



CHAMBER *connection*

September 2013 | Volume 18, Number 9

1640 Burnt Boat Drive, Bismarck, ND 58502

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CONTENTS

Child Care Shortage Impacts Area Businesses **3**

Member Profile: Schwan Buick GMC Cadillac **4**

Celebrate Bismarck-Mandan Recap **8**



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NEWS

Bismarck Cancer Center Introduces Elekta Agility Linear Accelerators	17
--	----

EVENTS

Celebrate Bismarck-Mandan Recap	8
Best HR Practices For Rapid Growth Companies	12

COLUMNS

Chair's Corner	2
----------------	---

FEATURES

Cover Story	3
Member Profile	4
Ask-A-Pro	28

Summer is almost over. A new school year is upon us, bringing a sense of anticipation and energy to start anew. We wish all the students, teachers and school administrators the very best as they begin the 2013-2014 school year.

At the Chamber, the last two weeks of August were busy with events and meetings. From member luncheons with Senator Hoeven and Congressman Cramer to the annual sporting clays event, dinner on the plaza and launching the 2014 Total Resource Campaign, Chamber members had many opportunities to get together, interact, socialize and network. There are numerous events scheduled for September. Check out the calendar in the Connection and join us.

Internally, the Chamber staff and board members are working hard to ensure your investment of membership dues and sponsorship support is used in the best way possible. Over the summer, the Chamber installed new membership database software. This change will assist the board in understanding the internal metrics of the Chamber. In the future, members will be able to access their Chamber account and update information, pay invoices and manage their contact information.

In conjunction with the new software is a new website at www.bismarckmandan.com. The website integrates with the database allowing for faster and easier processing by Chamber Staff. While all this sounds a bit mundane, it is an essential part of running an organization with a budget that now exceeds \$1 million dollars. The takeaway is that the board and staff are doing everything necessary to continue the success and growth of the Chamber.

In late August, the Chamber began its strategic planning process with three days of individual interviews and focus group meetings with members and community leaders. In September, you will be asked to participate in a membership survey. Our goal is to ensure the vision of the Chamber is effectively aligned with our members.

For the last three years, the Chamber has worked to position itself as the thought leader in the community. To take an active role on those issues and projects essential to members of the organization and the community. From leading the fundraising on the community bowl to forming the coalition to pass the Outdoor Heritage Bill, the Chamber worked at many levels to move the community forward. Are we on the right track? We need your input and support to be successful. The board and I look forward to hearing from you.

Leslie



Chair's Corner



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CHILD CARE SHORTAGE IMPACTS AREA BUSINESSES: DEMAND GREATLY EXCEEDS SUPPLY IN COMMUNITY

By *Kylie Blanchard*

As the Bismarck-Mandan community continues to grow, the need for child care is on the rise. New and expanding businesses are bringing additional employees into the workforce, and this trend is likely to continue.

“The shortage of child care is a concern already and will be a continued concern as the community grows,” says Dot Frank, director of public relations and local campaigns at the Bismarck-Mandan Chamber of Commerce.

In response to this growing need, the Chamber created the Child Care Task Force. “We created the Task Force after hearing from members about their need for child care and how it impacts their business and their ability to fill jobs,” notes Frank. “This need really hit home with the closure of the King’s Kids daycare, which created 60 displaced kids and a huge impact in Bismarck-Mandan.”

According to North Dakota Child Care Resource & Referral, a community’s child care supply should meet 50 percent of its demand. This takes into account that parents’ complementing work schedules and help from extended family often fills the remaining percentage of the child care needs.

In 2012, the projected child care need in Burleigh and Morton counties was 11,867 and 4,139 total spots, respectively. Currently, Burleigh County’s child care capacity meets 41 percent of the demand and Morton County’s capacity meets 24 percent of the county’s needs. By 2015, these numbers will grow to 12,719 total child care spots in Burleigh County and 4,654 in Morton County. In 2025, the need is expected to grow to 14,477 child care spots in Burleigh County and 4,929 in Morton County.

Penny Smith, community relations coordinator with North Dakota Child Care Resource & Referral, says in the last 12 months, Burleigh County experienced a one-percent increase in child care capacity and Morton County saw a three percent decrease in capacity.

Without active recruitment of child care facilities and providers, the percentages of these demands that are met are projected to fall to 34 percent in Burleigh County and 33 percent in Morton County by 2025.

“We are definitely at insufficient numbers for child care in the community,” says Frank, noting the community’s greatest child care needs are finding additional facility space and addressing the escalating costs of care. “We have families having to decide whether it makes economic sense to use child care and then we have businesses losing employees.”

“The main source of income for child care programs is from tuition and child care fees, but there is a threshold for families in what they can pay and programs are unable to compete with the rising wages,” adds Smith. “There are also many child care programs that are interested in expanding. The challenge is finding the physical space as well as securing employees.”

Frank says the Task Force is currently discussing ways to promote partnerships between child care entities and businesses to provide additional care facilities, and the Missouri Valley Family YMCA has served as a strong example of the success of this approach.

“We know there are capacity issues in the community,” says Bill Bauman, executive director/CEO of the Missouri Valley Family YMCA. “We want to meet those needs, but we are out of space, too.”

The YMCA’s onsite child care facilities are full, along with its partnership site at Century Baptist Church. A new partnership site is also slated to open this school year at First Baptist Church, and its 52 spots are also full.

Continued on page 6...



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MISSION STATEMENT:

The Chamber will advance the business environment and economic base of the Bismarck-Mandan area.

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Susie Kocourek	Senior Program Director
Sally Paulson	Program Director
Dot Frank	Director of Public Affairs and Campaigns
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MEMBER PROFILE

Featuring Jeff Albers with
Schwan Buick GMC Cadillac

Q: Briefly tell me about yourself and your role within the organization.

A: I have been with Schwan Buick GMC Cadillac for twenty years, as the General Sales Manager I am responsible for overseeing the day to day operations of the sales department and its workings between service, parts and the body shop.

Q: Briefly tell me the history of Schwan Buick GMC Cadillac.

A: Steve Schwan purchased Iten Pontiac GMC in 1998 from Chuck Iten and renamed the dealership Schwan Pontiac-GMC. In 2007 we acquired the Buick and GMC franchises and changed the name to Schwan GM Auto Center. When General Motors stopped production of the Pontiac franchise, the store name changed to what it is today Schwan Buick GMC Cadillac.

Q: What differentiates your company from its competitors?

A: Schwan Buick GMC Cadillac is about it's employees. The owner (Steve Schwan) focuses on providing a top notch work environment and compensation for them. In turn, the employees are very proud of where they work and this translates over to a very loyal customer base.

Q: How has the growth of Bismarck-Mandan impacted your company?

A: The growth in Bismarck-Mandan has made it more challenging to focus on taking care of our loyal customer base, as well as making sure we provide the same level with our new customers.

Q: What industry trends are taking place?

A: Technology in our vehicles is changing constantly making models year changes more exciting than ever.

Q: Have there been any monumental changes in the industry that you've had to deal with?

A: The Internet has made it easier to do business. Customers have a lot more information available to them. The customer walking through the door is very informed and wants to deal with salespeople that are more knowledgeable about, not only the product and technology, but the process and different purchase and leasing options.

Q: What does the future of your business look like and the industry as a whole look like to you?

A: I can see that as technology in our vehicles advances it is going to become more important to buy from a franchised dealer. Today our salespeople spend as much time in the delivery process after the sale as they do in the selling process. Service as well has become so specialized that if you don't have a franchise nearby, it makes it very expensive to fix even a minor problem.

Q: Schwan Buick GMC Cadillac has been a member since 1973. Why do you continue to renew each year?

A: The Chamber does a great job of keeping our business informed on local, state and federal issues. The Chamber is also great for their social events that give our employees opportunities to network with other professionals in the area.

Q: What should Chamber members know about your company that may assist them within theirs?

A: Share your business goals and vision with your employees and they will become true members of your team.



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...Continued from page 3

“We are always looking for more partnership opportunities with both churches and corporations,” notes Bauman. “The faith community is a great partner because, in some cases, they have buildings that are not used on a daily basis.”

He says in building these types of partnerships, it comes down to creative connections. “We want to expand our child care operation, but we need more partnerships. We have the expertise to run the child care centers, but we need partners to provide the physical space.”

Bauman notes the creation of additional incentives for businesses to partner with child care facilities is needed. “It could be very beneficial for large corporations to get together and create space, and bring in an experienced child care provider to run the facility.”

This year the Legislature took steps to expand child care resources in the state and laws now in effect removed restrictions on providers caring for additional school-aged children; changed the definition of “group child care” to include a larger group capacity with the same provider-to-child ratio; provided an additional \$1 million for incentives for child care provider recruitment and quality enhancement; and provided \$300,000 to fund inclusion specialists for programs caring for children with special needs.

A \$400,000 appropriation will provide grants for providers who care for children with special needs and \$2.6 million in grants was also allocated for child care capacity expansion.

The Legislature also increased the qualifying income levels and reduced family co-pays for the Child Care Assistance Program. This expanded the qualifying level to 85 percent of the State Median Income, so more families will now be eligible to receive assistance in paying for child care.

Frank notes businesses can also help employees by providing flexibility and telecommuting options when creating positions and work schedules. “Our Task Force is really looking at anything businesses can do to help,” she says, adding telecommuting positions and scheduling flexibility help employees and opens child care spots for other individuals in positions with limited flexibility.

The concept of businesses pre-paying for spaces at child care centers has also come up in Task Force discussions, says Frank. “This can be used as a recruitment tool for businesses when they make these child care spots available to employees.”

There are also opportunities for the area’s universities and colleges to create cooperative child care and learning environments, she notes.

“We have a tendency to say finding child care is a family concern, but it has an impact on the work environment,” says Frank. “When every center is full and has a waiting list, it leaves parents at a loss. When you have quality child care available, it makes a big difference.”

“We have to be more creative and work together,” adds Bauman. “If we don’t have quality child care, it dampens the growth potential in our community.”

For additional information on the Child Care Task Force contact Frank at dfrank@bismarcc.com or 223-5660. Child Care Resource & Referral offers child care program start-up and support grants; individualized onsite consulting for child care programs, employers and communities; and extensive professional development for providers. For additional information visit www.ndchildcare.org



CPAs & BUSINESS ADVISORS

LUNCH AND LEARN: NORTH DAKOTA ECONOMIC DEVELOPMENT INCENTIVES

Date: September 25th

Location: Ramada - Bismarck - 1400 East Interchange Ave

Time: 11:30 – 1:00 pm

Regardless of size, every business aims to increase their bottom line. Join us to learn more about North Dakota sales tax incentives and economic development programs.

Presentation Topics

- Investment Tax Credits
- Property Tax Exemptions
- Sales & Use Tax Exemptions
- Income Tax Exemptions
- Manufacturing Exemption
- Primary Sector Exemption

Presenters

Paul Lucy, ND Director of Economic Development - Paul Lucy has been the North Dakota Director of Economic Development and Finance for more than six years. The Economic Development and Finance Division serves as a liaison between the private sector and government.

Beth Zander, Workforce Development Division of the North Dakota Department of Commerce - As director of the Workforce Development Division of the North Dakota Department of Commerce, Beth Zander coordinates efforts to attract, retain and expand our state’s workforce.

Myles Vosberg, Director, Tax Administration - Office of State Tax Commissioner - Myles Vosberg joined the Tax Commissioner’s Office in 1985 and has been the Director of Tax Administration since 2006. The Tax Administration Division is responsible for the taxpayer service, compliance, and audit functions for most of the taxes administered by the agency.

RSVP Information

- Register online at: www.eidebailly.com/events and there is no cost to attend. Lunch will be included.
- Contact Baylee Thorburn at 507.386.6218 or bthorburn@eidebailly.com by September 19, 2013.

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MEMBERS TURN OUT TO CELEBRATE

Celebrate Bismarck-Mandan attracted more than 450 people to publicly recognize businesses, business owners and educators at the annual awards luncheon held Aug. 8 at the Ramkota Hotel.

Marci Narum, from KXMB CBS-12, served as event emcee. Monsignor Thomas Richter blessed the event and attendees and Chamber President Kelvin Hullet and Board Chair Leslie Bakken-Oliver introduced Lt. Gov. Drew Wrigley, who welcomed the attendees. Excellence in Business Committee Chairman Mike Schmitz helped to thank the audience and the committees involved in the event.

