

August 2020

www.winonachamber.com | (507) 452-2272 | 902 E. Second St., Suite 120, Winona, MN



**Letter from the President**

Christie Ransom, President & CEO  
Winona Area Chamber of Commerce

Driving around the area it is plain to see that election season is upon us. I implore you to make your voice heard because every vote counts. Voting is one of the most important rights and responsibilities that U.S. citizens have. While millions of American are qualified to vote, many, unfortunately choose not to. They give up on a chance to choose leaders and representatives who will do things that are important to them.

Voting is one of the pivotal ways that we can tell the government what we want it to do. Educating yourself on the platforms and beliefs of each candidate helps to ensure that you are voting for someone that has your interests in mind. Whether you are voting for a school board member or the President of the United States, it is important to cast your ballot and make your voice heard.

You can make a difference! Here's how...

- Play a role in choosing our leaders and changing our laws by voting
- If you are 18 or older, vote in every federal, state, and local election
- Learn about the candidates and issues before you vote in any election
- Know what is going on in your country and community
- Write letters to public officials about issues that are important to you
- Remind everyone 18 and older to vote
- Respect your right to vote! It is a privilege that many people in the world don't have

Getting to know the candidates is key. For local elections, watch for candidate forums from the League of Women Voters and the Winona Area Chamber of Commerce. For federal elections, watch the debates and make sure that you are doing your part to educate yourself on candidate platforms. For a list of candidates who are running for office and their contact information please visit <https://tinyurl.com/ElectionSlates>

**Watch for more information regarding forums and Eggs and Issues soon!**

**About the Chamber**

**Our Vision:**

To be the premier business advocate in Southeastern Minnesota.

**Our Mission:**

To provide value to our members through business advocacy, training, economic development and the support of tourism.

**Officers:**

- Dave Jensen - Chair
- Michael Charron - Chair Elect
- Corey Hancock - Past Chair
- Jolene Vaselaar - Treasurer
- Scott Rodeghier - At Large

**Retiring 2020:**

- Dave Erickson
- Corey Hancock
- Scott Rodeghier
- Dan Welsh
- Terry Klonecki

**Retiring 2021:**

- Ben Adank
- Joanne Thompson
- Dave Jensen
- Rebecca Lamberty
- Jolene Vaselaar

**Retiring 2022:**

- Michael Charron
- Danny Rivers
- Kyle Rupprecht
- Randy Skarlupka
- Ellen Smith

**Staff:**

- Christie Ransom – President & CEO
- Kay Mathews – Vice President of Finance and Operations
- Amanda Steine – Membership Development and Programs Manager
- Ben Strand – Main Street Program Manager
- Nicole Schossow – B.E.N./REACH Program Manager



**Understanding the downturn leads us toward economic recovery**

By Doug Loon, President of the Minnesota Chamber of Commerce

It's hard to tell where we are in the COVID-19 journey. Four months after the first case in Minnesota, the health risks continue, but businesses have endured state-mandated closures, decreases in consumer demand, supply chain disruptions and staffing challenges. Through it all, they've innovated and persevered. Let's look back at the ups and downs these job creators have experienced as we look forward to economic recovery.

On March 6, Minnesota reported its first case of COVID-19, in Ramsey County. Within two weeks, the virus spread and infected at least another 115 Minnesotans. Office buildings emptied, as employees left to work from home. Malls, schools, bars, restaurants, gyms and other large gathering places began to close, at first voluntarily and then under executive order. Unemployment insurance claims spiked, hitting an unprecedented 95,000. On March 27, a statewide stay-at-home order went into effect, halting all non-essential business activities.

By the end of April – a mere seven weeks after the first reported case – Minnesota had lost over 11% of its total employment and nearly 614,000 Minnesotans had filed claims for unemployment insurance, marking the steepest economic downturn in over seventy years.

As businesses scrambled to figure out how to deal with the onslaught of new challenges the Minnesota Chamber and local chambers throughout the state responded, by providing direct outreach to over thousands of businesses through

emails, phone calls and virtual visits. This direct assistance helped employers navigate the dizzying influx of new resources, rules and needs. This outreach has provided insights into how businesses have responded to the crisis, including:

**Unlike past recessions, this crisis hit our economy all at once.** In March and April, roughly two thirds of businesses reported medium or large negative impacts on year-to-date sales and revenue, and over 45% said they've made modest or significant cuts to their workforce. One respondent wrote that "business dropped 80% in a day."

The economic data tell a similar story, as Minnesota's economy lost over 13% of total employment in April compared to the same time last year.

**Business resiliency addresses uncertainty.** Uncertainty has cast a cloud over businesses' plans and expectations. It is a constant variable for businesses, but the COVID-19 experience has been categorically different. In a recent survey of businesses, uncertainty about the economy ranked first among barriers to business. This is more critical to them than decreased demand or the high costs of taxes and health care.

