

MAY 2019

# Advantage

ROCHESTER AREA CHAMBER OF COMMERCE

# ROCHESTER

## AREA TOGETHER

Annual Chamber Member & Community Celebration

# 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** RSP Architects
- 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**



**Kathleen Harrington**  
**PRESIDENT**  
507-288-1122



**Matt Bissonette**  
**VICE PRESIDENT**  
507-424-5683



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



**Kyle Hoffman**  
**MEMBER SERVICES  
ASSISTANT**



**Sara Johnson**  
**RECEPTIONIST**  
507-288-1122



**Cheryl Krage**  
**BUSINESS MANAGER**  
507-424-5699



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



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



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

# Calendar of Events

May 3

## AM ESPRESSO

**Location** Haley Comfort Systems  
4320 US Highway 52 N

**Time** 7:30 am - 9:30 am

**Sponsor** Haley Comfort Systems

May 14

## EQUITYLOGIC SERIES - COMMON LANGUAGE: COMMUNICATING WITH RESPECT

**Location** Woodlake Meeting Center  
210 Woodlake Drive

**Time** 8:00 - 10:00 am

**Sponsors** Rochester Area Chamber of Commerce,  
Diversity Council, Workforce Development Inc.,  
and DEED.

May 16

## BUSINESS AFTER HOURS

**Location** Rochester Title & Escrow  
2870 Superior Dr NW

**Time** 5:00 - 7:00 pm

**Sponsors** Rochester Title & Escrow

May 17

## WOMEN'S ROUND TABLE

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

**Time** 7:30 - 9:00 am

**Sponsor** Mayo Clinic, Think Bank

May 21

## MEMBER ORIENTATION

**Location** 125 Live  
125 Elton Hills Dr NW

**Time** 8:00 - 9:00 am

**Sponsors** Rochester Area Chamber of Commerce

May 30

## ROCHESTER CHAMBER NIGHT AT THE BALLPARK

**Location** Mayo Field  
403 E Center St

**Time** 5:00 - 9:00 pm

**Sponsor** Rochester Honkers

June 7

## AM ESPRESSO

**Location** Hope Lodge  
211 2nd St NW

**Time** 7:30 - 9:00 am

**Sponsor** American Cancer Society, Hope Lodge

May 21

## MEMBER ORIENTATION

**Location** 125 Live  
125 Elton Hills Dr NW

**Time** 8:00 - 9:00 am

**Sponsors** Rochester Area Chamber of Commerce

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

# COMMUNITY BUILDERS



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# ANNUAL MEMBER & COMMUNITY CELEBRATION

April 12, 2019 | New Hilton Hotel – Downtown Rochester

“Short on Speeches - Long on Fun”





## Leadership Greater Rochester:

## EXPERIENCING PUBLIC SAFETY

The LGR cohort braved wintry conditions to gather at the Rochester Police Training center on Thursday, April 11 for the 2019 Public Safety session. Members of the class were able to participate in a use of force decision drill, discuss how different agencies and organizations work together to ensure Rochester public safety, tour Saint Mary's hospital, and engage in a leadership conversation with Sheriff Kevin Torgerson and Police Chief Jim Franklin.

**Volunteers:**

- Vidya Iyer, Mayo Clinic
- Jean Musgjerd, RCTC
- Michelle Nestler, Mayo Clinic
- Sarah Osland, Inspire Consulting
- Angie Richards, Avra Hospitality
- Kim Van Rooy, Mayo Clinic



Sheriff Torgerson and Chief Franklin spoke with the cohort about their leadership strategies and how the LGR group can collaborate with law enforcement agencies to ensure a safe community for all.

## RENEWING MEMBERS

Thank you for your continued investment in our community.

