

Saint Paul Area Chamber of Commerce

May 2005

ADVOCATE

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Small Business...Big Success

Chamber celebrates five outstanding small businesses with the Deubener Award

President's Perspective...

A legislative victory for regional transportation

East Metro Derby off to a fast start

Membership Campaign races
to goal of 300 new members



SAINT PAUL AREA
CHAMBER OF COMMERCE



ADVOCATE

Small Business...Big Success

Chamber celebrates five outstanding small businesses with the Deubener Award

For 24 years, the Saint Paul Area Chamber of Commerce has celebrated the power of small business through annual recognition of five outstanding small businesses at the Small Business Awards of Excellence Luncheon in May. These five small businesses are honored with the Deubener Award – a symbol of business innovation and integrity.

The Deubener Award is named after Walter & Lydia Deubener, owners and operators of a grocery concession on Seventh Street in downtown Saint Paul in the early 1900s. The Deubeners are credited with inventing the first shopping bag with handles. They took an ordinary paper sack, punched four holes in each side, reinforcing the bottom with string, looped the string through the holes and over the top to form handles. This was the birth of the first shopping bag. Their business boomed overnight. The couple eventually sold their store to go into the shopping bag business. In 1919, they sold nearly one million bags and the business continued to grow steadily. Eventually they established manufacturing facilities in the Saint Paul/East Metro area.

Like the Deubener's, the following award winners embody the awards criteria of growth, excellence, risk, diversity and innovation. They were judged by a committee of their peers. Each business, comprised of 250 employees or fewer, has been in business for a minimum of three years, is involved in community activities, promotes and supports diversity in the workplace, and adheres to ethical business practices.

Emerging Business

Adventium Labs

CEO:

Bonnie Holste Bennett, Ph.D.
Web address:

www.adventiumlabs.org



Founded in 2002, Adventium Labs is a nonprofit research and development lab, focused on developing advanced software applications for complex systems, with an emphasis on automated reasoning, human-system interaction, and supporting architectures. Adventium's client list includes NASA, the National Science Foundation, National Institutes of Health, the Defense Advanced

Research Projects Agency, and the Department of Homeland Security.



growth • excellence • risk • diversity • innovation
Small Business Award of Excellence

Adventium Labs has booked more than \$2 million in research contracts in the past two years and has realized millions more through intellectual property donations from universities and corporations.

The funding allows them to provide applied research services and translate those technologies into marketable products.

Family/Minority Owned

Rani Engineering, Inc.

President:
Susan Rani, PE
Web address:
www.rani.com



Rani Engineering, Inc. is a professional consulting firm that provides civil, transportation, and water resource engineering services. The company has served private and governmental clients nationwide since 1993. The firm plans and designs infrastructure and environmental projects that have lasting value and benefit.

Rani Engineering, Inc. has grown from two employees in 1993 to 16 today. Under the leadership of its president Suzanne Rani, revenue has grown by 60 percent over the past year.

Small Business... Big Success continued Page 3

Pictured on cover, from left to right (back row)
Gary Rychley, Colder Products Company;
Jackie Sticha, Como Zoo and Conservatory Society;
Jim Bradshaw, Bradshaw Funeral & Cremation Services; Andrea Satter, Robert Half Legal and
Small Business Week committee chair;
Susan Rani, Rani Engineering, Inc.;
Bonnie Holste Bennett, Adventium Labs.

What's Inside

Page 3

President's Perspective...
A legislative victory for regional transportation

Page 4

Celebrate Business Success!

Page 5

East Metro Derby off to a fast start

Page 6

May Calendar of Events

Page 7-9

May Events

Page 10

Chamber Briefings
Plan Ahead for June Events

Page 11

Suburban East Metro development activity
Harness the power of transportation amenities for downtown development

Page 12

March New Members

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Larry Dowell

President's Perspective. . .

President's Perspective . . . A legislative victory for regional transportation

By Larry Dowell, president, Saint Paul Area Chamber of Commerce

The bonding bill passed this session fully funds the Central Corridor Partnership's request for \$5.25 million for preliminary engineering of the Central Corridor transit line (the 11-mile stretch along University Avenue connecting downtown Saint Paul and Minneapolis) and \$1 million for Holman Field perimeter diking. The business community's support and leadership channeled through your Chamber were instrumental to their success.

This is an important and vital first step for Central Corridor. The inclusion of money for Central Corridor in the bonding bill marks the end of an uphill battle this session and the beginning of the next phase of this project. It also sends a strong signal of the state's commitment to Central Corridor. This state commitment is essential as we now await the Federal Transit Administration's cost-effectiveness number – a key component in receiving federal funding and keeping this project moving forward. In fact, a delegation of Chamber volunteers and staff were in Washington, D.C. recently to meet with key members of Congress and the Federal Transit Administration to advocate for the cost-effectiveness number and federal funding of Central Corridor.

This important first step changes the discussion from a question of "if" to a question of "when" this line will be built – which is an exciting accomplishment that we can directly attribute to the involvement of the business community.

Likewise, the state's \$1 million contribution for Holman Field perimeter diking sends a strong signal to federal stakeholders that we are serious about repairing the flood prone airport. The diking project will now go through environmental reviews and public hearings in order to secure federal funding to the tune of more than \$20 million.

Both of these legislative victories are due in large part to the groundswell of support from the business community. Thank you! Watch this space for updates on both of these projects.



Small Business...Big Success (con't)

Manufacturing

Colder Products Co.

