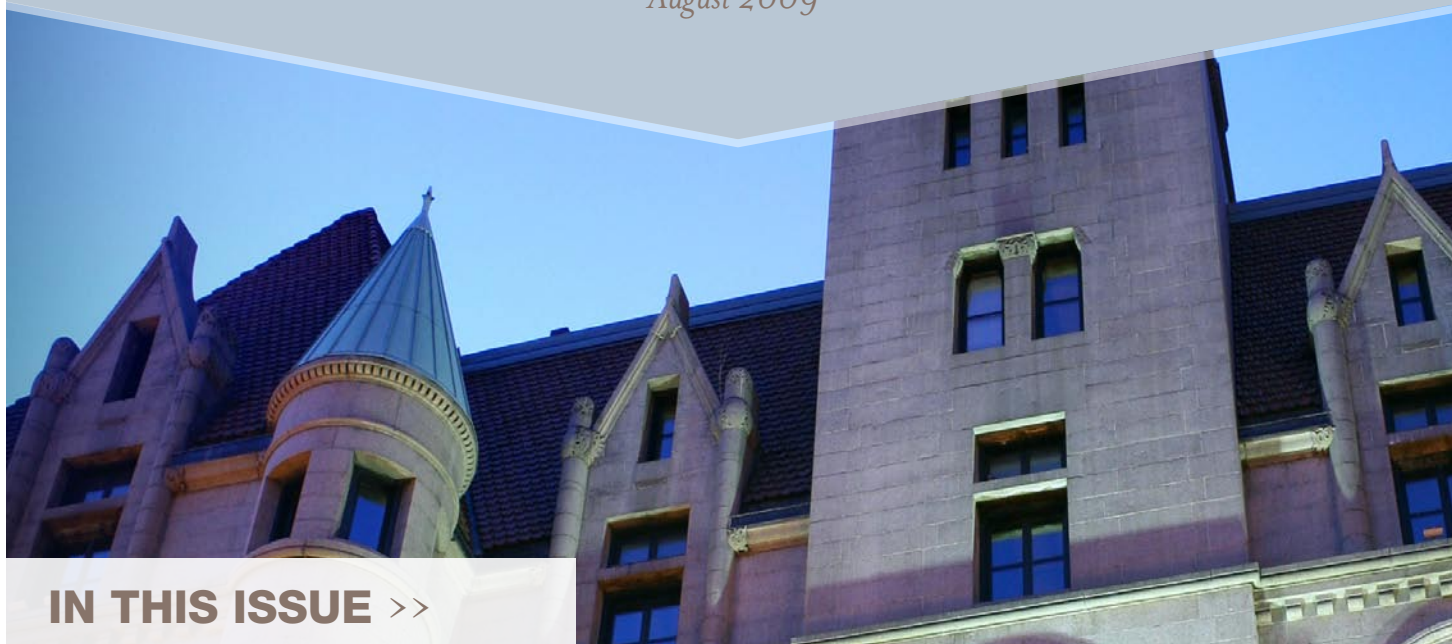


NEXUS

*A monthly newsletter from
the Saint Paul Area Chamber of Commerce*

August 2009



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Spotlight on Non-profits

With 3,500 organizations employing one in every 10 people, the non-profit sector plays a significant role in Minnesota's economy. Did you know that the Saint Paul Area Chamber of Commerce is home to more than 80 of these nonprofit corporations?

This month, we highlight several non-profit members and include a profile of their organizations:

The Minnesota Assistance Council for Veterans (MACV)

Athletes Committed to Educating Students (ACES)

Bremer Bank

Free Arts Minnesota

The Friends of the Saint Paul Public Library

Girl Scouts of Minnesota and Wisconsin River Valleys

The Minnesota Film and TV Board

Kathleen Vitalis is Executive Director for **The Minnesota Assistance Council for Veterans (MACV)**. “Today, not only are we are facing the same challenges the economic downturn is causing all nonprofits, but we face new and additional challenges, as veterans’ unaddressed medical and mental health issues are on the rise. Post Traumatic Stress Disorder and Traumatic Brain Injuries are increasing as veterans return home from Afghanistan and Iraq. We are also seeing an increase in the number of female veterans who need assistance.”