Bob The Bug Man, LLC  
 Bremer - Rochester  
 Brookmoor Townhome Association  
 Camp Victory  
 Carpet One  
 Century Hills Townhomes  
 Chiropractic First  
 Choral Arts Ensemble  
 Comfort Home Health Care Group, Inc.  
 Cottagewood Senior Communities  
 Coulee Bank  
 Creative Hardwood Floors  
 D6 Games LLC  
 DBS Group, LLC  
 Deutsch Furniture Haus  
 Empower CTC  
 EO Johnson Business Technologies  
 GuestHouse International Inn & Suites  
 Hauser Chem-Dry

Hillcrest Barber Shop  
 House Chevrolet Co.  
 IMEG CORP  
 Jaycees-Junior Chamber of Commerce  
 JBC Mobile DJ  
 KNXR - Minnesota 97.5  
 L Hanson Consulting  
 Lutheran Social Service of Minnesota  
 LWJM Professional Tax Services LLC  
 Mahn Family Funeral Home  
 - Rochester Chapel  
 Pappy's Place  
 Pepsi-Cola of Rochester  
 Priority Claims Service  
 - General Contractor  
 R & M Development  
 Redemptive Roofing LLC  
 Renters Warehouse Rochester  
 Rochester Area Family YMCA  
 Rochester Athletic Club  
 Rochester Sign Service, Inc.  
 Rochester Title & Escrow  
 Company, Inc.  
 SafeSearch, LLC  
 Service Solutions Center

Sorensen & Sorensen  
 Painting & Decorating Inc  
 Super Target - North  
 Ted W. Smith Insurance Agency  
 Transworld Business Advisors of Minnesota  
 Village on the Green II Association  
 WA Insurance Group  
 Winona State University  
 - Rochester on Broadway  
 Zumbro Education District

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## Boys &amp; Girls of Rochester Needs You to Help Us Empower Those Who Need Us Most

Contributed by: Tiera Felder, age 16, 2019 Rochester, MN Youth of the Year & Becca Stiles-Nogosek, Director of Resource Development, Boys & Girls Club of Rochester

Boys and Girls Club of Rochester is a nonprofit organization with a unique mission to empower all young people—especially those who need us most—to realize their full potential as productive, responsible, and caring community members. We currently serve nearly 1,400 youth ranging from K-12th grade. We are an out of school program that strives to provide support to all youth, and a majority of our members are youth of color who experience income-related barriers to opportunity. Currently, nearly 91% of the youth served at Boys & Girls Club of Rochester qualify for Free or Reduced Lunch.

We focus on four core outcomes with our youth at the Boys and Girls Club and the programs we provide for them: 1) Health and lifestyle through club fit; 2) the arts through dance and visual arts; 3) character and lifestyle through junior staff; 4) academic success through Power Hour and STEM Mentoring. Along with other programs that motivate kids about the things that they are passionate about, these form a foundation of youth development and success.

One way to impact the youth that are served at Boys and Girls Club is through donations. Club has many financial and physical needs, specifically during the summer months when our attendance is



Photo courtesy of Fagan Studios



Photo courtesy of Fagan Studios

highest for youth looking for activities outside of the school year. To request a wish list for a supply or donation drive please contact us.

Additionally, Boys & Girls Club is always looking for caring adult volunteers to serve as individual or group mentors. Volunteer opportunities can be one-time, or ongoing, and are a great way to get your team involved in contributing to the community together. These things assist our youth with workforce development by teaching them money management skills, and supporting them through steps for college readiness. Not only that, but with these new skills, our youth can go into the workforce ready for whatever challenges they may face, economically impacting our society in a positive way.

For information on how you, or your organization can get involved with Boys & Girls Club today, please contact Becca Stiles-Nogosek, Director of Resource Development, at becca.sn@bgclubroch.org or 507-226-0104. Thanks for helping us make an impact on those who need us most.

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## How to do Business with Olmsted County

Olmsted County aims to provide efficient, ethical and transparent purchasing services for the best overall value to the taxpayers of Olmsted County. Olmsted County values all suppliers. It's important for Olmsted County to attract local and regional suppliers and provide them equal opportunities to do business with Olmsted County.

Olmsted County uses an electronic bidding site called Ion Wave Technologies (IWT) to receive quotes, bids and proposals for the majority of County bid opportunities. Vendors are required to register on IWT to receive automatic notifications of current bids. To register, or learn more, go to:

<https://olmstedcounty.ionwave.net> or view bid opportunities at: [www.olmstedcounty.com](http://www.olmstedcounty.com).

