



# CHAMBER Connection

Serving the communities of Columbus, Forest Lake, Lent, Linwood, Scandia, Stacy, and Wyoming

## What's the Big Deal with Polaris?

**Why is this such a big deal? Why do they need 600 acres? Why Wyoming?**

Come listen to Bob Kollross, Manager of Engineering Facilities for Polaris and Chris Eng with Chisago County talk about Polaris and JOBZ, the program that made it all possible. May 19, 2004 11:30-1:00 at the Lobster Shop.

See the registration flyer on page 7.

Forest Lake Area Chamber of Commerce  
Volume 21, Issue 5 • May 2004

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### OUR MISSION

The Forest Lake Area Chamber of Commerce is an organization representing business and industry, working together to advance the economic well being of its members and the community.



**Can you see us now?**



# Customer Contacts By Staff in March

Apartment Lists Requested . . . . .	2
Calls Answered for Chamber President (not counted elsewhere) . . . . .	195
Demographic Info Request . . . . .	53
Emails . . . . .	689
Event, Chamber or Member Queries . . . . .	217
General Business Referrals & Maps . . . . .	61
Government, Social Agency or Organization Referrals . . . . .	10
Moving Packs Requested . . . . .	10
New Member Inquiries . . . . .	10
Specific Member Referrals . . . . .	56
Total Contacts . . . . .	1508
Walk-in Visitors Included Above . . . . .	205
Unique Visitors to Website . . . . .	1577
Total Number of Visits to Website . . . . .	2084

## OUTGOING MAIL COUNT IN MARCH

(excluding Newsletter & Bulk Rate Mailings)	
Apartment List . . . . .	0
Bills . . . . .	15
Tourist Info . . . . .	2
Invoices . . . . .	125
Miscellaneous . . . . .	1
Member Communications . . . . .	73
New Member Info . . . . .	7
Demog/Moving/New Res Packs . . . . .	4

### FROM THE PRESIDENT



## Where in the world . . .

Do you know where your Chamber of Commerce office is? I know we have moved a lot in the last few years, but could you at least tell people what building we are in?

We had a gentleman walk in the door not long ago who said he had been looking for us for 2 hours. It seems no one was quite sure where we were.

I hope we just made it easier. We finally have a sign on the outside of the building. Shortly it will be a lit sign.

But let's get back to my original point — **CHAMBER MEMBERS SHOULD KNOW WHERE OUR OFFICE IS.** If you think about it make sure all of your employees know too. We are at 56 E Broadway. That is the building down by the lake with the clock tower. You know — the same building as Peppermint Parlor.

*Debby*  
debby@flacc.org  
651-464-3200

## Patronize Your Fellow Chamber Members

You will find a wide variety of wine and other spirits at these chamber businesses.

**Forest Lake Liquors**  
1144 W. Broadway Ave.  
Forest Lake, MN 55025  
651-464-3009

**Westlake Warehouse Liquors, Inc.**  
239 SW 12th St.  
Forest Lake, MN 55025  
651-464-8115

## Correction:

We apologize for the spelling error of David Engelking, LTD in the April issue of the Chamber Connection.

We accept Visa or MasterCard for all Chamber events.



# Thank You Renewing Members

The following members have renewed their investment in their Chamber of Commerce. Please utilize their services whenever possible:

