

FALS *(Falls Area Leadership Series)* Community Service Project



Pictured left: FALS participants *Melissa Prozinski, Horizon Health* and *Angie Petersen, Keller Williams Realty Professionals.*

Designing and implementing a community service project is part of the FALS programming. The FALS group has chosen to help individuals

and families transitioning into alternate living environments. The FALS group will accomplish this by preparing 100 Care Kits to be distributed through Hands of Hope Resource Center.

Donations, monetary or products, are needed to accomplish their goal of 100 Care Kits. The Care Kits will include towels, personal hygiene supplies, gift cards, cleaning products, etc. The cost for each Care Kit is \$40 each, bringing the total need to \$4,000. Any amount either monetary or in product is greatly appreciated. Each contributor will be recognized on an index card that will be included with each Care Kit, the Chamber Newsletter, Facebook page and on the Chamber website. Monetary donations can be mailed to the Chamber of Commerce, 200 1 St NW, Little Falls. Product donations can be left at the Chamber of Commerce, Horizon Health or the Morrison County United Way.

If you have questions feel free to contact any of our FALS Participants Mary Brutger, Lacey Burgardt, Ashley Effinger, Maryrose Knutson, Sabrina Koelsch, Megan Kruse, Alicia Noakes, Angie Petersen, Melissa Prozinski, Jon Radermacher, Amy Walker, Sheila Watercott or the Chamber of Commerce.

Friday Morning Coffee

Friday, April 20
 7:30 - 9:00 am
 Country Inn & Suites, 209 16 St NE, Little Falls

sponsored by:



Networking is a powerful tool. After announcements, at 8:00 am, four attendees will have the opportunities for 30 second testimonials for another Chamber Member business.

Lunchtime on Location

Wednesday, April 25
 noon
 Falls Ballroom, 15879 Hwy. 27, Little Falls



Lunchtime on Location (LOL) is sponsored by a member. Our sponsor provides a light lunch, information about their business and one to one networking. There is a \$5.00 fee to attend. Make your reservation by emailing Gina at ginav@littlefallsmnchamber.com or call the Chamber (320) 632-5155 by Monday, April 23 to ensure we have enough food for all who wish to attend.

Save the date . . .

Chamber Golf Outing - Monday, July 16

Chamber Sporting Clays - Tuesday, August 21

From the Desk of the CEO

Debora K. Boelz



The first quarter of 2018 is behind us along with the snow and cold. I enjoyed the 20 inches of fresh snow that we got in March. March snow melts quickly and makes everything seem fresh again after the long winter.

My column this month is centered on the economic impact the arts, culture and history has on our area. I would like to think that the Little Falls Arts & Crafts Fair has been the catalyst for this impact with the Fair adding untold dollars to the local economy each year. The revenue generated by the Fair to the local economy was not factored into the study referenced below.

This economic impact study was sponsored by a collaborative of history, arts and cultural organizations in Morrison County. Funding for the research, completed by Creative MN, was provided by the Morrison County Historical Society, Great River Arts, Friends of Linden Hill, Charles A. Lindbergh House & Museum and the Friends of the Library.

Morrison County is a hotbed of creative residents! According to the IRS labor categories, 245 residents of Morrison County work full-time in a job that is tied to the arts, history or culture. An additional 149 residents work part-time. Those 395 people earn an average hourly wage of \$18.54, which is over \$2 more per hour than most positions.

The total economic impact from the arts and culture in Morrison County is nearly \$5 million. We are home to several large nonprofit organizations that add to the economy to the tune of \$2 million annually simply by being here, renting office space, paying employees and buying goods and services. Patrons attending art and cultural events in Morrison County add an additional \$1.2 million to the coffers with spending in restaurants, lodging and just shopping. The balance is from the artists and creative workers making purchases including renting space and raw materials.

When comparing Morrison County to other study areas, we ranked 10th among 15 study areas in population, yet we attract 128,346 attendees to arts and cultural offerings, which puts us in 4th place of the 15 study areas.

Morrison County ranks 5th in organizational spending and 6th in economic impact based on total spending by artists, organizations and audiences. The top 3 creative jobs in Morrison County are photographers, musicians and graphic artists.

