

THE COMMENT

October/November 2010 • VOL. XVII NO. 6

THIS ISSUE

How Has Your Business
Survived and Thrived?

County Wide
Business After Hours

It's Good To Be King

Member News

New and Renewing
Members

How Has Your Business Survived and Thrived?

We want to hear your story

Every year the DCR Chamber of Commerce holds a member celebration and recognizes member businesses for their excellence in areas such a community involvement, substantial growth in revenues, workforce, and product innovation.

During these trying, and sometimes down right tough economic times, the definition of “business success or excellence” has changed. Just being in business for many, is a major success right now.

With that in mind, the DCR Chamber is holding the Survive and Thrive Business Awards on Wednesday, November 3 from 7:30am - 9:00am at the Steeple Center in Rosemount.

How has your business survived these tough economic times, ever changing political climate, and challenging social trends?

What about thriving businesses? No longer does this mean double digit revenue growth numbers, doubling workforce numbers, or multi-location expansions. Perhaps you have been able to hold on to your staff or have minimal staff reductions, maintained or had slight revenue growth from last year. In certain industries, still being in business when a significant portion of business in your industry have not survived can be considered thriving.

These are the types of “stories” or business scenarios the DCR Chamber is looking to recognize and celebrate.

Most of the time, no one knows or realizes these business successes more than you, the business owner or manager. That is why we are encouraging YOU to nominate your own business for these upcoming awards.

Don't think your business fits this criteria? Well think again!

Driving the New Agenda for Business

dakota county regional
CHAMBER OF COMMERCE

www.dcrchamber.com 01

Welcome To Our New Members

Alexander's Mobility Services

2811 Beverly Drive, Suite 100, Eagan
952.881.4128
Richard Honza
www.alexanders.net
Transportation Providers

American Red Cross - North Central Blood Services

100 South Robert Street, Saint Paul
651.291.4634
Contacts: Lindsey Finnegan
Michael Fries
Steve Seering
www.redcrossblood.org/northcentral
Non-Profit Organization

Celts Pub of Farmington

200 Third Street, Farmington
651.460.8376
Contact: Brandon Barth
Restaurants, Cafes & Taverns

Connolly & Associates

1324 West 7th Street, Saint Paul
612.669.2296
Contact: Patrick Connolly
www.connollypa.com
Public Relations & Communications

Country Inn & Suites

3035 Holiday Lane, Eagan
651.287.8800
www.countryinns.com/eaganmn
Contact: Tim Frey
Hotels, Motels, Bed & Breakfast, Inns

Emergent Health Chiropractic Wellness, Inc.

1895 Plaza Drive, Suite 200, Eagan
651.688.8886
Contact: Candy Harvey
www.myemergenthhealth.com
Chiropractors

Excel Auto and Tire Service

6525 City West Parkway, Eden Prairie
651.366.6855
Contact: Denny Halleron
Automobile Service

FedEx-Apple Valley

14638 Cedar Avenue, Apple Valley
952.431.7724
Contact: Wayne Gann
www.fedexoffice.com
Packaging/Shipping Services

FedEx-Eagan

1344 Town Centre Drive, Eagan
651.683.9800
Contact: Teresa Hugener
www.fedexoffice.com
Packaging/Shipping Services

Fireside Hearth & Home

3235 Denmark Avenue, Eagan
651.452.3399
Contact: Sara McGinley
www.fireside.com
Fireplaces & Accessories

Joe Senser's Sports Bar and Grill

3010 Eagandale Place, Eagan
651.687.9333
Contact: Mistina Dahl
www.sensers.com
Restaurants, Cafes & Taverns

Live Smoke Free

2395 University Avenue West, Suite 310,
St. Paul
651.646.3005
Contact: Matt Farmer
Apartment or Condominium Management

Marco

953 Westgate Drive, Suite 101,
Saint Paul
651.288.6909
Contact: Josh Froelich
www.marconet.com
Copier Sales

Planned Parenthood Minnesota, North & South Dakota

15322 Galaxie Avenue, Suite 105,
Apple Valley
952.890.0940
Contact: Carol Twiggs
www.ppmns.org
Health Care Facility

Property Resources Group

1585 Thomas Center Drive, Suite 100,
Eagan
952.457.3560
Contact: Tom Baker
www.propertyresourcesgroup.com
Commercial Office Space
Real Estate - Commercial