Chris Heringer, chair of the Chamber's Business Education Partnership Committee, recognized this year's five Outstanding Teachers of the Year: Kostas Voutsas from Dickinson State University (on the Bismarck campus), Robin Nein from Bismarck High School, Constance Keller from Mandan High, Janean Johnson from Lewis & Clark Elementary and Karen Backman from Shiloh Christian. Heringer also introduced several members of the Student Chamber of Commerce who were in attendance at the lunch.

Four Bismarck-Mandan businesses received the Mike Fink Award for Steady Growth & Profitability Award. Winners included Kupper Chevrolet, Goebel Pediatric Dentistry, Dakota Eye Institute and Extreme Sales, Inc.

The New Entrepreneur of the Year award was presented to co-winners Stuart Tracy from Pirogue Grille and Russ Wanner, James Poolman, Bill Rydquist and Matt Geiger from Blarney Stone.

One of the Chamber's highest honors is the Bismarck-Mandan Small Business Person of the Year Award. To qualify for this award, an individual must demonstrate sticking power and employment growth. The 2013 Small Business Person of the Year was awarded to Bob Kupper from Kupper Chevrolet. Nominees included Dr. Bryce Goebel from Goebel Pediatric Dentistry, Steve Schwan from Schwan Buick GMC Cadillac and Stuart Tracy from Pirogue Grille.

SBA Director Mike Gallagher recognized Kari Block from Earth-Kind as the ND State Small Business Person of the Year. Block also took second in the nation for the SBA Small Business Person of the Year.

The event ended with the presentation of the Granite Award. Sponsored by Basin Electric and MDU Resources, the Granite Award recognizes a business that has been in operation for at least 50 years and has demonstrated a commitment to the community. The 2013 Granite Award was presented to Midway Lanes. Jim Mellon accepted this award and with most of the other winners, gave most of the credit to his outstanding staff.

A very special thank you goes out to KAT Communications, Basin Electric for the videography, Dianna Kindseth for qualifying businesses for the awards, and Marci Narum for continuing to shine as the event emcee.

The Chamber congratulates all event attendees and sponsors.

FROM THE ROOTS TO THE BRANCHES



Granite Award
Jim Mellon, Midway Lanes



Small Business Person of the Year
Bob Kupper, Kupper Chevrolet



Outstanding Teachers - Kostas Voutsas, DSU;
Constance Keller, Mandan High; Janean Johnson,
Lewis & Clark Elementary; Karen Backman, Shiloh
Christian; Robin Nein, Bismarck High School

THANK YOU SPONSORS



New Entrepreneur of the Year
Blarney Stone - Russ Wanner, Bill Rydquist



New Entrepreneur of the Year
Pirogue Grille - Stuart Tracy



Mike Fink
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DINNER ON THE PLAZA EVENT DELIGHTS MEMBERS

Date: September 12th • Location: Chamber Plaza

Time: 6:00 – 9:00 pm

The Chamber welcomed more than 50 members and guests for the season's first Dinner on the Plaza. Our first dinner event brought along a little wind, but that didn't stop the Dinner on the Plaza guests from enjoying an evening of fine dining, live entertainment and lively discussions.

In July, Culinary Chef Stuart Tracy with Pirogue Grille prepared the delectable dinner, which included grilled vegetable terrine, red chili and orange BBQ pork medallions and a melt in your mouth lemon and white chocolate mousse parfait. Captain Jack's Liquor sponsored wonderful wines that paired well with the meal being served. Local musician Chad Falcon serenaded the crowd with organic folk rock songs on an acoustic guitar.

In August, Ruby Tuesday wowed the dinner crowd and started the evening off with a wonderful salad bar. They went on to serve up, take your pick, chicken or shrimp pastas and finished the evening off by serving a delicious cheese cake. Captain Jack's Liquor sponsored

wines once again that satisfied all taste buds and made the evening a huge success. Local musician Nolan Falcon serenaded the crowd with organic folk rock songs on an acoustic guitar. If you get a chance to get out on the town in Bismarck you can hear their organic folk rock songs at local pubs and street fair events. Chad and Nolan Falcon perform together as the Falcon Brothers.

Our next dinner is scheduled for Thursday, September 12th and dinner will be served by Captain Freddy's and wines from Captain Jack's Liquor. This will be your last chance this year to dine with us on the Plaza. Please RSVP to attend at www.bismarckmandan.com or call 223-5660. Tickets are \$25 each for members and \$35 for non-members and sell out fast. Tickets will be mailed prior to the event and will be collected at the door.

The Chamber wants to share a warm hearted thank you to all of our 2013 Dinner on the Plaza sponsors. Their continued membership and support towards this event is what has made our Dinner on the Plaza's successful and eventful! Thank you – Bremer Bank, Pirogue Grille, Ruby Tuesday, Captain Freddy's, Captain Jack's Liquor Land, Liberty Business Systems, Inc., Northwest Contracting, Basin Electric Power Cooperative, North American Coal Corp., Vogel Law Firm, and Leonard, Street and Deinard.



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AMBASSADOR OF THE QUARTER

Darcy Severson has been named the Ambassador of the Quarter for the 2nd Quarter of 2013. Darcy is an Employment Coordinator for Pride, Inc.; a position she has held for 11 years. Darcy grew up in Center, North Dakota, and graduated from the University of Mary. She has worked in a variety of disability fields over the past 25 years. She has a true love for public speaking and educating the public on disability related issues. She is an active member of Bismarck-Mandan's Mayor's Committee for People with Disabilities, Co-Chair of Public Relations Committee and Staff Appreciation Committee and was chosen for the parent rep for the state of North Dakota on the National Learning Collaboration for NICHQ. In 2006, Darcy received the ARC Professional of the Year award. Darcy enjoys her involvement with the Chamber Ambassador Committee. "Not only do I get the opportunity to be part of the incredible growth of our community, I get the pleasure of meeting new business owners and managers. I take great pride in welcoming them to our great community and giving them the opportunity to network with our large variety of services the Ambassadors bring to the table." Congratulations, Darcy and our thanks to Pride for allowing her the opportunity to get involved in Bismarck-Mandan.

CHAMBER WELCOMES NEW EDUCATORS

The first few weeks of September are filled with back-to school clamor. As teachers make it a point to welcome students, the Bismarck-Mandan Chamber of Commerce is making it a point to welcome new teachers.

"The New Teacher Welcome program is our opportunity to make area educators feel welcome," said Sally Paulson, Chamber staff representative for the Business Education Partnership Committee at the Chamber. "It also allows us to relay the important role we know that they play in the Bismarck-Mandan Community"

This year, almost 250 treats will be delivered throughout the week after Labor Day. Each new educator will be given a insulated cup donated by Bismarck State College overflowing with goodies and freebies from area businesses. Members of the Chamber's Business Education Partnership Committee (BEPC) personally deliver every mug.

"This program not only shows the teachers how much the community appreciates all their work, it also shows the students how much the business community respects those who are teaching our future workforce," said Chris Heringer, chair of the BEPC. "Whether new or long-time residents, they are an invaluable piece of the community, molding our tomorrow. This year, we are excited to deliver with the new schools!" she added.





The New Teacher Welcome Program has been welcoming new teachers since 2001. Each year has shown an increase in treats. There are almost 250 new teachers gracing the hallways of Bismarck-Mandan schools during the 2013-2014 school year.

This event is only possible because of the generosity of the program sponsors including: Bismarck State College, Capital Credit Union, Farmers Insurance-Kyle Herman Agency, Great Clips, Starion Financial, Sylvan Learning Center and Wells Fargo Bank.

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Member FDIC



TRC RENEWALS IN FULL FORCE

Our Total Resource Campaign (TRC) is off to a great start. The Chamber kicked off its eight-week member involvement campaign on August 19th and the renewals have been steadily flowing in. September is definitely prime TRC time for all members!

Using the TRC, the Chamber staff is able to help members choose programs that they are most interested in and will provide them with the best rate of investment. We favor the practice of presenting all sponsorship opportunities one time per year to focus our energy on helping members choose the programs and events that will best help their business grow. Another advantage to this method is that the Chamber staff can use more time throughout the year to serve our membership, members can insert their sponsorship choices in the next year's budget, and the Chamber has their budgeting figures for the next year as well.

If you are a member business that hasn't sponsored an event in the past, you will be approached by a member of the Chamber staff to discuss involvement opportunities and the benefits of event sponsorship. The Chamber has a wide variety of events and there is truly something for everyone. This method is designed to make the sponsorship process easier for you. In case you aren't aware of what sponsorships are available, please visit www.bismarckmandan.com, click on TRC under member's category and check our online menu of offerings.

We have an exciting year coming up in 2014 and we are looking forward to you being a part of it. If you have any questions on the TRC renewals, event sponsorship, or Chamber involvement in general contact Vanessa Graham at 223-5660 or send her an email at vgraham@bismarcc.com.

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EVENING EDUCATION AND NETWORKING EVENT - BEST HR PRACTICES FOR RAPID GROWTH COMPANIES

When: September 17th • Location: The Chamber
Time: 5:30-8:00pm (There is no cost to attend. Appetizers and beverages will be provided by Leonard, Street and Deinard)

The dynamic growth in the region has brought about many changes, new challenges, and tremendous opportunities for Chamber members. Join us on Tuesday, September 17, 2013 as attorneys from Leonard, Street and Deinard present the Best HR Practices for Rapid Growth Companies, with educational sessions focused on employee attraction and retention, overtime pay and compliance strategy, and navigating the health care landscape.

A short question and answer period will be provided at the end of each session. If you have specific questions you would like addressed, please submit them via email to Valerie Jones valerie.jones@leonard.com on or before September 12, 2013. The speakers will incorporate the answers into their presentations.

AGENDA

5:30 – 6:00 p.m. Registration / Meet and Greet

6:00 – 6:50 p.m. Employee Attraction and Retention. Hear an overview of strategies and incentives designed to attract new employees, promote existing employees, and retain high performers. Suggestions, tips, and lessons learned from business clients who have experienced growth and change while maintaining high employee morale will also be offered. Presenters: Dominic J. Cecere and Joel E. Abrahamson

6:50 – 7:20 p.m. Overtime Pay/Compliance Strategy. Discussion of the cost-benefit analysis of regular overtime pay vs. increasing headcount and best practices. Learn about and act to avoid the legal pitfalls in the wage and hour field, including exempt vs. non-exempt status, off-the-clock work, and donning and doffing traps for the unwary. The presenters will discuss the increased scrutiny by the U.S. Department of Labor and plaintiffs' lawyers in this area. Presenters: Anh Le Kremer and Richard W. Pins

7:20 – 8:00 p.m. Health Care. What you need to be thinking about when implementing health care in 2014. Learn what your legal obligations are, and whether health care attracts and retains employees. The discussion will focus on understanding your obligations under the Affordable Care Act and meeting your business needs while managing costs and providing health benefits to your employees. Presenter: Jewelic A. Grape



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BUSHELS OF FUN

AS KIDS GET BACK, YOU CAN GIVE BACK

As kids head back to school in eager pursuit of new friends, good grades, and college resume-boosting activities, now is the time for parents to reflect upon their own contributions to family and community. It seems like we all have less time, but this fall may be a good time to assess opportunities to volunteer.

What better way to help shape our nation's future than by personally investing in our children's education?

As students head back to the classroom, there are a few subjects that most of them won't be taught including: how to manage money; how to create a budget and balance a checkbook; how to avoid credit debt; and how to get ready for a job in the real world-even at an early age.

The basics of money management, what we call financial literacy, are essential life skills. While the current economic climate is the result of many causes and factors, few would disagree that better financial decision making could have lessened the consequences for many families.

Managing money needs to be taught early, before students head off to college or enter the workforce. A recent Sallie Mae study showed a surge in the amount of books and tuition that college students are charging to credit cards. A CNN Money reported on Nov. 3, 2011 that "College seniors who took out loans to fund their college education owed an average of \$25,250, 5% more than the class of 2009 owed, according to a report from the Institute for College Access & Success' Project on Student Debt."

This year, parents and business people should consider volunteering to teach a financial literacy program that can help students internalize essential money and job skills early on. Bismarck-Mandan Junior Achievement works with local schools to bring business and financial literacy programs into the classroom across all student levels from grades K-6 and 9th grade. We need your help to make sure tomorrow's workforce is prepared to enter the workforce.

See what Junior Achievement programs are available in Bismarck-Mandan and how you can share your personal experiences and expertise to help enrich a child's education and a chance for a brighter future. For more information, visit www.bismanja.org or call Sally at 223-5660.