The IWT registration process is extremely user friendly and only takes a couple minutes to complete. During the registration process users select specific commodity codes related to the business or bid interests. If specific commodity codes are not selected, the default is set up to send notifications for all bid opportunities.

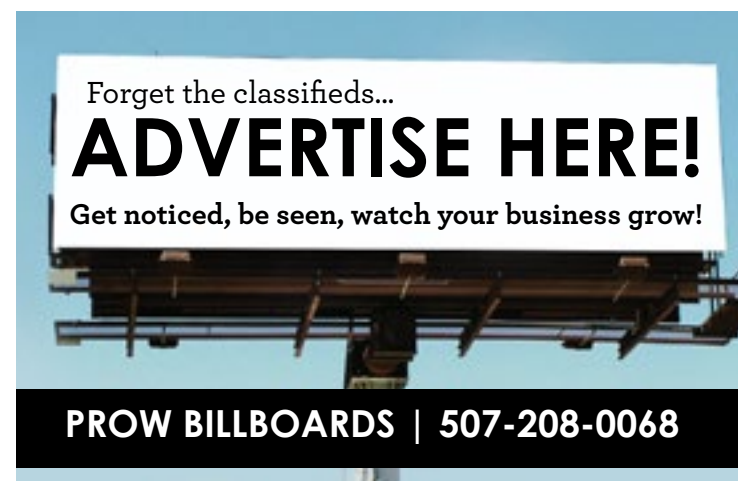
When construction projects are bid the general contractor may or may not be a local contractor, but the sub-contractors are typically local. Even though a subcontractor might not respond directly to a bid, by being a registered supplier, subcontractors will receive notifications of projects that fit within the commodity codes chosen during the supplier registration process. This allows subcontractors to reach out to general contractors to provide pricing as they put their bid response and project team together. Bid opportunities for Road and Bridge construction projects are found at: <https://egram.co.olmsted.mn.us>.

For inquiries regarding Purchase of Services contracts with Olmsted County Health, Housing and Human Services, please contact Jill Schmidt at [Schmidt.jill@co.olmsted.mn.us](mailto:Schmidt.jill@co.olmsted.mn.us).

For additional information about electronic bidding with IWT, please contact the purchasing team at: [purchasing@co.olmsted.mn.us](mailto:purchasing@co.olmsted.mn.us).



**Ion Wave Technologies** or IWT is a program used by Olmsted County to house all bids. Vendors in the county can access information such as closed or awarded bids.



## Rochester Police Department Launch New Initiative

The Rochester Police Department (RPD) will launch a new community initiative, Safe City Nights. This opportunity for community engagement will include six gatherings, one in each ward of the City, during the months of June, July, and August. Each event will take place from 6-8 p.m. and will include free food and activities.

Police Chief Jim Franklin states, "RPD believes that community engagement is critical to the success of protecting and serving the Rochester community. The Department believes that it is the responsibility of all to be engaged with the community, not just a select few. This includes the Chief, sworn officers, and civilian staff. RPD believes that community engagement is strengthened through strong partnerships that are built through trust, collaboration, and respect."

"The Safe City Night events will provide community members an opportunity to come together with their neighbors and celebrate the summer season. We look forward to each of the six gatherings. The residents of Rochester are the reason we have such fantastic neighborhoods and a vibrant community," shared Mayor Kim Norton.

Safe City Nights Events are being made possible through generous contributions from local businesses and organizations. These partners include, Canadian Honker, Custom Alarm, Kwik Trip, Mayo Clinic, and Titan Development & Investments.

Additional event participants include Rochester Public School District, Rochester Public Utilities, Public Works, Rochester Fire Department, Parks & Recreation, Pepsi, the Diversity Council, RNeighbors, and Army National Guard.