ServPro of Eagan/Apple Valley

4555 Erin Drive, Suite 230, Eagan
651.330.7271
Contact: Mike Holmdahl
www.servpro.com
Water Damage Restoration

SharePoint Credit Union

750 2nd Street North East, Suite 200,
Hopkins
952.930.0700
Contact: Jed Meyer
www.sharepointcu.com
Credit Union

Smashburger

1270 Promenade Place, Eagan
651.251.0037
Contact: Robert Hallberg
www.smashburger.com
Restaurants, Cafes & Taverns

Thrivent Financial - Dakota Valley Associates

350 West Burnsville Parkway, Suite 150,
Burnsville
952.277.2615
Contact: Bob Ward
Financial Planning

Driving the New Agenda for Business

dakota county regional
CHAMBER OF COMMERCE

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MRCI WorkSource

CREATING INNOVATIVE AND GENUINE OPPORTUNITIES FOR PEOPLE WITH DISABILITIES OR DISADVANTAGES TO SUPPORT THEIR COMMUNITY PARTICIPATION

NEED EMPLOYEES??

Short or Long Term

CONTACT MRCI—651-423-8900

Ask For: Julie Beckmann or Bryan Hrcir

**MRCI HAS PEOPLE WHO WANT TO WORK.
MRCI PROVIDES THE SUPPORT
TO ENSURE SUCCESS FOR
ANY LENGTH OF EMPLOYMENT.**

Work MRCI Can Do:

- **Manufacturing/Assembly:** retail packaging, kit assembly, shrink wrapping, and other light manufacturing/assembly duties
- **Janitorial:** bathrooms, windows, vacuuming, and other light janitorial duties
- **Clerical:** scanning, shredding, data entry, filing, copying and other light office duties
- **Food Service:** dishwashing, bussing tables, pre-measuring food and other light food service duties
- **Stocking:** stocking shelves, label facing and other light stocking duties

CONTACT MRCI FOR MORE INFORMATION



How Has Your Business Survived and Thrived? cont...

Most businesses today have a story and we want to hear yours. The deadline for nominations is fast approaching so do not delay. Click here for the nomination form that is quick and easy to complete.

Sponsorships for the Survive and Thrive awards are still available. Sponsorship is an excellent way to show your support for the these awards, the recipients and the DCR Chamber. There are three different sponsorship levels and include benefits like complimentary tickets, your

company's name/logo on event materials including the Chambers website, printed materials, and more.

If you are interested in a sponsorship, click here or contact Michelle Tighe at 651.288.9202 or via email at mtighe@dcrchamber.com.

Registration is now open and the investment is \$20 per person and will include a full catered breakfast by Affordable Best Catering. To register click here or call the chamber office at 651.452.9872.

Thank you to our sponsors already onboard

\$1000 Level

ANCHOR  BANK

 FAIRVIEW
RIDGES HOSPITAL

\$500 Level

 DAKOTA
ELECTRIC
ASSOCIATION
Your Touchstone Energy® Partner 

 SKB
ENVIRONMENTAL

\$250 Level
Paul Eggen's
State Farm Insurance

COUNTY WIDE BUSINESS AFTER HOURS WEDNESDAY, NOVEMBER 17 (5PM-7PM)

Join us at Brackett's Crossing Country Club to network with other chamber members from the Chambers of Commerce throughout Dakota County at the County Wide Business After Hours event on Wednesday, November 17. The event includes a cash bar, complimentary hors d'oeuvres and exhibits by members from all the chambers. Brackett's Crossing is conveniently located off I-35 and 185th Street.

Booth spaces are limited, so if you are interested in displaying, sign up TODAY.

Choose from...

- ½ of an 8' skirted table - \$90
- 8' skirted table - \$150
- Free standing display - \$150

Please specify if you need electricity for your booth.

Each vendor is asked to provide their own signage. You will be standing in front of your booth, so no chairs are necessary.

To reserve your space, please call the DCR Chamber at 651.288.9202 or download the registration form by clicking here and fax to 651.452.8978 by Friday, November 5th. All exhibitor space must be paid for prior to the event.