MACV has served more than 4,800 veterans and their families in crisis throughout Minnesota for 17 years, particularly those who are experiencing homelessness. Each month more than 500 contacts for service assistance are made to MACV offices. Vitalis offers two examples from her organization’s list of accomplishments:

“Twenty-three year-old Iraq War veteran lost work due to readjustment issues; has completed jail time for DUI; currently employed, housed, and stable.”

“Female Gulf War veteran with one minor child; had utility shutoff; landlord had served eviction notice; MACV assisted and she is stable today.”

Athletes Committed to Educating Students (ACES) is a non-profit, national after-school tutoring/mentoring organization for inner-city children. Chad Caruthers is an associate at ACES. “In a bad economy, any nonprofit...any organization...has got to evaluate how they operate. We’ve been focusing on efficiency and finding new streams of revenue so that when the economy comes back, we come back stronger than ever.”

ACES has been in the business of helping inner-city, lower-income

kids from 4th to 8th grade for 15 years. The organization maintains three sites and extends a much-needed helping hand to roughly 350 students per year.

“When they’re in a reading slump,” explains Caruthers, “when they need help with homework, when they need to make up ground in a certain subject, that’s what we’re here for. Lots of kids like sports, so we try to tie athletics in with the curriculum, and we get sponsored by sports teams, which means big-name professional athletes show up once in a while, which of course the kids love.”

Bremer Bank has a unique ownership structure: it is owned by a non-profit foundation, the Otto Bremer Foundation. Bank profits flow to the foundation and the foundation makes grants to various non-profit organizations.



David Barnes is a banker at Bremer. “Although Bremer is chartered as a ‘national bank’ and could locate and operate its branch banks anywhere in the country, we choose to operate only in the states where our owner, the Otto Bremer Foundation, can legally operate. This preserves the company vision by providing its grant monies in communities in which the bank operates. It feels great to work for such a community-focused company.”

Free Arts Minnesota is a non-profit organization dedicated to bringing the healing powers of artistic expression into the lives of abused, neglected, and at-risk children and their families. In 1997, Free Arts for Abused Children of Minnesota (Free Arts) began serving children in residential treatment centers, battered women’s shelters and therapeutic preschools based on the theory that for abused children, art and positive adult relationships are not a luxury, but a necessity.

Andrea Satter’s primary responsibility with Free Arts Minnesota is donor

cultivation – both finding new opportunities for partnership with Free Arts Minnesota and helping thank the many donors and volunteers.

“Just last month, I got to meet Chantal, who is an eight-year-old at a shelter we serve. She was guarded and didn’t make eye contact with me at first. I was sitting next to her at the table so our [art] pieces were quite close to each other. We worked on an etching project. By the time we finished just one hour together, she not only asked me for help on her project, but she also complimented me on my piece. I was surprised that a little girl in the tough circumstances she was facing could express herself so well and so quickly. It is our goal and our mission to provide opportunities like that to all of the children who need us.”

The Friends of the Saint Paul Public Library is a private, non-profit membership organization established in 1945 to support the Saint Paul Public Library. Ann McKinnon acts as P.R. & Marketing Coordinator.

According to McKinnon, since August 2008, more than 500 articles on the surge in library use have been published in magazines, newspapers and on Web sites throughout the U.S. Referencing a quote from Jim Retting, former president of the American Library Association, McKinnon agrees that “during tough economic times, people turn to libraries for their incredible array of free resources, from computers to books, DVDs and CDs, for help with a job hunt or health information.

The average annual cost to the taxpayer for access to this wide range of resources is about \$31, the cost of one hardcover book. In good times or bad, libraries are a great value.”