President:

Gary Rychley

Web address:

www.colder.com



Colder Products Company is a designer, developer and manufacturer of quick disconnect couplings and specialized fluid handling devices for plastic tubing connections. For the past 27 years, the company has built a unique position in the industry as both a pioneer and leader by providing innovative solutions for critical applications requiring reliable and leak free connections for fluid flow.

Colder Products Company has experiences strong, consistent growth and highly attractive profit margins since its inception in 1978. In fact, sales and profit margins have grown for 26 of its 27 years.

Nonprofit

Como Zoo & Conservatory Society

Executive Director:

Jackie Sticha

Web address:

www.comozooconservatory.org



The Como Zoo and Conservatory Society is a nonprofit organization that supports the Como Park Zoo and Conservatory through raising funds for capital and annual program needs and also conducting marketing and public relations activities for the facilities. Through its work and strategic partnerships, the Society's growth over the past two years has been astronomical.

Endowments funds have grown from \$12,000 to \$3.98 million; annual grants have increased 44 percent; annual capital investment in the Como Park Zoo and Conservatory has averaged \$662,000; and the new Visitor Center was

opened to the public in February 2005, expanding visitor amenities and education facilities.

Service

Bradshaw Funeral & Cremation Services

President:

James H. Bradshaw

Web address: www.bradshawfuneral.com



The family-owned and operated Bradshaw Funeral & Cremation Services is committed to providing services that distinguish them from other funeral home firms. They call it Creating Meaningful Events that Celebrate Life®. Their passion and purpose, with every family served, is to acknowledge a life lived, and bring healing to those that remain.

Bradshaw Funeral & Cremation Services' caring, innovative and energetic team of highly skilled, professional staff serves more than 750 families each year and "Preplans" another 300 family services. They have experienced revenue growth of 20 percent in the past two years, but say that they have concentrated on building new infrastructure at the expense of profits.

Congratulations!

These award winners will be recognized by hundreds of their peers at the 24th Annual Small Business Awards of Excellence Luncheon, presented by the Chamber and Minnesota Wire & Cable Co., on May 18 (see page 9 for details). The Saint Paul Area Chamber of Commerce is proud to represent the area's small businesses and provide programming, marketing and networking opportunities that support, and more importantly grow, the area's diverse and innovative small businesses. Please celebrate with us May 18 as we recognize and celebrate the power of small business during the Chamber's Small Business Awards of Excellence Luncheon!

Welcome to the following new members who joined in March

AM 950
Radio Stations
Marie McCarthy
11320 Valley View Road
Eden Prairie, MN 55344
P: (952) 946-8885
www.950airamerica.com

AmeriPride Services
Uniforms
Chris Soderlind
2220 County Road H2
Mounds View, MN 55112
P: (612) 617-0812
www.ameripride.org

Associated Vending Services, Inc.
Food Service-Vending
Lawrence Jackson
1230 Bryant Avenue South, Suite 5
South Saint Paul, MN 55075
P: (651) 451-9162

Bellenthin, Witt & Co., LLP
Accountants-CPAs & LPAs
Jeffrey Ballenthin, CPA
350 Saint Peter Street, Suite 254
Saint Paul, MN 55102
P: (612) 619-8530
www.bwcpas.com

Blanski Peter Kronlage and Zoch, P.A.
Accountants-CPAs & LPAs
Jay Trumbower
7500 Olson Memorial Highway, Suite 200
Minneapolis, MN 55427
P: (763) 253-1167
www.bpkz.com

Capitol Direct
Mailing Equipment & Services
Tim Commers
1270 Eagan Industrial Road, Suite 190
Eagan, MN 55121
P: (651) 454-4511

Catholic Charities Administration Center
Social Service Organizations
Nancy Windyk
1200 Second Avenue South
Minneapolis, MN 55403-2500
P: (612) 664-8565
www.ccsprm.org

Saint Paul Bed & Breakfast Association
Bed and Breakfast
Heather Johnson
934 Ashland Avenue
Saint Paul, MN 55104
P: (651) 227-4288

Client Connections
Marketing
Kathleen Watson
P.O. Box 234
Carver, MN 55315
P: (952) 361-0638

Division 21, Inc.
Installation Services
Stephen Banks
2402 University Avenue West, Suite 702
Saint Paul, MN 55114
P: (651) 917-8805
www.division21.com

Employer Solutions Group LLC
Consultants-Human Resources
Chris Levine
7300 Metro Boulevard, Suite 635
Edina, MN 55439
P: (952) 835-1288
www.employersolutionsgroup.com

Genesis 10
Computer-Consultants
Laura Kelly
7616 Currell Boulevard, Suite 2
Woodbury, MN 55125
P: (651) 264-3139
www.genesis10.com

HomePro
Real Estate
Dan Leh
1004 South Robert Street, Suite 500
West Saint Paul, MN 55118
P: (651) 453-9100

Liberty Mutual Insurance
Insurance
Becky Magee
1811 Weir Drive, Suite 200
Woodbury, MN 55125
P: (651) 578-0221 Ext 232
www.libertymutual.com

Minneapolis Foundation
Foundations
Bill Sternberg
800 IDS Center
80 South Sixth Street
Minneapolis, MN 55402
P: (612) 672-3825
www.mplsfoundation.org

Nova Consulting Group
Environmental & Ecological Services
Anthony Coletta
1107 Hazeltine Boulevard, Suite 400
Chaska, MN 55318
P: (952) 448-9393
www.novaconsulting.com

Oakdale Country Club
Golf Courses
Sean Bolduc
5585 Golfview Drive
Oakdale, MN 55128
P: (952) 451-4685

OPUS21 Performance Group
Training & Professional Development
Michael Shuba
3140 Neil Armstrong Boulevard, Suite 206
Eagan, MN 55121
P: (651) 905-0400