MEMBERSHIP MIXER: DAKOTA CARRIER NETWORK

Date: September 26th

Location:

Dakota Carrier Network
4202 Coleman St.,
Bismarck

Time: 5:00 - 7:00 pm



Dakota Carrier Network will be hosting the Membership Mixer on September 26th. Join fellow Chamber members for refreshments, hors d'oeuvres, and some business after hours. Mixers are free for Chamber members to attend. Please consider attending and bringing colleagues from your workplace. RSVP's are appreciated and can be made at www.bismarckmandan.com or by calling Vanessa Graham at 223-5660.



JOIN JA!!

The Junior Achievement (JA) Kick Off is here! Please mark your calendars for Tuesday, Oct. 15 from 3:30-5:00 p.m. It will be held at the Energy Industry Room at the Bismarck-Mandan Chamber.

Who should plan to attend? If you've ever been curious about JA, but didn't know how to take that first step, you're invited to attend this informational session. It will give you the bare bones facts about JA. If you're a "veteran" of the JA program, either as an educator or a volunteer, this is a great time to get the year rolling, pick up kits, and meet with your team member, if you've been matched with one.

Our goal this year is to reach 200 classrooms and to do so, we need your help. You may fill out a volunteer registration form on the JA website at www.bismanja.org

You may RSVP by calling 223-5660 or emailing spaulson@bismarckmandan.com Hope to see everyone on the 15th!



BREAKFAST B4 BUSINESS AND JUNIOR ACHIEVEMENT

Date: September 24th

Location: BSC Career Academy

Time: 7:30 - 9:30 am

You have to eat, right? Why not come and have breakfast courtesy of Junior Achievement of Bismarck-Mandan. As in the past, our "Breakfast B4 Business" Chamber mixer, will offer up a great meal and will provide an opportunity for some great networking. This breakfast mixer is free to attend and **ALL** Chamber members are invited, including all business people, teachers and administrators. The time is from 7:30-9:00 am and will be held at the BPS Career Academy. Join us in supporting and thanking the JA volunteers from 2013. All JA volunteers have made a GREAT impact on our Bismarck Mandan students. Remember, our local students will be our future leaders! Don't miss out, attend the Junior Achievement breakfast mixer and show your support. RSVP's can be made at www.bismarckmandan.com or by calling Vanessa Graham at 223-5660.

ETHICS DAY

Coordinated by the **Business Education Partnership Committee**

GOT ETHICS?

The 14th Annual Ethics Day will be held Nov. 14th at the BPS Career Academy at Bismarck State College. Ethics Day is a program designed to increase understanding of values and ethics in relation to the workplace and society. Local business representatives will facilitate small group table discussions.

High school juniors and seniors will spend the day exploring situational ethics. Students will be assigned to small groups with 6 or 7 other students from the area, along with a business/professional person. During the workshop, they will learn how ethics are applied in the workplace and be given opportunities to consider how to form ethical values and resolve ethical conflicts.

Businesses that have made an investment in this event are: Presenting Sponsor -Basin Electric Power Cooperative; Lunch Sponsor- Aetna and Table Sponsors-American Family Insurance-Terry Kraft Agency, Bain Agency, Capital Electric Power Cooperative, MDU Resources Group, NISC, Northern Improvement Company, Starion Financial and Wells Fargo Bank.

The Business Education Partnership Committee (BEPC) is seeking table facilitators for this wonderful educational event. This is truly a fulfilling experience, to see a young person's mind and morals come alive. Your time commitment would be approximately 6½ hours-from 8 a.m. to 2:30 p.m. and lunch is included.

Please contact Sally at the Chamber at 223-5660 or email spaulson@bismarcc.com for more information on becoming a table facilitator.

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STATE OF THE CITIES ADDRESS

Date: Nov. 5

Time: 7:30-9:00 a.m.

Location: Seven Seas

Join Mandan Mayor Arlyn Van Beek and Bismarck Mayor John Warford and for the 2013 State of the Cities Address on Tuesday, Nov. 5 at the Seven Seas Hotel & Waterpark in Mandan. Participants will be privy to the latest outlook from the Mandan and Bismarck mayors and will hear about successes and challenges realized during 2013.

The cost to attend is \$25 for Chamber members and \$35 for non-Chamber members. Register online or call 223-5660 for tickets.

Visit www.bismarckmandan.com/events to register or call 223-5660 for registration.

2013 CHILD CARE RELATED LEGISLATION

SB 2085 (passed and effective)

- Removes restriction on when family child care providers may care for the two additional school age children, allowing them to care for them during the summer months as well.
- Defines school age child as a child who is at least 5 years of age.
- Aligns ECS smoking law with statewide smoking law.
- Extends the provision of the Early Childhood Services Advisory Board.

HB 1422 (effective July 1)

- Changes definition of "Group child care" to "a program licensed to provide early childhood services for thirty or fewer children," instead of 18 or fewer. It is important to note that group capacity will continue to be limited by city ordinance and square footage requirements.
- Allows onsite childcare provided by an employer for the children of employees to be exempt from licensing, if the program has no more than 10 children.
- Requires an exemption of the outdoor space requirement if the program has sufficient indoor play space (75 sq. feet per child.)
- Increases maximum group sizes for child care centers.
 - Ratio will not change. Maximum number of children per age per staff member will also not change.
 - New maximum group sizes will be:
 - Under 18 months-10 children
 - 18-36 months-15 children

- 3 year olds-20 children
- 4 year olds-25 children
- 5 year olds-30 children
- 6 year olds-40 children

• Expands eligibility for the Child Care Assistance Program to 85% of the State Median Income, so more families will be eligible and will receive assistance with paying for childcare, and provides a contingent appropriation of \$2.5 million to fund the expansion, and reduce co-payments if funding allows.

• Provides an additional \$1 million for incentives for child care provider recruitment and quality enhancement. (CCR&R recruitment/enhancement incentives)

• Provides \$300,000 (allocated to Dept. of Human Services) to fund inclusion specialists who will provide consultation to programs caring for children with special needs.

SB 2018 (effective July 1; to be administered by Dept. of Human Services)

• Provides an appropriation of \$400,000 for grants to providers who care for children with special needs.

SB 2014 (effective July 1; to be administered by the Dept. of Commerce)

• Provides \$2.6 million in grants for child care capacity expansion.

• <http://www.communityservices.nd.gov/community/child-care-grant-program/>

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7TH ANNUAL APPLE DASH RUN/WALK 4 EDUCATION SET FOR SEPTEMBER 8TH

The Bismarck Public Schools Foundation will host the 7th Annual running of the Apple Dash Run/Walk 4 Education event on Sunday, September 8, at 2 p.m. at Hughes Educational Center. Proceeds from the event support teacher mini grants.

Julie Stavn, head Girls' Cross Country coach at Century High School, has been selected as honorary chairperson of this year's Apple Dash.

"I feel honored to serve as honorary chair of this wonderful community event," stated Julie Stavn. "Not only does the Apple Dash raise money to support our local school system, but it also encourages students and families to pursue active living in a way that is fun and exciting. It really is a winning combination."

The event will feature a 5K run/walk, half-mile and mile "apple quest" obstacle course for kids, and a "mini apple quest" obstacle course for kids 5 and under. Ribbons will be given to all participants, and special awards will go to the top male and female finishers at the elementary, middle school, high school, and adult categories.

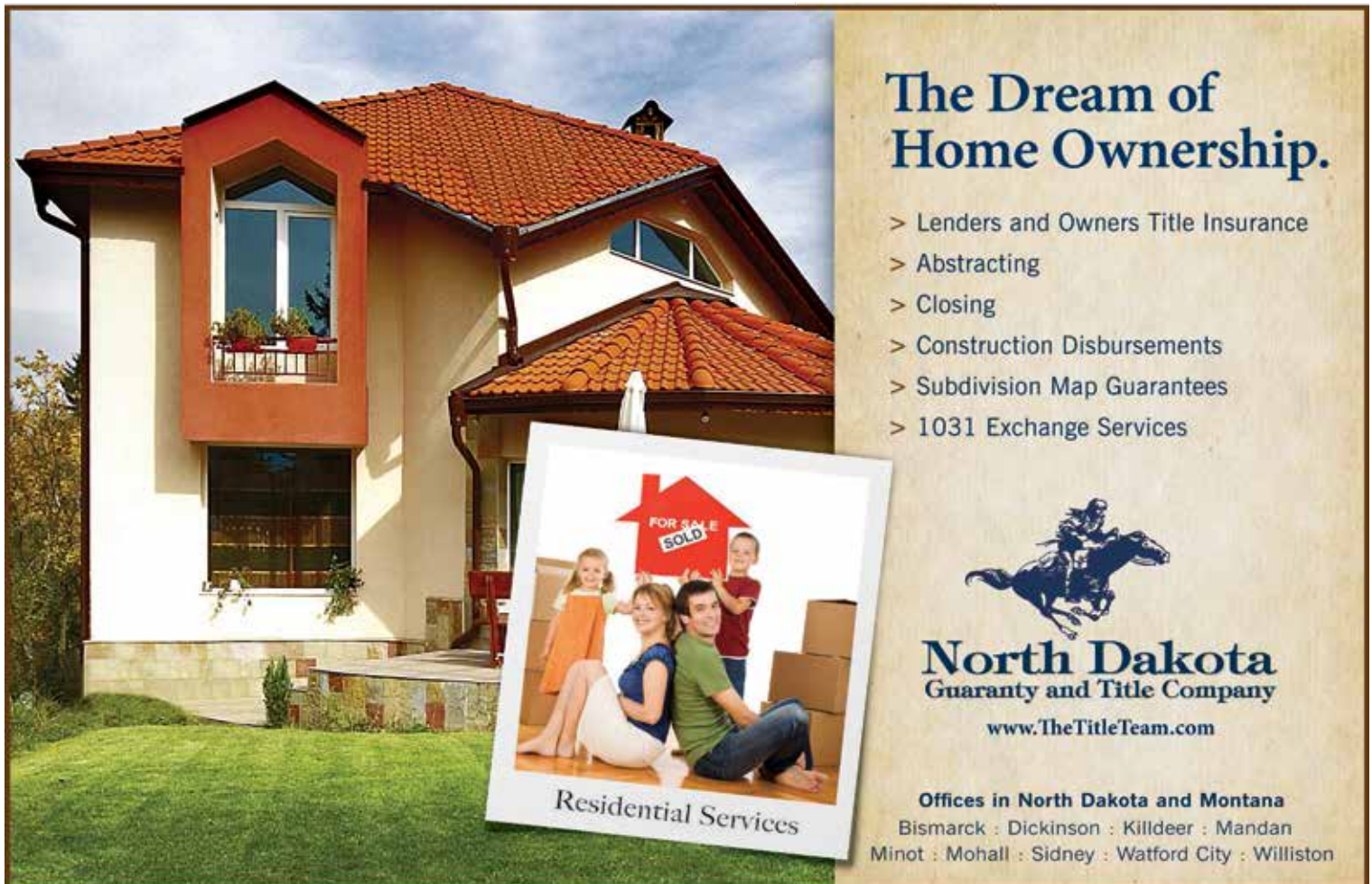
A number of activities will be available for both participants and spectators to enjoy. The CHS art club will be on hand to do face painting, and there will also be carnival games, music, and door prizes.

This year's Apple Dash will be partnering with Team Myla to raise money to help defray any cost incurred by Bismarck Public Schools (BPS) students or staff who experience medical hardships. Team Myla was organized in the spring of 2012 in an effort to support Myla Wescom, a long time special education teacher, in her battle against cancer. The goal of this year's effort is to provide financial support to any student or staff member who may need help with medical costs due to severe illness, accident, or long term medical condition.

"Myla has been a wonderful member of the BPS family and she has a very powerful story to tell" stated Julie Stavn. "Needless to say, the Apple Dash committee is so very pleased to be partnering with Team Myla and to support its mission."

Registration is now open. Early bird registration fees are \$15 per person or \$40 per family through August 29. After August 29, fees are \$20 per person or \$60 per family. Registration forms are available at any public school or online at www.bpsfoundation.com/apple-dash. A traveling trophy will be presented to the Bismarck school with the top percentage of participation based on enrollment.

The mission of the BPS Foundation is to: Enhance the mission of the Bismarck Public Schools by providing services and recognition to staff and students that are not normally available through the funding of the Bismarck Public Schools budget.



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BISMARCK CANCER CENTER INTRODUCES ELEKTA AGILITY LINEAR ACCELERATORS

On Wednesday, July 31 Bismarck Cancer Center introduced the new Elekta Agility linear accelerators, a \$3 million investment in two state-of-the-art cancer treatment machines. These world class treatment machines provide precisely

focused treatment to reduce the risk of side effects. This supports the Bismarck Cancer Center's commitment to offer patients the most advanced and safest treatment possible.

