



Chamber Connection

Hibbing Area Chamber of Commerce Newsletter

Vol 3 • Issue 3 March 2011

Welcome to the
"Chamber Connection"

UPCOMING



EVENTS:

Saturday, April 2

WINS Women's Self Defense
Hibbing Elk's Lodge

Tuesday, April 12

RYPs "Don't Stress About it"
Amelia's

April 13 & 14

Global Understanding Series
Focus on Canada
Hibbing Community College



"Like" us on facebook. Also tell us about your positive Hibbing business experience on Facebook. Search: Hibbing Area Chamber of Commerce or go to <http://tinyurl.com/29uvhwy>



FOCUS ON CANADA

Global Understanding Conference

Join us as we "Focus on Canada," the third annual Global Understanding Series conference aimed at introducing citizens and businesses to new cultural opportunities on April 13-14, 2011 at Hibbing Community College. The registration fee includes:

April 13, 5:30 PM

Reception at Hibbing Community College

Canadian Cuisine, Hors D' Oeuvres

Performance by the Canada's Musical Traditions in the HCC Theater 7:00 PM

April 14, 7:45-4:00 PM

Conference

- Keynote address: Graham Rush, Consul and Senior Trade Commissioner, Canadian Consulate
- Panel Discussion and breakout sessions with experts from academia and industry
- Canadian luncheon featuring guest chef, Todd Moxham. Lunch Bagpipe and Drum performance by Peter Davis and the KBJR'S Barbara Reyelts
- Contacts with representatives from Minnesota's Trade Office, the Canadian Consulate and the US Department of Commerce.

Cost -\$50.00 General Admission but check our out our discounted pricing! Chamber members get in for \$40 (you may belong to any northern MN chamber) Students and Educators \$25

To register or for more registration information go to :

www.hibbing.edu/focusoncanada/registration or call 218-262-7270

To view the agenda go to www.hibbing.edu/focusoncanada/agenda



Hibbing Area Chamber of Commerce
211 East Howard Street
P.O. Box 727
Hibbing, Minnesota 55740
Phone 218-262-2885 • Fax 218-262-2887
e-mail: info@hibbing.org

Businesses emerge slowly from recession

Grow Minnesota! assistance most important to Hibbing Area companies

Minnesota's economy is stronger than a year ago, but businesses are still feeling the effects of the recession, according to the annual report of Grow Minnesota!.

At the same time, companies remain aggressive in exploring products and markets. The companies realizing the greatest success appear to be those expanding in international markets.

Grow Minnesota!, a distinctive program of the Minnesota Chamber of Commerce, focuses on retaining and creating jobs. The Hibbing Area Chamber of Commerce is among the 55 local chambers of commerce or private-sector economic development organizations that partner with the Minnesota Chamber. Volunteers statewide conducted nearly 850 one-on-one conversations with owners and/or top-level managers

The report represents findings from the program year that concluded in the fall of 2010. Grow Minnesota! is in its eighth year.

"The recession cast a long shadow," said Bill Blazar, Minnesota Chamber senior vice president of public affairs and business development. "There's still a real reluctance to add bricks and mortar as well as employees. The findings underscore the need to check in regularly with businesses and provide day-to-day assistance in solving a variety of business problems. That remains the strength of our program."

"The statewide findings coincide largely with what we are seeing as well, said Lory Fedo, President of the Hibbing Area Chamber of Commerce. The Hibbing Area Chamber visited 20 businesses in 2010 and over 120 the last couple of years.

Fedo pointed out that though many businesses have struggled, there have also been bright spots. Hibbing was highlighted in the Grow Minnesota Annual Report for the work that was done to assist Detroit Diesel Remanufacturing, DMR Electronics expand.

According to the report, "The Hibbing Area Chamber, along with the Minnesota Department of Employment and Economic Development, the Hibbing Economic Development Authority and the IRRRB took quick action and combined their resources to successfully put together an incentive package to support the expansion. The Expansion will increase DMR's employment to more than 100 employees. "

Across the state sales and profitability lag from the height of the economic boom in 2006-2007, Blazar said. Noteworthy, however, the biggest changes recorded were in the percentages of businesses reporting sales and profitability improving from "decreasing" to "stable" in the past two years.