We don't know if we're near the end of the pandemic, or merely at the beginning of the related economic challenges. But we do know that we've experienced a change unlike anything in recent history. We also know that Minnesota businesses are resilient. They've shifted their business practices and will continue to do everything they can to survive and thrive into the future. And the statewide network of local chambers of commerce is here to help. To help them access financial assistance, grow their network to grow their businesses and help them continue to propel the state's valued quality of life.

**CHAMBER CHAMPIONS**

- VISIONARY -



- PREMIER -



- EXECUTIVE -



**Main Street News August 2020**

Ben Strand, Program Manager  
Main Street Program

**200 Envelopes:** The Winona Main Street Program launched a fundraiser called the 200 Envelopes Campaign that runs Wednesday, July 22-Saturday, August 22. The goal of this fundraiser is to raise \$20,000 so the program can continue to carry out its efforts and mission of creating a downtown where people want to be.

The funds raised will allow the Main Street Program to continue supporting businesses as they navigate the COVID-19 pandemic, provide them with the necessary resources they need to thrive and be successful, and organize trainings and workshop that will prepare them for the future. The program also provides support to downtown businesses through advocacy, programming, funding, beautification, event planning and organizing. Without the Main Street Program Winona wouldn't have the kind of downtown as we know it today - a downtown to be proud of. That's why we're asking for the community's help.

The concept of the fundraiser is simple – we have 200 envelopes numbered 1-200. The number on each envelope corresponds with a dollar amount (envelope number 25 equates to \$25, envelope number 100 equates to \$100, and so on). Individuals can select an envelope (or envelopes) they'd like and donate that dollar amount.

If you would like to donate to the fundraiser contact Main Street Program Manager Ben Strand by calling 507-452-2272 or emailing [bstrand@winonachamber.com](mailto:bstrand@winonachamber.com).

**Big Muddy announcement:** After much consideration and discussion, the Chamber board and Big Muddy task force decided to suspend the Big Muddy Brew 'N Que in 2020. It was not an easy decision, but we felt it was in the best interest of public health and safety and the Chamber to not have the event this year. We look forward to begin planning next spring for Big Muddy 2021, and we have some great ideas to make it the best Big Muddy to date!

**You can stay up-to-date on all things Main Street by visiting our website at [winonamainstreet.com](http://winonamainstreet.com) or our Facebook page Winona Main Street Program, or emailing Ben Strand at [bstrand@winonachamber.com](mailto:bstrand@winonachamber.com)**



MAIN STREET PROGRAM  
A City and Chamber Partnership

**CHAMBER AMBASSADORS CHICKEN Q**

**SAT. AUG. 8TH | MEALS ONLY \$10**  
11AM-6PM

Meal includes: 1/2 grilled chicken, potato salad, baked beans & roll



WINONA AREA  
CHAMBER OF COMMERCE



AT FARMERS INSURANCE  
DAVE JENSEN AGENCY  
350 East Sarnia Street, Suite 5

AVAILABLE THROUGH  
PRE-ORDER ONLY  
From any Chamber Ambassador  
[steakshopcatering.orderoze.net/](http://steakshopcatering.orderoze.net/)  
[asteine@winonachamber.com](mailto:asteine@winonachamber.com)  
507.452.2272

August 2020

www.winonachamber.com | (507) 452-2272 | 902 E. Second St., Suite 120, Winona, MN

**BIZ BITES**



**Signatures Event Center** welcomes back former bartender **Zack Przybylski** as their new Bar Manager. Zack has worked at many different restaurants throughout the years as a server, bartender, and cook, including several local restaurants such as Betty Jo's, Hillside Fish House, and right here at Signatures. Zack had worked at Signatures for over six months prior to embarking on a new adventure in Arizona where he learned to be more self-reliant. During his time in Arizona, Zack gained a greater appreciation for the Minnesota weather. "I'm coming back to Signatures because I loved the whole business when it comes to the bar and grill, fine dining, the event center, and golf course. There was a great atmosphere at Signatures. The crew was phenomenal.



Attorney **Jason Wagner of Ward & Oehler, LTD** has been selected to the 2020 Minnesota Rising Stars list in estate planning! Each year, no more than 2.5 percent of the lawyers in the state are selected by the research team at Super Lawyers to receive this honor. Super Lawyers, a Thomson Reuters business, is a rating service of outstanding lawyers from more than 70 practice areas who have attained a high degree of peer recognition and professional achievement. The annual selections are made using a patented multiphase process that includes a statewide survey of lawyers, an independent research evaluation of candidates and peer reviews by practice area. The result is a credible, comprehensive, and diverse listing of exceptional attorneys. The Super Lawyers lists are published nationwide in Super Lawyers Magazines and in leading city and regional magazines and newspapers across the country. Super Lawyers Magazines also feature editorial profiles of attorneys who embody excellence in the practice of law. For more information about Super Lawyers, visit SuperLawyers.com.