Rasmussen College
Schools-Colleges & Universities
Kristi Waite
1700 West Highway 36, Suite 830
Roseville, MN 55113
P: (651) 636-3305
www.rasmussen.edu

The Rose Ensemble
Musicians
Jordan Sramek
75 West Fifth Street, Suite 319
Saint Paul, MN 55102
P: (651) 225-4340
www.roseensemble.org

Security National Properties
Real Estate-Management
Ross Rushing
55 East Fifth Street
Saint Paul, MN 55101
P: (651) 221-0999
www.snsnc.com

Sodexo (at Minnesota Life)
Corporate Food Service/Caterers
Brian Murphy
400 Robert Street North
Saint Paul, MN 55101
P: (651) 665-5368
www.sodexohousa.com

Splash Water Productions
Video-Production Services
Darin Hillstrom
2179 Woodbridge Circle
Woodbury, MN 55125
P: (651) 428-2382

ADVOCATE

The *Advocate* is a monthly publication printed for the members of the Saint Paul Area Chamber of Commerce. The objective of the *Advocate* is to inform and educate members on what is happening in the Chamber and the Saint Paul/East Metro area. For more information about the Saint Paul Area Chamber of Commerce or to comment on the *Advocate*, please call 651.223.5000 or visit our website at saintpaulchamber.com. We value your input, feedback and questions.

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CHAMBER OF COMMERCE

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R.F. Moeller Jeweler, Inc.

Diane Thormodsgard
US Bank Corporate Trust Services

Pam Wheelock
Minnesota Wild

kontakt us.

612.382.0000
(we really are in saint paul)



Suburban East Metro development activity

The large amount of commercial and housing development happening in the suburban Saint Paul/East Metro area is encouraging. More residents will have the opportunities to live, work and play in the Saint Paul/East Metro area. The following is a slice of the economic development activity happening in the suburban East Metro area marketplace:



Target

Roseville will retain a piece of history while gaining a new SuperTarget this coming fall. The nation's first Target store, known as "T-1," opened for business just off of Snelling Avenue in Roseville in 1962. After more than 40 years it is now being replaced by a new 182,882 square foot SuperTarget slated to open in October 2005.

Twin Cities Army Ammunition Plant

The Twin Cities Army Ammunition Plant (TCAAP) is the largest undeveloped parcel of land in Ramsey County. A "Framework Vision" for the redevelopment of this land was recently presented by the City of Arden Hills and includes

athletic fields, a corporate campus, parks, a hotel, and a transit center. This development could grow Arden Hills population from 10,000 to 15,000 and more than double its tax base.

Oakdale

The City of Oakdale has two large projects in the works. Oakdale Village on Inwood Avenue just off I-94 began construction and once complete will offer 206,000 square feet of shopping and dining. Probable tenants include Best Buy, Sportmart, Home Goods, David's Bridal, Baja Fresh, Buffalo Wild Wings, Caribou Coffee, Olive Garden and Red Lobster. Construction is expected to be completed by the end of 2005. The other is The Oaks Business Park. The city is working with Carlson Company to develop a major new business park at Ideal and Fourth Street with over 650,000 square feet of office space. More than 1,800 professional jobs are anticipated, providing \$86 million in market value. Construction is expected to begin in 2005 with the last building completed in five to seven years depending on demand.

For more information or to share your East Metro development activities, contact Emily Siebold at 651.265.2775 or emily@saintpaulchamber.com.

Harness the power of transportation amenities for downtown development

Learn how to capitalize on transportation resources and services to enhance downtown development at the 2005 TMA Summit, May 15-17 in Minneapolis, Minnesota. Transportation Management Associations/Organizations (TMA/TMO) work closely with downtown public agencies, employers and commuters to curb traffic congestion and address other transportation related issues such as parking and transit, and are a valuable resource in downtown development and enhancement.

"TMAs and TMOs have proven to be vital component for both public agencies and private businesses concerned with mobility into downtown areas, as well as suburban employment centers. They bring a variety of entities together to focus on creative transportation solutions," stated Christopher Park, executive director, Warner Center TMO in Los Angeles. Chris also serves as chair of the TMA Council for ACT.

In a survey published by the Downtown Denver Partnership, the resounding challenge mentioned by 43 percent of (survey) respondents is parking, including both access to parking and the cost of parking. TMAs develop partnerships that build upon the strength of diversifying transportation options to benefit commuters, businesses, downtowns, and the entire region.

To learn more about the role of transportation amenities in urban development, plan on attending the 2005 TMA Summit. Sixteen workshops, two plenary sessions, two

off-site tours, and five professional development workshops will provide extensive education for those new to the industry as well as the seasoned professional with topics that include: successful marketing/sales strategies, innovations and trends, incentive programs, telework, and organizational management and governance.

Whether you are interested in exploring transportation's role in creating more vital and livable urban centers or looking for new solutions to parking and congestion, you'll find value in attending the 2005 TMA Summit. Don't miss this opportunity. Contact Alexandria Stokman at 651.265.2779 or alexandria@saintpaulchamber.com to register.

TMA's and TMO's bring a variety of entities together to focus on creative transportation solutions

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Membership to Capital Trust Federal Credit Union is open to people who live, work, worship or attend school in the greater downtown areas of Minneapolis & St. Paul, federal employees and family members of all Capital Trust members.



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SAINT PAUL AREA
CHAMBER OF COMMERCE

Celebrate Business Success!