Companies are working hard to produce and introduce new goods and services to new markets, the report noted. About 60 percent reported that they will introduce a new product or service in the next two years.

"While significant, that's down from 66 percent during the boom years," Blazar said. "This is of particular concern in Minnesota where the development and growth of the economy depends on the start-up, initial success and continuous evolution of Minnesota businesses."

Full domestic economic recovery is not expected until 2014, at the earliest. International markets appear to be on an accelerated path and that's recognized by Minnesota businesses. "More companies are saying that international markets are their fastest growing source of customers. As they add these customers, that means more jobs for Minnesotans," Blazar said.

Business assistance remains the core of Grow Minnesota!, Blazar said. That's most evident during the challenging economy, but make no mistake, businesses need help navigating state and local government requirements and resources in both good times and bad. The program helped 108 businesses directly last year, affecting nearly 1,300 jobs. Historical patterns show that, whether the economy is good or bad, one of eight visits results in a request for some type of assistance. To that end, BusinessConnection – the 24/7 online portal – is a most important resource. Businesses can access it at www.mnbizconnect.com.

The 2010 annual report of Grow Minnesota! can be found at www.growminnesota.com/annual-report.



March 28, 2011

Dear Chamber Member,

Security State Bank would like to take this opportunity to invite you to attend its presentation of **Profit Mastery: Practical Tools for Control, Survival and Success**, the nationally acclaimed seminar for business owners and managers.

This practical, "hands on" seminar deals with **action steps** for improving profitability and efficiency to keep your business strong and competitive.

Hundreds of business owners and managers like you have attended this dynamic two-day presentation. I have attended as well -- and agree that it provides invaluable management tools in a **working** format. The seminar answers key business questions such as:

How can I get more **useful** information out of my financial statements? How can I use them to manage more effectively?

How can I manage growth (or recession)? How much can I **afford** to grow in good times? How can I survive bad times?

If I need financing, exactly what does my banker expect of me? How can I make sure the bank understands my business?

We want you to be among the first to know about this upcoming session. Enrollment in the seminar is limited to 45 to facilitate casework and discussion on a personal basis.

The enclosed brochure provides complete details about the seminar. The session will be conducted here in **Hibbing** on **May 10th & 11th**. Please call me at (218) 263-2224 for more information about this important management program. We want to help you get and keep that competitive edge for success!

Yours truly,

Mark T. Gardeski
Vice President

Because we feel so strongly about the value of this presentation, Security State Bank will refund your money if, after attending, you feel this seminar was not worth your time!

P.O. Box 279, Hibbing, Minnesota 55746

Phone: (218) 263-8855 Fax: (218) 263-2243



Equal Opportunity Employer



Where & When

PROFIT MASTERY

"Profit Mastery: Practical Tools for Control, Survival, and Success"

May 10-11, 2011
Park Hotel
1402 East Howard St.
Hibbing, MN

Day 1

Registration & Continental Breakfast
7:30-8am

Session
8am-5pm
(Lunch included)

Reception
5-6pm

Day 2

Session
8am-4pm
(Continental Breakfast, Lunch included)

Dress comfortably & bring a calculator.

Seminar Outline

INTRODUCTION
The Entrepreneur Management Styles
Common Business Problems
Managing Cycles More Efficiently

MONITORING FINANCIAL POSITION
Understanding Income Statement
The Roles of a Balance Sheet
Financial Ratios & Efficiency
Financial Cause & Effect
Case Study & Practical Application

CAUSE & EFFECT: ROADMAP TO A BIGGER BOTTOM LINE
Identifying Financial Distress
Seeing the Symptom
Identifying the Cause of the Problem
Prescribing a Cure
Improving Cash Flow and Profitability

PLANNING AND MANAGING LONG-TERM GROWTH
Role of Balance Sheet
Operating Leverage
The Cost of Growth
Planning Successful Growth
Case Study & Practical Application

