

MARCH 2019

Advantage

ROCHESTER AREA CHAMBER OF COMMERCE

ANNUAL MEMBER & COMMUNITY CELEBRATION



REGISTER NOW!

Friday, April 12th • 6:00 pm

NEW HILTON HOTEL • DOWNTOWN ROCHESTER
WWW.ROCHESTERMNCAMBER.COM

2018-2019 Chamber Board OFFICERS

- Chair of the Board** **Greg House**
House Chevrolet Co.
- Chair Elect** **Aaron Benike**
Benike Construction
- Treasurer** **Mike Busch**
Paramark Corp.
- Secretary** **Emily Benner**
Preventice
- Chamber President** **Kathleen Harrington**

MEMBERS

- Audrey Betcher** Individual Membership
- Charlie Brannon** Charlie's Eatery & Pub
- Jonathan Buck** Five West/Loop
- Dr. Lori Carrell** University of Minnesota Rochester
- John Eckerman** Individual Membership
- Jessica Eidem** IBM
- Cathy Fraser** Mayo Clinic
- Greg Griffiths** Dunlap & Seeger, P.A.
- Lizzy Haywood*** People's Food Cooperative
- Kevin Higgins** Olmsted Medical Center
- James Kelly*** Construction Partnership Inc.
- Samuel Kwainoe** Farmers Insurance
- Sarah Miller** White Space, Inc.
- Matt Morehead** Carlson Capital Management
- Michael Muñoz** Rochester Public Schools
- Ryan Nolander** Rochester Area Economic Development, Inc.
- Nate Nordstrom** BrandHoot
- Joselyn Raymundo** Rochester Home Infusion
- John Reed*** Rochester Airport Co.
- Myron Salz *** Centerstone Plaza Hotel Soldiers Field
- Rolf Thompson** National Eagle Center
- Therese White** Think Mutual Bank

*Denotes at large members of the Executive Committee

MISSION

The Chamber promotes business success which supports a thriving community.

VISION

Rochester-area businesses are empowered to succeed in a diverse and collaborative climate.

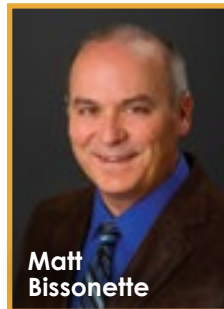
VALUES

As a service organization, the Chamber is committed to conducting our work in accordance with the following values:

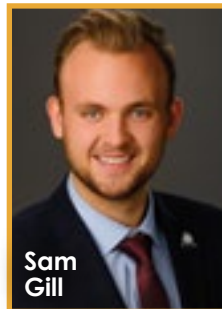
**Collaboration | Diversity | Innovation
Integrity | Proactivity**



PRESIDENT
507-288-1122



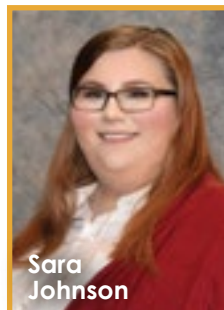
VICE PRESIDENT
507-424-5683



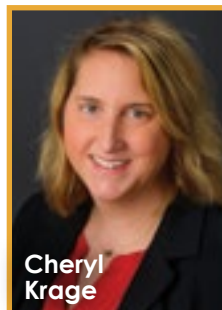
**WORKFORCE DEVELOPMENT
MANAGER**
507-424-5687



**MEMBER SERVICES
ASSISTANT**



RECEPTIONIST
507-288-1122



BUSINESS MANAGER
507-424-5699



**MEMBER SERVICES
COORDINATOR**
507-424-5670



**GOVERNMENT
AFFAIRS MANAGER**
507-424-5666



**DIRECTOR OF SALES
AND DEVELOPMENT**
507-424-5663

Calendar of Events

March 11

DAY AT THE CAPITOL

Location 125 Live
125 Elton Hills Dr NW

Time 8:30 am - 5:00 pm

Sponsors Mayo Clinic, City of Rochester, Rochester Airport Company, Bolton & Menk, Southern Minnesota Municipal Power Agency, Rochester Community & Technical College, Winona State University - Rochester



March 15

WOMEN'S ROUND TABLE

Location Jaguar Communications Video Conference Center
220 South Broadway, Suite 100