The Celebrate Business Success Awards recognize businesses, individuals and/or initiatives that are leading examples of how the business community, its employees and initiatives contribute to a shared vision of economic success throughout the Saint Paul/East Metro area.

Presented by Moore, Costello, & Hart, PLLP – celebrating their 150th Anniversary in 2005 – and the Saint Paul Area Chamber, the awards serve as a valued recognition piece by Chamber members and the business community at large.

A W A R D S

YFI Technologies

Chamber Emerging Markets Committee Chair Reynaldo Lyles, YFI Technologies, was presented with a Celebrate Business Success Award at April's Minority Business Breakfast with Saint Paul Mayor Randy Kelly. He has been a key partner in developing the Chamber's minority business strategies and is a liaison to several other groups working to enhance business opportunities for minority businesses, including the Minnesota Black Chamber of Commerce and the Minnesota Minority Supplier Diversity Council.



Gander Mountain

Steve Ledin, Moore, Costello & Hart, PLLP, was on hand to present Gander Mountain CEO Mark Baker with a Celebrate Business Success Award at the Chamber-sponsored CEO Reception for his leadership and decision to come to the Saint Paul/East Metro area.



Lillie Suburban Newspapers

Ted H. Lillie, Lillie Suburban Newspapers, was presented with a Celebrate Business Success Award by Steve Ledin, Moore, Costello & Hart, PLLP, at April's Issue Forum Luncheon on Gaming. Ted H. Lillie has been an outstanding Chamber advocate in the suburban business community and is a successful entrepreneur (third generation family business owner).

Installation Solutions

Installation Solutions' growth garnered them a Celebrate Business Success Award, which was presented by Jim Blaney, Moore, Costello & Hart, PLLP. Now in their third year, the company boasts revenue of \$4.4 million.



Saint Paul Port Authority

The Saint Paul Port Authority was presented with a Celebrate Business Success Award by Susan Kratz (right), partner, Moore, Costello & Hart, PLLP. Pictured with Susan are Chamber President Larry Dowell (left) and Lorrie Louder (center) of the Saint Paul Port Authority. The Saint Paul Port Authority was celebrated for their successful development of commercial corridors throughout Saint Paul.



R.F. Moeller Jeweler, Inc.

Susan Kratz, Moore, Costello & Hart, PLLP, was also on-hand at the Chamber's March board meeting to present a Celebrate Business Success Award to Mark Moeller, R.F. Moeller Jeweler, Inc. Mark advocated on behalf of Highland area businesses to keep the Ford Bridge open during its reconstruction, ultimately minimizing its impact on the local business community.

1-800-GOT-JUNK?



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aquaries
media

- Heartland Business Intelligence recently changed its name to **Heartland Investigative Group**.
- **MANPOWER, INC.** was recognized as the #1 Temporary Help business in 2004, by Fortune magazine. This is the third consecutive year that MANPOWER, INC. received this award.
- **1-800-GOT-JUNK?** Recently announced that it has doubled the territory it serves to include the entire East Side of the Twin Cities area.
- **Saji-Ya Restaurant** recently completed their remodeling, including a new sushi-bar.
- **The Saint Paul Hotel** unveiled its new lobby bar, which has three large windows facing St. Peter Street in downtown St. Paul. It is one of highlights of the hotel's recently completed renovation. The Lobby Bar opened on the very day that the hotel celebrated its 95th birthday.
- **Advanced Wireless Communications** recently, presented Tubman Family Alliance, a provider of family violence services and prevention programming in Minnesota, with a check in the amount of \$10,000. The check was from money raised through Advanced Wireless Communications' annual Donate-A-Phone program.
- The Twin Cities office of **Weber Shandwick** won eight Classics Awards from the Minnesota chapter of the Public Relations Society of America at the organization's annual awards gala. In addition to the awards honoring the agency's client work, **Dave Mona**, chairman and founder of Weber Shandwick's Twin Cities office, received the Padilla Community Classic Award.
- The Society of American Business Editors and Writers named the **Pioneer Press** among honorees in its circulation category for best section. Judges cited Pioneer Press' "comprehensive section with unusually arresting graphics and appealing and interesting stories."
- The **United Way of America** honored **3M** as its 18th Spirit of America Award recipient. This is the highest honor for a company's outstanding commitment to local communities given by United Way.
- **Aquaries Media** announced that its 'Investment' PowerPoint presentation for ED Advertising and Wells Fargo Retirement Services was awarded the International Association of Business Communicators Bronze Quill Award in the category of Best Audio/Visual Presentation.
- The Minnesota Chapter of the ESOP Association of Minnesota named **Twin Modal** its employee-owned company of the year.

PEOPLE

- Summit Brewing Co. added **Rob Zaucha** as market manager for the eastern region and Aaron Grimsley as market manager for the western region.
- Maguire Agency recently hired **Jeff Erager** as a producer for its commercial insurance lines

Have a business success story?

Help your Chamber "Celebrate Business Success" by submitting your business success narrative along with a corresponding photo or logo to info@saintpaulchamber.com.

East Metro Derby off to a fast start

Membership Campaign races to goal of 300 new members

With the Kentucky Derby and the famous race to the Triple Crown just a month away, get in on the local horse racing action by competing in this year's East Metro Derby Membership Campaign. With a goal of recruiting 300 new members before May 19, all Chamber members are invited to participate.

Volunteers who recruit one or more new members during the Membership Campaign will be entered into a drawing for tickets to Canterbury Park and thanked in the July Advocate. Top performing individuals and teams will win other great prizes from member companies.