### Dates & Locations

June 4 – East Silver Lake Park  
 June 18 – George Gibbs Elementary  
 July 2nd – Longfellow Elementary  
 July 16th – Ben Franklin Elementary  
 July 30th – Watson Field  
 August 20th- Harriet Bishop Elementary





# Shop Local First Series



## Chamber Begins Shop Local First Series

The Chamber, in partnership with Spectrum Reach, held the first in a series of Shop Local First workshops designed to help area businesses compete more effectively in an increasingly online environment. This workshop focused on leveraging accessible data to better understand customers and their needs. This series is a continuation of the Chamber's efforts to remind everyone that buying local – whether it is products or professional services – creates local jobs, strengthens our tax base and allows for a variety of services for all residents from students to seniors. Small business is a powerful economic force in our community. In fact one in three jobs in Olmsted County are generated by small businesses. This further highlights the importance of supporting local businesses. Future sessions will help local businesses – all types and sectors – improve their ability to attract new customers, increase customer loyalty and improve customer experience.



### NEXT IN SERIES



#### Reimagine Your Business Model: Business Model Canvas

**Location:** Saint Mary's University - Cascade Meadows

**Date/Time:** Tuesday May 21st, 12:00-1:00 PM

**Cost:** FREE

**Description:** Interested in figuring out what facets of your business to focus on, develop, or evolve for growth? Instead of writing or rewriting a complete business plan, would you like to learn how to use an interactive and simple business model design tool? Using the Business Model Canvas, we will share how to effectively create or pivot your business model by focusing on the 9 building blocks of a business model, learning how they are connected through the workshop, and participants will walk away with their own model for success.

### SMALL BUSINESS SERVICES

## Opportunities to Increase Your Personal or Organizational Effectiveness

The Chamber is committed to helping you find and connect with resources to assist you in growing your business. Below please find a variety of classes offered by different partner organizations to support you.

#### SCORE: Leveraging Technology to Market Your Business

**Location:** Merchants Bank 3586 55th St NW

**Date/Time:** Tuesday, May 7, 2019, 10:45 am to 12:00 pm

**Cost:** \$10 (Free for Chamber Members)

#### Rochester Community & Technical College – Business Writing

**Location:** RCTC Heintz Center, Room HA110

**Date/Time:** Tuesday, May 7th, 9:00 AM – 12:00 PM

**Cost:** \$85.00

#### Business Expert Series - Deep Dive: Essential Sales Skills - Shortening the Buyer Journey

**Location:** WSU-R on Broadway | 400 S Broadway, Ste. 300

**Date/Time:** Thursday, May 9, 2019, 1:00pm – 3:30pm

**Cost:** \$50

**Details:** This program will benefit both new and experienced sales professionals who want to improve their ability to effectively communicate value and to develop stronger relationships with their customers. This workshop offers WSU Continuing Education Units (CEUs): 2.5 clock hours/0.25 CEUs

#### EquityLogic Series Common Language: Communicating with Respect; Gender Equity and Respect

**Location:** Woodlake Meeting Center, 210 Woodlake Dr.

**Date/Time:** Tuesday, May 14, 2019, 8:00 AM - 10:00 AM

**Cost:** \$40

#### Getting Grants! Offered in partnership MN Council of Non-profits, Rochester Area Foundation, Rochester Area Chamber of Commerce

**Location:** Rochester Area Foundation

**Date/Time:** May 16th, 1:00-4:00pm

**Cost:** \$35 for MN Council of Nonprofits or Chamber members, \$45 for non-members of either organization.

#### Southeast Service COOP – Google Products

**Location:** Northrop Community Education, 201 8th St NW

**Date/Time:** Friday, May 17th, 8:30 AM – 11:30 AM

**Cost:** \$89.00 - \$109.00

#### Southeast Service COOP – Embracing Change

**Location:** Webinar

**Date/Time:** Tuesday, May 21st, 9:00 AM – 11:00 AM

**Cost:** \$65.00 - \$75.00

**Details:** This session will review tips, tools, and technologies to be [even more] productive, efficient, and effective in our roles.