McKinnon adds, “As a critical link to the education of our city’s children from birth to school-age and beyond, the Library provides story times, the citywide summer reading program, homework help and access to college

centers. This comprehensive service to youth, families and adults happens 12 months a year, in the morning, afternoon, evenings and on weekends.”

As an important economic development tool for the City of Saint Paul, the Library does many valuable things. To name a few, it bridges the digital divide by providing all residents of the city with access to the Internet, it offers adults access to job and career assistance, and it helps small business owners “Make Economic Cent\$” by offering free seminars focusing on starting, marketing, financing and adapting small businesses for survival in difficult economic times.

Girl Scouts of Minnesota and Wisconsin River Valleys serves nearly 45,000 girls in grades K-12 in the Twin Cities, southern Minnesota, and western Wisconsin. Girl Scouts has had a presence in the area for nearly 100 years.



Barbara Boelk, regional public relations specialist for the Girl Scouts, says, “Today’s Girl Scouts explore a variety of interest areas to develop leadership skills that help them today and into the future. Using the three Keys to Leadership, girls Discover their talents, Connect with their community and the world around them, and Take Action to change the world.”

Boelk adds, “Involving local people like the members of the Saint Paul Area Chamber of Commerce is important for the girls to see their neighbors and community members actively encouraging others, sharing their knowledge, and contributing to improvements in their community.” Volunteer opportunities are not limited to troop leader, the most visible and traditional of Girl Scout volunteer roles. For example, a local business owner may be asked to attend a troop meeting to talk about running her (or his) own successful business. Someone else may be called upon to help with transportation needs for girls headed to the

Mississippi River for a canoeing excursion.

While volunteerism is an integral part of Girl Scouting, the organization relies on financial support from individuals, corporations and foundations to provide the opportunities and valuable resources that make Girl Scouting the country’s premier leadership development program for girls.

Lucinda Winter is Executive Director for **The Minnesota Film and TV Board**, which has been around since 1983 as a non-profit, public-private partnership. They receive state funds each year that must be matched with private dollars on a ratio of \$1 in private money to \$3 in public money.

The Minnesota Film and TV Board is a full-service film commission dedicated to creating jobs and economic growth by promoting and supporting the state’s film production industry.



Winter explains, “We work with commercial producers, independent and studio feature producers and location scouts, documentary makers, corporate and business television producers. We help cut the red tape involved in shooting in public buildings and on public roads, waterways and bridges.”

To view a list of “Made in Minnesota” films and TV shows, visit www.mnfilmtv.org.

As the economy slows, so does funding for non-profits. Similar to many businesses, non-profit organizations are trimming services, slashing spending and creating efficiencies. A study of Minnesota’s nonprofit sector conducted by the Minnesota Council of Nonprofits and the Humphrey Institute of Public Affairs in 2007 found that two-thirds of the nonprofits surveyed reported flat or declining revenues from government and foundation sources over the past two years. Individual donations fared slightly better – but more than half of the organizations had not seen any increase in total donations over the last two years.