To motivate prospective members, the Membership Campaign Task Force, chaired by Annette Lee, Mintahoe Hospitality Group and Bob Hughes, Saint Paul Pioneer Press, offers these great incentives to companies that join the Chamber before May 19:

- \$25 off membership through a waived application fee
- \$10 off an upcoming Chamber event
- A no-risk investment (if after participating in at least three events in the next three months the new member decides the Chamber is not for them, their entire membership investment will be refunded at the 90 day mark of the membership)
- A no-cost member to member marketing program called Rewards Coupon available on saintpaulchamber.com
- Guaranteed inclusion in the popular 2005/2006 Membership Directory and Business Resource Guide
- Immediate return on investment through great member to member rewards, like 12 months of free web hosting from Inet 7 Internet Services, Inc. (a \$430 value), a \$270 advertising credit from the Saint Paul Pioneer Press, and free companion air travel from TDS Metrocom (a \$325 value).

(Some restrictions apply to these valuable offers.)

To get involved, visit saintpaulchamber.com/join/derby for Campaign materials, or contact the Member Campaign Task Force today at 651.265.2777 or membership@saintpaulchamber.com.

Also, plan to join fellow members and new members at the Campaign Celebration at Summit Brewing Company on May 19 at 5 p.m. See the Calendar of Events for more details.

Thank you to the Membership Campaign sponsors:



Saint Paul Sommerfest
A Gala Weekend
June 10, 11, and 12, 2005
 A benefit to make art accessible to all

"The Emperor's Ball and Sommerfest provide the city an elegant world class event." Mayor Randy Kelly

Rheinfest on the Mississippi
 Friday, June 10, 2005
 Harriet Island



German Carfest
 Saturday, June 11, 2005 and
 Concours d'Elégance
 Sunday, June 12, 2005
 Rice Park, St. Paul



Third Annual Emperor's Ball
 Saturday, June 11, 2005
 Landmark Center, St. Paul



FOR RESERVATIONS
saintpaulsommerfest.org
 651.489.4656

Chamber Briefings

Chamber Ambassadors...Your Link to the Community!

Chamber Ambassadors hosted an Ambassador Coffee Break with over twenty new businesses from the East Metro Area in attendance. Thank you to Minnesota School of Business & Globe College for sponsoring April's Ambassador Coffee Break.



Congratulations to Jessica Shellum, The Leukemia & Lymphoma Society, on being named the April's Ambassador of the Month!

If you're interested in being part of the business outreach program of the Chamber, contact Amanda Beck at 651.265.2778 or amanda@saintpaulchamber.com for more information about the Ambassador Committee.

18th Annual Golf Classic

You're invited to participate in one of the Chamber's most exciting events of the year – the 18th Annual Golf Classic! The tournament will be held on Monday, August 15 at Dellwood Hills Golf Club and will have both 7:30 a.m. and 12:30 p.m. shotgun starts. This year each team will have the choice of playing either a scramble or a best ball competition and prizes will be awarded in both categories.

Morning golfers will also have the opportunity to meet with Dellwood Hills' golf pro, Jay Norman, on the driving range before the round for a Quick Tip Session. A reception, door prizes, dinner and program will follow the afternoon round.

The investment to attend is \$175 per golfer, which includes breakfast and lunch for the a.m. round and \$220 per golfer, which includes lunch and dinner for the afternoon round. Don't miss your opportunity for fun, networking, free giveaways and the chance to play Dellwood Hills Golf Club in one of the most exciting tournaments of the year!

Thank you to our tournament sponsor, RLK Kuusisto, Ltd.

Great Migration

Gander Mountain completed its much anticipated "Great Migration" from Bloomington to downtown Saint Paul on March 21. Approximately 50 Gander employees made the move even more significant that day by hiking from their former office to their new "Base Camp" in downtown Saint Paul.

As the hikers came into downtown and met the rest of the employees in Rice Park, onlookers watched as more than 200 blaze orange covered Gander employees marched through the streets of Saint Paul to celebrate the move. When each of the employees got to their new desks, they found a bag of gifts and coupons donated by 50 businesses that wanted to welcome them to Saint Paul. Thank you to Bremer Bank for donating the bags and sponsoring this effort.

The following week, a Welcome Reception for Gander's CEO, Mark Baker, was held at their new headquarters in the 180 East Fifth Street building. Also that evening, a Chamber Celebrate Business Success Award was presented to Mark by Steve Ledin of Moore, Costello & Hart, PLLP. Congratulations to Frauenshuh Companies, owner of 180 East Fifth Street, for recruiting this great new company headquarters to the Saint Paul/East Metro area.

Saint Paul Capital Fund enjoys a record-breaking year

The Chamber's affiliate Saint Paul Capital Fund (SPCF) had a record breaking year in 2004 with its five companies posting triple digit growth. SPCF is an early stage equity fund that targets investments into high-growth businesses in Saint Paul. The goal of SPCF is help high growth companies in Saint Paul/East Metro area succeed.

Just like a venture fund, SPCF is focused on generating returns for its investors. In 2004 the five companies it invested in – Netbriefings, GovDocs, Division21, Algos Therapeutics, and WindLogics – grew jobs by nearly 100 percent, increasing from 48 to 95 employees during 2004. In addition, these five companies collectively grew from less than \$5 million in revenue to more than \$11 million in annual revenue. And, these companies increased their collective customer base by more than 100 percent as well. The projections for 2005 show continued growth.

Congratulations to the Saint Paul Capital Fund and the companies it has invested in for such a strong performance!

Staff Update

Bev Fritz joined the Chamber's staff as the director of education & foundation. She brings more than 30 years of experience in education, most recently working as the director of community education in District 197. Bev directs the programs and initiatives associated with Chamber's Charitable Foundation, Preparing Workforce, Leadership Institute, and Minnesota Business Academy.