Thank you to our event sponsor:

 DAKOTA
ELECTRIC
ASSOCIATION
Your Touchstone Energy® Partner 

It's Good to be King

by Gregory A. Buck, CPA of Buck Financial Services, LLC

With apologies to Tom Petty, it **IS** good to be King. But every King needs his court; his cadre of trusted advisors. It's no different in business. The need is there but, surprisingly, many closely held businesses do not formally engage a group of advisors or a board of directors.

Most business owners have a few trusted advisors, an attorney, a CPA and perhaps an interested and savvy friend, spouse or a senior manager. But most business owners turn to their attorneys and CPAs for “transactional” or single issue advice, not strategic direction. Friends or spouses often don't really have the right business experience for counsel on challenges like branding or exploiting new market opportunities. Finally, employee executives may be too deferential for candid, objective advice.

Every chief executive and business owner understands

that, while it is good to be King, it can also be very “lonely at the top”...especially when a crisis looms.

Having a trusted group of experienced advisors who know the business and are engaged in its challenges can be an invaluable resource. Frank advice from independent peer executives can be crucial in clearly defining an issue and fleshing out the right course of action. With seasoned advisors, there is a strong chance they have faced the same or similar issues and can bring that experience to bear.

One of the most important benefits of assembling a court of advisors is found on a tactical level by bringing a discipline and culture of accountability to an organization. Formulating and articulating short and medium-term objectives and then measuring and reporting monthly or quarterly

the progress to a designated “higher authority” can be a company changer.

Beginning at the top, the objectives are communicated and understood throughout the organization. Then they are translated into measurable activities and standards. If the importance of meeting those standards is clear, the accountability can drive the company to higher levels of success.

Finally, no matter how brilliant and committed a business owner may be, (s)he is unlikely to know what (s)he doesn't know. Another set or sets of experienced eyes can provide that key missing piece, the one that enhances the vision and wisdom to accomplish the firm's mission, thus making it easier and more satisfying to be the King.

Buck Financial Services, LLC provides missing piece financial assistance to small and middle market firms. Its founder, Greg Buck, can be reached at 612-708-4221 or gbuck@bfsllc.info.

Driving the New Agenda for Business

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CHAMBER OF COMMERCE

Member News

Julie Jones of Apple Valley was hired by the Minnesota Zoo as the director of human resources.

SKB Environmental was ranked tenth for having the most professional environmental employees in the metro area by the Minneapolis - St. Paul Business Journal.

Bolton & Menk Inc. came in thirteenth place for engineering firms with the largest number of licensed engineers and scientists in the metro area by Minneapolis – St. Paul Business Journal.

Thomson Reuters released a free iPad application that transforms the iPad into a convenient tool for the legal professional.

Steven Ditschler of Eagan was appointed to the Rehabilitation Council for the Blind by Governor Tim Pawlenty.

The Commons on Marice, a senior-living community in Eagan, is pleased to announce Cynthia Frances as the Director of Community Relations.

Public Affairs Co. was ranked as the fourth highest net fee income public relations firms in the Metro area by Minneapolis – St. Paul Business Journal.

The Minneapolis – St. Paul Business Journal named Torgerson Properties Inc. as the fifth best large company to work for.

Scott Escoto, the Assistant Coach at the Pawn Amercia - West Saint Paul store, is being honored as one of the “20 on the Rise” by the Hispanic Chamber of Commerce of Minnesota. Scott is very excited and the entire company is proud of his achievements.

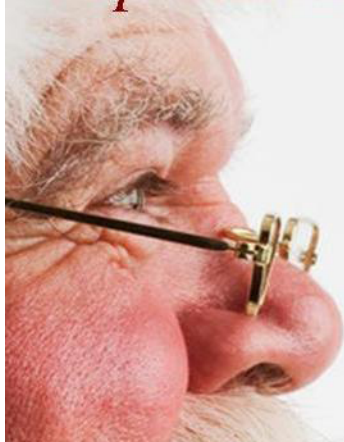
Keith Olson recently joined DARTS, West St. Paul, as the Chief Financial Officer.

Dakota County Technical College recently received a grant from the Minnesota State Energy Sector Partnership. This grant will allow for a program that will train electrician and linement students and professionals in smart grid technology. This new green technology provides information on how much electricity is being used by a home's appliances.

Genisys Credit Union is partnering with FamilyMint, a hands-on budgeting tool that provides parents and grandparents with an interactive resource to teach their children about financial literacy and the importance of saving. This online money management application is free and engages Genisys members as young as six years old in a fun way.