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Event	Date/Time	Location	Description	Sponsor
<p>p.m. wrap...A Networking Event FREE to attend</p>	<p>Tuesday, August 4 4:30 - 6 p.m.</p>	<p>The University Club of Saint Paul 420 Summit Avenue Saint Paul, MN</p>	<p>Register: www.saintpaulchamber.com/events</p> <p>Wrap up your day with food, fun and networking at The University Club of Saint Paul. p.m. wrap is a great way to forge new business relationships while expanding your network. It's an informal meeting, so come as your schedule allows. Remember to bring plenty of business cards!</p>	
<p>Business Owners' Roundtable – Group A \$150 for the year</p>	<p>Wednesday, August 5 8:15–9:45 a.m.</p>	<p>Chamber of Commerce Center 401 North Robert Street, Suite 150, Saint Paul, MN</p>	<p>Join Business Owners' Roundtable and increase your business acumen! Discuss issues with other business owners with different focus topics 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 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:</p> <ul style="list-style-type: none"> • Attend faithfully • Put real business issues on the table • Receive feedback • Be accountable to other participants <p>Steve Coleman, partner of The Platinum Group, facilitates Business Owners' Roundtable – Group A. The Platinum Group provides turnaround management services for companies in transition.</p> <p>For more information, contact Michael Belean at 651.265.2773 or michael@saintpaulchamber.com.</p>	 <p>Steve Coleman</p>
<p>Member Orientation FREE</p>	<p>Friday, August 7 7:45–9 a.m.</p>	<p>Chamber of Commerce Center 401 North Robert Street, Suite 150, Saint Paul, MN</p>	<p>Are you a new member of the Saint Paul Area Chamber of Commerce or just interested in discovering how to get the most out of your membership investment? Attend Member Orientation and learn about the variety of opportunities available to you as a Chamber member. The presentation includes an overview of services, committees, events, advertising, marketing, sponsorships, and additional value-added programs available to Chamber members only.</p>	










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Event	Date/Time	Location	Description	Sponsor
Leadership Saint Paul Afterglow Free (Please register!)	Thursday, August 13 (following Health and Human Services Day) 5 – 7 p.m.	Great Waters Brewing Company 426 Saint Peter Street Saint Paul, MN	Come and join past and present Leadership Saint Paul participants at Leadership Saint Paul Afterglow for light appetizers and drinks! This is an incredible opportunity for you to connect with your classmates, meet others who have shared the common experience of Leadership Saint Paul or learn more about the program.	AFTER GLOW SPONSOR:  PREMIER LSP SPONSORS: LogIn, Travelers and State Farm
22nd Annual Golf Classic \$220/per golfer	Monday, August 17 11:30 a.m. – 1 p.m.	Tartan Park 11455 20th Street North Lake Elmo, MN	Register: www.saintpaulchamber.com/events Join your fellow Saint Paul Area Chamber of Commerce members for the 22nd Annual Golf Classic. This is the Chamber's largest fundraiser of the year. Register now to participate and benefit from this networking opportunity.	PREMIER SPONSOR:  MAJOR TOURNAMENT SPONSOR:  TOURNAMENT SPONSORS:     
Young Professionals: Night on the Mississippi \$35	Wednesday, August 19 5:30 – 8 p.m.	Padelford Riverboats Harriet Island, Saint Paul, MN	Register: www.saintpaulchamber.com/events Join the Young Professionals this month to find out how to make your home and workplace more sustainable. The Young Professionals program helps "YPros" reach the next level of their careers. Those between the ages of 21-39 will experience relationship-building, have access to professional development opportunities, build public policy awareness, cultivate leadership skills, enrich the Saint Paul/East Metro area, foster economic development, and contribute to the retention of YPros.	

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Event	Date/Time	Location	Description	Sponsor
<p>Golden Gopher Football Kick-Off Luncheon Members \$40; Corporate Table of 8 \$320; Goal Line Club Members \$25</p>	<p>Wednesday, August 26 11:30 a.m. – 1:30 p.m.</p>	<p>DQ Club Room, TCF Bank Stadium 2009 University Avenue Minneapolis, MN</p>	<p>Register: www.saintpaulchamber.com/events</p> <p>Come and celebrate the opening of the TCF Bank on-campus stadium, hear Coach Brewster’s outlook for the 2009 Golden Gopher football season. Our annual Kick-Off Luncheon provides Chamber members, Goal Line Club members, Gopher football season ticket holders and members of the community an opportunity to meet Gopher coaches, players and staff. Some members of the U of M Marching Band and Spirit Squad will also be in attendance.</p>	<p>PREMIER SPONSOR: </p> <p>CORPORATE SPONSORS:  </p> <p>CONTRIBUTING SPONSOR:   </p> <p> </p>
<p>Business Owners’ Roundtable – Group B \$150 for the year</p>	<p>Thursday, August 27 11:45 a.m. – 1:15 p.m.</p>	<p>Chamber of Commerce Center 401 North Robert Street, Suite 150, Saint Paul, MN</p>	<p>Join the 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 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:</p> <ul style="list-style-type: none"> • Attend faithfully • Put real business issues on the table • Receive feedback • Be accountable to each other <p>For more information contact Michael Belean at 651.265.2773 or michael@saintpaulchamber.com.</p> <p>The Business Owners’ Roundtable is facilitated by Eric Sheehan of Olsen Thielen Technologies, Inc.</p>	<p> Olsen Thielen Technologies, Inc. Your Trusted Business Solutions Partner™</p>