Afrah Abdullahi joined the Chamber's staff this week as the new manager of information and facilities. He is responsible for responsible for the Chamber's computer network, database management, internal facilities management and external facilities rentals. Afrah has a degree in management information systems from Saint Mary's University and recently worked for computer consulting firm.



Priscilla Zee joined the Chamber's staff as the manager of community services. She is responsible for developing appropriate strategies, tactics, and programs that result in maintaining and developing information related to downtown businesses as well as grassroots efforts for Central Corridor. Priscilla is a graduate of Drake University.



Plan Ahead for June Events

Business Owners' Roundtable
Wednesday, June 1
8:15 a.m. – 9:45 a.m.

a.m. espresso...A Networking Event
Tuesday, June 7
7:30 a.m. – 9 a.m.

New Member Reception
Thursday, June 9
5 p.m. – 7 p.m.

Member Orientation
Friday, June 10
7:30 a.m. – 9 a.m.

a.m. espresso...A Networking Event
Wednesday June 15
7:30 a.m. – 9 a.m.

p.m. wrap...A Networking Event
Tuesday, June 23
4:30 p.m. – 6 p.m.

Business Break
Tuesday, June 28
11:30 a.m. – 1 p.m.

Political Action Committee Fundraiser

featuring **United States Senator Norm Coleman**



SAINT PAUL AREA
CHAMBER OF COMMERCE
POLITICAL ACTION COMMITTEE

MONDAY, MAY 16

317 317 On Rice Park
317 North Washington Street
Saint Paul
On Rice Park

AGENDA

Senator Coleman will speak to the importance of Saint Paul's mayor's race and why it is critical for business leaders to be active and engaged.

7:30 a.m. General Reception & private roundtable with Senator Coleman

8:15 a.m. Keynote address, Senator Coleman

9 a.m. Adjourn

Private roundtable with Senator Coleman: \$1500 (personal checks only) General reception & keynote: \$100 (personal checks only)

RSVP by May 9 to Sandra Westerman at 651.265.2771

This event is a fundraiser for the Saint Paul Area Chamber of Commerce Political Action Committee
Contributions support endorsed candidates of the Political Action Committee

Please make your personal checks out to: The Saint Paul Area Chamber of Commerce PAC 401 North Robert Street, Suite 150, Saint Paul, MN 55101

MAY 23

Too Many Cooks in the Kitchen III – A Chef’s Dinner (Rice Park Restaurant District Event)

May 23 • 6 p.m. – Reception, 7 p.m. – Dinner • M St. Café • 350 Market Street, Saint Paul • Investment: \$100

The Rice Park Restaurant District is once again hosting a cooperative reception and dinner featuring food from A Rebours, Fhima’s, Great Waters Brewing Company, Kincaid’s Fish Chop & Steakhouse, M St. Café, Pazzaluna Urban Trattoria and Bar, The Saint Paul Grill and Sakura.

The evening begins with appetizers and lively networking followed by a five-course dinner, each course designed to compliment each other, as well as wine, beer or coffee selected for each course. Attendees will have the opportunity to bid on silent auction items provided by the participating restaurants. Proceeds from this event will be donated to Newspaper in Education, a children’s literacy charity.



MAY 24

Business Break – Casual Lead Exchange at Its Best

Tuesday, May 24 • 11:30 a.m. – 1 p.m. • Jimmy’s Conference & Catering Service • 3565 Labore Road, Vadnais Heights • Investment: \$18 member, \$23 non-member (includes lunch)

Business Break is casual lead exchange at its best! No long-term financial or time commitments, just networking over lunch with 40-50 other Chamber members who want to get to know and do business with you.

Attendees each give a short commercial and sponsors claim their 10 minutes of fame with a longer commercial to highlight their expertise. Network before and after the program, and receive business cards from all attendees to facilitate follow up meetings if you wish.

If your business could benefit from networking made easy, mark your calendar for this meeting and make your reservations today!



APRIL 27

24th Annual Small Business Awards of Excellence Luncheon presented by Minnesota Wire & Cable Co.

Thursday, May 26 • 11:30 a.m. – 1:30 p.m. • Prom Center • 484 Inwood Avenue North, Oakdale • Investment: \$40 / \$320 for corporate table of 8

At the Small Business Awards of Excellence Luncheon, Bradshaw Funeral and Cremation Services (Service category), Rani Engineering, Inc. (Family/Minority Owned category), Adventium Labs (Emerging Business category), Como Zoo & Conservatory Society (Nonprofit category), and Colder Products Co. (Manufacturing category) will be presented with the Deubener Award, recognizing them for their growth, excellence, risk, diversity and innovation.

The Deubener Awards honor Walter & Lydia Deubener, proprietors of a grocery concession on Seventh Street in downtown Saint Paul in the early 1900s. Walter & Lydia Deubener are credited with creating and patenting the first shopping bag with handles.

Corporate Sponsors: Administaff; American Bank; Briggs and Morgan, P.A.; Coldwell Banker Burnet; GCI Systems, Inc.; Maguire Agency, Inc.; Meritex Enterprises, Inc.; Moore, Costello & Hart, PLLP; Park Midway Bank; Premier Banks; St. Paul Travelers; Securian Financial Group, Inc.; State Farm Insurance; TDS Metrocom; Wellington Management, Inc.; Wells Fargo Bank, N.A.; Xcel Energy Inc.



EXPERTISE NETWORK

Expertise Network

Expertise Network is your Chamber’s formal lead-exchanging groups that meet twice monthly. Members of these groups represent non-competing businesses and meet to exchange qualified leads and fine-tune their networking skills.