Time 7:30 - 9:00 am

Sponsors Mayo Clinic, Preventice Solutions, Think Bank

March 21

MEMBER ORIENTATION

Location 125 Live
125 Elton Hills Dr NW

Time 8:00 - 9:00 am

Sponsors 125 Live, Sam's Club

March 21

BUSINESS AFTER HOURS

Location Haley Comfort Systems
4320 US 52 N

Time 5:00 - 7:00 pm

Sponsors Haley Comfort Systems

March 29

AM ESPRESSO

Location Rochester Family YMCA
709 1st Ave

Time 7:30 - 9:00 am

Sponsors YMCA, Green Prairie Rehabilitation and Assisted Living

April 5

SHOP LOCAL FIRST

Location 125 Live
125 Elton Hills Dr NW

Time 11:30 am - 1:00 pm

Sponsors Spectrum Reach

April 12

ANNUAL MEMBER CELEBRATION

Location Hilton Rochester Mayo Clinic Area
10 E Center Street

Time Beginning at 6:00 pm

Sponsors Wells Fargo, Olmsted Medical Center, Rochester International Airport, Mayo Clinic

A special **Thank You** to this month's
COMMUNITY BUILDERS



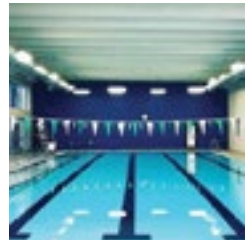
Chamber Advantage USPS 446-900 is published monthly by the Rochester Area Chamber of Commerce at 220 S Broadway Ste 100 | Rochester, MN 55904 | Phone: 507-288-1122
Issue #2 Volume #11 Periodical Postage paid at Rochester, Minnesota | Annual Subscription: \$20 (free to Chamber members) | Greg House, Chair of the Board | Editor Kathleen Harrington
Printed by Johnson Printing | Postmaster: Send address changes to: Chamber Advantage, 220 S Broadway Ste 100, Rochester, MN 55904 or email: chamber@rochesterminnchamber.com

125 Live

125 LIVE is a state-of-the-art 60,000 square foot fitness and community center open to those 18 and older. We offer countless amenities, expansive programming and resources for healthful living. Our membership base continues to steadily grow month over month with over 2,500 as of February, 2019.

Workplace Wellness

We work with businesses and organizations throughout the area to create workplace wellness programs that best fit their teams. Our positive approach to improving the health and wellbeing of your organization is our specialty. Whether it be one of the nearly 90 weekly fitness classes, our warm water pool or a personalized orientation, we have you and your team covered.



Reserve Your Space

Our gorgeous facility is not only forefront in creating a healthier Southeastern Minnesota, it is also the perfect space in which you can host your next meeting, workshop or celebration. We offer multiple rooms equipped with wifi, conference call phones, projection, podiums, bluetooth and Hearing Loop technologies.



Community Building

Grab a cup of coffee before joining friends for late morning card games, playing an instrument in a weekly acoustic jam session, shooting pool in the billiards room, reading in our library, learning how to use the latest technology in our computer lab or sparking your creativity in our pottery or art studios.

Contact the 125 LIVE team to reserve you space, arrange a tour or to discuss membership discounts and fitness training programs via email info@125livemn.org or at (507) 287-1404.



THIS MONTH'S NON-PROFIT IN FOCUS SPONSOR IS:

An hour. A day. A difference.

Any amount of time we give to doing good in our community makes a big difference. Your efforts help inspire others serve and, together, we can turn a little time into new beginnings for this community.

Thank you for your commitment to the places where we live and work.

wellsfargo.com/stories

© 2018 Wells Fargo Bank, N.A. All rights reserved. IHA-22097

**WELLS
FARGO**

Together we'll go far



2019 Eggs & Issues Forum

Local Government Focus – January



Betsy Singer from ABC 6 News moderated the 2019 Inaugural Eggs & Issues which was focused on local issues. Panel featured City Council members Patrick Keane (1st Ward) and Shaun C. Palmer (5th Ward.)



Councilmen Patrick Keane and Shaun Palmer.



Building a Sustainable Community

Seven months into their program, the 2018-19 cohort of Leadership Greater Rochester gathered at Saint Mary's University Cascade Meadows Wetlands and Environmental Learning Center for its Building a Sustainable Community Session. This day helped participants better understand the various facets of sustainable community design, helped illuminate the history of Rochester's sustainable practices, and provided practical strategies to help leaders understand how to preserve their own awareness and sustainability.

SESSION VOLUNTEERS

Kevin Bright, DMC EDA

Sue Fargo Prosser, Mayo Clinic

Brian Malm, Bolton & Menk

Matt Logelin,
Consolidated Communications

Jill Mickelson, Braun Intertec

Mike Benike, Benike Construction

Levi Kaiser, Benike Construction



Shop Local First Series

Join the Rochester Chamber for a Lunch & Learn on how data is the new currency that will keep your customers shopping locally.