Looking at the history end of the study, we are unique in that we have 5 organizations that serve this purpose; typically the study areas have only have 1 or 2 such nonprofits. Next time you are attending an event in Morrison County, look around the room to see how many people you DON'T know in the room. Those are the people that value what we have in our own backyards and travel to partake in our local offerings! Thank you to the organizations for funding this study and for all that you do to entertain us and bring visitors to the area. The full report generated by Creative MN can be found at www.creativeMN.org

***In closing**, the issues surrounding the Broadway bridge replacement on highway 27 has not been discussed at the Board of Director level. When concrete plans have been finalized, the Board may choose to weigh on the pros and cons of the grade separation concept. The true impact to the businesses along Broadway on both sides of the river and railroad tracks as well as the consequences to residential property values is an unknown. When and if the Chamber has a statement to make, it will be done in writing after being endorsed by a vote of the Board. And yes, this is very personal to me being a business owner in the affected area. I will not be making a personal public statement on the issue.*

Congratulations to our April Employee of the Month

Renee Kono,
Morrison County Animal Humane Society



The Little Falls Area Chamber of Commerce is pleased to announce our April Employee of the Month, *Renee Kono*, Morrison County Animal Humane Society. Renee has been a Shelter Mom for the past 5 years at the Morrison County Animal Humane Society.

Michael Fox states about Renee: "I can honestly say that I would not have been able to keep this place open without her. She constantly goes above and beyond what is asked of her often times taking sick or infant animals home to care for them over night or spending hours researching on obscure Law or Statue for me. She is incredibly hard-working, smart and compassionate and never seeks recognition though she definitely is deserving of this recognition."

Renee states: "I would like to thank the Little Falls Area Chamber of Commerce for this recognition as well as those who nominated me. I couldn't do this job without the support of the Director, team-mates and all the volunteers who help make the MCAHS the best.

My job is all about the well-being of all animals that come through our doors. The rewards for me are their health outcomes and placement in their permanent forever homes. There's no better feeling than getting pictures of them and the visits with their new families.

The teamwork we have is tops. Everyone's first priority is giving the animals as much love and care they deserve, but in reality what we get from them is beyond compare, so it's a win-win for the animals and us."

Thank you to our April Employee of the Month sponsors: **Bursch Travel Agency, CHI St. Gabriel's Health at Home, Design Electronics, Fitness Connection, Fresh Hair Professionals, Great River Arts, LeBlanc's Rice Creek Hunting & Recreation, Minnesota Fishing Museum Hall of Fame & Education Center, Pizza Ranch, The Royal, ServiceMaster Clean by Retka, Silker Studio, Spectrum Marketing Services.**

Congratulations Renee Kono!

Thank you to our March Lunchtime on Location (LOL) sponsor **Berg's Bug Removal**



Pictured above from the left: *Joe Berg, Cooper Berg, Nancy Berg, Berg's Bug Removal.*

Thank you to our March Friday Morning Coffee (FMC) sponsor **Habitat for Humanity of Morrison County**



Kathy Kahlhamer, Executive Director; Board of Directors members Vicki Krueger, Caroline Wadman, Jessica Thielen. Back row from left: Rosi Przybilla, Heidi LaCoursiere and Troy Olson, Habitat for Humanity of Morrison County



Recent Board Action

- Heard an update on City activities from *Jon Radermacher*, Little Falls City Administrator
- Approved the 2017 Annual Report (*available on the website*)
- Evaluated the 2018 Annual Meeting with preliminary financial report

Chamber Board / Staff Listing

2016-2018

Cindy Brey, SweetWater Resort
Pete Mooney, The Source Computing
John Thielen, Chair of the Board, Thielen Meats
Laurie Whitlow, PrimeLending

2017-2019

Tim Matros, Five Pines Senior Solutions
Jill Moore, Vice Chair of the Board, Great River Arts
Rosi Przybilla, Treasurer, Marshik Insurance Agency
Rob Ronning, Pine Country Bank

2018-2020

Steve Andres, Past Chair of the Board, Design Electronics
Dr. Allison Girtz, Secretary, Allison Zak D.C., LLC
Patrick Watercott, Vernon Sales Promotion

Chamber Staff

Debora K. Boelz, President/CEO
dboelz@littlefallsmnchamber.com
Mary Bednarek, Office, Arts & Crafts Fair and Financial Coordinator
mary@littlefallsmnchamber.com
Gina Vetter, Project & Volunteer Coordinator
ginav@littlefallsmnchamber.com

Lindy Greeters Welcome New Business

The following Lindy Greeters *Peter Grams, Melgram Jewelers* and *Tom Scherling, Century 21 New Horizons Realty* welcomed our newest business to the Little Falls and Morrison County business community. Welcome!

