

**dakōta county** regional

C H A M B E R O F C O M M E R C E

**The Power To Connect...  
To Connections That Matter**

————— 2025 —————

# MEMBERSHIP AND SPONSORSHIP OPPORTUNITY GUIDE



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# WELCOME TO THE DAKOTA COUNTY REGIONAL CHAMBER OF COMMERCE!

Your Dakota County is growing at a rate to become the 2nd largest county in Minnesota within the decade. And, of the 87 counties in Minnesota, DEED recognizes us as the 3rd largest economic engine. Most of this growth and power is within the DCR footprint of cities and townships. Our unique reach and size give us the **Power to Connect...to Connections that Matter.**

We connect you to people, ideas, communities and political process.

We invite you to **PLUG INTO THE POWER OF YOUR DCR!**

**Our goal is Driving Business and Communities Forward. Come join us.**

The Dakota County Regional Chamber of Commerce is the voice of business and connector within supported communities. We strive to be the key connector and catalyst for growth. With around 500 members, we speak with a local presence and Regional voice for our business, non-profit, and community partner members throughout our Dakota County footprint on public policy initiatives which often include areas such as taxation, reducing governmental regulations, workforce development and transit/transportation opportunities. Participating in the Chamber's initiatives enables you and your business/entity to be an active voice in our work. Your support and engagement are investments for success!

## The DCR Chamber's Platforms: We C-A-R-E

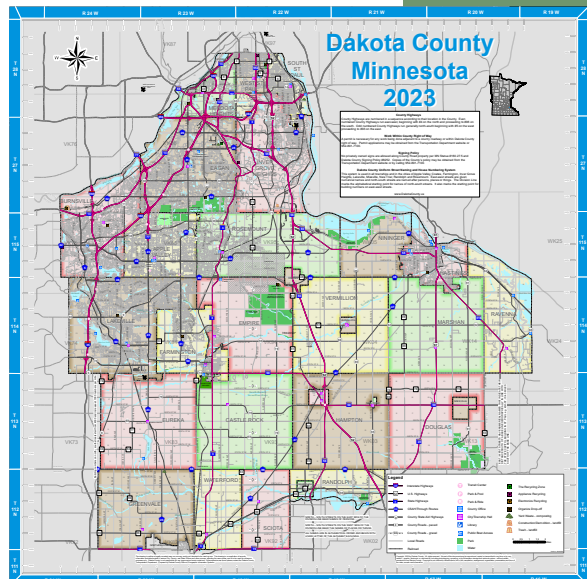
Your DCR Chamber's work reaches all corners of the Region and provides Members access and support in the following areas and more:

**Connection:** (to People and Ideas through over 100 events, website, Weekly Updates, Community and Business Resource Guide, and more) Workforce (Job Fairs, Young Professionals, Mentor/Internships, Scholarships through our Charitable Foundation and more)

**Advocacy:** (Candidate Forums, Debates, Business Day at the Capital, lobbying efforts, State of DCR Cities and County, Public Affairs Committee and more)

**Regional Support Provided Within Our Strong Communities** (Partnerships with schools and elected officials, State of the DCR Cities and County, Weekly Updates, supporting health initiatives, and bringing visibility to, and making contributions to our nonprofit partners through our Charitable Foundation at our annual Holiday Luncheon, and more)

**Educate via Programming and Digital Communication / DCR Website**



# BENEFITS OF JOINING YOUR CHAMBER

## Unlocking Growth

### The Comprehensive Benefits of Joining Your Local Chamber of Commerce.

Joining your local chamber of commerce offers a myriad of benefits that can significantly boost your business's growth and visibility within the community. By becoming a Member, you gain access to extensive networking opportunities where you can meet and collaborate with fellow business owners and professionals, exchange contacts, and forge valuable relationships that may lead to partnerships or referrals. Additionally, Chamber Members benefit from increased visibility through directory listings, promotional opportunities at Chamber events and through newsletters, and enhanced credibility that comes with association with a trusted local institution. Furthermore, Chambers advocate for local businesses on regulatory matters, provide access to business promotion and marketing platforms, offer cost-saving opportunities, foster community involvement, and provide invaluable resources such as mentoring, advice, and peer support—all contributing to the economic vibrancy of your local area.

#### Networking Opportunities

- Meet other local business owners and professionals.
- Exchange contacts and business cards.
- Build relationships that can lead to partnerships or referrals.

#### Visibility and Promotion

- DCR Chamber Members often get listed in directories.
- Access to promotional opportunities through DCR Chamber events and newsletters.
- Increased visibility in the local community.

#### Advocacy and Influence

- Chambers often advocate for local businesses on regulatory and policy issues.
- Influence local government decisions that affect businesses.
- Stay informed about local economic developments.