#### Southeast Service COOP – Written Communication

**Location:** Wood Lake Conference Center

**Date/Time:** Tuesday, June 18th, 8:30 AM – 11:30 AM

**Cost:** \$89.00-\$109.00

## OPENING WEEK CELEBRATION!

**OPENING NIGHT: TUESDAY, MAY 28 | 6:35 PM**  
Special Guest appearance by Former Twins Terry Steinbach!




**THURSDAY, MAY 30 | 6:35 PM**  
Rochester Area Chamber of Commerce Night!  
Come Early to check out the Thirsty Thursday Specials!

**WEDNESDAY, MAY 29 | 12:35 PM**  
Business Person's Special – Enjoy Lunch and Ballgame for just \$8!  
Package includes reserved game ticket and a Honker Meal!

**FRIDAY, MAY 31 | 7:05 PM**  
Fireworks Extravaganza  
Presented by Lawrence Transportation and KAAL-TV!  
1st 500 Fans receive a Honker Hanky from Lawrence Transportation!



**FOR TICKETS: [www.rochesterhonkers.com](http://www.rochesterhonkers.com) | 507.289.1170**



## NEWSREELS


**Rochester Community and Technical College**
[www.rctc.edu](http://www.rctc.edu)

**Jeff Lepper** won the RCTC 2019 Educator of the Year award. Jeff has been an English faculty member at RCTC since the fall of 2010. He holds

a Master of Fine Arts degree from the University of Idaho and currently serves as the division chair of the English department. Jeff empowers students to take control of their learning, take risks, and believes education cannot end at the classroom door. Jeff is passionate about the mission of the community college, its diverse student body, and embraces the different experiences of its students.


**Rochester Community and Technical College**
[www.rctc.edu](http://www.rctc.edu)

**Mary Sherlund** won the RCTC 2019 Educator of the Year award. Mary has been a faculty member at RCTC since 2007. She holds a Master of Science in

Nursing from Viterbo University in La Crosse, Wisconsin. Mary brings prior experiences with the healthcare industry to the classroom and combines active teaching strategies to engage students think critically through hands-on experiences. Mary is also a member of the American Nurses Association and the Sigma Theta Tau International Society of Nursing.


**Rochester Community and Technical College**
[www.rctc.edu](http://www.rctc.edu)

This year's Adjunct Faculty of the Year is

**Jennifer Kiehne.** Jennifer utilizes her experiences as a therapist to provide students with real-world examples. Jennifer prefers alternative measures of assessment and gives weekly critical thinking assignments in place of tests. One of the nominators writes, "It is evident that not only does Jennifer care about us as students, she cares about us as people and our overall well-being. I always look forward to going to her classes because I know I will be learning in a supportive, non-judgmental environment."


**TSP, Inc.**
[www.teamtsp.com](http://www.teamtsp.com)

**Caroline Johnson**, an interior designer with TSP, Inc. in Rochester, has earned her CID (Certified Interior Designer) designation and also is recognized by the National Council on Interior

Design Qualifications. Johnson earned her Bachelor of Design from the University of Nebraska-Lincoln. Her portfolio of recent and/or ongoing work includes PreK-12 education projects in Brooklyn Center and Kenyon, community facilities in Fridley and Rochester, and improvements for the Mayo Clinic system.


**Kraus Anderson | Avra Hospitality HGA | Titan Development**
[www.krausanderson.com](http://www.krausanderson.com)

Designed to meet the city's growing luxury market demands, construction has been completed on the Hilton, a new upscale hotel in downtown Rochester. The 264-room luxury hotel, which will be managed by Avra Hospitality, is expected to be one of the Midwest's premier properties and will welcome its first guests on April 16. The project was developed by Titan Development & Investments in partnership with Harbor Bay Real Estate Advisors. Kraus-Anderson Construction is the general contractor and Rochester's HGA Architects and Engineers designed the project.


**Destination Medical Center**
[www.dmc.mn](http://www.dmc.mn)

Destination Medical Center Executive Director and past Rochester Area Chamber

of Commerce Board Chair **Lisa Clarke** was named a 2019 Women in Business Honoree for the Minneapolis-St. Paul Business Journal. The award recognizes 50 women who have achieved significant accomplishments in their careers and are active in their communities and industries. Lisa will be featured in the May 24 Women in Business special publication.