<b>20/20 Opticians</b>	<b>Keller Williams Premier Realty</b>
<b>ABRA Auto Body &amp; Glass</b>	– Kris Martin
<b>Allina Medical Center – Forest Lake</b>	<b>Kelly's Apparel</b>
<b>American Express Financial Advisor – Gary Kerkow</b>	<b>Kyoshin Ryu Karate Academy</b>
<b>American Legion Post # 225</b>	<b>Lakes Gas Company</b>
<b>Arthur's Furniture</b>	<b>Landmark Insurance Services</b>
<b>Bill's Auto Body</b>	<b>Manomin Resawn Timbers</b>
<b>Bracht Bros., Inc.</b>	<b>Mattson &amp; Wiens, LTD</b>
<b>Law Offices of Buckley &amp; Jensen</b>	<b>McCarron's Building Center</b>
<b>Connexus Energy</b>	<b>McPherson Graphics, Inc.</b>
<b>Counselor Realty- Sue Klimas</b>	<b>Nielsen Construction, Inc.</b>
<b>Country Home Bakery &amp; Deli</b>	<b>North Medical Transportation Service</b>
<b>Dazy Maze Incense &amp; More</b>	<b>Olson's Sewer &amp; Excavating</b>
<b>EcoWater Systems of Forest Lake</b>	<b>Ottomeyer Chiropractic Clinic</b>
<b>East Suburban Resources</b>	<b>Pizza Hut of MN, Inc.</b>
<b>Farmers Insurance Group – Simonson &amp; Associates</b>	<b>Prudential Financial – Randy Rheault</b>
<b>City of Forest Lake</b>	<b>Room for Growing – 12th St – FL</b>
<b>Forest Lake Area Youth Service Bureau</b>	<b>Leo C. Sinna, DDS PA</b>
<b>Forest Lake Chrysler, Plymouth &amp; Dodge</b>	<b>UpperDeck</b>
<b>Forest Lake Dental Lab, Inc.</b>	<b>US Army Recruiting</b>
<b>Forest Lake Floral &amp; Greenhouse</b>	<b>US Postal Service – Forest Lake</b>
<b>Forest Lake Ford</b>	<b>Vast Innovations, Inc.</b>
<b>G2 Dental PA</b>	<b>Waldoch Sports Center</b>
<b>Graffco, Inc.</b>	<b>Wealth Management Midwest</b>
<b>Grand Casino Hinckley</b>	<b>Wells Fargo Bank</b>
<b>Heartland Payment Systems</b>	<b>Westaff</b>
<b>Hebert, Welch &amp; Humphreys, P.A.</b>	<b>Westlake Warehouse Liquor, Inc.</b>
<b>Hult &amp; Associates/McCombs</b>	<b>Woodsedge Gallery</b>
<b>Frank Roos</b>	

# Welcome New Members

## **Dawn Stebbing - Independent Contractor for Arbonne International**

26652 Glen Oak Drive  
Wyoming, MN 55092  
651-462-0196  
[www.daybreakbydawn.myarbonne.com](http://www.daybreakbydawn.myarbonne.com)

## **Cyclone Communications, Inc.**

7600 W. 27th St., # 229  
St. Louis Park, MN 55426  
Steve Haines/Sean Haines  
952-929-1111

## **Hietala's Old World Meats**

21107 Hwy 97  
Forest Lake, MN 55025  
Dan Hietala  
651-464-1645

## **Jeffrey W. Kari, LLC**

843 W. Broadway Ave., Ste. A  
Forest Lake, MN 55025  
651-464-2430

## **PhoneBillIt**

56 E. Broadway, Ste. 207  
Forest Lake, MN 55025  
Cindy Landeen  
651-982-6762

## **White Bear Gift Basket Company**

Shawn Augustine  
651-466-0427  
[www.whitebeargiftbaskets.com](http://www.whitebeargiftbaskets.com)

## **Window Worx**

5430 209th Lane N.E.  
Wyoming, MN 55092  
Charles Killingbeck  
651-462-8424  
[www.window-worx.com](http://www.window-worx.com)

**The Forest Lake Police  
Department  
In cooperation with  
the Retailers Protection  
Association**

**PRESENT**

**Check Diversion  
For Merchants  
AND RESIDENTS**

**Bad Check Restitution and  
Fraud Tracking Services**

Retailers Protection Association (RPA) has been proudly serving law enforcement agencies and merchants in Minnesota for over four years. Our dedication, integrity, knowledge and commitment has made our program a success. The RPA Check Diversion Program is another vital service to participating bad check victims, an effective solution for bad check writers, and a valuable benefit to your business.

There is NO COST to you, taxpayers, or participating bad check victims. All revenues come from fees paid by bad check writers and you will obtain full restitution from the offenders.

An informational presentation on will be made

**May 13, 2004 4-5 p.m.**

**Forest Lake City Hall, Council  
Chambers**

**For more information, call 763-  
576-0005.**

Pickup a booklet at your law enforcement office or download Merchant Booklet on line at [www.theftreporting.com](http://www.theftreporting.com)

# Off-shore outsourcing debate needs facts not flourishes

**By David Olson, president, Minnesota Chamber of Commerce**

Earlier this spring, the Minnesota legislature became the first and only in the nation to attempt to restrict its state contracts recipients from outsourcing business off-shore. This development may be legislatively unique but its underlying sentiments are not. The general public is citing the use of labor outside the United States as a cause of domestic employment woes. The Minnesota Chamber argues an opposite conclusion.