PROFIT PLANNING AND CASH FLOW ANALYSIS
Developing a Profit Plan & Budget
Identifying Key Patterns of Cash Flow
Developing Seasonal Cash Budgets
Cash Forecasting as a Tool
Funding Seasonal/Long-Term Growth

INCOME STATEMENT: BREAK-EVEN ANALYSIS
Managing Income Statement
Understanding Cost Behavior
Contribution Margin
Applying Break-Even in Your Business
Case Study and Application

DEALING WITH BANKS AND FUNDING
Understanding Loan Approval
What Bankers Look For
Putting a Package Together

SUMMARY, CONCLUSIONS, AND EVALUATIONS

Who Should Attend?

Business Owners, Key Managers, Entrepreneurs, Business Advisors, and others whose decisions have an impact on your company's financial performance.

Our Profit Mastery program is designed to enhance the financial management skills of all business people.

About the Presenter



Steve LeFever - part comedian, part financial manager, former commercial banker, current entrepreneur and world-class presenter. Steve drives home his message with a no-nonsense, laugh-out-loud approach that makes him the top-rated presenter at virtually every conference he attends. Driving financial discipline and initiating change in diverse types of organizations can be a big challenge - and in this area, Steve LeFever can do it like no one else.

About Security State Bank



Security State Bank has been serving our friends and neighbors in Hibbing, MN since 1911!

We are a progressive locally-owned community bank dedicated to providing you with a wide range of products and services to meet your changing financial needs.

When you partner with Security State Bank, we provide far more than loan and deposit services. We provide sound business advice to fuel your success.



PRESENTS

Profit Mastery: Practical Tools for Control, Survival, and Success

May 10-11, 2011
Park Hotel
Hibbing, MN

PROFIT MASTERY

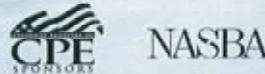
"The participant feedback from our customers, prospects, and CPAs in attendance has been nothing short of overwhelming. I do not think that I have ever seen a seminar generate a more positive set of participant evaluations."

- John Trial, Sr. Vice President, Commercial Banking, Compass Bank

"Steve LeFever is one of the best speakers I have ever seen, and the best by far on this topic. I recommend you run ... don't walk, to sign up for this outstanding program."

- Larry Cassidy, Vistage Chair & Cope Award winner

"Profit Mastery: Practical Tools for Control, Survival, and Success" qualifies for 16 hours of CPE credits.



Statement: Business Resource Services, Inc. is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE sponsors, NASBA ID #102520. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be addressed to the National Registry of CPE sponsors, 150 Fourth Avenue North, Suite 700, Nashville, TN 37219-2417.

Tax Refund: Tax deductions may be applicable for all expenses of continuing management education undertaken to maintain and improve professional skills.

Cancellations: Cancellations made less than 7 working days prior to the seminar are subject to a \$50 cancellation fee.

Questions? Contact Security State Bank by phone at (218) 263-2224 or email at mgardeski@ssbhibbing.com.

Send registration with payment to:

Mark Gardeski, Vice President
Security State Bank
701 East Howard St.
P.O. Box 279
Hibbing, MN 55746

Registration Form

Profit Mastery: Practical Tools for Control, Survival, and Success

Cost: \$495 per person

Register by: May 1, 2011

Registration includes: 400-page Participant's Guide workbook, additional materials, two continental breakfasts, two lunches.

Registration also includes unlimited access 24/7/365 to the Profit Mastery University online streaming video course, allowing you to refresh or review the financial knowledge you'll learn over these two days.

You may pay by cash or check (payable to Security State Bank).

Name

Company

Address

City

State, Zip

Phone


Email

"The Profit Mastery program is the best I have ever seen at developing a common vision between bankers, accountants, and business owners. Your program clearly resonates with both business owners/managers and financial professionals, and we are enthusiastic about building our business banking strategy around Profit Mastery."