Spectrum
REACH

April 5, 2019
11:30 a.m.-1:00 p.m.
125 Live, 125 Elton Hills Drive,
Rochester, MN 55901.
Register to attend by clicking this ad.

Small Business Services

Opportunities to Increase Your Personal or Organizational Effectiveness

Microsoft Word Training

Location: Northrop Community Education
Date/Time: March 6, 2019, 8:30 am - 11:30 am

Cost: \$109 (\$99 for Chamber members)

Details: This Office Professional Academy (OPA) technology session will focus specifically on how to create brochures and newsletters in Microsoft Word. Participants must have a basic knowledge and understanding of Word.

Business Expert Series: Agile Project Management & Entrepreneurship

Location: Collider 424

Date/Time: March 7, 2019, 5:30 pm - 6:30 pm

Cost: Free

Details: Not your typical project management discussion. Eric will discuss the key project management concepts that entrepreneurs should think about as they build their businesses.

2019 Project Conference: Be a Champion of Change

Location: Mayo Civic Center

Date/Time: March 8, 2019, 7:30 am - 4 pm

Cost: \$185

Details: The 2019 Project Conference: Be a Champion of Change will focus on three tracks: Leadership, Technical Project Management Skills, and Strategic

and Business Management. Business Analyst sessions also offered. Join us for motivating keynotes, excellent breakout sessions and networking.

Microsoft Excel Training Level 2

Location: CTC Heintz Center, Room HA110

Date/Time: March 12, 2019, 8:30 am - 12:30 pm

Cost: \$99

Details: Increase your Excel productivity with this course! You will discover how to work with multiple worksheets as well as large worksheets and data sets. The course will also cover templates and worksheet protections along with linking formulas and hyperlinks.

Non-Verbal Communication

Location: Southeast Service Cooperative

Date/Time: March 12, 2019, 8:30 am - 11:30 am

Cost: \$109 (\$99 for Chamber members)

Details: This session is offered as part of SSC's Office Professionals Academy (OPA). We read what people write. We hear what people say. But what about what people don't write or say? While written and oral communication is so important, much of our message is conveyed by what we do: our facial expressions, tone of voice, and body language. In other words, our non-verbal communication. In this session, we'll explore the impact of non-verbal

communication including how it can create mixed messages.

Equitylogic: Intercultural Dynamics & Workplace Climate; Reframing Accommodations

Location: Woodlake Center

Date/Time: March 19, 2019, 8:00 am - 10:00 am

Cost: \$40

Details: This session builds on the basic concepts of culture introduced in the previous session and further examines cultural competency. More specifically, participants will explore the role of world view in interactions with others. This session provides opportunities for self-assessment and experiential learning, as well as a learning piece on reframing accommodations for differently abled individuals in the workplace.

Communication & Conflict Management

Location: Rochester Area Foundation

Date/Time: March 21, 2019, 1:00 pm - 4:00 pm

Cost: \$45 (\$35 for Chamber members)

Details: Conflict can be an opportunity for growth or the cause of chronic discord in your workplace. If you are uncomfortable with conflict, you are not alone. In this workshop, you will come to understand your own conflict resolution styles including their benefits and drawbacks. You will learn concrete skills that will allow you to successfully manage conflict in your workplace.

Valuable Assistance for Starting or Growing a Small Business

SCORE is a 501(c)(3) nonprofit organization that provides free business mentoring services to prospective and established small business owners in the United States. More than 10,000 volunteers provide these services, with all volunteers being active and retired business executives and entrepreneurs. In addition to mentoring, SCORE also offers free and low-cost educational workshops each year, both online and in-person. SCORE is a resource partner with the U.S. Small Business Administration.

SCORE's website (www.score.org) houses hundreds of free online resources for entrepreneurs, including webinars, virtual conferences, downloadable tools and templates, and a daily blog.

SCORE's weekly webinars cover a range of how-to topics for small business success, such as online marketing, budgeting, and business planning. Webinar registrants can watch the session live, or view a recording later. Upcoming SCORE webinar titles can be found at www.score.org/live-webinars, while past webinar recordings are housed at www.score.org/recorded-webinars.

There are 2 upcoming local workshops in Rochester. See Below. If you are a Chamber member, use the code CHAMBER 2019 and you will not be charged.

