military Advisor

Your Chamber Working For You



inform

We inform our members on important business and community information.

"The Chamber's workforce committee has been supportive of helping integrate New Americans as a partial solution to the workforce shortage in our region. The committee understands the opportunities that New Americans can bring to the community and has shared ideas."

Cynthia Shabb - Executive Director Global Friends Coalition

111

years your chamber has been working for our communities

The Chamber is the premiere Networking and Business Information Resource in the GF/EGF Area

The Chamber will continue to be the leader in bringing business people together to make valuable contacts that help grow and enhance your client base and business.

Business After Hours at the Lighting Gallery

Member Services

- Member Traffic Catcher Sites on The Chamber website
- Website information and listing in the business directory (www.gochamber.org)
- Google Map of members on website
- The Chamber on-line monthly "The Voice" newsletter
- The Chamber App for iPhone and Android
- Community Profile book and member directory listings
- Member listing in yearly GF Herald Chamber Tabloid
- Community maps
- Member referrals
- Business Briefs section of newsletter
- Member to Member E-mail - weekly
- The Chamber Express advertising packets
- Certificate of Origin seals
- Chamber Facebook, Twitter and social media opportunities





Promote

We promote our members, the business community and the GF/EGF region.

"The Chamber has provided many opportunities for us to promote our business. From traditional advertising, websites & social media, to referrals and chamber events such as the annual golf tournaments, we've utilized it all."

Dave and Shari Isaak ~ Owners of Expressway Suites



Promote

We promote our members, the business community and the GF/EGF region.

"I have made many valuable business connections at chamber events like Business After Hours. I would recommend anyone in business to participate in chamber activities. It will help their bottom line"

Matt Fischer ~ Probitas Promotions



NCTC President Bona at State of the College Luncheon

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 - March
- Annual Chamber Golf Classic - June
- Wake Up to UND - September
- 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
- Membership Round Tables - 2 per year
- Leadership training program - Aug. - Dec.
- Business related training opportunities - Spring/Fall
- The Chamber Shark Tank - April
- Operation Thank You visit to membership - July
- Participation in the more than 100 chamber programs and events
- Membership visit program to members in their place of business

5000
business people networked at
Chamber events in 2016

Duane Hafner
receiving the
Henry Havig Award
from
Bob Boyd



The Chamber meets the needs of our **Diverse Business Community** and over **1075 Members** through the work of our **Standing Committees**

Ribbon Cutting at Spicy Pie



This has long been the hallmark of The Chamber as it has continually provided value-added services to its members throughout its 111 year history.

Chamber Committees: Purpose and 2017 Priorities

Agribusiness Committee



Chair: Rick Robinson, Bremer Bank. **Chair Elect:** Carah Hart, RR Farm Network

Purpose: Promote agriculture and its importance to the region.

Goals:

- Continue to grow annual Farm Appreciation Banquet.
- Work on Ag Education in the community.
- Research and develop policy positions on ag issues
- Host City to Farm Tour.



Advocate

We advocate for our members and our business climate at the city, state and federal levels.

"I like The Chamber's hustle. They have been there at every step in the Grand Sky Development Process. Their state and federal legislative contacts and strategy have been very helpful."

Tom Swoyer - Grand Sky Development Company



Advocate

We advocate for our members and our business climate at the city, state and federal levels.

"The Chamber helped get the East Grand Forks business loan program changed to help businesses like mine who do business outside of our immediate area. This saved my business money."

Dean W. Greuel ~ Stennes Granite Co

Ambassadors Committee



Chair: Kathy Snider, US Bank

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 2017 Membership Drive.
- Conduct Operation "Thank You" campaign designed to thank membership.

Business Government Education Alliance Committee (BGEA)



Co-Chairs: Todd Feland, GF City and Janelle Mulroy, Brady Martz & Associates

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.
- Evaluate BGEA membership and build on focused relevant programs.

Facilities Committee



Chair: Mark Peterson, Peterson Construction Co.