The successful Expertise Network participant is a Chamber member who:

- Depends on generating business from leads
- Has a network from which they can provide qualified leads to others

Attend on a pay-per-meeting basis \$15 per meeting, or commit to a group for six months at \$50 or \$100 for an entire year. To become involved in Expertise Network contact Amanda Beck at 651.265.2778 today!

SIGN ME UP!

REGISTER FOR MAY EVENTS

Event _____ Investment _____

Event _____ Investment _____

Event _____ Investment _____

Event _____ Investment _____

Event _____ Investment _____

Event _____ Investment _____

Name _____ Company _____

Address _____

Phone _____ Fax _____ Email _____

Payment Method:

___ Check Enclosed ___ AMEX ___ VISA ___ Discover ___ MC _____ Total Amount

Credit Card#: _____ Exp. Date _____

Signature: _____ Date _____

Please make checks payable to: Saint Paul Area Chamber of Commerce
 Return to: Saint Paul Area Chamber of Commerce • 401 North Robert Street • Suite 150 • Saint Paul, Minnesota 55101
 Call: 651.265.2795 • Fax: 651.223.5119 • Or register online: saintpaulchamber.com
 Payment must be received with your reservations • Cancellations must be made 48 hours prior to the event for a refund.

ADVOCATE


EVENTS

CALENDAR

MAY 2005

SU	MO	TU	WE	TH	FR	SA
		3	4	5	6	7
1	2	10	11	12	13	14
8	9	16	17	18	19	20
15	23	24	25	26	27	28
22	29	30	31			

Events:
 3...A Networking Event
 4 a.m. expresso Government Cooperation Business Owners' Roundtable
 5 Exploring Local Government Cooperation Creativity and Innovation Seminar Series Young Professionals
 6 Member Orientation
 11 Good Morning!
 12 Leadership Saint Paul Afterslow
 18 a.m. expresso ...A Networking Event
 19 East Metro Derby Membership Campaign
 23 Public Officials Luncheon
 24 Too Many Cooks in the Kitchen III
 24 Business Break
 26 24th Annual Small Business Awards





Calendar of Events

CELEBRATE BUSINESS SUCCESS!

M A Y

MAY 3

a.m. expresso...A Networking Event

Tuesday, May 3 • 7:30 a.m. – 9 a.m. • St. Croix Academy • 177 Neal Avenue North, Stillwater • Investment: FREE

Interested in expanding your customer base? Want a fun way to uncover new business leads from fellow Chamber members? Then **a.m. expresso** is for you! **a.m. expresso** is a convenient way to network and meet other Chamber members at a member's place of business.

St. Croix Academy supports the joyful unfolding of each child's potential by providing a rich, meaningful learning environment based on Montessori Principles.

a.m. expresso is an informal meeting, so please come as your schedule allows. Remember to bring along lots of business cards!



MAY 4

Business Owners' Roundtable

Wednesday, May 4 • 8:15 a.m. – 9:30 a.m. • Chamber of Commerce Center • 401 North Robert Street, Suite 150, Saint Paul • Investment: \$75 for the year

Join Business Owners' Roundtable to discuss issues with other business owners, focusing on a different topic each month. Roundtable participants must be a small business owner or CEO and a member of the Chamber. Members of the group will be asked to come to each meeting prepared to share your high priority business concerns. Team members will be expected to give feedback and engage in one another's issues. Business Owners' Roundtable is for you if you are willing to:

- Attend faithfully
- Put real business issues on the table
- Receive feedback
- Be accountable to each other

The Business Owners' Roundtable will be facilitated by Steve Coleman, partner, The Platinum Group. Platinum Group provides turnaround management services for companies in transition.

If you are interested in attending or joining the roundtable, contact Amy Heimer at 651.265.2786 or amy@saintpaulchamber.com.



Steve Coleman

MAY 4

Exploring Local Government Cooperation with State Auditor Pat Anderson

Wednesday, May 4 • 12 noon – 1:15 p.m. • Hilton Garden Inn • 420 Inwood Avenue, Oakdale • Investment: \$18

State Auditor Pat Anderson will be presenting information based upon a report recently completed by her office on the best practices of local government cooperation. Cooperation has proven itself as a way for local governments to improve service or lower costs, an important resource to have in times of tighter budgets. The report highlights several innovative cooperative efforts in Minnesota as a way to show the characteristics of successful cooperation.



Pat Anderson



MAY 5

Creativity and Innovation Seminar (Seminar 4 of 4 in a series)

Thursday, May 5 • 7:45 a.m. - 9:30 a.m. • James J Hill Reference Library • 80 West Fourth Street, Saint Paul • Investment: \$20

What do you do when the world changes overnight and your products or services are suddenly obsolete? You have a dilemma that needs to be dealt with in rapid order. This is the story of United Defense, a prime supplier of vehicles to the U.S. Army when the American military faced a vastly larger Soviet enemy in Central Europe. When the Soviet Union fell, the Pentagon began transforming the U.S. Army to a Future Combat System designed to win through intelligence, speed, precision, and stealth rather than mechanical mass.

In this session, participants will: Learn to identify the many faces and causes of innovation; Learn the process of re-invention; and Learn how to survive through innovation when your enemy disappears.

This seminar features Jim Unterseher, a widely recognized expert in using innovation to re-invent a large enterprise. In a highly engaging, story-telling manner, he will outline all the concepts you need to know in order to survive in today's highly competitive and rapidly changing economic environment. He is a decorated 28-year military career officer and joined United Defense in 1998.