If you would like help, free of charge for your small business or a business you've been dreaming of starting, go to <https://www.score.org/> and request a local Mentor.



Passion in the Work Place

Location: Merchants Bank - 3586 55th Street NW

Date: April 2, 2019

Time: 10:45 am - 12:00pm

What You Will Learn: How to help your company or organization reach peak success by infusing it with passion utilizing questions such as:

- How do I identify the unique talents, skills and interests within my company?
- How does this provide a unique value to my customers and the world?
- How do I create a culture for success?

Leveraging Technology to Market Your Business

Location: Merchants Bank - 3586 55th Street NW

Date: May 7, 2019

Time: 10:45 am - 12:00pm

What You Will Learn: Digital Marketing such as Facebook, Twitter, Instagram, LinkedIn, Pinterest, YouTube, Search Engine Optimization (SEO), and Event/Email marketing.



AN UPDATE FROM THE CITY OF ROCHESTER

In 2018, the City Council approved the creation of the Community Development Department. The creation was meant to provide additional resources to community development efforts. In December, Cindy Steinhauser was named the director of the department. She joined the City of Rochester from Frankfort, KY, where she served as the City Manager. Prior to that role, Steinhauer served in various positions, including Assistant City Manager, for the City of Dubuque, IA.

Steinhauser is tasked with hiring a team and getting the department up and running by July 1, 2019. The graphic below provides a glimpse at how the department will work with others to create the Development Services team, operating under the vision, "To be recognized as America's most innovative development services team."



Cindy Steinhauser

Steinhauser shares, "I am incredibly excited about the creation of this department. At the center of this work are our customers and the community. I look forward to continuing to bring this department to life and to position Rochester as the most innovative in America."



Rochester Development Services



City County Collaborative Planning Team	
▪ Deputy City Administrator	
▪ Deputy County Administrator	
▪ Planning Director	
▪ Community Development Director	

Vision: To be recognized as America's most innovative development services team.

Olmsted County Planning Department



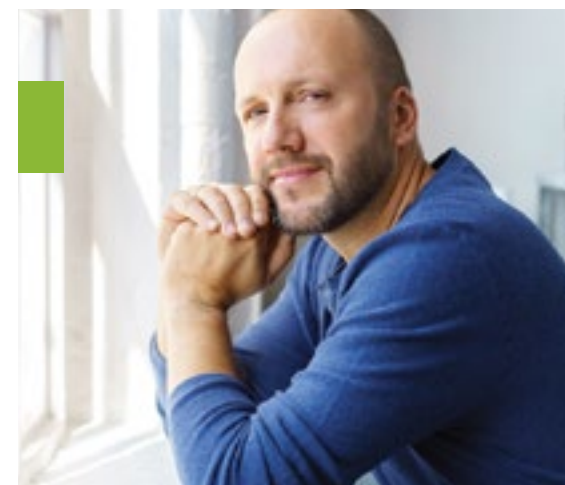
Ben Griffith, Planning Department Director

The Olmsted County Planning Department provides essential functions related to land use planning and environmental safety. Currently the department is in transition as the City of Rochester stands up its own Community Development Department. The Planning Department includes the following five divisions: Geographic Information Systems (GIS), Environmental Safety/Inspections, Current Planning, Long-range Planning and Administration. Three of these areas will remain unchanged in the new model:

- **GIS** will continue to maintain data and geographic information for many functions across the county, such as the census preparation and support for property records and licensing.
- **Environmental Safety/Inspections** will continue to provide inspection and permitting services to areas outside of the City of Rochester, and for wells and septic systems within the City.
- **Current Planning** will continue to provide land development project review for areas outside of the City of Rochester. All of the work performed for the City of Rochester will be assumed by the City staff as of July 1, 2019.
- **Long-Range Planning** will continue to serve its functions, including staffing the Rochester Olmsted Council of Governments (ROCOG) and completing the 2045 Long Range Transportation Plan and the County Land Use Plan update. The City of Rochester chose to continue to use the County's Planning Department for long-range planning in the future.
- **Administration** will continue to support the department as well as County and Township boards and commissions served by the Planning Department.

Over time, we expect to reduce the number of staff in the Planning Department by about six FTEs through attrition, but this process has also allowed us to consider some new opportunities. For example, we envision using the skills of some existing staff to further develop and provide conceptual design for facilities and parks.

The County is committed to a strong partnership with the new City Community Development Department. The County is also committed to continuous improvement and excellent service to our other stakeholders. We look forward to this new phase and continued leadership by the Olmsted County Planning Department.