Global outsourcing saves money, lowers inflation, increases productivity and lowers interest rates. As result, rather than draining the American economy, global business contributes. According to Global Insight, a Massachusetts-based economic think tank, the global workforce added \$33.6 billion to the U.S. real gross domestic product in 2003.

Minnesota State Senator Tom Baak (DFL-Two Harbors) introduced a bill that would require state contractors to use only U.S. citizens or authorized U.S. workers. The Department of Administration could grant a waiver if the contractor demonstrates that all employees under the contract are paid total compensation that is at least 110 percent of the federal poverty guideline for a family of four. The Minnesota Chamber testified in committee the state ultimately would lose, not gain under such a law. When challenged by legislators who claimed that Minnesota's job losses were, in part, a result of outsourcing, the Chamber pointed out that the state's slow economic recovery stems more from increasing health care and energy costs. Nationwide, the sources of manufacturing job loss over the last three years were the recession, the overvalued dollar, the high cost of doing business in this country and productivity gains.

Policy-makers were offered a better approach to the issue. Governor Pawlenty has asked for a report on the use of workers under state contract in foreign countries to determine if there is a problem. An executive order also authorizes the administration to give special consideration to U.S. vendors when awarding contracts but does not make the consideration a requirement. Administrative moves such as this, are unlikely to quell the debate. Banning state contractors from taking work overseas makes good politics, especially in a political year.

It is critical that business sticks to the facts. All the economic evidence suggests that off-shoring has been a relatively small fraction of U.S. job loss — no more than 10 percent of overall job loss since the beginning of the recession and less than 1 percent of all U.S. jobs. It makes more sense to focus on how to stimulate job creation, rather than crafting legislation to address one percent of the problem. In Minnesota, that means improving the economic climate with regulatory and tort reform, maintaining lower taxes, and lower health costs rather than bans and political rhetoric.

# Dear Friends of Forest Lake Safety Camp:

Due to the invaluable role so many you played in Forest Lake Safety Camp last year, more than 100 youngsters were served. We believe that all who attended, as well as their family and friends, had a safer summer because of their experiences at camp.

We are now able to expand our program and for the first time offer a two year scholarship! This scholarship for college tuition will be awarded to an area Senior High student, with a strong community service background, who is looking for a career in public safety .

Once again, we are looking forward to this year's camp and are asking for your support. We will gladly accept donations in any amount to help further our program, however, with a donation of \$200 or more, you will be designated a major sponsor and your name will appear on our camp T-shirt as well as on literature promoting the program. You will also be acknowledged in the local newspapers at the end of our camp. Your support helps to provide each camper with a quality 2-day program, their own personally fitted bike helmet, t-shirt and nutritious snacks and lunches.

If you have any questions, please feel free to contact one of the committee members listed below.

**Forest Lake Safety Camp Committee:** Chief Clark Quiring, Kirby Siewert, and Sean Lafferty, Forest Lake Police Department; Dr. Richard Ottomeyer and Dr. Richard Hastings, Ottomeyer Chiropractic Clinic; Donna Mathias, Fairview Lakes Regional Health Care; Al Newman, Forest Lake Fire Department; Lauren Larson, North Medical Transportation Services; Jason Jensen, Minnesota Dept. of DNR; Carie Dobie, Youth Service Bureau; Dick LaMere and Rich Jabas, Forest Lake Lions; Chuck Phillips, Kyoshin Ryu Karate Academy



## a.m. Connection May 27

The next a.m. Connection will take place on Thursday, May 27 from 8:00 to 9:00 am at Culvers, 1007 W. Broadway Ave., Forest Lake. Take an hour to mix and mingle with other Chamber members while enjoying a light breakfast. If you don't have an entire hour, don't worry—stay as long as you want.

## Calendar of Events

### May

- 4 Finance Committee Meeting
- 4 Three's a Charm Ambassadors
- 5 Program/Activities Committee Meeting
- 6 Membership Committee Meeting
- 11 Golf Task Force Meeting
- 13 Board Meeting
- 19 Marketing Committee Meeting
- 19 Membership Meeting--Polaris
- 27 Government Action Committee Meeting
- 28 Membership Orientation

## May Refreshment Host

Thank you!  
**Falcon Ridge Golf Course**

The Refreshment Host supplies the Chamber with coffee, pop, and snacks for meetings held at the office. The cost is \$30 in cash or supplies.