Have you booked your holiday party yet?

Experience the excellence and quality of a private club with the exceptional culinary tradition of Chef Kyle Nelson and the personal attention and service of our hospitable staff...



As a DCR Chamber member, host your holiday event at Mendakota Country Club even if you are not a member of the Club!

Book your annual holiday party or company event with Perry Johnson at 651-905-6165!



Thank you for your Continued Support

Every issue of The Comment will recognize members that have renewed their investment with Dakota County Regional Chamber in the past months. In this issue, we list members who renewed their membership in August 2010 and September 2010. Thank you for your continued investment in your local chamber of commerce.

50-55 Years

Langer Construction Co., West Saint Paul

45-49 Years

Anchor Bank, West St. Paul
McDonald's Restaurant, West Saint Paul
Xcel Energy, Newport

31-35 Years

MFC Properties Corporation, Eagan
Twin City Wire – MFI Inc., Eagan
Villaume Industries Inc., Eagan

26-30 Years

Carbone's Pizzeria, Eagan
Gopher Resource, Eagan
Jim Cooper's Tire & Auto Service, Eagan
Lifeworks Services, Inc., Eagan
Mendakota Country Club, Mendota Heights

21-25 Years

Coldwell Banker Burnet, Eagan
Expeditors International, Eagan
Minnesota Energy Resources Corporation, Rosemount

16-20 Years

Professional Export Services, Eagan
Willwerscheid & Peters, West Saint Paul
YES Distributing Inc., Mendota Heights

11-15 Years

Acu Chiropractic Wellness Center, PA, Eagan
CAP Agency, Rosemount
CF Industries, Inc., Rosemount
DARTS, West Saint Paul
Fairview Eagan Clinic, Eagan
FASTFRAME, Eagan
Panera Bread Company, Eagan
YMCA, South Family, West Saint Paul

6-10 Years

Cinnamon Ridge Apartments, Eagan
Endres Processing LLC, Rosemount
Lockheed Martin, Eagan
Lorax Business Services, Inc., Eagan
Mark's Towing Inc., Eagan
Metzen, Senator James P., Saint Paul
North Star International, Eagan

1-5 Years

AFLAC, Burnsville
Confluency, LLC, Eagan
Eagan Resource Center, Eagan
Edward Jones, Rosemount
Elfstrum Consulting Inc., Apple Valley
Genisys Credit Union, Eagan
Granite City Food & Brewery, Eagan
Home Federal, Eagan
KLC Financial, Inc., Minnetonka
Law Office of Diane Kaer, Apple Valley
Panalpina, Inc., Eagan
Sam's Club #4738, Eagan
Sieloff and Associates, P.A., Eagan
Sol-Information Systems, LLC, Farmington
Southern Hills Golf Club, Farmington
Twin City Homes Inc., Rosemount
Ultimate Car Care – Goodyear, Inver Grove Heights
USA Values, LLC, Woodbury

DCR STAFF

President

Ruthe Batulis
rbatulis@dcrchamber.com
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Director of Business Development and Events

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BOARD OF DIRECTORS

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Koch Companies Public Sector

Past Chair Scott Swenson
Home Federal Bank

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Director Beth Krehbiel
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Director Roz Peterson
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Director Phil Stalboerger
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Director Leslie Strohm
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Executive Director, Eagan Convention & Visitors Bureau

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Visit us online www.dcrchamber.com

Ambassador Activity

The Dakota County Regional Chamber Ambassadors were hard at work over the last few months welcoming new businesses to the area with ribbon cuttings and groundbreakings. These events are great opportunities to celebrate new construction, new business openings, anniversaries, or any other significant business changes. Call Michelle to schedule your event at 651.452.9872.



New Business

Blondie's Tavern
20700 Choppendale Avenue
Farmington, MN 55024
615.295.1799
Contact: Jeff & Stacy Schlichter



New Business

Honest-1 Auto Care
525 Diffley Road, Suite 1050
Eagan, MN 55123
651.994.9000
Contact: Rob McKenna



New Business

Emergent Health Chiropractic Wellness
1895 Plaza Drive, Suite 200
Eagan, MN 55122
651.688.8886
Contacts: Dr. Tom Palashewski
Cindy Harvey



New Location

Alexander's Mobility Services
2811 Beverly Drive
Eagan, MN 55121
952.881.5673
Contact: Richard Honza

The Dakota County Regional Chamber of Commerce provides a variety of events each month for members to attend - an average of 7 events per month - that vary from pure networking at the Coffee Break to legislative and policy discussions at the Government Affairs meetings. Below are photos from some of the most recent events.