Business banking as it should be.

Advice you can trust.
Lending with local decision makers.
Cash management & more.

thinkbank.com | 507-288-3425
Member FDIC

Think
MUTUAL BANK

AMBASSADORS CELEBRATING CHAMBER MEMBERS

The Rochester Area Chamber of Commerce is happy to welcome the following businesses, who are investing in our community, celebrating a new location, new ownership, major renovations, or anniversaries. Reach out to your fellow Chamber members to congratulate, introduce yourself, and or offer your business services.



01 Castle Community

(507) 261-4482 | www.castlecommunity.org



02 Hoover Elementary School & Early Learning Center

(507) 328-3000 | www.rochester.k12.mn.us



03 Hyperspace Starcade

(833) 426-3734 | www.hyperspacestarcade.com



04 Rochester Grizzlies Ice Hockey Team

(507) 722-0415 | www.rochestergrizz.com

REFERRALS?

Do you know any businesses that would be a great addition to the Rochester Area Chamber of Commerce network? Send your referrals to the Rochester Area Chamber of Commerce at chamber@rochestermnchamber.com or by calling 507-288-1122.



Winona State University – Rochester (WSU-R) had a great kick off to 2019 with new graduate and undergraduate programming supporting workforce development in the greater Rochester community. This year they announced five new graduate programs: the Master in Education (MSED), the highly anticipated Education Doctorate (EdD), the Master of Science in Athletic Training (MSAT), in response to regional mental health needs the DNP-Psych Mental Health program, and the Master of Social Work (MSW) program! WSU-R's new undergraduate programming includes: an online Bachelor of Science in Business Administration accredited by AACSB to prepare students for many careers in management and administration, a night and weekend Elementary Education (BET) program, and a Bachelor of Social Work Hybrid completion program to prepare students to work as a social worker.

Annually, WSU-R serves the higher education needs of over 800 undergraduate and 450 graduate students in Rochester with its 12 undergraduate transfer programs and over 20 high-caliber graduate and certificate programs. For more information about what a degree or certificate program from WSU-R can do for you, contact Sammie Eckerson, 507.535.3980 or sdeckerson@winona.edu, or visit: <https://www.winona.edu/rochester/programs/graduate.asp>



Forget the classifieds...
ADVERTISE HERE!
Get noticed, be seen, watch your business grow!

PROW BILLBOARDS | 507-208-0068

WELCOME TO OUR MEMBERS

Thank you for your investment in our community.

Gerbig Cleanroom

www.gerbig.com
(952) 962-4400



Gerbig Cleanrooms is a provider of modular cleanrooms, cleanroom products and controlled environment testing. We are a Minnesota company who designs and manufactures our products locally and is highly experienced at providing the best solutions for customers.

Heartland Gun Club & Range

www.heartlandgunclubs.com
(651) 242-2064



Heartland Gun Club & Range is a premier indoor shooting facility designed to provide patrons with the ultimate shooting experience. We offer state of the art range technology, experienced trainers and specialized training programs, a retail showroom, and event space for both public & private events. Heartland Gun Club & Range is open to the public. Individual and corporate memberships are also available.

KfG Coaching LLC

www.kfgcoaching.com
(515) 707-9720



As a professional business coach and trainer, I support employees within an organization through confidential conversations about performance, growth and internal relationships. I will improve business productivity, morale, and satisfaction.

Knight Barry Title United LLC

www.knightbarry.com
(507) 273-9234



Established seven years prior to Abraham Lincoln's Presidency, Knight Barry has a history of providing fast and accurate services to commercial and residential customers in the areas of title insurance, tax-deferred exchanges, closing services, and construction escrow. The company is one the of the largest title agencies in the US.

Matthew Hemker, Farm Bureau Financial Services

matthewhemker.fbfsagents.com
(507) 722-7054



At Farm Bureau Financial Services, we're here to help you protect what matters most in life. From insurance for your autos, home, life, business and farm or ranch, to a comprehensive financial plan to help you achieve your goals for the future, my team and I can help customize your coverage to fit your specific needs. I'm Matthew Hemker, and I look forward to working with you. It's your future. Let's protect it.

Rochester Community Pharmacy

rochester-community-pharmacy.business.site
(507) 322-6124

Rochester Community Pharmacy specializes in fast, friendly, professional services and highest quality medications and health products. Visit us for all your pharmaceutical needs!

