

Our Mission: To aggressively promote the interests of the business community.

# Business Perspectives

January/ February 2009

## Keep it Local

Think Local. Buy Local.

Headlines read, "Retail is down, numbers don't look good" – but what can we do as consumers? South St. Paul and Inver Grove Heights are fortunate to have places to eat, rent movies, get a home loan or purchase new (or used) cars. But these great businesses rely on the loyalty of its community based customers to remain viable.

That is why Velita Frandrup, the 2009 River Heights Chamber of Commerce Chairman will help us launch a "Keep it Local" campaign to remind people of the top-notch goods and services our Chamber members have to offer. When you buy locally, your money stays within the community, bolstering the local economy. And when you purchase goods produced locally, you increase our community's self-reliance and reduce our dependence on goods trucked from far away, reducing fuel consumption and pollution.

The River Heights Chamber is trying to raise business and consumer awareness of how buying patterns affect the local city budget, local businesses and residents, and the educational system. This program is not about getting people to spend more during tough economic times, yet to urge the community to be more conscientious and to think locally in their purchasing habits.

Many Chamber committees and the Inver Grove Heights and South St. Paul Local Issues groups address the concern of how to help each other, promote their businesses to get new and recurring customers, and grow their business (and sometimes even just stay in business).

With the help of you and this campaign, it will be a good start and continued effort as the year moves forward to work together for a good cause-keeping our communities prosperous. As Nancy

Velita Frandrup  
Bank of the West

River Heights  
Chamber of  
Commerce  
Chairman, 2009



Fish of Bywords Printing used to say, "Remember a Member." Keep our local businesses in mind when making your purchasing decisions.

South St. Paul and Inver Grove Heights have much to offer residents, businesses, employees and visitors, now we just have to remember to utilize the resources and members' goods and services that are in our own backyard.

When heading out the door and looking for a place to dine, shop, bank, get your car repaired, or even buy a vehicle, check what business may be just around the corner or visit our Chamber membership directory online when in doubt at [www.riverheights.com](http://www.riverheights.com). Help promote your community as a great place to shop, stay and play!

*Save the Date*

*River Heights Chamber of Commerce  
and Progress Plus Annual Meeting*

*"Keep it Local"*

*February 19th*

*Mendakota Country Club*

# AMBASSADOR HIGHLIGHTS



Acupuncture Healing Arts  
Erika Sullivan  
1074 Robert Street  
West St. Paul  
651-769-5228



IGH City Offices  
Chief Chuck Kleckner  
8150 Barbara Avenue  
Inver Grove Heights  
651-450-2526



Client First Network  
Jerry Meyer  
6015 Cahill Ave, Ste 200  
Inver Grove Heights  
651-455-0621



Colliers Turley Martin Tucker  
Bradley Brown & David Stokes  
200 S Sixth Street, Ste 1400  
Minneapolis  
612-341-4444



Comcast Business Services  
Erin Smith  
10 River Park Plaza  
St. Paul  
651-493-5318



Hometown Meats  
Randy Wallerich, Robin  
& Rob Rietberger  
3025 80th Street East  
Inver Grove Heights  
651-455-1397



Patrick Nickleson Enterprises  
Patrick Nickleson  
3006 Rice Street  
Little Canada  
651-231-1433



Southview Animal Hospital  
Dr. Foster & Sandy Shirley  
32 West Mendota Road  
Inver Grove Heights  
651-455-2258



Tai Lan  
Wah Liu  
6495 Cahill Ave East  
Inver Grove Heights  
651-457-5244



Tequila Mexican Grill  
Pablo Ferriera  
7537 Concord Boulevard  
Inver Grove Heights  
651-455-9964



USA Values, Inc.  
Tom Wolfgram  
7879 Somerset Court  
Woodbury  
651-735-3018

## NEW MEMBERS

**Dustin Bower**  
8865 Branson Drive  
Inver Grove Heights, MN 55076  
612-308-8049

**Client First Network**  
6015 Cahill Avenue, Suite 200  
Inver Grove Heights, MN 55076  
651-455-0621

**Colliers Turley Martin Tucker**  
200 South Sixth Street, Suite 1400  
Minneapolis, MN 55402  
612-341-4444

**Jim Kemp**  
12050 Matera Lane #202  
Bonita Springs, FL 34135  
651-238-4757

**Southview Animal Hospital**  
32 West Mendota Road  
Inver Grove Heights, MN 55077  
651-455-2258

**Thought Leadership  
Management, LLC**  
14529 Florissant Path  
Apple Valley, MN 55124  
651-423-5621

**USA VALUES, Inc.**  
7879 Somerset Court  
Woodbury, MN 55125  
651-735-3018

**Wells Fargo Bank**  
161 North Concord Exchange  
South St. Paul, MN 55075  
651-205-8016

## MEMBER RENEWALS

3M Cottage Grove Center  
ABC Rentals, Inc  
Acorn Mini Storage  
Allstate Sales Corporation  
American Family Insurance  
Arbor Pointe Holiday  
Joseph Atkins  
Bester Brothers Transfer  
Bierstube Steakhouse & Grill  
Bulach Development  
Bywords Printing  
Cahill Dental Care  
Caribou Coffee, Arbor Pointe  
City Auto Glass  
The Coop Restaurant  
Croatian Hall  
Dakota Awards and Engraving  
Dakota County Smoke-Free  
Communities Partnership  
Dakota Premium Foods, LLC  
Edward Jones, Steve Doody and Sean Michaelis  
Ensemble Creative & Marketing,