Coffee Break

Co-hosts American Cancer Society
and GR Promotions



The September Coffee Break was co-hosted by The American Cancer Society and GR Promotions. Held at the American Cancer Society in Mendota Heights, we had a great turnout and special guest, former Vikings player Matt Blair was also in attendance. Mr. Blair and GR Promotions have partnered to produce a calendar featuring Mr. Blair's photography but also turns into a commemorative coffee table book after the year is done.

AM Connection

Steeple Center, Rosemount



The September AM Connection was hosted by the City of Rosemount at the Steeple Center. The former St. Joseph's Catholic Church building has been remodeled and is now a beautiful general multipurpose assembly space. Rental of this facility is open to any group, organization or individuals

The Buzz

Gateway Bank, Mendota Heights



The September Buzz was hosted by Gateway Bank. Due to member requests for hosting opportunities, during the months of September, December, and April we will be departing from the typical Buzz format of half networking and half presentation and location at the Workforce Center. Instead, during these three months the Buzz will be an hour long, pure networking event hosted at a member location. The September event was the first of these alternative Buzz events and was well received by all those in attendance.

The Farmington Breakfast

Celts Pub of Farmington



The September Farmington Breakfast, hosted in the newly remodeled back room of Celts Pub of Farmington, featured Ed Nelson of Minnesota Home Ownership Center. Ed spoke about foreclosure prevention resources and the "Look Before You Leap" Campaign. "Look Before You Leap" is a statewide public education campaign that empowers home owners to spot deceptive scams and to protect their most precious asset their home.

October 2010

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|----|---|--|--|--|
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| 4 | 5 | 6 | 7 | 8 |
| | | | 7:30am The Buzz @ Workforce Center, West St. Paul | 7:30am Government Affairs Committee @ DCR Chamber Office |
| 11 | 12 | 13 | 14 | 15 |
| | 8:00am AM Connection @ MRCI, Rosemount | 7:30am Rosemount Business Council Meeting @ Paul Eggen's - State Farm Insurance, Rosemount 9:15am Constant Contact Seminar @ NTI, Eagan Noon ChamberNet @ DCR Chamber Office | 8:30am Coffee Break @ DARTS, West St. Paul | |
| 18 | 19 | 20 | 21 | 22 |
| | 7:30am Board Meeting @ DCR Chamber Office Noon New Member Orientation @ DCR Chamber Office, Eagan | | 7:30am Eagan Area Business Council Meeting @ DCR Chamber Office, Eagan | |
| 25 | 26 | 27 | 28 | 29 |
| | | Noon ChamberNet @ DCR Chamber Office | 8:00am Farmington Breakfast @ Dakota County Library - Farmington Branch | |

November 2010

| | | | | |
|---------------------------|--|---|--|---|
| 1 | 2 | 3 | 4 | 5 |
| | | 7:30am Survive and Thrive Business Awards @ Steeple Center, Rosemount | NO Buzz Event | |
| 8 | 9 | 10 | 11 | 12 |
| DCR Chamber Office Closed | NO AM Connection Event | 7:30am Rosemount Business Council Meeting @ Paul Eggen's State Farm Insurance, Rosemount Noon ChamberNet @ DCR Chamber Office, Eagan | 8:30am Coffee Break @ Insty Prints, Eagan | 7:30am Government Affairs Committee @ DCR Chamber Office, Eagan |
| 15 | 16 | 17 | 18 | 19 |
| | 7:30am Board Meeting @ DCR Chamber Office, Eagan | 5:00pm County Wide Business After Hours @ Brackett's Crossing Country Club, Lakeville | 7:30am Eagan Area Business Council Meeting @ DCR Chamber Office, Eagan | |
| 22 | 23 | 24 | 25 | 26 |
| | | Noon ChamberNet @ DCR Chamber Office, Eagan | NO Farmington Breakfast Event | |
| 29 | 30 | | | |
| | | | | |