Weirdcards Charitable Club

Weirdcards.org
(507) 273-9395



Weirdcards Charitable Club, Inc is a social club found to brings friends and families together through a love of gaming, specifically Magic: The Gathering. Each of our events also raises money for a non-profit cause. Learn more by visiting our website.

LOCALLY OWNED • LOCALLY MANAGED • LOCAL DECISIONS

Bank on ONB...

For your personal and business banking needs.

(507) 280-0621
www.bankonONB.com

COMING SOON TO STEWARTVILLE!



Think Mutual Bank

www.thinkbank.com

Jenny Hosfeld has been promoted to Executive Vice President and Chief Banking Officer. In this new role, Hosfeld will oversee the bank's business lines, marketing, operations and technology organizations. Hosfeld has been with Think for 12 years, most recently as Senior Vice President of Community Banking. She has 25 years of industry experience and held a variety of positions in business and consumer banking.



Think Mutual Bank

www.thinkbank.com

Chad DeCook has been promoted to Senior Vice President of Business Banking and Chief Credit Officer. DeCook will continue to lead the Business Banking team focused on providing financial care to Think's business customers. DeCook has gained extensive experience with credit during more than 14 years of banking experience. He has spent the past several years leading and building the bank's Business Banking franchise as Vice President of Business Banking.



Think Mutual Bank

www.thinkbank.com

Chris Barnick has been promoted to Senior Vice President of Consumer Banking. Barnick will continue to lead the retail banking organization including branch operations and the Customer Support Center, the bank's phone support team. Barnick joined Think in 2013 as Vice President of Consumer Banking. He has 19 years of banking experience.



Think Mutual Bank

www.thinkbank.com

Mark Petrich has been promoted to Business Credit Manager In this new role, Petrich is responsible for leading the credit analyst and business processor teams. Petrich joined Think in 2016 as credit analyst and has more than 6 years of experience in business banking.



Home Federal

www.justcallhome.com

Home Federal is proud to welcome another local banker to their team! **Kyle Benish** joins us as Commercial Loan Officer at the Home Federal - Civic Center location. With 9 years of experience (Bremer Bank & Deere Financial), Kyle is a great addition to the Business Banking team and he looks forward to utilizing Home Federal's wide range of commercial offerings to help business owners in the Rochester area exceed their financial goals.



Home Federal

www.justcallhome.com

Home Federal is excited to announce the recent promotion of **Zach Kovash** to Senior Relationship Manager! This role was previously held by Angie (Rustad) Oeth, who retired early 2019. As a valuable asset to the downtown Home Federal location since 2016, Zach has enjoyed working alongside Angie and looks forward to continuing to help both his clients and hers to reach financial success with the variety of services that Home Federal offers.

BlackRidge Group

fa.morganstanley.com/blackridgegroup/



Five Star Professional is pleased to announce **Kathleen Allison** and 7-year winner **David Olson**, of the BlackRidge Group at Morgan Stanley, have been chosen as two of Minneapolis/St. Paul's Five Star Wealth Managers for 2019.



Five Star Professional partnered with the Minneapolis/St. Paul magazine to recognize a select group of Minnesota wealth managers who provide quality services to their clients. Kathleen and David are featured in the magazine's recent issue. The Five Star Wealth Manager award program is the largest, most widely published wealth manager award program in the financial services industry. It is based on a rigorous,

multifaceted research methodology, which incorporates input from peers and firm leaders along with client retention rates, industry experience and a thorough regulatory history review.



National Eagle Center

www.nationaleaglecenter.org

The National Eagle Center recently elected 2 members to the Board of Directors. **Ross Lexvold** is the Xcel Energy Manager of Community Relations and Economic Development for SE Minnesota. He brings over a decade of community relations and development experience to the National Eagle Center during a period of major expansion and development.



Karl Speak is a global brand management expert and founder of Brand Tool Box. His work with leadership teams to develop and improve brand management competency has included Cargill, St. Jude Medical and Target Corporation.



Counselor Realty of Rochester

counselorrealtyofrochester.com

Please welcome **Brandon Kester**! He is joining Counselor Realty of Rochester as an experienced agent on both sides of the real estate transaction: buying and selling. We are pleased to have him

join our CRR Family.



Post Bulletin (PB)
www.postbulletin.com

Ken Henry joined the PB as Advertising Director in Jan. 2019. He has a strong background in newspaper advertising sales, performance and revenue attainment, plus a keen how-to mind for integrating print and digital sales. Ken loves working in the digital space, but he also has a heart for print and believes the two together offers the best return on investment. If you have questions about what's happening in the world of digital these days, Ken encourages people to reach out via phone, or preferably over lunch or coffee.