- Gary Conatser, SVP, Denali State Bank

Chamber Showcase

Thursday, May 19, 2011
4:30 pm—7:30 pm
Black Bear Casino Resort
Otter Creek Event Center



Join the Northland Chambers, 70 Chamber member trade booths from across the region & hundreds of business contacts all under one roof!



Showcase your business to the Northland!

A business showcase and networking extravaganza where you can:

- Pass out promotional products, business cards and informational packets

\$275 affords you this unique marketing opportunity

Call or email to reserve your table for 2011	Direct all payments to Duluth Area Chamber of Commerce 5 W. First Street, Suite 101 Duluth, MN 55802 Fax: (218) 722-3223
Linda Kratt (218) 740-3753 lkratt@duluthchamber.com	

Want to attend? The cost is \$3.00 if you pre-register or \$5.00 at the door.

For more information or to pre-register for this event, visit <http://tinyurl.com/62u5ugj>



Commercial Vehicle Financing with Unlimited Miles!

The next time your business is in need of a new (or used) commercial vehicle, consider **U.S. Bank Business Equipment Financing**. Unlike other commercial finance programs, we do not believe in mileage allowances and have no additional fees for excess miles. In addition, we offer 100% financing. Now that's an easy way to drive business.

For more information, call

Greg Lee at 218-262-7112

Benefits of Equipment Financing

- 100% Financing
- New or Used Equipment
- Four-hour Credit Decisions
- Next Day Funding Available
- Potential Tax Savings
- Unlimited Miles for Commercial Vehicles

All of **us** serving you™

usbank.com



*Subject to normal credit approval. Application-only process targets four-hour credit decision; longer times may apply if additional documentation is required. Next-day funding available with proper documentation. U.S. Bank Business Equipment Finance Group is not offering legal, tax, accounting or financial advice. Customers are encouraged to consult with their tax and accounting advisors for a clear understanding of how various equipment financing products could impact their specific business conditions. Member FDIC.

U.S. Bank Business Equipment Financing Application

Business Information

Are you a U.S. Bank Customer? Check all that apply Personal Checking Business Checking Business Loans Other

Business Legal Name		Federal Tax ID	
DBA (if any)	Primary Contact	Title	
Phone	Fax	E-mail Address	
Street Address	Mailing Address	City, State Zip	
Date Business Started	Years Under Current Ownership	Nature of Business	
Primary Bank	Phone #	Checking Account #	
Other Loan/Lease (company)	Account #	Phone #	Contact Name
Comments			

Equipment Information

Equipment Description	Estimated Equipment Cost	Expected Delivery Date	Equipment Type (New or Used)
Vendor Name	Vendor Contact	Vendor Phone #	
Vendor Address	Vendor City, State Zip		

Principal Information

Principal Name (1)	Principal Title	Home Address	City, State Zip	Date of Birth
Phone #	Percent of Ownership	Social Security #	Signature	
Principal Name (2)	Principal Title	Home Address	City, State Zip	Date of Birth
Phone #	Percent of Ownership	Social Security #	Signature	

For Office Use Only

Banker: Greg Lee	Preferred ID: GALEE1	Phone: 218-262-7112	Branch: 408
Banker	Preferred ID	Phone	Branch #

Each individual signing as principal certifies that the information provided is accurate and complete. Each individual signing as principal authorizes lender or any other lending services to obtain a consumer credit report that will be ongoing and relate not only to the evaluation and/or extension of the business credit requested, but also for purposes of reviewing the account, increasing credit line, taking collection action on the account and for any other legitimate purpose associated with the account as needed. Customer(s) further authorizes banks, trade references, and financial institutions the right to release information to us. **IMPORTANT NEW CUSTOMER INFORMATION:** To help the government fight the funding of terrorism and money laundering activities, Federal law requires financial institutions to obtain, verify and record identifying information on new customers. The personal data requested above will allow us to identify each person signing this application. We may also ask for copies of drivers' licenses or other identifying documents. By providing us with a telephone number for a cellular phone or other wireless device, you are expressly consenting to receiving communications at that number including but not limited to pre-recorded or artificial voice message calls, text messages, and calls made by an automatic telephone dialing system from U.S. Bank and its affiliates and agents. This express consent applies to each such telephone number that you provide to us now or in the future and permits such calls regardless of their purpose.