After caring for patients as part of the **Winona Health** Kidney Care team for the last few years, **Anne Marie Olsen Wagner** has returned to her primary care practice in Winona Health's Internal Medicine department and is accepting new patients age 18 and up. "When our Kidney Care team needed a primary care provider, I was happy to move into that role. We have an amazing team and it has been rewarding to help our patients who have kidney disease maintain or improve their health," noted Olsen Wagner. "Now, I am happy to take that experience back to my primary care practice. It is wonderful to see new patients, as well as previously established patients, and help them with their health and wellness goals." Olsen Wagner has been caring for people in the Winona area since 2006. She enjoys incorporating a holistic approach to care, from overall wellness and disease prevention to management of chronic health conditions and patient education.

**COMMITTEE SPOTLIGHT**

**Paula Beyer, Committee Chair**  
**Ambassadors Committee**



The Winona Area Chamber of Commerce Ambassadors are a group of dedicated volunteers from various businesses throughout the Winona area whose mission is to welcome and nurture current Chamber members and recruit new ones.

With the pandemic this year, everything has looked a little different for everyone, the Chamber Ambassadors included. Many of our regularly scheduled events have not happened. We did not get to host a hole game at the Winona Chamber's annual Golf Outing or sell brats at the famous Chamber Ambassador's Brat Booth. Ribbon cuttings have been few and far between, and Network Nites have been at a halt since March. To make up for missing out on these events, the Ambassadors have decided to hold a new, social-distancing safe event: a drive-thru Chicken Q on Saturday, August 8th. Pick-up will be from 11AM-6PM at Farmers Insurance- Dave Jensen Agency on Sarnia Street, a convenient location to set up a drive-thru. The meal is being prepared by Steak Shop Catering and includes a 1/2 grilled chicken, potato salad, baked beans, and roll. Tickets are on-sale now through any Chamber Ambassador, the Winona Area Chamber of Commerce (call in advance 507.452.2272), and online through Steak Shop Catering (<https://steakshopcatering.orderereze.net/>).

Interested in learning more about the Chamber Ambassadors or in joining? The Chamber Ambassadors program is open to any of our Chamber Members or their employees to join, there is minimal time commitment, and you will get to meet tons of great people within our community. For more information please reach out to Amanda Steine, Membership Development and Programs Manager at the Winona Area Chamber of Commerce at 507.452.2272 or [asteine@winonachamber.com](mailto:asteine@winonachamber.com). We hope you can join us for the Chicken Q on August 8th, tickets are pre-sale only so don't wait and get yours today!

**BUSINESS CELEBRATION & RIBBON CUTTINGS**



**Main Street Clinic** held an official Ribbon Cutting on July 22nd to celebrate the opening of the new clinic, which opened to the community on June 8th. **Main Street Clinic Quick Care** provides care for common illnesses, prevention and wellness care and commonly needed over-the-counter healthcare supplies. Quick Care prices are posted and payment is made at the time of your visit. Low-cost transparent pricing is a great solution to high-deductible insurance plans. You'll receive a receipt to submit to insurance or your FSA or HSA if desired. **Main Street Clinic Eye Care** is an extension of the Winona Health Eye Care Center providing routine eye exams, treatment for eye infections, foreign body removal, a unique selection of frames and glasses fitting, adjustment, and repair. Insurance will be filed for eye care services as applicable. Main Street Clinic is powered by Winona Health and is open to everyone. Learn more at [mainstreetclinicmn.org](http://mainstreetclinicmn.org).

*Pictured with the Chamber Ambassadors: Front: Ashley Wilkemeyer, DME Manager; Beth Poulin, Director of Emergency and Urgent Care Services; Rachelle Schultz, Winona Health President/CEO; Rebecca Ritter, LPN; Allysen Montalvo Law, Optician. Back: Christie Ransom, Chamber President/CEO; Tony Albrecht, Facilities Manager; DME Manager; Robin Hoeg, Chief Operating Officer Hospital & Primary Care Services; Sara Gabrick; Rebecca Lamberty; Roderick Baker, Associate Vice President, Continuous Systems Improvement; Bill Cota, Director of Retail Services; Jessica Remington, Associate Vice President, Business Development; Rebecca Benson, Registration; Kristin Badenhorst, PA-C, Main Street Clinic Quick Care; Ben Strand, Main Street Program Manager.*



**Fastenal Company** celebrated breaking ground for their new downtown office building on July 22nd with Opportunity Winona, the Winona Area Chamber of Commerce, the City of Winona, CD Smith Construction, and other community members. The new office building will be located downtown Winona on Second and Washington Streets and will fill the entire city block. The new building was designed by The Kubala Washatko Architects, the general contractor will be CD Smith Construction. The new office is expected to have space for about 400 to 600 employees and is currently slated to be complete by fall 2021.