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10 TIPS TO HELP YOU BUILD AND GROW A STAND-OUT SMALL BUSINESS BRAND

by Caron_Beesley, Community Moderator

The United States loves small businesses – it's official! That's according to a survey by the Pew Foundation (reported here on SmallBizTrends) which found that 71 percent of Americans view small business more favorably than any other institutions, including religious organizations.

Why is this? Well, small businesses are seen as a positive influence "on the way things are going in this country." But it's more than that.

Small businesses are in a unique position to create valuable customer experiences. Their products and services are often niche; the target customer is very defined; and business operations are agile and unconstrained by corporate rules and processes. Small businesses are also trusted for their integrity, community engagement and customer service. When was the last time you called a small business and got put through to an automated call center? These seemingly small things come together to create a hugely competitive value proposition – and are the lynchpin of your brand.

But what can you do to leverage these experiences and grow the appeal of your brand – without breaking the bank? Here are 10 tips that can help:

1 What is Your Brand?

First, it's important to understand that your brand is much more than your logo, merchandising or products. As I mentioned above, it is about the sum total of the experiences customers have with your business. This includes the visual elements of your business, but it also includes what you do, how you do it, what your customer interactions are like, the type of information you share in your marketing and on social media. All these elements help establish the trust and credibility of your business.

2 Stand Out

Standing out means being different. If your brand is going to be strong, you need to be able to pinpoint what it is that makes what you do unique. What differentiates you from others in your industry? Read 5 Tips for Using Competitive Differentiators to Build Your Business Brand. Don't forget to weave your differentiators into your company's messaging and marketing. Here are some tips for doing that: 7 Tips for Getting your Marketing Message Right.

3 Have Great Products and Services

Word of mouth is often a small businesses greatest lead generator, so having great products and services that people talk about is a critical part of your brand and why you are in business. Even the most outgoing and charming small business owner is not going to succeed in bringing customers back, unless the product or service

they provide delivers and exceeds expectations. Don't lose sight of your product – keep refining it, testing new offerings, and making sure you always put product first, not the money it brings in.

4 Make Sure Your Customers Know the Face Behind the Product

One of the biggest reasons that small businesses fail is because of the persistent absence of the business owner. You only need to look at a few episodes of business makeover TV shows like Ramsay's Kitchen Nightmares and Tabatha Takes Over to witness what can go wrong if a business is left to run itself. Without an actively engaged owner, employees lose motivation and structure, which can quickly lead to sloppy service, a poor product and customer churn. Yes, your business needs to be able to function without your constant presence, but it's important to strike a balance – find ways to make sure your customers know you and connect with the face behind the business. Businesses really thrive when the energy of the owner is there.

5 Get Your Name and Logo Right

This is essential to brand recognition and it's important to get it right the first time (changing your name and logo can be costly down the road). Your logo and name should be easily recognizable and reflect the nature and tone of your business as well as appeal to your target market. I'm a dog owner, and two of my absolute favorite small businesses cater to pet owners – Woofies (my local provider of dog walking services) and Doggone Natural (a healthy pet food store). The names and logos of both these businesses reflect the personality of their brands, what they stand for, the products they offer, their market (people and their pets) and the overall tone of their businesses. When I see their logos, it makes me feel good; I feel an affinity with them – and that's what you need to shoot for.

6 Have a Distinct Voice

A great way to ensure your distinct brand message is delivered consistently across your business is to focus on how you and your employees interact and communicate with customers – in-person, on the phone and on social media. Not sure what your "voice" should be? Look to other brands. What do they do that you'd like to emulate? How do they greet and interact with you? What is it that they do that makes you feel good about doing business with them?

7 Build Community Around What you Do

A successful brand is one that is trusted and respected by customers – building a strong community online and off can help you achieve this.

You don't have to spend a lot of money to do this. In fact, many successful brands concentrate almost exclusively in online and offline community building as opposed to traditional advertising. Facebook and Twitter are great outlets for this, as is your blog. Offline participation in community activities such as local events, fundraisers, charities, as well as hosting your own events such as workshops or loyal customer events, can all help you build community and extend the trust you've earned to your brand.

8 Be an Advocate for Your Business – Not Just a Salesman

You don't have to be the greatest salesman to succeed in business. Selling takes many forms – and being a brand advocate gels them all together. For example, many small business owners strive to be the number one salesman, the number one cheerleader, and the number one fan of their own business (you've got to be excited about it if you want others to be excited too). If you are passionate about your business, be an advocate for it. Use many of the tips in this blog to make sure people understand what you do, the story behind your products, what your products have done for people, your methods and mission, and all that good stuff. Invite people in!

9 Be Reliable

Letting your customers down by failing to live up to your own promises and brand standards can be particularly harmful for small businesses that depend heavily on referrals. The foundation of brand loyalty lies in great service – a happy customer is a loyal customer. So make sure you aren't making promises that you can't keep – whether you run a pizza business and pledge to deliver within 30 minutes, or are a painting contractor who promises to start a job on a Monday at 9:00 AM sharp. Stand by your promises.

10 Have a Value Proposition

Value, not to be mistaken with price, can help define your brand and differentiate you from the competition. This goes back to my second point about standing out. What niche do you serve? What do you do well in that niche that makes you different from everyone else? What are the emotional benefits of what you do? The answers to these questions will help define what your value is to your customers – it could be your great customer service, product quality, innovation, or any combination of these.

SPENDING QUALITY TIME WITH YOUR SMARTPHONE

By Cindy Solberg

There is no question that we spend a lot of time on our smartphones, but just how much? Well, according to data collected by Experian Marketing Services, the average American spends about an hour a day on their smartphone.

Roughly half of that time is spent talking and texting. Email, social media and Web browsing each outpace playing games. Watching video only accounts for about 1% of the total time spent on smartphones. That figure is actually a little misleading as 98% did not watch video at all, but those who did spend considerably more time doing so.

The kind of operating system on the smartphone also affects how much time people spend on it.

iPhone users spend considerably more time using their phones, about an hour and 15 minutes. This is a full 26 minutes more than the typical Android user, who comes in at 49 minutes.

Additionally, iPhone and Android smartphone users use their smartphones in different ways. Android users spend more time talking and surfing, while iPhone users spend more time texting, emailing and taking pictures.

Source: *Experian.com*



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NDUS: STUDENT LOAN LEGISLATION WILL HELP ND STUDENTS, FAMILIES

A bipartisan bill that would lower the cost of borrowing for students across the country was passed yesterday in Washington, D.C. That's good news for students of the North Dakota University System, who already have access to quality education at an affordable price.

"We are pleased that Congress was able to collaborate effectively to reach a solution," says Larry C. Skogen, acting chancellor for NDUS. "This is significant legislation that brings a long-term benefit for our students. While we can't control what happens on the national front, we applaud the efforts of legislators to support access to higher education. That's a tenet that is part of the foundation of North Dakota's higher education system."

The new legislation means that undergraduates this fall would borrow at a 3.9 percent interest rate for subsidized and unsubsidized Stafford loans. Had an agreement not been reached, the rate would have doubled to 6.8 percent for the 2013-14 year. An incoming NDUS freshman, who could borrow \$4,500 in student loans, will save about \$882 in interest under a standard 10-year repayment plan.

"This helps give families clear direction in planning for their student's college education financing," says Brenda Zastoupil, NDUS director of financial aid. "It removes the uncertainty that we've faced in

previous years concerning interest rates, and it also places a cap on rates, which provides a sense of security."

The student loan interest rate deal marks a long-awaited compromise by Senate Republicans, Democrats, and the Obama Administration. Under the act interest rates will be based on the 10-year Treasury bill plus the following percentage additions:

- 2.05 percent for undergraduate Stafford (subsidized and unsubsidized);
- 3.6 percent for graduate Stafford; and
- 4.6 percent for PLUS (parents and graduate students).

The deal includes caps: 8.25 percent for undergraduate Stafford; 9.5 percent for graduate Stafford; and 10.5 percent for PLUS. Loans would be "variable-fixed," meaning students would receive a new rate with each new loan, but then that rate would be fixed for the life of the loan.

In 2011-12, undergraduate and graduate students in North Dakota borrowed an average of \$4,467, compared to the national average of \$4,760. "This helps make an education in North Dakota even more affordable and accessible," says Skogen. "It is our hope that Congress will continue to work together effectively on the other important issues facing higher education."



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The NEW Bismarck- Mandan Chamber Website Has Launched!



Stay tuned for an upcoming presentation at the Chamber on how to utilize the NEW member portal. Sign up for our weekly ChamberLink e-news to be in the know.

UNITED TRIBES SUMMIT IS SEPTEMBER 4-6

Leaders of North Dakota's tribal nations and key tribal supervisors and employees are set to gather in Bismarck for the 17th Annual United Tribes Tribal Leaders Summit.

The event is organized by United Tribes Technical College and takes place September 4-6 at the Bismarck Civic Center Exhibit Hall.

"The summit is a forum that attracts tribal leaders, tribal professionals, and friends," says Janet Thomas, conference coordinator. "We have a tradition of coming together to talk about relevant issues and exchange ideas."

Participation is open to all interested in advancing Indian issues. Online registration is available, along with CEU's for educators and students. The sessions are typically attended by members of the North Dakota Congressional delegation or their representatives and other leaders at the federal, state and local level.

"The political landscape in Indian Country is constantly changing," says Thomas. "Paying attention to current realities is one of the best ways for leaders to work on behalf of the communities they serve."

AGENDA ITEMS

The agenda offers major sessions about energy, education, public safety, health care, economic development, the environment, and housing. Briefings and updates will cover gaming, taxation, emergency management, Veterans services, the budget, NCAI initiatives and the Violence Against Women Act.

The summit has two main tracks that share breaks, luncheons and general sessions: Tribal Leaders Summit and Tribal Transportation Planners Conference. Other conferences and meetings are scheduled for Bismarck in and around the same time.

LEADERSHIP HISTORY

The event will also pay tribute to a gathering in Bismarck 50 years ago of tribal leaders from across the country. Amidst the nation's Civil Rights movement, the National Congress of American Indians held its annual conference in the capitol city in September 1963, featuring keynote speaker Robert F. Kennedy, the nation's attorney general.

TRADE SHOW

The Tribal Leader's Summit begins Wednesday, September 4 at 9 a.m. with an opening ceremony. The theme is: "United, Tribal Nations Pursuing the Promise of Tomorrow."

The summit includes a trade show open to vendors with a current North Dakota Sales and Use Tax Permit.

View the agenda and registration form, along with listings of other meetings, by clicking here: <http://www.unitedtribespowwow.com/summit/>. Or contact Janet Thomas 701-255-3285 x 1431, jthomas@uttc.edu. Trade show contact Debbie Painte 701-255-3285 x 1232, dpainte@uttc.edu.

22 | Chamber Connection

NORTH DAKOTA EMPLOYER SUPPORT OF THE GUARD AND RESERVE HOSTS 'BOSS LIFT'

The North Dakota Committee for Employer Support of the Guard and Reserve, or ESGR, recently flew nine local employers and two ESGR volunteers on a "Boss Lift" to tour Camp Grafton Training Center, a North Dakota National Guard facility near Devils Lake, N.D.

The employers boarded a UH-60 Black Hawk helicopter, supported by the North Dakota National Guard's 1st Battalion, 112th Aviation Regiment (Security and Support), which is based at the Army Aviation Support Facility in Bismarck, N.D., with a detachment at Hector Field in Fargo, N.D. The group departed from Hector for a one-hour ride to Camp Grafton.

It was a great day for flying that enabled everyone to see a great view of the state and the water issues that are impacting it, organizers said.

Camp Grafton trains Soldiers from all 50 states and four territories. The Camp consists of three major units: the 164th Regional Training Institute, the 136th Combat Service Support Battalion and the 3662nd General Support Maintenance Company.

Employers were able to tour the Regional Training Institute, where a number of out-of-state Guard members were training in construction, electrical and plumbing trades. Then, they toured other training areas and watched the activities that take place when their employee/citizen-Guardsman is away at training.

"The Boss Lift is our way of publicly recognizing individual civilian employers who provide outstanding patriotic support and cooperation to their employees," said Dave Johnston, one of the ESGR volunteers who helped to coordinate the Boss Lift.

ESGR gains and maintains employer support for Guard and Reserve service members by recognizing outstanding support, increasing awareness of the law, and resolving conflicts through mediation. Employers Outreach is a key function of ESGR's Statement of Support singings, trade shows, educational events, job fairs and award presentations.

"These individual employers, like the citizen-Soldiers they employ, have answered their nation's call to serve by going above and beyond what is required of an employer. These employers allow their employees to answer this nation's call to duty with no apprehension or regret," said Dale Lane, ESGR Fargo volunteer.