Bemobile



Pictured left: Lindy Greeter *Tom Scherling, Century 21 New Horizons Realty;* *Nitasha Worley and April haffer, Bemobile* and Lindy Greeter *Peter Grams, Melgram Jewelers.*

BeMobile has all the newest and

coolest Android, Apple and Windows devices in all of our stores. If you are interested in a device, contact the Little Falls Bemobile by calling [\(320\) 639-2030](tel:3206392030) or stop in for a visit they are located in the Lora B's Plaza, 120 11 St NE Ste #1, Little Falls For more information visit www.bemobile.com

Regional Forums on Housing

The Governor's Housing Task Force is holding a series of forums around the state, including one in Little Falls. It is especially important that the business community speak up about the need for **WORKFORCE HOUSING**. The Little Falls meeting will be on Thursday, April 5 from 6:00 – 9:00 pm at the Initiative Foundation.

The goal of the taskforce is to look at a full range of housing options to meet a wide range of community needs. This includes deeply affordable housing as well as workforce housing. At the last taskforce meeting for example, there was a panel of employers describing their needs and the connection beyond housing challenges and the need to attract a skilled workforce.

The evening will include some background on the housing taskforce and its goals, a local perspectives panel including a broad range of speakers who can help share the housing story of the region and breakout discussion on homeownership, rental housing, housing stability and opportunity. The evening will end with public testimony and an outline of the next steps.

The long-term success of the Task Force rests on understanding housing priorities and opportunities in communities across the State. The Regional Forums aim to engage community members and local leadership in identifying housing needs and potential solutions for their area. Many housing issues are shared across the State, while others are unique to place and circumstance. Please help the Task Force understand how housing options in your community can be improved and advanced by attending this regional forum. RSVP at www.mnhousingtaskforce.com/regional-forums

128 Years of Volunteers - - Thank You!!

National Volunteer week is April 15 - 21 and we have the pleasure of accomplishing the mission of the Chamber through the help of volunteers every day. In 2017 over 2,400 volunteers hours were given to the Chamber of Commerce through FALS (*Falls Area Leadership Series*), Little Falls Arts & Crafts, Market Place and Man Cave Fairs, Golf Outing, Sporting Clays, Annual Meeting and our numerous committees. Thank you to all 127 business professionals, youth and seniors who unselfishly give of their time and talents throughout the year to make Morrison County and Little Falls the place to live!

2018 Chamber Golf Outing

Monday, July 16

Little Falls County Club, 1 Edgewater Dr., Little Falls



Pictured left: 2017 Chamber Golf Outing low score team. Team members from the left: *Kyle Hoggarth, Tom Miller, Mike Johnson and Mark Saurer.*

This scramble format Golf Outing accommodates golfers of all skill levels. Take advantage of the early bird discount by getting your team or individual registration in by June 29. **Prior to June 29 cost is \$75 per golfer.** After June 29, your registration fee is \$85 per golfer. Included with your registration fee is 18 holes of golf, cart, boxed lunch, dinner, two beverages, games on the course and of course, networking.

Corporate Sponsorship

Corporate sponsors \$500 and includes: 4-some in the Golf Outing, 8 drink tickets, 4 boxed lunches, 4 dinners, 2 carts, logo inclusion on event materials, listing in Chamber weekly email blasts, logo inclusion on the Chamber website and Annual Report, acknowledgement the day of the event, recognition in the Chamber newsletter, professionally designed banner with your logo included, exposure of your business name and logo to over 300 Chamber members.

Cart Sponsorship

Cart Sponsorship \$700 is **limited to 1 sponsor** and includes: Business logo on all golf carts for the event, 4-some in the Golf Outing, 8 drink tickets, 4 boxed lunches, 4 dinners, 2 carts, logo inclusion on event materials, listing in Chamber weekly email blasts, logo inclusion on the Chamber website and Annual Report, acknowledgement the day of the event, recognition in the Chamber newsletter, professionally designed banner with your logo included, exposure of your business name and logo to over 300 Chamber members.