Post Bulletin (PB)
www.postbulletin.com

The PB welcomes back **Barb Flicker!** After a 1 year hiatus, she is back in the Advertising department helping businesses be successful in telling their stories and marketing themselves as industry leaders within the community. Barb has 29 years experience in marketing and sales and is happy to rejoin the PB team. She is currently a Chamber Ambassador, an RAB member, and a member of Sertoma. In her off hours she enjoys spending time on the Mississippi boating with friends. She also loves golfing and is on a woman's golf league



Post Bulletin (PB)
www.postbulletin.com

The PB is pleased to announce the promotion of **Jack Jefferson** to Senior Digital Media Consultant where he is now responsible for client service excellence and providing integrated marketing solutions to a national client base. Jack's professional experience includes development, sales and execution of brand building and integrated advertising programs utilizing cutting-edge digital and print media platforms. Jack is excited to dive deeper into the thriving Rochester business community and to support the continued success of the PB.



ABC 6 News
www.kaaltv.com

After graduating from Florida Agricultural and Mechanical University (FAMU), **Jaclyn Harold** traded her sandals for snow boots and moved from the Sunshine State to The Land of 10,000 Lakes. Jaclyn joined the ABC 6 News Team in Jan. 2019 and has been adjusting quickly to Minnesotan life saying, "Since I've been here, I can't tell you how many people have asked me why I would leave Florida to come to Minnesota... and my response is, 'why not!'"



ABC 6 News
www.kaaltv.com

Carissa Drake joined the ABC 6 News team as the Marketing Outreach Specialist, coordinating station initiatives to reflect ABC 6 News' mission and services to viewers. Carissa's passion for community can be traced back to her pre-professional days as a Nebraska State Spirit Ambassador. Previously, as the Bookstore Coordinator for Riverland Community College, Carissa's efforts to make acquiring affordable textbooks feasible for all students, enabled her to earn the NACS Collegiate Retailing Management Certificate.



ABC 6 News
www.kaaltv.com

Jordyn Reed is a native Floridian who made the move to Rochester, MN, in early Jan. 2019. Jordyn interned at the MLB Network in 2017, and during summer 2018, she interned with her hometown news station, News 6 WKMG, in Orlando. Jordyn graduated from UF in Dec. 2018 with a Bachelor of Science in Telecommunications degree and a minor in Spanish. She loves sports, travel, photography, and all things coffee.



ABC 6 News
www.kaaltv.com

David Harbert is Chairman of the Minnesota Broadcaster's Association (MBA) Board of Directors. David helps to lead the MBA strategy keeping the focus on the mission, vision and long-term sustainability of the organization to benefit its members, the industry and the communities served.

MBA is a common voice that promotes and protects Minnesota broadcasting by representing radio and television broadcasters from across the state. MBA's membership is made up of nearly 275 radio and television stations in Minnesota, as well as associate member companies that provide services to the state's broadcasting industry.



Rochester Framing & Fine Art Printing
www.rochesterframing.com

Valerie Becker of Rochester Framing & Fine Art Printing has been appointed as the Chairperson of the International Framing Competition Board of the Professional Picture Framers Association (PPFA) at the annual PPFA Conference in Las Vegas, NV, in January 2019. Valerie commented "Serving on the Competition Board for the last two years has been an honor and I have enjoyed working with creative framing experts from all over the world. I am humbled to have been asked to be the Chairperson of the Committee and I will be a better framer from this experience." Valerie Becker is a Master Certified Picture Framer as designated by the PPFA.

Sterling State Bank
www.sterlingstatebank.com



Sterling State Bank is pleased to announce that **Christopher D. Nelson, Esq.** has joined the Bank's Board of Directors at the December board meeting held on January 22, 2019.

"I'm very pleased to join the Board of a Community Bank that does such an incredible amount of good in the communities they serve," Mr. Nelson commented, "It's exciting to be part of an organization that is so focused on helping fund and support local businesses and non-profit organizations."