ECONOMIC DEVELOPMENT ASSOCIATION OF NORTH DAKOTA SELECTS MANAGEMENT FIRM

The Economic Development Association of North Dakota (EDND) announces the selection of Clearwater Communications, a Bismarck association management and public relations firm, to provide management, communication and legislative services.

The firm specializes in nonprofit association management and government affairs and has worked with the economic development community on numerous projects to enhance the state's infrastructure, create a more friendly business climate, address workforce needs and advance key industries. "Clearwater's association management and lobbying experience combined with the staff's passion growing North Dakota make this an excellent fit for EDND," says EDND President John Phillips.

EDND's mission is to increase economic opportunities for residents of the state by supporting primary growth sector, professionalism among economic development practitioners and coordination among development organizations. Learn more at www.ednd.org.

'SPOOK-TACULAR' STORE OPEN AT SEEDS OF HOPE

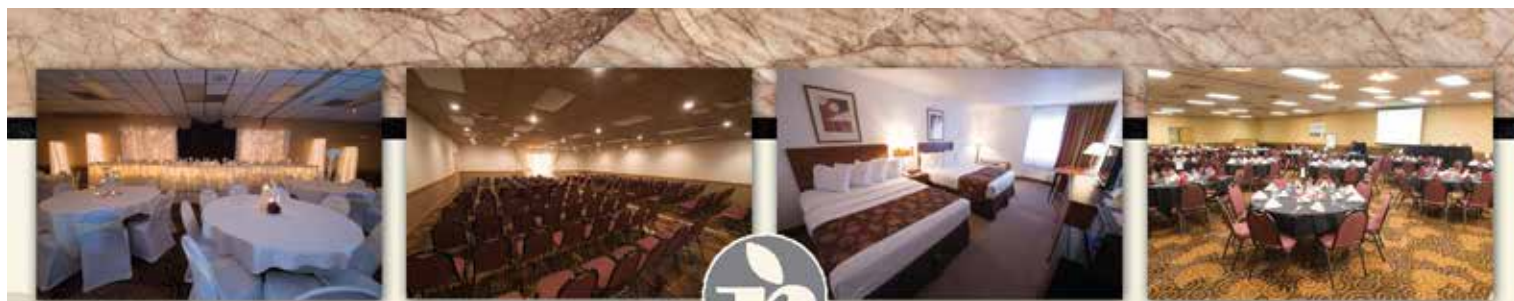
If you want to scare your neighbors or welcome trick-or-treaters while supporting a good cause, visit the Halloween store that opened Aug. 19 in the lower level of the Seeds of Hope Thrift and Gift Store at 520 E. Main.

"We have a wide variety of Halloween, Thanksgiving, and fall decorations and props not found in other stores," said Lisa Ternes, store manager. The store features hundreds of costumes ranging from infants to adults, and it has accessories including wigs, makeup, hats, masks, pumpkins and much more. "Your children will love the large variety of costumes and parents will love the price! Decorate your home or office for less and support a great cause," she said.

"You can dress up for very little money and be the hit of the party," said Dorinda Eckroth, the store's assistant manager.

The store's normal hours are 9:30 a.m. to 5 p.m. Monday through Saturday. To contact the Seeds of Hope, call 222-8895.

Sales proceeds are used by the Abused Adult Resource Center in its mission to serve victims of domestic violence and sexual assault and their children in a seven-county area in south-central North Dakota.



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3RD ANNUAL FLY-IN/ DRIVE-IN BISMARCK PANCAKE BREAKFAST FEATURING "DUGGY"

Bismarck Aero Center is pleased to be hosting the 3rd Annual Bismarck Fly-in/Drive-in Pancake Breakfast September 8th, 2013 from 7:30 am to 1 pm. The event will take place at Hangar 53 located on Maverick Way at the Bismarck Airport. All ages are welcome to attend.

New at this year's Fly-in/Drive-in event, will be Duggy, "The Smile in the Sky." Duggy, a reconditioned DC-3 aircraft, was created by business professional and aviation enthusiast Mitch Carley. Duggy is a symbol for kids to follow their dreams and make them a reality. Along with Duggy, the Bismarck Aero Center will be providing private airplane rides and Aviation Education of ND will provide flight simulators. The University of North Dakota will have aviation displays at the event, and the Dusters Classic Car Club will be exhibiting antique cars.

There is no cost to attend the Bismarck Fly-in/Drive-in Pancake Breakfast. There is a suggested donation for breakfast and all proceeds will support the Robert E. Asker Scottish Rite Speech Therapy Center for Children in Bismarck.

For more information or to schedule a time to capture media footage of the event, please contact Shae Helling at Bismarck Aero Center at 701.223.4754 or email at shaeh@bismarckaero.com.

DAKOTA STAGE LTD WELCOMES NATIONALLY TOURING COMIC FOR SPECIAL STAND UP WEEKEND

Bismarck/Mandan's favorite entertainment venue hosts hilarious standup comedy for two nights of live laughs.

Dakota Stage Ltd. is proud to present LIVE STAND UP COMEDY! Headlined by the hilarious, nationally touring and televised comic, Scott Long, this exciting and exclusive showing of extraordinary, experienced standup comedy is not to be missed!

On Friday, September 6th and Saturday, September 7th at 8:00pm, renowned comic Scott Long will deliver an hysterical hour of laughs live on stage in Downtown Bismarck!

In his riotous Reality Show on-stage, Scott Long shares his story of how quickly life can go from urban hipster to suburban dipster, when you become a father of twins at 40. Growing up in the cornstalk ghetto of Iowa, Scott has toured the country non-stop for 2 decades, performing in 38 different states. Scott has appeared on NBC, FOX-TV, ESPN, XM radio, and the Bob and Tom Show. He finished his 10th season writing the Frank Caliendo sketches for the emmy-nominated NFL on FOX pregame show. Known for his hilarious interactions with the audience, no two Scott Long shows are ever the same.

Concessions will be available for purchase at the theatre and a cash bar will be provided in house. Tickets are just \$15 per person and may be purchased at the box office prior to the events only. Doors will open at 7:00pm each night. Seating is limited for both showings and advanced reservations are not offered so patrons should arrive early to ensure admission.

Visit www.dakotastageltd.com, email execdir@dakotastageltd.com or call 701-258-4998 for more information. Standup comedy is presented at part of DSL's "Late Night Alternative" series.



THE PRICE IS RIGHT LIVE! – STAGE SHOW COMING TO BISMARCK CIVIC CENTER ON FRIDAY, OCT. 11, 2013

Bismarck Civic Center will host The Price is Right Live! – Stage Show on Friday, Oct. 11, 2013 with doors open at 6:30 p.m. and the show at 7:30 p.m.

Tickets will go on sale Friday, Aug. 16, 2013 at 11:30 a.m. at Bismarck Civic Center Box Office, Ticketmaster’s Charge By Phone at (800) 745-3000, online at Ticketmaster.com, JadePresents.com, and all Ticketmaster Outlets.*

The Price Is Right Live! – Stage Show is the hit interactive stage show that gives contestants pulled right from the audience the chance to “Come On Down” to win appliances, vacations and even new cars by playing classic games from television’s longest running and most popular game show. From Plinko to Cliffhangers to the Big Wheel, and even the fabulous Showcase, all the favorite games are played just like the TV show.

Playing to near sold out audiences for nearly nine years, The Price Is Right Live! has given away more than 10 million dollars in cash and prizes and sold more than 1.2 million tickets.

If you enjoy the rush of emotions experienced while watching the show on television, just imagine the possibilities if you were actually in the audience watching it live.

The Price Is Right Live! – Stage Show is produced by FremantleMedia North America and licensed by FremantleMedia International.

EVENT: The Price is Right Live! – Stage Show

DATE/TIME: Friday, Oct. 11, 2013, 6:30 p.m. doors open, 7:30 p.m. show

VENUE: Bismarck Civic Center

PRICES: \$29.50, \$39.50, and \$49.50 – additional fees may apply

TICKETS ON SALE: Friday, Aug. 16, 2013 at 11:30 a.m.

As a valued supporter of live entertainment, a special pre-sale opportunity is available to Jade Presents followers in three ways:

- Follow Jade Presents on Facebook
- Sign up for official Jade Presents mailing list at JadePresents.com
- RSVP to this show’s official Jade Presents Facebook event

Password protected pre-sale: August 15 from 10 a.m. to 10 p.m.

*Additional purchase not required for contestant registration.

Open to US legal US residents, 18 years or older. Ticket purchase will not increase your chances of being selected to play. For complete rules & regulations, including eligibility requirements, visit or call the venue box office. To enter theater to watch show, a ticket purchase is required.

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Craig Hanson
Business Banking



Nate Palczewski
Retail Manager



Karen Stahl
AVP Retail Banking



Neal Presser
Deposit Operations
Supervisor



Kristy Rempher
Personal Banking
Officer



Marc Menge
Business Development
Manager

SANFORD HEALTH HONORS EMPLOYEES OF THE YEAR

2013 WINNERS ANNOUNCED

Thirty-one individuals comprise the 2013 Sanford Health Employee of the Year list, which honors model employees from the organization.

On an annual basis, Sanford Health staff has an opportunity to recognize their peers and management by nominating them for Employee of the Year Awards. First awarded in 1987, these awards were established to recognize employees who consistently demonstrate exceptional performance and show a relentless pursuit of perfection through the following Sanford values:

Courage - The strength to persevere, use our voices and take action.

Passion - The enthusiasm for patients and work commitment to the organization.

Resolve - The adherence to the systems that align actions to excellence, efficiency and purpose.

Advancement - The pursuit of individual and organizational growth and development.

Family - The connection and commitment we have to each other through it all.
For a complete list of recipients by region, click here.

Formal presentations were held for recipients in their respective regions of Sioux Falls, SD, Fargo, ND, Bismarck, ND, and Bemidji, MN.

STATE HISTORICAL SOCIETY OF NORTH DAKOTA MAKES GRANTS AVAILABLE THROUGH ND MUSEUM ASSESSMENT PROGRAM

The State Historical Society of North Dakota is accepting applications for North Dakota Museum Assessment Program grants. The North Dakota Museum Assessment Program is part of the Cultural Heritage Grant Program and provides local and regional museums with opportunities to complete in-depth reviews of their organizations, develop long-range plans, and complete a project. Applications are due by Friday, Sept. 6, 2013.

To qualify for a grant, a museum must operate on a permanent basis for educational and historical purposes and care for historical objects and materials. The museum's objects and materials must be available to the public through regular exhibits or programs in the facility that it owns and operates. The museum must have at least one professional staff member or a full-time equivalent whose responsibilities relate solely to the museum's services and operations. The museum must be open on a regular basis with established hours and schedules. Preference will be given to museums organized as official county museums, but other eligible museums are encouraged to apply.

Grant guidelines and application forms are available on the State Historical Society of North Dakota website at history.nd.gov or by request. For more information contact Grants and Contracts Officer Amy Munson at 701.328.3573 or email at amunson@nd.gov.

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ST. ALEXIUS RANKED #1 IN NORTH DAKOTA BY U.S. NEWS & WORLD REPORT

St. Alexius Medical Center in Bismarck is ranked the best hospital in North Dakota for 2013-14 by U.S. News & World Report. The annual U.S. News Best Hospitals rankings, now in their 24th year, recognize hospitals that excel in treating the most challenging patients. St. Alexius is recognized as being high-performing in: cancer, gastroenterology and GI surgery, geriatrics, gynecology, orthopedics and pulmonology.

St. Alexius President and CEO, Gary P. Miller, said, "This is not the first time St. Alexius has been recognized by U.S. News & World Report or other ranking agencies. St. Alexius has a +128 year commitment to providing a great place of healing for people in Western and Central North Dakota. The excellence of our physicians and commitment of our associates to our mission will continue to earn St Alexius Medical Center national recognition for care provided. I truly appreciate all the work that goes into earning such recognition!"

U.S. News evaluates hospitals in 16 adult specialties. In most specialties, it ranks the nation's top 50 hospitals and recognizes other high-performing hospitals that provide care at nearly the level of their nationally ranked peers.

"A hospital that emerges from our analysis as one of the best has much to be proud of," said Avery Comarow, U.S. News Health Rankings Editor. "Only about 15 percent of hospitals are recognized for their high performance as among their region's best. Just three percent of all hospitals earn a national ranking in any specialty."

U.S. News publishes Best Hospitals to help guide patients who need a high level of care because they face particularly difficult surgery, a challenging condition or added risk because of other health problems or age. Objective measures such as patient survival and safety data, the adequacy of nurse staffing levels and other data largely determined the rankings in most specialties.