Dinner Sponsorship

Dinner Sponsorship \$700 is **limited to 1 sponsor** and includes: Business logo signage at the dinner recognizing the sponsorship, 4-some in the Golf Outing, 8 drink tickets, 4 boxed lunches, 4 dinners, 2 carts, logo inclusion on event materials, listing in Chamber weekly email blasts, logo inclusion on the Chamber website and Annual Report, acknowledgement the day of the event, recognition in the Chamber newsletter, professionally designed banner with your logo included, exposure of your business name and logo to over 300 Chamber members.

Hole-In-One Sponsorship

Hole-In-One sponsorship \$100 + the cost of insurance.

Hole -In-One sponsorship is limited to 4 sponsors. Benefits of sponsorship include: 4-some in the Golf Outing, 8 drink tickets, 4 boxed lunches, 4 dinners, 2 carts, logo inclusion on event materials, listing in Chamber weekly email blasts, logo inclusion on the Chamber website and Annual Report, acknowledgement the day of the event, recognition in the Chamber newsletter, professionally designed banner with your logo included, exposure of your business name and logo to over 300 Chamber members.

Hole Sponsorship

Hole sponsorship \$75 per hole and includes: professional signage at the Golf Outing event, acknowledgement in event materials, listing on the Chamber website, recognition in the Chamber newsletter, name recognition to over 150 potential new customers, recognition in the Chamber Annual Report and much more.

To become a sponsor or to register for golf visit our website at www.littlefallsmnchamber.com. If you would like more information about the Chamber Golf Outing contact either Deb or Gina by calling [\(320\) 632-5155](tel:3206325155) or email Gina at ginav@littlefallsmnchamber.com.



Lindy Greeters Visits

Thank you for your membership! Photo's are from member visits made in March. Lindy Greeters *Sheila Avenson, The Office Shop; Peter Grams, Melgram Jewelers; Angie Petersen, Keller Williams Realty Professionals; Tom Scherling, Century 21 New Horizons Realty*, visited the following members to thank them for their continued membership. The businesses were treated to a Chamber mug full of treats.

Benefit Innovations



Pictured left: *Kayla Bjorge, John Holthaus, Benefit Innovations; Lindy Greeter Peter Grams, Melgram Jewelers; Deb Holthaus, Victoria Vacek and Lindy Greeter Tom Scherling, Century 21 New Horizons Realty.*

Benefit Innovations is an employee benefit advisor that has been in business for over 25 years. Using highly integrated technology, Benefit Innovations works with employers to manage employee benefits for companies of all sizes; small family owned businesses to multi state-managed corporations, along with public and private school districts throughout the State. The knowledge of Benefit Innovations advisors provides the employer with resources to attract and retain quality employees. The highly trained and skilled Benefit Innovation Account Executives and their team become a valuable extension of the employers HR department. Providing legal compliance and administration services. Benefit Innovations home office is in Little Falls, MN with three satellite offices in Excelsior, MN, Pequot Lakes, MN and Litchfield MN. Whatever your business size we will bring value and administrative refile to your business. For more information visit www.BenefitInnovationsMN.com

Coborn's Liquor



Pictured left: Lindy Greeter *Angie Petersen, Keller Williams Realty Professionals; Dan Moe Coborn's Liquor and Lindy Greeter Sheila Avenson, The Office Shop.*

Coborn's Liquor is proud to carry an endless selection of local beer, spirits, wine, and more at all of our Coborn's Liquor locations. Swing by your local Coborn's Liquor and be amazed by the wide selection and low prices of locally owned and distributed brews. For more information visit www.coborns.com/liquor

Kampa Gerbi & Associates



Pictured left: Lindy Greeter *Sheila Avenson, The Office Shop; Paula Kampa, Jacki Retka, Brenda DeRosier, Mark Gerbi, Kampa Gerbi & Associates and Lindy Greeter Angie Petersen, Keller Williams Realty Professionals.*

Kampa Gerbi & Associates is an insurance agency who prides itself on above and beyond customer service built on a foundation of trust and honesty. Have them look at your home, auto, business, farm and other insurance needs. For more information visit www.kgins.com