MAY 5

Executive Presence for Young Professionals: Beyond Empty Suits and What to Wear

Thursday, May 5 • 5:30 p.m. - 8:30 p.m. • Dixie's Bar & Smokehouse Grill and Saji-Ya • 695 Grand Avenue, St. Paul • Investment: \$25 (includes Executive Presence presentation, appetizers and networking reception) Parking is available in the Dixie's/Saji-Ya parking lot and on city streets

Executive Presence for Young Professionals: Beyond Empty Suits & What to Wear is a lively, interactive session including simple, powerful and common-sense takeaways that participants can run with. If you think this stuff is fluff, think again. Stories from the field including: Building Relationships; Establishing Credibility + Trust; Presenting Ideas Effectively; and Managing Your Career.

"Executive Presence for Young Professionals: Beyond Empty Suits + What to Wear" is presented by Sherry Essen, Springboard. Over the past 15 years, Sherry has held a wide variety of leadership, marketing, strategic planning and consulting roles. She served as vice president, and then interim president of the College of Visual Arts in Saint Paul, overseeing a threefold increase in enrollment, a 300 percent jump in revenues and a major facilities expansion. She has recruited high-end creative talent, developed transformational marketing campaigns and managed human resources at an award-winning design firm. Most recently she coached executives and professionals as a senior consultant at a high-end management-consulting firm.



Sherry Essen



MAY 6

Member Orientation

Friday, May 6 • 7:30 a.m. – 9 a.m. • Chamber of Commerce Center • 401 North Robert Street, Suite 150, Saint Paul • Investment: FREE

Are you a new member of the Saint Paul Area Chamber of Commerce or just want to find out how to get the most out of your membership? Attend Member Orientation and learn about all the opportunities available to you as a Chamber member. This presentation includes an overview of the Chamber's services, committees, various events, advertising, marketing, sponsorships and additional value-added programs available to Chamber members only. There truly is something for everyone.

MAY 11

Good Morning! The Chamber's Monthly Membership Event

Wednesday, May 11 • 7:30 a.m. – 9 a.m. • The Saint Paul Hotel • 350 Market Street, Saint Paul • Investment: \$15 member, \$20 non-member
Featured Speaker: Pam Barton, U of M Women's Basketball Head Coach

Good Morning! is the Chamber's monthly membership meeting, created for our members to provide the best in networking, information about the business community and FUN! This is the event to attend to stay informed of issues that impact the Saint Paul/East Metro area.

Pam Barton and the Minnesota women's basketball program have not only turned the corner in terms of success; they have turned the heads of the entire state of Minnesota and players, coaches and fans around the country. The Golden Gophers have experienced a great deal of success since Barton took over the reigns in 2002. The program's first Final Four appearance in 2004 was preceded by the team's first trip to the Sweet 16 in 2003. The team's number 3 seed and 26 victories in 2005 are program bests in the NCAA tournament era.

Join us in celebrating business success and hear about topics that impact your business in the Saint Paul/East Metro area.



Pam Barton



MAY 12

Leadership Saint Paul Afterglow

Thursday, May 12 • 5 p.m. – 7 p.m. • Xcel Energy Center - The Fishing Lodge • Located on the corner of Kellogg Boulevard and West Seventh Street (To get to the Lodge, enter through Gate 1 and follow the signs to the Fishing Lodge) • Investment: FREE

Come and join past and present Leadership Saint Paul participants at the Afterglow. This is an incredible opportunity for you to: connect with your present class, reconnect with your past class, and meet others who have shared the common experience of Leadership Saint Paul. Light appetizers and drinks will be served.

The Fishing Lodge is the very exclusive private clubroom for people who own season tickets right on the glass. Come and join us for light appetizers and beverages and get an update from a representative from the Wild administration on the Minnesota Wild!



MAY 18

a.m. expresso...A Networking Event

Wednesday, May 18 • 7:30 a.m. – 9 a.m. • The Burlington Apartments • 1180 Cushing Circle, Saint Paul • Investment: FREE

Interested in expanding your customer base? Want a fun way to uncover new business leads from fellow Chamber members? Then a.m. expresso is for you! a.m. expresso is a convenient way to network and meet other Chamber members at a member's place of business.

For a relaxing comfortable lifestyle close to everything you need and everything you deserve, come to The Burlington. Our community is located next to Como Park and conveniently located between downtown Minneapolis and Saint Paul. We offer residences features and amenities that capture the charm of the Twin Cities. With large bay windows, spacious balconies including an area to grill, tiled bathroom floors, and ample storage rooms, our apartment homes will render a sense of contentment and comfort. Come home to The Burlington today!

a.m. expresso is an informal meeting, so please come as your schedule allows. Remember to bring along lots of business cards!



MAY 19

East Metro Derby Membership Campaign Celebration

Thursday, May 19 • 5 p.m. – 7 p.m. • Summit Brewing Company • 910 Montreal Circle, Saint Paul • Investment: FREE

Come out and celebrate the success of the East Metro Derby Membership Campaign. Awards, prizes and recognition are all a part of this event to wrap up the East Metro Derby. All members are invited to attend!



MAY 23

Public Officials Luncheon featuring the Saint Paul City Council

Monday, May 23 • 12 noon – 1:30 p.m. • Chamber of Commerce Center • 401 North Robert Street, Suite 150, Saint Paul • Investment: \$17

Saint Paul City Council members will be in attendance to give an update on issues that they are currently working on, answer questions, and give Chamber members the chance to let the council members know what issues are important to business, and ways the council can allow Saint Paul businesses to grow and be competitive.



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