Flint Hills Resources, LP  
Gertens  
Grannis & Hauge, P.A.  
Chip Grannis  
Grevas Photography  
H&R Block, Cahill Avenue & Southview Blvd.  
Inver Grove Storage, LLC  
J&R Marketing  
Kane Transport, Inc.  
Kaposia Convenience Center  
Krech, O'Brien, Mueller & Associates  
Lawrence-Bohmbach Insurance Agency, Inc.  
LeVander, Gillen & Miller, P.A.  
Lewis, Kisch & Associates, LTD  
Lightning Disposal, Inc.  
Bill Lucking  
Mahoney, Ulbrich, Christiansen & Russ  
Marco  
McDonald's, 80th St and Upper 55th St  
Midwest Fence & Manufacturing Company  
Mike McPhillips, Inc.  
Mortgage Enterprises, Inc.  
Outback Steakhouse

Paster Enterprises, LLC  
PDC Pages  
Petersen Carefree Travel  
Quality Auto Care Center  
ReMax Realty 100, LLC  
Safeway Bus Company  
Schaeffer Financial Services, Inc  
Sherman Insurance Agency  
South St. Paul Family Chiropractic  
South St. Paul Future, Inc.  
State Farm Insurance - Youmans  
Strole & Company  
P. James Taurinskas  
Upper River Services, LLC  
Valley Staffing, Inc.  
Cari Vujovich  
Wakota Federal Credit Union  
Waste Management of Minnesota, Inc.  
Deirdre Wells  
Wernet Enterprises, Inc  
Xcel Energy

## How is our local workforce faring in this economy?

Article by: Cathy Weik, Dakota-Scott Counties Workforce Investment Board Chair

Increasing unemployment, company lay-offs and economic bad news inundates us every day. The County's unemployment rate (not seasonally adjusted) was 5.4% in November while the state rate was 6.0%. Sectors hard hit include retail, construction and housing related finance.

With current economic conditions, we find ourselves in a challenging situation. Our short-term realities are helping folks find jobs and/or get the training to make them more hire-able. Right now there are about 3 job seekers for every job opening. However, long-term, demographic reports indicate a workforce shortage. In Dakota and Scott counties, we have WorkForce Centers in Shakopee, Burnsville and West St. Paul. While there are numerous "eligibility" programs for individuals who provide one-on-one services, we're also able to help out others through the Resource

Rooms which have computers for writing resumes, job searching, applying for jobs, etc. Through November, more than 68,000 visitors have been served at the three sites.

Employment counselors note that hiring is still occurring. However, in many cases the hiring process is taking longer. Additionally, we've even seen companies who are in the news for their lay-offs and hiring in other departments.

The economy and jobs will be a key issue for 2009. Dr. Tom Stinson, the state economist noted that he expects that the state be in an upswing at this time next year. His advice was to focus on building the foundation for that upswing. Specifically, he noted that the three R's for economic success in the 21st century are Retention, Recruitment and Retraining, which are also building blocks for all of us as employers.

## OUR EVENTS



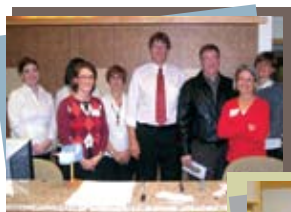
2008 Snowflake Gala

ANNUAL GALA

BUSINESS CARD EXCHANGES



Bill Smith, Chairman  
St. Paul Winter Carnival  
Royal Family Knighting  
Croatian Hall



Cahill Dental

YPROS



South Metro Young Professionals  
Holiday Gift Drive



QUARTERLY  
MEMBERSHIP  
LUNCHEON

Dr. Deirdre Wells, IGH Superintendent

## The River Heights Chamber of Commerce Urges You to Speak Up Against Card Check Legislation

We saw who you voted for on November 4th! Just kidding. Don't worry - your ballot was secret and your vote was private. But imagine if there was no secret ballot. What would it be like if you had to cast your vote with everybody looking? Not just strangers - but your boss and your co-workers?

Sound un-democratic?

That's because it is. Unfortunately, the Big Labor Unions and liberals in Congress are teaming up to push a bill that would kill the secret ballot in union organizing elections.

Some news reports say this will be one of the first bills introduced when Congress reconvenes in January. The River Heights Chamber of Commerce and the U.S. Chamber of Commerce have partnered together to stop this legislation, but we need your help.

"Please take the time to voice your opinion while you still have the ability to do so. Some things are private and should remain private. Voting is a personal and private choice. Let's do what we can to keep it that way," stated 2009 Chairman of the River Heights Chamber Board, Velita Frandrup.

Help fight this legislation by joining the Virtual March on Washington at: <http://www.voteforbusiness.com/secretballot> to save the Secret Ballot. Visit <http://secretballot.voteforbusiness.net/nationalmall.php> to see who is already marching on Capitol Hill to save the secret ballot.

For more information on the Employee Free Choice Act, visit [www.uschamber.com/wfi](http://www.uschamber.com/wfi). The River Heights Chamber is a proud member of the US Chamber of Commerce, working to support our member businesses at the local, state and national level.









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Inver Grove Heights MN 55076

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## CALENDAR OF EVENTS



### JANUARY 2009

Sponsor :

13	5 - 6:30 p.m. – <b>Business Card Exchange and Member Social</b> @ Baja Sol Cantina, 5681 Blaine Ave., Inver Grove Heights	
14	8 a.m. – <b>Dakota County Leadership Academy Session Begins</b> @ Inver Hills Community College, 2500 East 80th St., Inver Grove Heights	  

### FEBRUARY

Sponsor :

19	11:30 a.m. – <b>River Heights Chamber &amp; Progress Plus Annual Meeting</b> @ Mendakota Country Club, 2075 Mendakota Dr., Mendota Heights	
26	5 - 6:30 p.m. – <b>Business Card Exchange and Member Social</b> DARTS, 1645 Marthaler Lane, West St. Paul	

For upcoming meetings and events visit [www.riverheights.com](http://www.riverheights.com)