EEO/AA Notice (to be retained by applicants): Thank you for your business credit application. We will review it carefully and get back to you promptly. If your application for business credit is denied, you have the right to a written statement of the specific reasons for that denial. To obtain that statement, please write to us at: 1200 Energy Park Dr. St Paul, MN 55108 within 60 days from the date that you were notified of our decision. We will send you a written statement of the reasons for the denial within 30 days of your request for the statement. **NOTICE:** The Federal Equal Credit Opportunity Act prohibits creditors from discriminating on the basis of race, color, religion, national origin, sex, marital status, age (provided the applicant has the capacity to enter the binding contract), because all or part of the applicant's income derives from any public assistance program; or because the applicant has in good faith exercised any right under the Consumer Credit Protection Act. The federal agency that administers our compliance with this law is the OCC Consumer Assistance Group, 1301 McKinney St. Ste. 3430, Houston, TX 77030-9050.

All of  serving you™

Fax Application to 800-621-3213



WELCOME NEW CHAMBER MEMBERS

Project Care Free Clinic
3112 6th Avenue East · Hibbing, MN 55746
218-263-8549

Range Reliable Agency
131 8th Street South · Virginia, MN 55792
218-749-8340

Country Kitchen
2520 East Beltline · Hibbing, MN 55746
218-262-CKCK (2525)

Town & Country Electric
1116 8th Street South · Virginia, MN 55792
218-741-4618

Lily Lane Embroidery
2205 111th Avenue East · Hibbing, MN 55746
218-263-9049

Ribbon Cuttings-----



NEW BUSINESS

Country Kitchen
2520 East Beltline • Hibbing, MN 55746

Brenda Fagan, Ambassador/Range Center; Kristina Menard, Ambassador/Advantage Billing Concepts; Mary Bischoff, Ambassador/Hibbing Daily Tribune; Marlene Larson, General Manager; Sandra Menard, Ambassador/O D C; Keny Adams, Owner; Alicia Fink, Supervisor; Linda Perpich, Ambassador/ American Bank; Carla Arens, Supervisor; Donna Carlson, Assistant Manager; Lori Fedo, President/CEO Hibbing Chamber

Save the Date!

GOLF OUTING
Monday,
August 1, 2011

For cart or golf reservations:
Contact Nancy Byrd at
hibbcocf@hibbing.org or 262-3895

For hole sponsorship information:
Contact Jennie Damjanovich at
jennie@hibbing.org or 262-3895



Hibbing Area
Chamber
Commerce



Your connection to business answers.

BusinessConnection, available at www.mnbizconnect.com or by calling 1-888-MINN-BIZ, is a free service for Minnesota businesses to help solve and research business-related problems. BusinessConnection offers all of the state's public and private business-assistance resources in one convenient location. It is a service of Grow Minnesota! and sponsored by the Minnesota Chamber of Commerce and the Department of Employment and Economic Development. Our local partner is the Hibbing Area Chamber of Commerce. It supports the service in the Hibbing Area.



ARTS & CRAFT VENDORS WANTED!!!

If you are interested in being an Arts & Crafts vendor, please contact the Hibbing Area Chamber at 218-262-3895 or hibbcofc@hibbing.org



Cliffs Natural Resources Inc is an international mining company, the largest producer of iron ore pellets in North America, and a major supplier of metallurgical coal to the global steelmaking industry. We operate six iron ore mines in Michigan, Minnesota and Eastern Canada, and three coking coal mines in West Virginia and Alabama, as well as interests in Australia and Brazil. With over 160 years of innovation in the mining industry, we continue to execute a strategy designed to achieve scale and focus on serving the world's largest and fastest growing steel markets.

Minnesota Operations

Hibbing Taconite

Northshore Mining

United Taconite



www.cliffsnaturalresources.com



range young professionals
...making connections

Don't Stress About it!