The rankings have been published at <http://health.usnews.com/best-hospitals> and will appear in print in the U.S. News Best Hospitals 2014 guidebook, available in bookstores and on newsstands now.

SEPTEMBER TELEVISED LIVE GOVERNMENT MEETINGS

Tuesday, 3rd	5:00 pm	Mandan City Commission
Tuesday, 3rd	7:00 pm	Mandan School Board (recorded)
Wednesday, 4th	5:00 pm	Burleigh County Commission
Monday, 9th	5:15 pm	Bismarck School Board
Monday, 9th	5:30 pm	Mandan Park Board (recorded)
Tuesday, 10th	5:15 pm	Bismarck City Commission
Wednesday, 11th	5:15 pm	Burleigh County Planning Commission
Tuesday, 17th	5:30 pm	Mandan City Commission
Tuesday, 17th	7:00 pm	Mandan School Board
Thursday, 19th	3:30 pm	Burleigh County Social Services
Thursday, 19th	5:15 pm	Bismarck Park District Board
Monday, 23rd	5:15 pm	Bismarck School Board
Tuesday, 24th	5:15 pm	Bismarck City Commission
Wednesday, 25th	5:00 pm	Bismarck Planning Commission
Thursday, 26th	5:00 pm	Burleigh County Commission

Meetings can be viewed LIVE (unless otherwise indicated) and are replayed several times on Government Access, cable channel 2. Government meetings are also available for online viewing (LIVE and Video on Demand) at www.freetv.org.



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ask a PRO



with Joel Schauer at **COMPUTER ONE**

Q: IT service and support is usually a “hit or miss” for our business. Are there any easy solutions?

A: When looking for an IT Service/Solution provider, here are basic suggestions:

1. Reputation for Accuracy in providing IT solutions: When it comes to your business or personal IT needs, your first call should be to a trusted local expert. Do some research, ask how long have they been in business? Who are some of their clients? And, would their clients recommend them to you?
2. Timeliness and Punctuality: We are all so dependent on technology and when our devices don't work properly; our productivity can come to a grinding halt, which is not good for business. Is your IT provider responding in a timely matter? Do they have remote access capabilities that allow them to thoroughly test and diagnose your issues without having to make a service call? Once the issue is determined, are they proceeding with a fast and accurate repair?
3. Cost: The big question here is your IT service provider getting it right the first time? Or, do they continually have to make return visits to get your systems to function properly?
4. Professional: Does your IT service provider properly explain the issues and potential threats in terms that you understand? Or, are they using “Hi-Tech” jargon and language to keep you from asking questions they can't answer?
5. Results: Your IT provider should strive to make your systems and IT Networks work harder, smarter. Making your investment last longer and work more efficiently and your productivity busting.

For local leading edge IT service and support give us a try. Call us at 250-0055.

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701-250-0055



with **CAPITAL CITY SPORTING CLAYS**

Q: What do I need to bring when I come to Capital City Sporting Clays?

A: Surprisingly, not as much as one would think. Capital City Sporting Clays has a wide range of ammunition available so bring your favorite shotgun, sunglasses and enjoy all the fun stations designed for every skill level. Ear protection is highly recommended and available in the clubhouse.

Capital City Sporting Clays has been providing a safe and family friendly shooting venue for over 18 years by offering a wide variety of shooting stations specifically designed for shooters of any age, size, or skill level. In fact, it's the perfect place for those who have never fired a gun to learn in a safe, controlled environment from trained instructors. You will be breaking clays and having a great time right from the start.

No membership necessary, just come out, pick from several fun shooting stations and start having fun. Capital City Sporting Clays has fully automated launchers operated by your own controller. You and your group can enjoy shooting at your own pace and it's very affordable with a 25 clay round at the skeet station costing only \$9.00, (plus ammunition).

Every Wednesday is youth night where any child 17 and under can shoot free of charge at the special station designed just for them. It's a perfect place for new shooters to learn safety and proper skills from qualified shooting instructors. Capital City Sporting Clays even has shotguns specifically designed for young shooters.

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with Tyrel Somers, M.D. at

UND CENTER FOR FAMILY MEDICINE

Q: How often should I get my cholesterol checked?

A: High cholesterol (hypercholesterolemia) is a major contributor to heart disease with low-density lipoprotein (LDL) or “bad cholesterol” shown to be the primary contributor to poor outcomes. Reducing your LDL to less than 100 has been shown in studies to reduce the risk of having heart disease.

The American Heart Association endorses the National Cholesterol Education Program recommendations that every adult age 20 or older should have their cholesterol checked with a fasting lipoprotein profile once every five years. In men 45 years of age or older and women 50 or older, checks should be conducted annually. Other risk factors such as high blood pressure, diabetes, cigarette smoking or family history can change the frequency of cholesterol screening.

For any questions on cholesterol screening, talk with your primary care physician.

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ask a PRO



with **Dr. Dufan** at the
BISMARCK CANCER CENTER

Q: I've seen advertisements on your new state of the art radiation treatment machine..... what kind of improved treatment options does it provide.

A: Our new state-of-the-art Elekta treatment machines have the capability of doing SRS (stereotactic radio-surgery), SBRT (Stereotactic body radiotherapy) and Intensity-Modulated Radiation Therapy (IMRT). They are very advanced, computer-controlled linear accelerators that deliver precise radiation doses to cancerous tumors.

IMRT, SRS and SBRT techniques reduce the normal tissue dose to a minimum while higher and more effective radiation doses can be safely delivered to tumors. IMRT lets the radiation dose conform more precisely to the tumor shape by controlling the intensity of the radiation beam. This allows for fewer side effects compared with conventional techniques. IMRT also has the potential to reduce treatment toxicity, even when doses are not increased.

SRS and SBRT treatments are used to deliver highly-concentrated precise radiation doses to very small areas in the brain, lung, spine and liver which also minimizes side effect.

500 N 8th St. Bismarck, ND 58501 701-222-6100



with **Shelby Monson,**
Pharmacy Intern at

GATEWAY HEALTH MART PHARMACY

Q: We are taking a trip this summer, and I tend to get motion sickness. What can I do to prevent or reduce this?

A: Many people suffer from motion sickness in cars, boats, and airplanes; however, there are many options available to help with this problem. One over-the-counter solution is dimenhydrinate (Dramamine), which is an antihistamine. This medication can cause some drowsiness, so avoid this if you are participating in activities that require your full attention. Another over-the-counter option is meclizine (Antivert or Bonine). This is also an antihistamine; however, it causes less drowsiness than dimenhydrinate. If these do not seem to help with your symptoms, you could talk to your doctor about a prescription patch called Transderm Scop (scopolamine) that is applied topically behind the ear four hours prior to travel. This patch is very convenient as it works for 3 days without needing to be changed. Care is advised as the patch may cause drowsiness as well as dry mouth. It may also be beneficial to avoid eating or drinking right before traveling, reading during the trip, and sitting in the front of the vehicle in order to help reduce symptoms of motion sickness.

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Delvin DeBoer, PhD, PE

AE2S' DeBOER Earns One of Water Industry's Highest Honors

AE2S (Advanced Engineering and Environmental Services, Inc.) Special Projects Engineer Delvin DeBoer, PhD, PE, was the recipient of the 2013 Abel Wolman Award of Excellence from the

American Water Works Association (AWWA) at its 2013 Annual Conference and Exposition (ACE). The ACE Conference is the most comprehensive and diverse water conference in the world, and was held June 9-13 in Denver, CO.

The Abel Wolman Award is the AWWA's premier award, recognizing those whose careers in the water profession exemplify vision, creativity, and excellent professional performance characteristic of Dr. Wolman. His contributions to the water industry defined the development of the engineering profession, most notably in the public health aspects of engineering.



Rachel Wolff

Rachel Wolff Joins AE2S

AE2S (Advanced Engineering and Environmental Services, Inc.) has hired Rachel Wolff as a Project Coordinator in the firm's Bismarck, ND office. She will be part of AE2S' Rural Water Group and responsible for project coordination for multiple clients, including the Western Area Water Supply Authority.

Wolff has worked with water and wastewater systems and their operators across North Dakota, and conducted inspections of their systems based on the Safe Drinking Water Act and Environmental Protection Agency regulations.

Barr Engineering Company Names New CEO

John Lee has been named as Barr Engineering Company's next president and chief executive officer.

John Lee joined Barr in 1979 as a civil engineer. In more than 30 years with the company, he has held a variety of positions, including project principal, vice president of finance, and member of the board of directors. Since 2009, he has served as the company's director of business development.



Cheryl Feigum

Barr Appoints Eight New Principals

Barr Engineering Company's board of directors has elected eight new principals:

Cheryl Feigum, a senior environmental scientist in Barr's Minneapolis office with more than 10 years of experience as a wetland scientist specializing in hydrogeology, wetland delineation, groundwater and surface-water sampling, assessment of wetland functions, and environmental documentation.



Janna Kieffer, PE

Janna Kieffer, PE, a senior water resources engineer in the Minneapolis office with more than 10 years of experience with water resource management projects. She provides project management and technical expertise to watershed management organizations and municipalities.



Tina Pint, PG

Tina Pint, PG, a senior hydrogeologist in the Minneapolis office with more than 10 years of experience working on projects involving geographic interpretation, field work, and groundwater flow modeling.



Mary Sands

Mary Sands, a senior environmental consultant in the Minneapolis office with almost three decades of experience in brownfields investigation and remediation, environmental due diligence, compliance audits, and environmental liability assessment.



Chandler Taylor

Chandler Taylor, a senior environmental consultant in the Minneapolis office with more than two decades of experience

in environmental compliance and permitting projects, environmental management systems, and site investigation and cleanup.

Paul Taylor, PhD, a senior environmental specialist in the Minneapolis office with 20 years of experience in air-quality permitting, air-dispersion modeling, and federal and state regulatory applicability analyses.

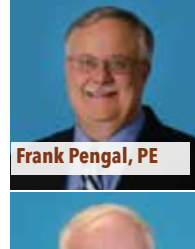
Frank Pengal, PE, a senior mechanical engineer in the Hibbing office with almost 40 years of experience in project



Paul Taylor, PhD

management, process engineering and design, and scoping and feasibility studies at large industrial sites.

Lyll Workman, a senior mining consultant in the Bismarck office with more than 40 years of experience in blasting, slope stability, and mine engineering for coal, phosphate, copper, gold, and iron mines and quarries.



Frank Pengal, PE

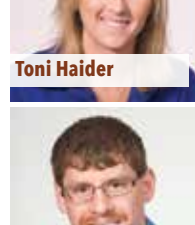
Four Engineers Join Bartlett & West

Toni Haider, Matt Schaible, Trevor Thompson and Sam Welch all joined Bartlett & West's Bismarck office as public works engineers.



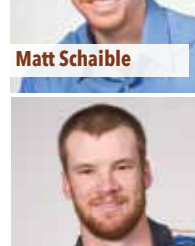
Lyall Workman

Haider graduated from North Dakota State University with a bachelor's degree in construction engineering. She has experience in survey, inspection, equipment operation and project management.



Toni Haider

Schaible earned his bachelor's degree in civil engineering from Montana State University in Bozeman. He was previously working as a design technician at the Montana Department of Transportation, and is an active member of the Institute of Transportation Engineers.



Matt Schaible

Thompson graduated from North Dakota State University with a bachelor's degree in civil engineering. He has experience in excavation, survey and engineering.



Trevor Thompson

Welch graduated from North Dakota State University with a bachelor's degree in civil engineering. He has experience in construction material testing, inspection and surveying.



Sam Welch



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Tom Eckroth

Bartlett & West Hires Four

Tom Eckroth, Shawn Nixon, Colter Schwagler and Mike Tarnowski all joined the engineering firm Bartlett & West.

Eckroth is licensed as a land surveyor in North Dakota and South Dakota. Previous to working at Bartlett & West, he spent 24 years working at Ducks Unlimited as a PLS/construction manager.

Nixon and Schwagler graduated from North Dakota State University with bachelor's degrees in civil engineering. Both joined Bartlett & West as engineers in the company's field services department.

Tarnowski is a surveyor in Bartlett & West's public works division. He graduated from Minnesota State Community and Technical College with an associate's degree in civil engineering.



Shawn Nixon



Colter Schwagler



Mike Tarnowski

Best Real Estate Agents in America

Congratulations to Christine Rivinius, Terry Stevahn, Sue Jacobson, and Miles Gradin of CENTURY 21 Morrison Realty on being named in Real Trends Best Real Estate Agents in America.