**Rochester Golf & Country Club**
[www.rgcc.org](http://www.rgcc.org)

**Samantha Duke** was hired in May as the

Membership, Marketing and Communications Director. Coming with a diverse background in HR and higher education administration, she is bringing her sense of community to RGCC keeping the Club connected and engaged with important initiatives and partnerships. Through updating marketing avenues, recruiting members, and bringing to life a new website, Samantha has hit the ground running and isn't slowing down.


**Rochester Golf & Country Club**
[www.rgcc.org](http://www.rgcc.org)

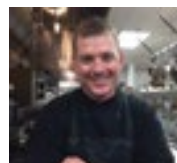
**Chris Jackson** has been hired as a new Food and Beverage Manager. Chris comes to RGCC

from The Governor's Club in Chapel Hill, NC, and brings a fresh perspective to the team. His passion and initiative are already apparent in event planning and engaging with membership. Strengthening the F&B team was a top priority in order to continue excellent service as the RGCC membership grows.


**Rochester Golf & Country Club**
[www.rgcc.org](http://www.rgcc.org)

Rounding out our stellar F&B Team, **Bob Yanish** is now on board and brings with decades

of Rochester business and community knowledge. Bob greets every member as they come into our dining facilities with a warm welcome and smile. As Food and Beverage Director, he is streamlining our front of the house operations and is dedicated to providing remarkable service.


**Rochester Golf & Country Club**
[www.rgcc.org](http://www.rgcc.org)

Executive Chef **Sean Fulford** was hired to lead our culinary team and has already added delicious and creative options to the RGCC

menus. Members have warmly welcomed Sean's artistic ideas and reimagined menu, only looking forward to taking a bigger bite! From tasty lunch specials to the beautifully created wine dinners, Chef Sean's presence has our taste buds dancing.


**Ronald McDonald House**
[www.rmhmh.org](http://www.rmhmh.org)

The Ronald McDonald House of Rochester, Minnesota is pleased to announce that **Paige Organick** joined the staff as a Volunteer Associate on April 1st, 2019. This newly created

position helps support the growth of the RMHMN mission as the House expands to serve 28 more families each night. Paige brings great enthusiasm, excitement, and experience to this new role.


**ABC 6 News**
[www.kaaltv.com](http://www.kaaltv.com)

The ABC 6 News team is excited to announce **Craig Hume** as the permanent News Director of the Station. With over 20 years of experience as a large and mid-size market News Director and

General Manager across the country, Craig's well recognized ability to grow audience engagement, new platforms, and brand recognition, will certainly impact the station for the best. "I'm very excited to be joining the dedicated, talented, creative team of journalists at ABC 6 News. Together, every day, we will continue to build on ABC 6 News's solid foundation of original enterprise reporting and compelling story telling for our viewers throughout southeastern Minnesota and northern Iowa.


**ABC 6 News**
[www.kaaltv.com](http://www.kaaltv.com)

ABC 6 News is happy to welcome **Sarah Brooks** to the role of Business & Human Resource Manager. Sarah joins ABC 6 News from Schoeppner General Contracting as the Office

Manager and is familiar with the media industry as a past Business and Finance Manager with iHeartMedia & Entertainment, Inc. for over 15 years. "I'm looking forward to returning to the positive and supportive environment that media brings. I've always enjoyed the ABC 6 productions for their positivity in the community.


**Weichert Real Estate Affiliates**

**Clay Matson** was honored by the national

franchise organization, Weichert Real Estate by achieving specified production requirements in gross commission or units earned in 2018.


**Altra Federal Credit Union**
[www.altra.org](http://www.altra.org)

Altra Federal Credit Union is pleased to announce the promotion of **Steve Koenen** from Executive Vice President of Retail Operations

to President and Chief Executive Officer. Koenen has worked for Altra Federal Credit Union for over twenty two years. He will be succeeding Jack Peplinski, who is retiring in April. "Steve has been a key factor in Altra's success through his various roles in retail operations, lending, membership growth, innovation, and strategic planning, said Terri Brennan, Altra's Board of Directors Chair. "He understands Altra's culture, members, and staff thereby making him ideally qualified to successfully lead Altra into the future."