Purpose: Update and manage the current Chamber owned facility at 202 N. 3rd Street

Goals:

- Continue to work on the facility plan.
- Keep the rental space occupied.
- Look at various long-term upgrade solutions for the park, develop a funding plan and make the upgrades.

Herald Advisory Committee meeting talking key topics with (now) Governor Burgum

Government Affairs Committee



Co-Chairs: Dane Ferguson, Ferguson Books and More! and Garth Rydland, Valley Memorial Homes

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 to provide input on issues of importance to the local business community.
- Work with MN State Chamber, 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 annual business/community delegation to the legislature to meet with elected officials and key decision makers on issues impacting the GF/EGF Region.
- Conduct Legislative Forums 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.
- Support the GF Legislative Team 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.
- Host a joint GF/EGF City Council meeting to identify opportunities for the communities to work more closely together.
- Host annual Eggs and Issues breakfast.





Connect

We provide opportunities for businesses to connect with other businesses.

"I attend as many Chamber events as I can. I find them very worthwhile as it provides me the opportunity to network with fellow business owners and discuss those things that impact us all. I almost always come away with something useful. Chamber events also help me connect with people I would have no other way to reach"

Jeff Barta ~ Achieve Therapy & Fitness

Herald Advisory Committee



Chair: Bruce Gjovig, UND Center for Innovation

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

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.

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 32nd annual personal growth and professional development training program.
- Continue to successfully graduate 43 participants.
- Identify new ways to encourage the more than 1100 graduates of the program to become involved in the community.
- Continue to work with the Community Foundation to award the Mike Maidenber Emergeng Leader Award.

Military Affairs Committee (MAC)



Co-Chairs: Donna Wolfe-Sholes, Greenberg Realty and Brig. Gen. (retired) Al Palmer

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 realignment activities (BRC, BRIC).
- Continue the Golden Eagle funding program for the many military support activities.

750

business people served on committees, task forces and special projects in 2016



Educate

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 ~ Northend Dairy Queen

Small Business Committee



Co-Chairs: Erin Zasada, Zimney Foster P.C. and Michael Helt, Alerus

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.



Past Board Chairs Committee

Chair: John Oncken, True North Equipment

Purpose: Serve in an advisory capacity to chamber leadership and staff.

Agribusiness Committee meeting at Ramada Inn



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

Chamber Staff



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President/CEO
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Program/Event
Director
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Emberly Lietz
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Gina Freitag
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Rena DeSautel
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Coordinator
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“It’s what we do. The Chamber of Commerce does what most people think just happens. While you are busy managing your business, The Chamber is working on issues important to maintaining a healthy community.”

Barry Wilfahrt ~ President/CEO



Agribusiness “City to Farm” Tour at American Crystal Sugar



EGF Mayor, Lynn Stauss’s Retirement Event



The Chamber’s “Shark Tank” Sharks



Connect with us on Social Media

Military Affairs Committee
Golf Tournament



Strategic Partnerships strengthen our ability to Impact the Communities we live in

The Chamber recognizes that it is most effective when it works closely and in cooperation with other organizations in the community.

BRIC (Base Realignment Impact Committee) BRC (Base Retention Committee)

A partnership of the City of Grand Forks, Grand Forks County, The Grand Forks EDC, UND and The Chamber. The nine 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 and enhance all current AMC and ACC missions and pursue new missions and capabilities.
- To the extent possible "BRAC proof" GFAFB.
- Support Grand Sky and other economic diversification opportunities for the Grand Forks Region.

BRIC Members:

Tom Ford, BRIC Coordinator
Todd Feland, City of Grand Forks
Bruce Gjovig, UND
Bill Lee, Grand Forks Region EDC
Michael Moore, UND
Tom Falck, Grand Forks County
Dana Sande, Grand Forks City Council

Donna Wolfe Sholes
and Al Palmer
accepting the
Minuteman Award



Klaus Thiessen, Grand Forks Region EDC
Barry Wilfahrt, The Chamber GF/EGF

NV and ME in "The Forks" Makin' a great place to live by engaging talent, energy and resources.