Real Trends, Inc. is a communications and consulting company that is a leading source of analysis and information on the residential brokerage and housing industry in the United States.

Cedric Theel Toyota Hires Parts Representative

Cedric Theel Toyota welcomes Brett Ehli back to the dealership.

Ehli was recently hired as a parts representative and previously worked in the service department from 1992 - 2000.



Brett Ehli

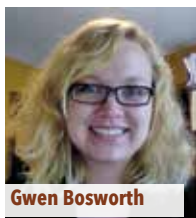
Dakota Promotions & Printing Hires Bosworth

Dakota Promotions & Printing is pleased to announce the hiring of Gwen Bosworth. Gwen graduated from Mandan High School and

Bismarck State College and received her Bachelor's Degree in Graphic Arts from Minot State University. In addition to offering promotional products and business forms and printing, Dakota Promotions & Printing will also be able to offer expanded artwork services including logo creation. Dakota Promotions & Printing is on the web at www.DakotaPromo.com.

Great Plains Food Bank Announces New Volunteer Leadership

The Great Plains Food Bank, a program of Lutheran Social Services of North Dakota, announces the appointment of its 2013-2014 statewide advisory committee leadership. Marti Sunderlin (Hornbacher's Foods) will serve as president, Aaron Becher (The Forum of Fargo-Moorhead) as vice president and Jenni Monson (community volunteer) as secretary.



Gwen Bosworth

In addition, the Great Plains Food Bank welcomes new committee members Cher Hersrud (Fargo-Moorhead Area Foundation) and Shannon Schweigert (Giving Point). They join Stacey Belka (Warner and Company Insurance), Tai Clark (Salvation Army), David Maring (Maring Williams Law Office), Pat Leonard (Sanford Health), Keith Gilleshammer (Anchorage), Diane Nelson (Bremer Bank), Michael Buesgens (NDSU) and David Martin (Choice Financial Group).



Caroline Schumacher

Schumacher and Schleuter Promoted to Ground Round Assistant Managers



Carlynn Schleuter

Caroline Schumacher and Carlynn Schleuter were recently promoted to assistant managers at The Ground Round in Bismarck. In this role they will manage staff, oversee day to day operations and ensure guest satisfaction.

A Bismarck native, Schumacher has over four years' experience in the food and beverage industry, and for the last year and a half has been working at the Bismarck Ground Round store as a server. She is also a past recipient of the Ground Round Hospitality Hero award for going above and beyond to ensure customer satisfaction.

Schleuter is also a Bismarck native, and has 10 years of experience in the food and beverage industry. She has been with The Ground Round for the last five years as a server and is also a past recipient of the Hospitality Hero award.



Jessica Holcolm

North Dakota Guaranty & Title Company Selects New Closing Office Manager

North Dakota Guaranty & Title Company announced that Jessica Holcolm has been promoted to Manager of the Bismarck Closing Office. Tim Pearson, the President of North Dakota Guaranty & Title Company appointed Mrs. Holcolm to the position effective May 1, 2013.



David Lingen

Lingen to Retire/Rambur Promoted

David Lingen, Kupper Chevrolet new car sales manager, will retire at the end of 2013 after 33 years with the dealership. Lingen started with the dealership when it was named Gandrud Chevrolet in 1980. He worked as sales consultant until he was promoted to new car manager in 1985.

Justin Rambur, former business manager has been promoted to new car manager. As new car manager, Rambur will control new Chevrolet inventory and manage day to day sales processes. His future goals are to develop ongoing sales training to improve guest experiences.



Justin Rambur

Veterans Memorial Public Library Board of Directors

Bismarck Veterans Memorial Public Library is pleased to announce the appointment of Michael Schaff to their Board of Directors. Schaff, of Schaff Tax & Financial Services, has previously served on the boards of both the Friends of Bismarck Public Library and the Library Foundation, Inc. He replaces outgoing board member Mary Maichel Guler.

Guler, attorney at Schulz Geiermann Bergeson & Guler Law Offices, served on the library's Board of Directors for six years. Her legal expertise has been invaluable to the Library during her two three-year terms.

Current Library Board of Directors:

David Ripley, President
Mike Fladeland, Vice President
Elizabeth Lucas
Michael Schaff
Dick Weber



Denise Bares

Bares Hired at Bell State Bank & Trust

Denise Bares has been hired as vice president/relationship manager at Bell State Bank & Trust, located at 120 North 3rd Street in Bismarck, N.D. In

her new position, Bares will provide retirement plan services to clients in central and western North Dakota.

Originally from Underwood, N.D., Bares earned a bachelor's degree in business administration from Minnesota State University Moorhead and has over 15 years of experience working with retirement plans.



Amanda Bakkedahl

Bismarck Civic Center Hires New Sales/Marketing Manager

Bismarck Civic Center hired Amanda Bakkedahl as the new Sales/Marketing Manager. In her new position, Bakkedahl will perform a variety of professional duties including developing marketing

and advertising campaigns, sale of tickets to events, sale of sponsorships and promotion of the Bismarck Civic Center, Exhibit Hall and Belle Mehus Theatre to the community and the industry.

Bakkedahl graduated from University of Mary with a bachelor's degree in Business Communications and Business Administration. She is currently pursuing her masters and set to graduate in spring of 2014. She has over 8 years of professional experience in sales, marketing and management.

Additionally, Bakkedahl likes to volunteer and give back to the community with her involvement in the Optimist Club, Young Professionals Network, Junior Achievement, Special Olympics and Central Dakota Humane Society.

Bismarck Aero Center New Hire Announcements

Solomon Rosen has been hired as full-time Flightline Technician.

Solomon joins BAC with almost four years of aviation experience. Much of his aviation experience is attributed to his two and half years at the United States Air Force Base in Minot, ND, where he was able to gain valuable experience in trouble shooting and working around large aircraft. Solomon has spent most of his time as an Avionics Technician and is highly regarded as a hard worker within the aviation community. One of his biggest accomplishments has been achieving Eagle Scout in the Boy Scouts. It helped develop

Solomon Rosen

determination and leadership skills that will fit in well with the Bismarck Aero Center Team.



Tracie Gefroh, CPA

Tracie Gefroh, CPA has been hired as Sr. Accounting Technician. Tracie Gefroh joins BAC with over 25 year of private, public and tax accounting experience. Most recently, Tracie was working as a Sr. Tax Accountant with Flynn & Associates PC where she spent the majority of her time on personal and business tax accounting. After working through

the last 6 tax seasons, Tracie is ready for a more balanced workload in the private sector. With Tracie's experience in payroll, public accounting and private transactional accounting, she will be able to bring a balanced approach to Bismarck Aero Center. Her experience and work ethic will bring a new discipline to our accounting practices.

Bismarck Motor Company Awarded Volkswagen Franchise

Bob Kupper, owner of Bismarck Motor Company and Kupper Chevrolet-Subaru, announced that Volkswagen of America has awarded them the Volkswagen franchise, which will join Bismarck Motor Company in a new location in north Bismarck in 2014.

Kupper also confirmed Bismarck Motor Company is building new facilities in 2014 in north Bismarck and will occupy approximately 12.5 acres.

Kupper plans to add a quick lube and car wash at the new location and hopes to create around 50 new jobs.

BSC President Larry C. Skogen Named Acting NDUS Chancellor

The North Dakota State Board of Higher Education today named Larry C. Skogen, Ph.D., president of Bismarck State College, acting chancellor of the North Dakota University System, effective Monday, June 24. His appointment will be in effect for at least 60 days, or until the interim chancellor position is filled. The Board also voted to place Chancellor Hamid Shirvani on administrative leave, effective immediately.

Dr. Skogen, a native of Hettinger, N. Dak., has been president of BSC since 2006. Previously he was academic dean and deputy superintendent for academic affairs at New Mexico Military Institute, Roswell, N.M. Dr. Skogen has taught history in collegiate and military settings and served in other capacities in the U.S. Air Force, as director of operations and inspector general of the Francis E. Warren Air Force Base in Wyoming from 1998 to 2001. In 2004, he was an educational consultant to the United Arab Emirates. He holds a B.S. in secondary education from Dickinson (N.D.) State University, an M.A. in history from Central Missouri State University, Warrensburg, Mo., and a Ph.D. in history from Arizona State University, Tempe, Ariz.

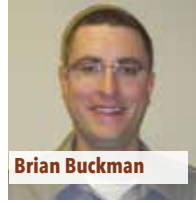
Local Business Owner Attends SERVPRO® Annual Convention

Nathan Leier, Owner of SERVPRO® of Bismarck, recently returned from SERVPRO's 44th Annual Convention, held June 17 - June 21 at the Anaheim Marriott Hotel and the Anaheim Convention Center in Anaheim, California.

SERVPRO®, an industry leader in disaster cleanup, restoration and remediation services, welcomed a record number of Franchisees to their annual event, offering attendees the most extensive program ever offered at a SERVPRO® Convention—more than 60 workshop sessions covering more than 30 different topics. This year's keynote speaker was former NBA player, Walter Bond.

In addition to providing a networking and educational forum for the more than 1,600 Franchise Owners in the

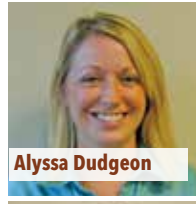
SERVPRO® Franchise System, the annual event provides a platform for SERVPRO® to recognize and reward Franchisees for outstanding success in their businesses.



Brian Buckman

American Welcomes New Employees

American Insurance Center is pleased to announce Brian Buckman as an Account Technician in the Bismarck office. Brian brings prior insurance experience with him to American.



Alyssa Dudgeon

American Trust Center is pleased to announce Alyssa Dudgeon as a RPS Trust Associate in the Bismarck office. Alyssa brings prior administrative experience with her to American.



Stephanie Moore

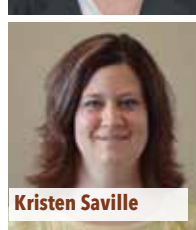
American Bank Center is pleased to announce Stephanie Moore as a full-time Teller at the Bismarck Central Market location. Stephanie is a graduate of Mandan High School and has prior customer service experience.



Brandy Jurgens

American Announces Employee Updates

American Bank Center is pleased to announce Brandy Jurgens will be transferring to the Bismarck Washington Center location as Branch Manager. Brandy has been with American since April of 2011 and currently is the Branch Manager at the Bismarck Central Market location.



Kristen Saville

American Bank Center is pleased to announce Kristen Saville as Consumer Loan Underwriter. Kristen has been with American Bank Center since April of 2006 and most currently held the position of Branch Manager for the Bismarck Washington Center location.



Amy Zuraff

American Bank Center is pleased to announce Amy Zuraff as Teller Supervisor at the Bismarck Washington Center location. Amy has

been with American since March of 2005 and has worked as a Teller, FSR, and Assistant Lead Teller.



Peg Haug

Peg Haug Hired as Director of Human Resources for Easter Seals Goodwill ND, Inc.

Easter Seals Goodwill ND, Inc. announces the hire of Peg Haug as Director of Human Resources. Prior to joining Easter Seals Goodwill ND,

Haug worked for the State of North Dakota for 17 years in the Workforce Safety & Insurance division, Job Service ND and the Department of Labor. Haug received her BS in Business

Administration from the University of Mary.

Credit Collections Bureau Announcements

Nick Anderson (Bismarck) To Northwest Div. Collection Manager

Michelle Ross (Far) & Dave Neil (Sf) To Collection Associate
Marissa Black (Far), & Dean Bradley (Bis) To Collection

Representative

Shane Gold (Sf) To Sr Collection Director



Preston Schaffner, PA

Preston Schaffner, PA, Joins St. Alexius' ER Team

St. Alexius Emergency & Trauma Center is pleased to announce physician assistant (PA) Preston Schaffner, has joined their emergency room team. Preston received a Bachelor of Arts in Nursing with a

minor in theology from University of Mary. He graduated from the physician assistant master degree program at Wichita State University in 2012.

Prior to joining the Emergency Room team, Preston was a physician assistant with St. Alexius' Hospitalist program. He was also a registered nurse on St. Alexius' Telemetry Unit.

Preston has been with the North Dakota Army National Guard for more than 14 years. Currently, he is an officer with the North Dakota State Medical Detachment.



Amy Hornbacher

Hornbacher Receives Certification

Amy Hornbacher, St. Alexius vice president corporate compliance and patient advocacy, was recently certified as a compliance and ethical professional. Hornbacher was tested

through and certified by The Compliance Certification Board (CCB).

The purpose of certification is to enhance a certificate holder's credibility within their organization and among their peers and to encourage continued personal and professional growth in the practice of compliance and ethics.