**BrandHoot**
[www.brandhoot.com](http://www.brandhoot.com)

BrandHoot founder and CEO and Rochester Area Chamber of Commerce Board Member

**Nate Nordstrom** was recently awarded the

Under 30 Entrepreneur of the Year at the University of Nebraska at Omaha Center for Innovation, Entrepreneurship, and Financing Celebration of Entrepreneurship Awards on April 5th. Nate founded BrandHoot in 2012 and it has grown into top web and app services providers in Minnesota. The Chamber congratulates Nate on all his successes and thank him for the work he has done for the Chamber and the Rochester community.


**Rochester Public Utilities**
[www.rpu.org](http://www.rpu.org)

Rochester Public Utilities (RPU) received the 2019

Reliable Public Power Provider (RP3) Diamond designation by the American Public Power Association (APPA). RPU was honored at the APPA Engineering and Operations Conference in Colorado Springs, CO on Monday, April 1, 2019. The Diamond designation is the highest level achievable within the RP3 designation. RPU scored a total of 99.5 points out of a possible 100. RPU is one of only 254 public power utilities nationwide that hold the RP3 designation.


**Fairway Independent Mortgage Corp: Kris Heichel Team**
[fairwayindependentmc.com/Kris-Heichel](http://fairwayindependentmc.com/Kris-Heichel)

**Kris Heichel** was ranked among entries from

more than 3,000 mortgage professionals across the country. To be eligible for initial consideration in Scotsman Guide's Top Originators rankings, originators must have had at least \$40 million in loan volume or 100 closed home loans for the 2018 calendar year. After receiving submissions, Scotsman Guide required written verification of top entrants' volume data from a certified public accountant, the chief financial officer at the originator's company or a similar source.



## 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.

### Grand Opening



#### 01 EXIT Realty Rochester

(507) 258 -6464 | [www.exitrealtyrochester.com](http://www.exitrealtyrochester.com)

### Grand Opening



#### 03 Salient Oils

(507) 319-5752 | [www.salientoils.com](http://www.salientoils.com)

### Grand Opening



#### 02 Pittsburgh Blue

(507) 361-2560 | [www.pittsburghbluesteak.com](http://www.pittsburghbluesteak.com)

### Grand Opening



#### 04 Simple Home Method

(507) 206-0679 | [www.simplehomemethod.com](http://www.simplehomemethod.com)

## WELCOME TO OUR MEMBERS

Thank you for your investment  
in our community.

#### Blades to Ballet

[www.bladestoballet.com](http://www.bladestoballet.com)  
(507) 281-1401



Blades to Ballet is a local retail boutique specializing in dance, skating, gymnastic, and activewear. We also carry many fashion clothing and accessory items in children through adult sizes.

#### EXIT Realty

[www.ExitRealtyRochester.com](http://www.ExitRealtyRochester.com)  
(507) 258-6464



EXIT Realty is one of the fastest growing real estate franchises in North America. They are built on an agent-centric principle with opportunities for residual income not found in any other real estate brokerage. The core of EXIT is built on technology, training and building financial stability and success for each agent.

#### Family Tradition Flooring

[familytraditionflooring.com/](http://familytraditionflooring.com/)  
(507) 258-1000



Family Tradition Flooring is a local, family owned and operated flooring store with products to fit budget and style. Offering services for new construction and remodels, Family Tradition Flooring installs both commercial and residential projects with integrity. Our clients' happiness and satisfaction are our top priority and we always strive to deliver above and beyond expectations.

#### Golfview Village Fourth Addition

(507) 421-7241

#### Kruesel General Merchandise & Auction Co.

[www.kruesel.com](http://www.kruesel.com)

(507) 289-8049

We are downtown Rochester's oldest antiques business, specializing in historic lighting, and offering a general line of silver, glass, china, documents, jewelry, timepieces, photographs and works of art. We consult in lighting restoration projects and advise in estate dispositions. We love history!

#### Rotary Clubs of Rochester

[www.rochesterrotaryclubs.org](http://www.rochesterrotaryclubs.org)  
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