The NV and ME (NV360/Community Visioning Action Team) is a partnership between The Chamber and the Community Foundation.

Purpose: The NV and ME Action Team will work to ensure implementation of the various aspects of the Community Visioning (NV360) results.

Goals:

- Serve as a catalyst to ensure the results of the NV360 Community Visioning process are implemented.
- Publish an update of the NV360 results and future NV360 opportunities in the Grand Forks Herald in 2017.
- Pursue and assist in pursuing funding sources for implementing the NV360 results.

NV & Me Action Team Members:

Co-Chair: Barry Wilfahrt, The Chamber GF/EGF
Co-Chair: Kristi Mishler, Community Foundation
Curt Kreun, district 42, ND Senator
Bruce Gjovig, UND Center for Innovation
Mark Olstad, Choice Financial, EGF City Council
Pete Haga, City of Grand Forks
Mara Jiran, Valley Community Health Centers

GF Legislative Priority Committee

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 and policy needs and work with elected officials at the state and local level to promote the Grand Forks legislative agenda.

2017 Legislative Priorities:

- Support UND's Legislative Agenda
- Support funding for Water Treatment Plant
- Support funding for Grand Sky Development
- Support funding for Base Retention
- Support funding for UAS Test Site
- Support funding for Airport Aprons

Team Grand Forks Members:

| | |
|--------------------------|-------------------------|
| Barry Wilfahrt - Chamber | Susan Caraher - UND |
| Todd Feland - GF City | Ken Vein - GF City |
| Pete Haga - GF City | Garth Rydland - Chamber |
| Tom Ford - GF City | Bret Weber - GF City |
| Peter Johnson - UND | Keith Lund - EDC |
| Dane Ferguson - Chamber | Ryan Reisinger - GFK |

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.

2017 Legislative Priorities:

- Support sales tax for "Save Our Pool" project funding.
- Support bonding for the interconnect project.
- Support the Greater MN Cities agenda.
- Increase awareness of NW MN needs among legislators statewide.



GF Mayor, Michael Brown
at State of the City Event

Past Chamber Board Chairs

Workforce Development Committee

A coalition of The Chamber, EDC, GF County, City of GF, CVB and UND

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

Goals:

- Tell the Grand Forks/East Grand Forks story. Gather and coordinate new resident and potential new resident materials and develop a cohesive message and package. Implement this using existing and new communication methods.
- Develop a comprehensive "Move-To-Grand Forks" web site will all of the information someone considering a move to our region would want to know.
- 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.

UND Advisory Committee

A coalition of The Chamber, The GF Region EDC, The City of GF and UND. Local Legislators and other elected officials will also be invited to participate.

Purpose: To identify where the community, business community and UND can work more closely together to support each others needs.

Priorities:

- Master Planning. The City and UND need a much stronger coordinated effort to master plan both the campus and surrounding neighborhoods to best serve the university and community in the future. UND and the city will take the lead.
- Dazzle/Sizzle/Rebranding. An effort needs to be made to better position Grand Forks as a "college town" that is highly attractive to potential students and young professionals. The committee will seek to build on information from Fort Collins immersion trip in 2016.
- Work with UND to support it's brand.

UND Advisory Committee Members:

Steve Burian - AE2S
 Dwight Thompson - Altru
 Matt Walkowiak - Ground Round
 Mark Kennedy - UND
 Barry Wilfahrt - The Chamber GF/EGF
 Ray Holmberg - State Senator
 Todd Feland - City of Grand Forks
 Dana Sande - UND/GF City Council