Corporate compliance is the Medical Center's responsibility to assure that all of its business operations and clinical-patient care services are completed in accordance with various federal and state rules, regulations and laws.



Dr. Jeffrey Row

St. Alexius Hires Adult Psychiatrist

Dr. Jeffrey Row is the newest member of St. Alexius' Archway Mental Health Services. Row is an adult psychiatrist. He received his medical degree from University of North Dakota School of Medicine, where he also completed his general psychiatry residency. Dr. Row has extensive experience administering Electro Convulsive Therapy (ECT) for treatment resistant depression and psychotic disorders.

Prior to joining Archway Mental Health Services, Dr. Row was medical director of the eating disorder unit at MeritCare hospital in Fargo. He also provided care at clinics in Fargo and Grand Forks as well as traveling to numerous nursing homes and the Veterans Home in Lisbon.



Dr. Eklof Joins St. Alexius Medical Center

Jonathan Eklof, MD, has recently joined St. Alexius Medical Center's team of hospitalists.

Dr. Eklof received his medical degree from University of North Dakota School of Medicine & Health

Sciences, Grand Forks, ND. Dr. Eklof completed an internal medicine residency at Gundersen Lutheran Medical Center, La Crosse, Wis.



Starion Financial Hires Todd Neurohr as Business Banking Officer

Todd Neurohr has joined Starion Financial as a business banking officer. He is located at the bank's Mandan location.

In his role, Neurohr maintains and develops existing loan portfolios and works to build and strengthen customer relationships. He also works to develop new loans, promoting and selling additional bank products and services.

With more than 20 years of agricultural lending experience, Neurohr previously worked as a Farm Loan Manager, providing a variety of loans to agricultural producers over a five county area. He graduated from the University of Mary - Bismarck with a Bachelor of Science degree in accounting and business administration. Additionally, Neurohr served in the US Army and continues to work on his family's farm near Gladstone, N.D.



Starion Financial's Lindsey Matter Receives National Recognition

Lindsey Matter, mortgage banker at Starion Financial, has made Mortgage Executive's Top 1% of Mortgage Originators list. Matter is located at the bank's Mandan location.

Each year, Mortgage Executive Magazine compiles the most comprehensive list of The Nation's Top 1% of Mortgage Originators, seeking to recognize and celebrate the service, dedication and hard work that leading mortgage professionals put into serving their clients.

To be eligible for consideration, originators must have had at least \$30 million in loan volume in the 2012 calendar year. Matter produced more than \$43 million and closed 206 loans in 2012.



Starion Financial Hires Business Banking Representative

Angela Montgomery has joined Starion Financial as a business banking representative. She is located at the bank's downtown Bismarck branch.

Montgomery provides a variety of loan support functions, such as preparing notes, mortgages, extensions and related loan documents. She assists bankers by processing loan information, conducting loan closings and assembling loan files.

Montgomery has more than 13 years of customer service experience with six years of experience in the financial industry. She graduated from Bismarck State College with an associate in arts degree.



Galster with Earth-Kind

Earth-Kind, Inc. welcomes Kacey Galster who has joined the growing team in a new role as a Sales Coordinator.

Galster holds an A.A.S. degree in Business Management with an emphasis in Human Resources from Rasmussen College. She has over 11 years of experience in sales and customer service most recently with Midcontinent Communications.



Braun is Advisor of the Month

Securian Financial Advisors of ND, Inc. is pleased to announce that Daryl Braun is Advisor of the Month for July. Daryl is a Financial Specialist and has been with Securian Financial Advisors of ND, Inc. since August 2008. Daryl is located at 207 E Front Ave in Bismarck.



Bianco Realty Awards

Bianco Realty has named Shirley Thomas and Judy Maslowski Associates of the Month! Shirley and Judy had the most closed sales at Bianco Realty for the month of July 2013. Shirley has been a licensed REALTOR® since 2001 and Judy has been a licensed REALTOR® since 2007.



Dakota Carrier Network board Names New CEO

Seth Arndorfer has been selected as the new CEO of the Dakota Carrier Network (DCN). The announcement came from the Dakota Carrier

Network (DCN) Board of Directors Wednesday morning. Arndorfer has more than 15 years experience working with DCN and its owner companies and currently serves as business development manager.

Arndorfer will assume his new responsibilities in September when Evan Hass, the current general manager of DCN, plans to retire. He says that DCN's growth to become the premier broadband service provider in the region can largely be attributed to Evan Hass' visionary leadership.

Hass has worked in the North Dakota Telecommunications Industry for 47 years. An engineering graduate of North Dakota State University, his career has focused on strategic network planning surrounding the evolution of telecommunications networks.

Arndorfer will be located at DCN's new Network Operations Center (NOC) in Bismarck, N.D. The 42,000-square-foot, highly secure facility opened its doors last July and was built to provide greater assurance of business survivability. The NOC can withstand F4 tornado force winds and is backed up by a 1-megawatt generator and battery plant, which provides power to the network in case of power failure.

Credit Collections Bureau Announcements

Ashlei Murphy (Bismarck) has been named collector of the month for July 2013

Kristie Bauer (Bis) & Mark Sandberg (Fargo) have been named client services reps of the month for July 2013

Danielle Majeika (Rapid City) has been named employee of the month for July 2013



Loren H. Japel and Jeffrey Japel, LUTCF, Named to New York Life's President's Council

Loren Japel and Jeffrey Japel have been named a member of the 2013 President's Council of New York Life. Members of the President's Council are among the top eight percent of New York Life's elite sales force of licensed agents.

Loren Japel has been a New York Life agent since 1977, and is associated with New York Life's North Dakota General Office in Fargo.

Loren is a life member of Councils with New York Life, a life member of



Million Dollar Round Table, and a member of NAIFA. He has lived in Bismarck with his wife, Sue since 1977. They have three adult children and six grandchildren.

Jeff Japel has been a New York Life agent since 2007, and is associated with New York Life's North Dakota General Office in Fargo.

Jeff is a qualifying member of Million Dollar Round Table, a board member of NAIFA, and a board member of the Bismarck Downtowners Association. He has lived in Bismarck with his wife, Kristina and two sons, Gabriel and Gideon, since 2007.



AAA Travel Agents Receive Specialist Designations

Two AAA North Dakota travel agents assigned to the Bismarck office have completed requirements of The

Travel Institute to be designated as specialists for two tourism destinations. Nola Arnold and Cierra Muscha completed coursework for designation as Alaska and Great Britain specialists. The Travel Institute serves all travel professionals through its non-profit mission of promoting a standard of industry knowledge and excellence. To earn the specialist designation, agents must complete



courses focusing on the geography, culture, essential sites and attractions, travel tips, and sample itineraries.

AAA North Dakota is part of The Auto Club Group (ACG), the second largest AAA club in North America. ACG and its affiliates provide membership, travel, insurance and financial services offerings to approximately 8.8 million members across 11 states and two U.S. territories, including Florida, Georgia, Iowa, Michigan, Nebraska, North Dakota, Tennessee, Wisconsin, Puerto Rico and the U.S. Virgin Islands; most of Illinois and Minnesota; and a portion of Indiana. ACG belongs to the national AAA federation with nearly 53 million members in the United States and Canada and whose mission includes protecting and advancing freedom of mobility and improving traffic safety.

Ribbon Cuttings

Ribbon cuttings are conducted by a committee of Chamber volunteers called Ambassadors. Businesses qualify for a ribbon cutting if they open, move, and remodel, are under new ownership, change their name, or offer a new product or service. To schedule a ribbon cutting, please call Susie Kocourek at 223-5660 or email susiek@bismarckmandan.com.



CRISIS CARE CHAPLAINCY

Dan Sweeney on their new name, expanded services located inside the Bismarck Police Department at 700 South 9th in Bismarck. Member.



AMERIPRIDE LINEN & APPAREL

Rick Siebels and staff in their new addition/re-grand opening located at 1238 Fronteer Drive in Bismarck. Phone: 258-6505. Member.



NARDELLO'S

Steven, Tracy, James Nardello in their business located at 1001 Interstate Avenue in Bismarck. Phone: 751-2320.



STONESHIRE BUILDERS

Brian and Deb Eisenman on their new business. Phone: 471-6935. Member.



WIDMER ROEL PC

Mike Schmitz and staff on their 40th anniversary celebration located at 3000 North 14th Street, Suite 3C in Bismarck. Phone: 221-2655. Member.



GREAT PLAINS FOOD BANK-LUTHERAN SOCIAL SERVICES

Heather Stulken and staff celebrating their 30th anniversary. Phone: 701- 232-6219. Member.

Welcome New Members

The Chamber of Commerce encourages all members to do business with each other. The following companies and organizations have recently made an important investment in their business by joining the Chamber. Please consider them for your professional and personal needs. To find a complete listing of Chamber members, view the Member Directory online at www.bismarckmandan.com.

DCI Credit Services, Inc.

3333 E Broadway Ave Ste 1217, Bismarck, ND
Kurt Haverlock • (701) 934-5774
Signed by: Ryan Parsons
Offering mortgage credit reporting throughout ND. Also offer collection and check recovery services in ND as well as MT, SD, and MN.

Inspired Life Wellness Clinic, PLLC

200 E. Main St. Suite 204, Bismarck, ND
Christine Aman, NP-c • (701) 989-4351
Signed by: Ryan Parsons
The Inspired Life Wellness Clinic, PLLC is here to provide holistic care based on the standards and ethics of nursing. We promote mental and physical wellness.

Hampton Inn & Suites

2020 Schafer Street, Bismarck, ND
Medora Schmidt • (701) 751-5656
Signed by: Ryan Parsons
98 guest rooms including suites and accessible rooms, 2 meeting rooms, Hampton's Free Hot Breakfast, Indoor Pool & Whirlpool, Fitness Center, Business Center, 100% Hampton Guarantee.

Infinity Ventures, Inc.

Bismarck, ND
Stacey Zander • (701) 400-4141
Signed by: Ryan Parsons
Rental properties throughout Bismarck-Mandan.

Alexander Open Systems(AOS)

PO 1373, Bismarck, ND
Dustin Leingang • (701) 367-5263
Signed by: Ryan Parsons
AOS specializes in consulting, designing, implementing and supporting Local, Wide Area and Wireless Networking, Communication and Collaboration, Data Center, Physical and Data Security.

Satrom Travel & Tour

561 S 7th St, Bismarck, ND
Katherine Satrom • (800) 833-8787
Signed by: Ryan Parsons
Full service travel and tour company.

General Equipment & Supplies

3500 Apple Creek Road, Bismarck, ND
Don Shilling • (701) 223-9700
Signed by: Ryan Parsons
Premier dealer of construction and aggregate equipment in the region.



Advancing the health of business.

Maintain a healthy and productive workforce this year with on-site flu shots from Sanford Health Occupational Medicine Clinic.

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- Reduce time away from the job if the employee went to another location for the flu shot
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bismarck.sanfordhealth.org/occhealth

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2603 E. Broadway, Bismarck
1531 W. Villard St., Dickinson
801 21st Ave. SE, Minot



SANFORD
HEALTH
Occupational Medicine

Bismarck-Mandan ChamberConnection

1640 Burnt Boat Drive
P.O. Box 1675
Bismarck, ND 58502

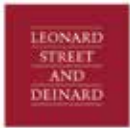
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TRC CAMPAIGN BEGINS
Date: 9/9/2013



DINNER ON THE PLAZA
Date: 9/12/2013
Time: 6:00 p.m. - 9:00 p.m.
Location: The Chamber - 1640 Burnt Boat Drive, Bismarck



BEST HR PRACTICES FOR RAPID GROWTH COMPANIES
Date: 9/17/2013
Time: 5:30 p.m. - 8:00 p.m.
Location: The Chamber - 1640 Burnt Boat Drive, Bismarck



BREAKFAST B4 BUSINESS
Date: 9/24/2013
Time: 7:30 a.m. - 9:00 a.m.
Location: Bismarck Public Schools Career Academy



NORTH DAKOTA ECONOMIC DEVELOPMENT INCENTIVES
Date: 9/25/2013
Time: 11:30 a.m. - 1:00 p.m.
Location: Ramada - 1400 East Interchange Ave



MEMBERSHIP MIXER - DAKOTA CARRIER NETWORK
Date: 9/26/2013
Time: 5:00 p.m. - 7:00 p.m.
Location: Bismarck Cancer Center

Calendar of Events

September
9

TRC Campaign Begins

September
12

Dinner on the Plaza

September
17

Best HR Practices for Rapid Growth Companies

September
24

Breakfast B4 Business

September
25

North Dakota Economic Development Incentives

September
26

Membership Mixer:
Dakota Carrier Network



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