Currently Mr. Nelson serves as Vice President of Development for the Catholic Community Foundation ("Foundation") based in St. Paul, MN. In this role, Chris serves as the chief fundraising officer and manager of philanthropic services. The Foundation manages approximately \$350 million in assets and is the 6th largest grant maker in the state of Minnesota. Mr. Nelson was a practicing attorney and shareholder with Dunlap & Seeger, P.A., where he specialized in the Financial/Bankruptcy, Corporate, and Non-Profit Practice groups. "I want to welcome Chris Nelson to the Sterling State Bank Board of Directors," said Sterling State Bank President Justin McNeilus. "What makes Chris a perfect fit for Sterling State Bank is his commitment to service. Whether volunteering with the Minnesota Justice Foundation as an advocate for human rights, specializing in non-profits as a practicing attorney, or serving as Vice President of Development for one of Minnesota's largest grantmakers, Chris is dedicating his career to serving others. That spirit of service and a desire to give back to the communities we serve is a core value of Sterling State Bank."

RENEWING MEMBERS

Thank you for your continued investment in our community.

- Adair Electric Company
- Advanced Business Systems
- Advisors Group
- Allegra
- Canteen Vending Rochester
- Charter House
- Circle Drive Dental
- Coldwell Banker Burnet
- Community Dental Care
- Construction Collaborative, Inc.
- Crenlo, Inc.
- Culver's - North
- Diversity Home Health Group, LLC
- Econo Lodge
- Endres Window Cleaning
- Etiquette Matters LLC
- European Wax Center Rochester
- Fareway Stores, Inc.
- Farmers Insurance - Jill Fasbender Agency
- Flaherty & Hood, P.A.
- FoodSafetyGuy
- Fortress Insurance & Financial Services
- Gerard A. Goulet - Long-Term Care Insurance Specialist
- Global Employment Solutions, Inc.
- Goodin Company
- Grand Rounds Brewing Company, LLC
- Hampton Inn Rochester
- Health -N- Healing
- Hermitage Farm Center for Healing
- IBEW Local Union 343
- Implant & Periodontal Professionals
- Integrated Technology Engineering
- Jane Campion
- JMEG PHOTOGRAPHY
- Junge's Flooring
- Kahler Hotels
- Knight Barry Title United LLC
- Kuehn Motor Co.

- Leashes and Leads
- Logic of English
- Madonna Living Community of Rochester
- Meadow View Veterinary Clinic
- Microtel Inn & Suites
- Murphy Business & Financial Corporation, LLC
- National Eagle Center
- Nuss Truck Group Inc.
- Olmsted Financial Group
- Overby Orthodontics, LLC
- Phone Station, Inc.
- POET Biorefining - Preston
- Property Brokers of MN, Inc.
- Pure Rock Studios of Rochester, LLC
- Quality Overhead Door Co.
- RE/MAX Results
- Realty Executives Top Results!
- Remodeling D.L. LLC
- Rochester Art Center
- Rochester Business Law, LLC
- Rochester Public Schools
- Rochester Tennis Connection
- Ronald McDonald House
- Scheels
- Seeds Of Wisdom
- Service Pros Plumbing & Heating
- Sexton Public Affairs, LLC
- Somalia Rebuild Organization
- Southern Woods Townhome Association
- State Farm Insurance - Shawn Christensen
- Steve Gentry Construction
- Sun Home Health Care, Inc.
- Tech Doctors
- Texas Roadhouse
- The Brittany's of Rochester, LLC
- The Real Estate Directory
- Thompson's Garage Door and Openers
- TLS Companies LLC.
- Trademark Uniforms, Inc.
- Two Men and a Truck
- Velair Property Management
- Veterans and Emergency Services Museum, Rochester, MN.
- Viking Electric Supply
- Watson Recycling

ROCHESTER AREA

CHAMBER OF COMMERCE

220 South Broadway, Suite 100

Rochester, MN 55904

507-288-1122

www.RochesterMNChamber.com

Periodical
Postage

PAID

Rochester, MN

PLEASE SHARE THE **Advantage**
Route around your office.

A FAMILIAR FACE AT A BANK YOU'LL LOVE

Grow, Preserve and Transfer Your Assets

“ MY GOAL IS FOR YOU TO MEET YOURS —

With years of experience in the areas of wills, trusts, estate planning and probate, I enjoy working with individuals, families, business owners and foundations, helping them see what is possible when it comes to their financial future and then putting a plan in place to reach those goals.

”



Masood Dehnavifar, J.D.
Trust Department Manager

We can help with:

- Investment Management
- 401(k) and other Qualified Plan Administration for Employers
- Retirement Solutions
- Business and Farm Succession Planning
- Serve as Trustee for Revocable, Irrevocable, Charitable, Special Needs or Insurance Trusts
- Probate and Estate Administration
- Daily Finance Management under a Power of Attorney
- Estate Plan Counseling

Put our Trust experts to work for you and discover the Merchants Bank difference.

 **Merchants**
Bank