Fastenal Co. opened for business in 1967, they were the smallest of an estimated 10,000 fastener distributors in the U.S. By the mid-1990s they had become the largest, almost entirely through organic growth. As company founder Bob Kierlin later observed, "We had to be doing something different. It wasn't the product and it wasn't how we distributed the product. It was our belief in people." For more information on Fastenal Co. visit [www.fastenal.com](http://www.fastenal.com).

*Pictured: L-R: Lucy McMartin, Director of Economic Development City of Winona; Christie Ransom, President/CEO of the Winona Area Chamber of Commerce; Dan Florness, President/ CEO of Fastenal Co.; Dana Johnson, VP Corporate Real Estate of Fastenal Co.; Mark Peterson, Mayor of the City of Winona; Austin Schoenherr, Project Manager from CD Smith; Kelly Pronschinske, Corporate Real Estate; Cory Henschel, Project Executive from CD Smith.*

**NEW MEMBERS**



**Merrimack Canoe Company** was founded in 1954 and has been built on the philosophy of taking advantage of the best advances in technology and materials then combining those with the traditional aesthetics and craftsmanship of the distant past in canoe building. Merrimack canoes are built one at a time, each one made by hand using simple tools, and they are individually numbered and signed by the craftsmen whose time, attention, and dedication led to the creation of a canoe both stunning and practical, intended to see use over many generations. Though beautiful, the canoes are made to be used. Whether you're looking to spend a misty morning on the lake chasing bass, taking on a multi-week expedition in the wilderness, or just taking the kids out for a little paddle around the pond, we want to see our canoes helping you better enjoy your time outdoors and on the water for many years to come. To learn more about Merrimack Canoe Co. visit [merrimackcanoes.com](http://merrimackcanoes.com) or call 507.474.7525.



**Sanborn Canoe Company** began as many of the best things do- with a series of "what-ifs" shared between friends over a campfire. Beginning with little more than a how-to book and some borrowed tools, those dreams took shape in the form of a cedar strip canoe and a quiver of new paddles. As things grew, they discovered lessons learned on the water translate readily to the needs in the workshop. Slow down and be here because a well-placed blade stroke is meaningful whether you're wielding a paddle or a chisel. Be present because you can only finish anything one step at a time. Don't rush; put your name on this moment. Each Sanborn paddle is made by hand using simple tools. The craftsman brands his initial just beneath the grip of a finished paddle signifying they spent their time on the paddle so you can spend your time on the water. They put a lot into each paddle to make it a functional work of art to inspire your next adventure and take you there. To learn more about Sanborn Canoe Co. visit [sanborncanoe.com](http://sanborncanoe.com) or call 507.313.6967.



**Pillbox Bat Company** was started over two decades ago when founders Zak and Dan were playing little league baseball together. Most games Zak was pitching and Dan was playing shortstop. They even made their first bat while they were in little league; crafted from a tree limb and painted with house paint. A dozen or so of these homespun bats launched tennis balls and racquetballs in roughly organized home run derby's and pickup ballgames in the neighborhood. Since then they have built their company into Winona's own Pillbox Bat Co. Products range from handmade bats to wallets made of old baseball gloves. To learn more about Pillbox Bat Co. and the products they offer head over to [pillboxbatco.com](http://pillboxbatco.com) or call 507.313.0255.



**CAR RAFFLE**

**GRAND PRIZE**  
Red 2020 Ford Mustang Coupe

Presenting Sponsor



Live drawing on Thursday, October 15th at 4:00PM at the Winona Area Chamber of Commerce Office - need not be present to win.

Must be 18 or older to purchase ticket or win prize. Winner responsible for any applicable fees or taxes.

Permit #: X-93936-20-004



**TICKETS ON SALE NOW, ONLY \$100!**  
ONLY 750 TICKETS BEING SOLD, DON'T DELAY

**OTHER PRIZES INCLUDE:** Merrimack Canoe and Sanborn Canoe Paddles-Sponsored by Merrimack Canoe Co. and Sanborn Canoe Co. • Multiple Cash Prizes: 2-\$1,000, 4-\$500, 4-\$250 • AND SO MUCH MORE! \*Complete list of raffle prizes available upon request.

For more info or to purchase tickets contact The Winona Area Chamber of Commerce  
507.452.2272 | [info@winonachamber.com](mailto:info@winonachamber.com) | [winonachamber.com](http://winonachamber.com)



**BE SEEN • BE HEARD • BELONG – JOIN THE CHAMBER!**

It's not just business as usual in Winona. The potential dividends from an investment in the Winona Area Chamber of Commerce are unlimited, because what develops at the Chamber is everyone's business.