FOREST LAKE AREA  
 Chamber of Commerce



# May Membership Meeting

## POLARIS

**Bob Kollross**, Polaris Manager of Engineering Facilities

and

**Chris Eng**, Chisago County, Executive Director of Housing and Redevelopment Authority and Economic Development Authority

**Wednesday**  
**May 19, 2004**

11:30 am to 1:00 pm

**The Lobster Shop**

Highway 97 at Castlewood Golf Course

**\$11 Members**  
**\$16 Non-members**

**RESERVATIONS DUE BY**  
**12:00 pm Friday, May 14, 2004**

Business Name: \_\_\_\_\_

Phone: \_\_\_\_\_ Member? Yes or No Number attending: \_\_\_\_\_

Name(s) of those attending: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Method of Payment:  Check enclosed  Bill me-members only  Credit Card

Credit Card Number: (Master or Visa only) \_\_\_\_\_

Exp Date: \_\_\_\_\_ Name on card: (PRINT) \_\_\_\_\_

Signature: \_\_\_\_\_

**FAX TO: 651-464-3201**  
**REGISTER ON-LINE @: [www.flacc.org](http://www.flacc.org)**

**MAIL TO: FLACC, PO Box 474,**  
**Forest Lake, MN 55025-0474**

This event is open to both members and non-members. Reservations may be cancelled at no charge up to 24 hours before the event. Reservations cancelled with less than 24 hours notice and no-shows will be billed at the full amount as we must guarantee and pay for all meals reserved.

# March Ambassadors

## HEINZ 57

Members of the Forest Lake Area Chamber of Commerce volunteer their time to make "Ambassador Visits" to local businesses each month. If you would like a visit from the Ambassadors, please call the Chamber office at 651-464-3200. The Ambassadors visited the following businesses in March:

**Ambassadors:** Jeff Andres, Bob Schmidt, Brenda Wartinger, Duane Arens

**Ambassador Corporate Sponsor:**  
Mainstreet Bank



**Chamber Member**  
**HIETALA'S MEATS**  
Dan Hietala, Pat McIntyre, Jon Warren



**Chamber Member**  
**AFLAC**  
Wendy Renard, Russ Ferree,  
Toni Spiegelberg



**Chamber Member**  
**JELLY JAR**  
Chance Norby, Chris Hoyt



FOREST LAKE AREA  
**Chamber of Commerce**

# 17TH ANNUAL GOLF DAY SPONSORSHIP OPPORTUNITIES



**BEST  
VALUE**

## Corporate Sponsorship **\$700.00**

### **LIMITED AVAILABILITY – SPONSORSHIP INCLUDES:**

- Golf, tee prizes, dinner and hors d'oeuvres for four, plus two carts
- Team Mulligans and an Eagle
- Hole Sponsorship
- Sponsors are listed on the registration brochure (if received by June 6th), in the monthly newsletter and on all other Golf Day promotional materials
- Sponsors are listed on the banner displayed at the tournament

**I WILL BE A CORPORATE SPONSOR**

### **Other Sponsorships Available**

If you wish to sponsor a hole and/or contest, please complete this form and return:

**SPONSOR A HOLE:** Cost \$50.00

(Includes a sign on the tee box & listing in brochure if received by June 6th).

**SPONSOR A HOLE AND A CONTEST:** Cost: \$100.00

(Includes a sign on the tee box, purchase of the contest prize & listing in brochure if received by June 6)

**DONATE THE FOLLOWING DOOR PRIZE** (Minimum \$15 Value)

**DONATE A REGISTRATION PRIZE**

(Handouts in quantities of 150)

**SPONSOR MAJOR DOOR PRIZES IN THE AMOUNT OF:**  \$25  \$50  \$100  \$200

**I have the following Professional or College Sports Tickets to donate**

\_\_\_\_\_  
**NAME OF BUSINESS:** \_\_\_\_\_

Method of Payment:  Cash  Check  Credit Card

Card Number (MasterCard or Visa only) \_\_\_\_\_ Exp Date: \_\_\_\_\_

Name as printed on card: \_\_\_\_\_

Signature \_\_\_\_\_

### **Mail this form to:**

Forest Lake Area Chamber of Commerce, P.O. Box 474, Forest Lake, MN 55025-0474

**OR FAX to:** 651-464-3201