People in the News

- HLB Tautges Redpath's Joel Newby earned the CCIFP professional certification.
- Metropolitan Economic Association gave volunteer awards to Yvonne Kinney-Hockert and Lekueyen Lee.
- Bremer Bank's Matthew Flannery was promoted to marketing manager of the St. Paul Midway branch.
- Transwestern's Minneapolis office appointed Joe Gearen vice president.
- Faegre & Benson's Minneapolis branch hired David Stras.
- Dorsey & Whitney hired Matthew Doughty to its London office.
- Moore, Costello & Hart's Nancy Berry received the 2009 Minnesota State Bar Association's President's Award.
- Ellerbe Becket hired Jim Zhan as the Doha project director.
- The Bush Foundation, St. Paul, awarded \$100,000 Enduring Vision Awards to Michael Sommers, Kevin Locke and Mary Louise Defender Wilson.
- Principal Financial Group hired Paul Heggstad and Julies Koegel to its Minnetonka office.
- Sebesta Blomberg's Richard Ney addressed an audience on the topic of senior management at a recent engineering event in Massachusetts.
- Farmers Insurance agents Charles Woodson, St. Louis Park, Tri Tang and Hung Hoang, Minneapolis, were inducted into the Farmer's Topper Club.
- Faegre & Benson's David Gross was selected by the National Law Journal for inclusion in its annual list of top ten litigators.
- Winthrop & Weinstine announced two new associates: Erin Oglesbay and Michael Stepan.
- TKDA hired Lucas Davis to the firm's mechanical group.
- StayWell Health Management hired Sue Willette as senior vice president and chief growth officer.

Welcome New Members!

New Members June, 2009

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Tom Rucke
1161 East Wayzata Boulevard, Suite 94
Wayzata, MN 55391
(763) 694.6086
www.cadfaelgroup.com

Citslinc International, Inc.

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Leo Liu
108 North Ynez Avenue, Suite 205
Monterey Park, CA 91754
(626) 571-0616

Impact Business Solutions

Telecommunication Companies
John Redpath
2074 County Rd E E
White Bear Lake, MN 55115
(651) 762-2440
www.impact-businesssolutions.com

Intercall

Telecommunication Companies
Nate Becvar
Maple Grove, MN
(763) 898-3480
www.intercall.com

Interstate Partners

Real Estate - Developers
Alex Bisanz
500 Jackson Street
Saint Paul, MN 55101
(651) 406-8050
www.interstatepartners.com

Intertek

Testing Equipment & Supplies
Justin King
7250 Hudson Boulevard, Suite 100
Oakdale, MN 55128
(651) 730-1188
www.intertek-etlsemko.com

Lawson Software

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(651) 767-7000
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1200 Washington Avenue North
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1607 County Road C
Roseville, MN 55113
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NEXUS

Nexus is a monthly publication for the members of the Saint Paul Area Chamber of Commerce. The objective of *Nexus* is to inform and educate members of news and events 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 *Nexus*, please call 651.223.5000 or visit our website at saintpaulchamber.com. We value your input, feedback and questions.

Editor: **Liz Bogut** Designed/Produced by: **Concept Group Inc.**

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