From work to home, we all have stress that can impact our lives. Amy Donnan, MA, LP, who is a psychologist dedicated to emotional healing, guidance and mastery, will provide tips to help alleviate stress during a Range Young Professionals luncheon event.



Upcoming RYP events:

Speed Networking Fiesta

Thursday, May 5th
The Brick Yard
5:00 Social/6:00 Start

Average Joes Golf Outing

May 19th
Hibbing Muni Golf Course



When: April 12
Time: Noon
Where: Amelia's, Hibbing
Cost: \$10 for members
\$15 for non-members

RSVP by April 6: 262-3895 or hibbcofc@hibbing.org

SPONSORS

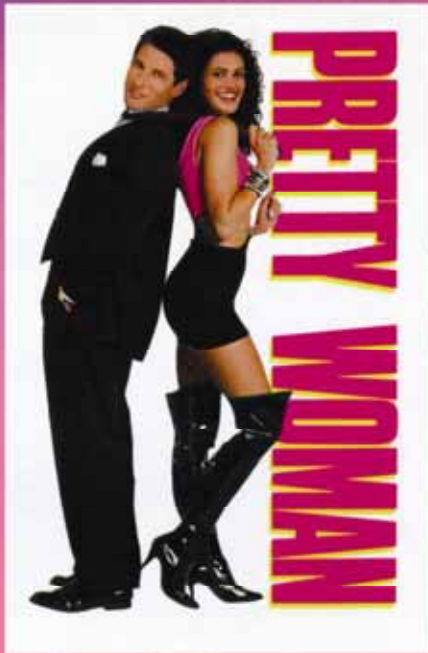


The next RYP Meeting will be

Wednesday, April 20, 2011
12:00 Noon @ Sammy's

The Hibbing Area Chamber's
Women's Innovative Network
Invites you to attend.....

Chick Flick Night



Wednesday, May 18, 2011

5:00 PM Cocktails/Hors D'oeuvres

6:00 PM Showing

Paulucci Space Theatre

\$15 members

\$ 20 non-members

Have a little fun with it! Wear your Pretty Woman fashions like tall black boots. Find fashion ideas by searching Pretty Woman movie images on Google



Hibbing Area
Chamber

SE
Pears
Commerce



WIN
WOMEN'S INNOVATIVE NETWORK

Groups encouraged. Space is limited. An RSVP IS REQUIRED.

RSVP by May 13 at hibbcofc@hibbing.org or call 218-262-3895

Spotlight on Government Redesign

By David C. Olson, President MN Chamber of Commerce



Minnesotans face mutual challenges as we climb out of a recession that has taken a toll on both the private and public sectors. Conducting business as usual just doesn't cut it. Business and government alike must explore all measures and take bold action to deliver quality products and services to our customers at lower cost.

In that pursuit, the Minnesota Chamber of Commerce and its local partners are engaging business leaders and citizens to redesign government services. We're grateful to the Bush Foundation that contributed money to this effort. The findings, to date, of these five studies were reported at the annual meeting of the Minnesota Chamber of Commerce Executives (MCCE) There is reason for optimism.

Chambers of commerce at Brainerd Lakes, Staples Motley Area and Long Prairie Area are working with Crow Wing and Todd counties to study the case management for individuals who access a variety of county departments; the goal is to streamline the process and make these people less reliant on public services. The Owatonna Area Chamber is working with its city to use the LEAN process to evaluate operations; the first department being reviewed is parks and recreation.

Rochester Area Chamber is working with its city to develop a more customer-focused approach for review and approval of various development requirements. The Austin Area Chamber studied public safety dispatch with the city of Austin and Mower County. And a group of Twin Cities chambers is working with the Metropolitan Council to identify efficiencies in transit operations.

Some of these projects are still in progress, and others have issued final recommendations. Among the common themes that have emerged:

- Improving service to customers should be at the forefront of any effort to consolidate and/or streamline operations.
- Don't expect an immediate return on the bottom line; real savings are long term.
- Enacting change requires engaging ideas that focus on the outcomes. Do not pander to the vested interests of stakeholders; there can be no sacred cows.
- The private sector must demand change and be ready to jump in with its resources.