PrimeLending



Pictured left: Lindy Greeter *Tom Scherling, Century 21 New Horizons Realty; Patience Svor, Laurie Whitlow, PrimeLending and Lindy Greeter Peter Grams, Melgram Jewelers.*

PrimeLending is your homeownership specialists. They will fit your ideas and goals with mortgage solutions. From new home purchases, refinancing to lowering your monthly obligations, purchasing a second home, investment properties to expanding your home's footprint with a renovation loan. One team one purpose. Call PrimeLending today [\(320\) 631-0711](tel:3206310711) or visit

Use Federal Tax Reform to Rightsize Tax System

By *Doug Loon*

Minnesota's tax system is center stage at the Legislature following passage of the significant federal tax reform. We join our local chamber partners in encouraging Governor Mark Dayton and the Legislature to seize the real opportunity – and real need – to rightsize Minnesota's tax system for the long-term benefit of employers and employees.

"It's disappointing that Dayton's supplemental budget not only raises overall taxes, but he also proposes to unwind the specific business tax relief measures that he personally negotiated and signed into law last year. In particular, he proposes to bring back the statewide business property tax inflator. This is yet another debilitating tax increase on main street businesses across Minnesota.

The Governor proposes to use two-thirds of the projected \$329 surplus for the current biennium on new spending. The Legislature has already set the two-year budget, and spending has increased 11.4%. Minnesota is enjoying a surplus for the fifth consecutive year. It's time to pass that prosperity on to Minnesotans by enacting pro-growth tax reforms focused on reducing all tax rates.

Returning a significant portion of the state revenue gains from federal tax reform, and the resulting state surplus, to the private sector will help grow jobs and strengthen our economy. Minnesota cannot afford to stand still and become less competitive. Many other states, including Iowa, already are proposing to reduce their personal income tax and corporate tax rates. It's time to get out of the top five in so many tax rankings.

Our top individual income tax rate is fourth highest in the nation. More than 90 percent of all Minnesota business owners pay their taxes through their personal income returns. Every dollar that goes to taxes is one less dollar available to invest in employees and operations. Moreover, our high rates exacerbate companies' challenges to recruit and retain talent.

Our top corporate tax rate is third highest in the nation. High corporate rates harm entrepreneurship and investment. The tax is ultimately paid by individuals through lower employee wages and benefits, and higher prices for goods and services.

There's no better economic engine than putting the money in the hands of the private sector. Witness the headlines following passage of federal tax reform – companies passing along the benefits of tax savings to their employees, shareholders and host communities.

The governor and Legislature truly face a once-in-a-generation opportunity to rightsize our tax system. Minnesota enjoys another state surplus – the fifth - in five years. Spending is up more than 11 percent, and the state's rainy day fund is approaching \$2 billion. It's time to pass that prosperity on to employers and employees alike. Together, we can grow our economy for the long-term benefit of all Minnesotans.

Doug Loon is president of the Minnesota Chamber of Commerce – www.mnchamber.com.

Lindy Greeters Visits

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ReMax Central MN



Pictured left: *Shelly Stoner, Wyatt Cekalla, Jeff Kruschek, ReMax Central MN; Lindy Greeters Angie Petersen, Keller Williams Realty Professionals; Sheila Avenson, The Office Shop; Nicole Stotz, Paula Quinn and Chris Kruschek, ReMax Central MN.*

ReMax Central MN agents and staff are long time residents of Little Falls and are honored to serve the community and surrounding areas. Thank you to the Lindy Greeters for their visit. We are proud members and appreciate the services of the Little Falls Area Chamber of Commerce. For more information visit

www.remax.com

FALS (Falls Area Leadership Series)



Pictured left are the FALS participants participating in the poverty simulation.