| | | | | |
|--|---|---|---|--|
| 2016 John Oncken | 2001 Dr. Steve Gander~EGF Dave McFarlane~GF | 1989 Jeff Westrem~EGF Don Larsen~GF | 1977 Raymond German~EGF Curt Magnuson~GF | 1965 John P. Bushee~EGF John A. McDonald.~GF |
| 2015 Kristi Magnuson Nelson | 2000 Terry Hecht~ EGF Bob Peabody~ GF | 1988 JoAnn Saylor~EGF Marian Helgeson~GF | 1976 Francis Mireault~EGF Dick Wold~GF | 1964 Leonard Zimmer~EGF Bob Lander~GF |
| 2014 Chris Wolf | 1999 Duane Finney~EGF Don Fisk~GF | 1987 Gerard Neil~EGF Ralph Campbell~GF | 1975 John F. Ellison~EGF John Norby~GF | 1963 Emil Rychart~EGF Edward Olson~GF |
| 2013 Jeff Wilson | 1998 Wally Rodgers~EGF Dr. Robert Boyd~GF | 1986 Gerard Neil~EGF John Marshall~GF | 1974 Marvin K. Devig~EGF Justin Hoberg~GF | 1962 John P. Bushee~EGF T.P. McElroy, Jr.~GF |
| 2012 Chris Semrau | 1997 Terry Atkins~EGF Jack Carroll~GF | 1985 Paul Stadem, DDS~EGF R.J. Fiala~GF | 1973 Maury Finney~EGF David Kessler~GF | 1961 Leonard Driscoll~EGF R.W. Blaine~GF |
| 2011 Jim Galloway | 1996 Cheryl Gaddie~ EGF Lonnie Laffen~ GF | 1984 Richard Wiley~EGF Jean Kiesau~GF | 1972 George Mack~EGF David Vaaler~GF | 1960 Earl Levasseur~EGF James Rice~GF |
| 2010 Barb Schultz | 1995 Cindy O'Keefe~ EGF Randy Newman~ GF | 1983 Steve Gorman~EGF James Dalglish~GF | 1971 Arvy J. Larson~EGF Jerome M. Dunlevy, Jr.~GF | 1959 Leo Dunlevy~EGF G.E. Satrom~GF |
| 2009 Rick Duquette | 1994 Craig Buckalew~ EGF Greg Gerloff~ GF | 1982 Steve Gorman~EGF Bob Vaaler~GF | 1970 Arvy J. Larson~EGF Ed Lander~GF | 1958 Lee Everett~EGF H.T. Gustafson~GF |
| 2008 Jerry Youngberg | 1993 Steve Worwa~EGF Ralph J. Noll~GF | 1981 Robert E. Peabody~EGF Jim Strausbaugh~GF | 1969 John J. Gaddie~EGF N.C. Olsson~GF | 1957 Michael K. Gorman~EGF Gordon Caldis~GF |
| 2007 Kristi Hall Jiran | 1992 Bob Bydal~EGF Dr. James E. Gjerset~GF | 1980 Robert E. Peabody~EGF Clair Rowe~GF | 1968 Albert Boushey~EGF Chuck Goodman~GF | 1955 - 1956 Henry Havig ~ GF |
| 2006 Rich Becker | 1991 Jack Robertson~EGF Bruce Rampelberg~GF | 1979 Dean F. Mitzel~EGF Paul J. Bridston~GF | 1967 Lee Dunlevy~EGF Ralph Roth~GF | 1954 Henry A. Hansen ~ GF |
| 2005 Rich Becker/ Joanne Otto | 1990 Bob Rosenberg~EGF Bob Kerr~GF | 1978 Kenneth Coaquette~EGF George Unruh, Jr.~GF | 1966 Lars Stennes~EGF Don Lindgren~GF | 1953 Ronald N Davies ~ GF |
| 2004 Phil Gisi~EGF Dave Molmen~GF | | | | 1952 T.L. Degnan ~ GF |
| 2003 Mike Pokrzywinski~ EGF Judi Paukert ~GF | | | | 1951 Armin F. Rohde ~ GF |
| 2002 Mike Pokrzywinski~EGF Darrell Larson~GF | | | | 1950 H.R. Magnuson ~ GF |

UND President, Mark Kennedy at Wake up to UND