Hardly a week passes that headlines don't announce another initiative on government collaboration. Otter Tail County's director of solid waste also oversees programs in Wadena and Todd counties. Austin and Albert Lea are exploring sharing the services of a finance director. Rice County officials are charting a course to change the way the county does business. And Rep. Paul Marquart, DFL-Dilworth, said he would first consider redesign to ease the state's expected budget deficit. He suggested that some agencies, like law enforcement, don't need to be restricted by county boundaries.

Changing demographics are driving the delivery of government services. An aging population is demanding more public services, especially in health care. At the same time, a shrinking workforce is contributing fewer tax dollars to support these services. And the reality of a world economy means services must be delivered at the same or lower per-unit price.

We also recognize that many local governments – no matter how well intentioned – are hamstrung in efforts to change operations. Myriad state mandates hinder their flexibility and ability to carve new paths. That's why chambers of commerce are working with local governments and legislators to review and eliminate the costliest and most cumbersome of mandates.

The Minnesota Chamber believes the state budget can be balanced by using the revenues we know will be available for the next biennium. Budget reform and service redesign must be part of the final puzzle. We stand ready to assist policy-makers at all levels of government to identify the most pressing problems and then fund those programs that deliver the greatest value and best outcomes.

For more information, visit the Web at www.mnchamber.com.



April 2011

WIN's Women's Self Defense Workshop	02	10:00 AM, Hibbing Elk's
Board's Executive Committee Meeting	04	12:00 Noon, US Bank Boardroom
Leadership Committee Meeting	05	8:00 AM, Sportsmen's
Tour Spain Committee Meeting	05	10:00 AM Chamber office
Board of Directors Meeting	11	11:30 AM, TBD
RYP's <i>Don't Stress About it</i> lunch	12	12:00 Noon, Amelia's
Women's Innovative Network Meeting	12	4:00 PM, Jimmy's
Global Understand Focus on Canada Reception	13	5:30 PM, Hibbing Community College
Commercial Weatherization Meeting	13	8:30 AM, Chamber office
Global Understand Focus on Canada Conference	14	8:00 AM, Hibbing Community College
Government Affairs	18	12:00 Noon, Country Kitchen
Ambassadors Meeting	19	12:00 Noon, Amelia's
Range Young Professionals	20	12:00 Noon, Sammy's
BR & E Meeting	21	7:45 AM, Chamber office
Girl's Night Out Committee meeting	28	4:00 PM Jimmy's

Your 2011 Chamber Leaders

Chair of the Board
First Vice Chair
Treasurer
Past Chair of the Board

Scott Allison
 Rally Hess
 Mark Gardeski
 Kelle Degnan

Minnesota Twist Drill
Hibbing Taconite
Security State Bank
Edward Jones Investments

Chris Bergum
 Kelly Bougalis
 Roberta Collins
 Rachel Delich-Sullivan
 Brian Grzybowski
 Greg Lee
 Wanda Moeller
 Shelley Robinson
 Kathy Salmi

Triumph Twist Drill
Hibbing Plumbing
Advantage Billing
Prebich Law Office
Prodigy Real Estate
US Bank
Hibbing Daily Tribune
Range Center
Delta Air Lines

Deb Boardman
 Danette Brandstrom
 Joan Cotton
 Shaun Germolus
 Jason Janisch
 Bill Lowry
 Camille Nasi
 Jeremy Rodorigo
 Bill Thurman

Fairview Range
Fairview UMCM
1st Realty Rangewide
Range Regional Airport
Jasper Engineering
Max Gray Construction
Liquor Cabinet
Wells Fargo
Mesaba Heating

PROFESSIONAL STAFF

President, CEO
 Lory Fedo

Office Manager/Accountant
 Nancy Byrd

Projects Manager
 Jennie Damjanovich



WE'RE ORE AND MORE.