The March 14 FALS session was focused on health and

human services. The participants participated in a poverty simulation, toured **St. Otto's Care Center**, **St. Francis Convent** and **Sprout**. They also heard from a nonprofit panel. Panel members included: *Nate Janson, Boy & Girls Club; Megan Kruse, Morrison County United Way* and *Rose Surma, Oasis Central MN*. Thank you to our day chair, *Diane Zalasini, Pine Country Bank* and our session sponsor **St. Otto's Care Center**. Our next session will be Wednesday, April 11

April Calendar of Events

The Little Falls Area Chamber of Commerce events and meetings are in bold. For an expanded list of community events, visit our website at <http://www.littlefallsmnchamber.com>

April

- 3 ~ **Lindy Greeter Committee Meeting**, noon, Perkins Restaurant & Bakery, 201 16 St NE, Little Falls
- 3 ~ **Sporting Clays Committee Meeting**, noon, West Side Bar, 115 W Broadway, Little Falls
- 4 ~ Little Falls Business Association, noon, Pine Country Bank, 1201 1 Ave NE, Little Falls
- 4 ~ Baseball Pendants, 6:30 pm, Great River Arts, 122 1 St SE, Little Falls
- 4 ~ Lariat Necklaces, 6:30 pm, Great River Arts, 122 1 St SE, Little Falls
- 5-7 & 12-14 ~ Neil Simon's Rumors!, 5:00 pm doors open, 6:00 pm dinner, 7:00 pm, Show, Great River Arts, 122 1 St SE, Little Falls
- 5 ~ Taize Prayer, 6:00 pm, Gathering Space, St. Francis Convent, 116 8 Ave SE, Little Falls
- 7 ~ Motor Club & Swap Meet, 8:00 - 11:30 am, MN Fishing Museum & Hall of Fame, 304 W Broadway, Little Falls
- 7 ~ Petite Picasso Art Class, 10:30 - 11:30 am, Great River Arts, 122 1 St SE, Little Falls
- 7 ~ Fashion Trashion Class (5th grade and up), 11:00 am - 2:00 pm, Great River Arts, 122 1 St SE, Little Falls
- 7 ~ Mini Monet Art Class, noon - 1:30 pm, Great River Arts, 122 1 St SE, Little Falls
- 7 ~ Pasta Bar Fundraiser, 4:30 - 7:00 pm, St. Francis Convent Dining Room, 116 8 Ave SE, Little Falls
- 11 ~ **FALS (Falls Area Leadership Series) Session**, 8:30 am - noon, Linden Hill Historic Event Center, 608 Highland Ave., Little Falls.
Session sponsor: **MN Power & Linden Hill Historic Event Center**
- 12 ~ **Chamber Board of Directors**, 11:00 am, Chamber of Commerce, 200 1 St NW, Little Falls
- 13 ~ In Harmony Designer Bag Bingo, 5:00 pm, Little Falls VFW, 1210 3 Ave NE, Little Falls
- 14 ~ Fashion Trashion Class (k-4), 10:30 am - noon, Great River Arts, 122 1 St SE, Little Falls
- 14 ~ 2nd Saturday Free Art, 11:00 am - 12:30 pm, Great River Arts, 122 1 St SE, Little Falls
- 14 ~ Fashion Trashion Class (5th grade and up), noon - 2:00 pm, Great River Arts, 122 1 St SE, Little Falls
- 19 ~ Designer Purse & Accessories Sale, 10:00 am - 4:00 pm., Lobby of St. Gabriel's Hospital, 815 2 St SE, Little Falls
- 19 ~ Earth Day Prayer Service, 2:00 - 2:45 pm, St. Francis Hall, St. Francis Convent, 116 8 Ave SE, Little Falls
- 20 ~ **Friday Morning Coffee**, 7:30 - 9:00 am, Country Inn & Suites, 209 16 St NE, Little Falls. Sponsored by: **Country Inn & Suites**
- 20 ~ Fishing with the Pro's Fundraising Dinner, 5:00 pm, Falls Ballroom, 15879 Hwy 27., Little Falls
- 20 ~ Fashion Trashion Opening Ceremony, 7:00 pm, Great River Arts, 122 1 St SE, Little Falls
- 21 ~ Once Fired, 10:00 am - noon, Great River Arts, 122 1 St SE, Little Falls
- 25 ~ **Lunchtime on Location (LOL)**, noon, Falls Ballroom, 15879 Hwy 27., Little Falls. Sponsored by: **Falls Ballroom.**
- 26 ~ Growing & Marketing MN Premium Garlic, 5:30 - 8:00 pm, Sprout Marketplace, 609 13 Ave NE, door #8, Little Falls

LITTLE FALLS AREA

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200 1 St NW

Little Falls MN 56345