#### Business Support and Resources

- Access to business development workshops and seminars.
- Educational resources and training sessions.
- Guidance on starting or growing a business.

#### Credibility and Trustworthiness

- Being a DCR Chamber Member can enhance your business's credibility.
- Customers often trust businesses associated with local Chambers.

#### Cost Savings

- Potential discounts on business services or products from fellow DCR Members.
- Special Member rates for events and programs.

#### Community Involvement

- Opportunities to give back through community service projects or sponsorships.
- Enhance your company's reputation as a community-minded business.

#### Information and Updates

- Stay informed about local events, news, and opportunities.
- Receive updates on industry trends and best practices.

#### Peer Support

- Share experiences and challenges with other business owners.
- Receive encouragement and motivation from fellow DCR Members.

Becoming a Member of your local chamber of commerce is more than just a Membership; it's a strategic move that can propel your business forward. With access to a network of like-minded professionals, increased visibility, advocacy on key issues, and a wealth of resources and support, your DCR Chamber serves as a powerful ally in your business journey. The relationships you build, the promotions you gain, and the community involvement you foster will not only enhance your business's credibility but also contribute to the overall vibrancy of your local area. Embrace the opportunities and watch your business thrive as you connect, grow, and succeed within your community.

Due to the DCR Chamber size and reach, your DCR Chamber has the Power to Connect!

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## DCR Chamber Mission & Vision

### Our Mission

We are the Voice of Business and Connector Within Supported Communities

### Our Vision

We Will Be the Key Connector and Catalyst for Growth.

### We C-A-R-E

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**Educate via Programming and Digital Communication / DCR Website**

### Get In Touch

Main Office: 651-452-9872

dcrchamber.com

membership@dcrchamber.com

*"The Dakota County Regional Chamber has been pivotal in supporting Gopher Resource by forging essential connections with local businesses and community leaders. These partnerships have significantly enhanced Gopher Resource's visibility and influence within the region. Additionally, the Chamber provides numerous opportunities for community engagement and collaboration, which strengthens Gopher Resource's ties to local residents. This collaborative effort not only boosts Gopher Resource's presence but also drives economic growth and community development, creating a positive impact that benefits both the company and the region as a whole.*

**-Ray Krantz**  
**Gopher Resource**



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## DCR Chamber Initiatives (C-A-R-E)

### **C**onnection

- Over 100 Annual Connection Events (80% are free to members)
- People to Jobs: Job Fairs
- Internship Connections (Match Program)
- 5 Signature Events – Annual, Women's, Golf, BEA and Holiday
- Viking VIP Training Camp Experience
- Mayors Cup
- Casual Opportunities through ribbon cuttings, ground breakings, coffee breaks, happy hours, business councils, networking teams, committee work, Ambassador Team

### **A**dvocacy

- Candidate Forums and Debates
- Business Day at the Capitol
- State of the Cities and County
- Public Affairs Committee
- Advocacy and Issues Sessions

### **R**egional Support

- DCR Foundation – 30+ Scholarships Annually
- Regional Nonprofit Support - Annual Holiday Luncheon

### **E**ducation

- Website connection to information
- City/County Presentations
- Candidate Forums and Debates

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## DCR Chamber Charitable Foundation

### Driving business and communities forward through education, training, and nonprofit support

The Dakota County Regional Chamber of Commerce Charitable Foundation (DCR Foundation) is a volunteer-managed 501(c)(3) nonprofit devoted to making Dakota County a better place to live and work. Aligned with the goals of the DCR Chamber of Commerce, the DCR Foundation accepts tax-deductible donations to support:

- Education of members in the community
- Training the community on skills in high demand
- Nonprofit organizations benefiting the community

#### Our Initiatives:

##### Supporting jobs in demand

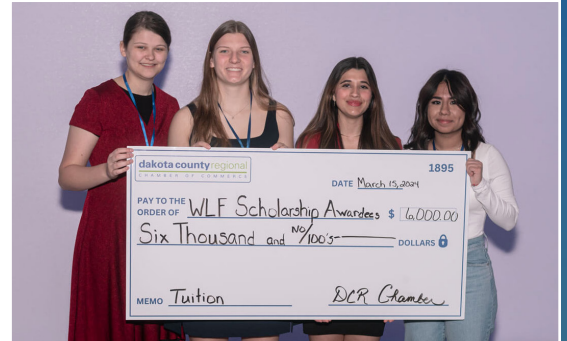
- Funding, training, and education for high demand jobs like phlebotomists
- Awarding scholarships for young women
- Awarding FourWins scholarships for law enforcement, healthcare, and transportation

##### Multicultural leadership training

Securing funds for the DCR Chamber in multicultural leadership training, benefiting at least 60 business and organization leaders to take classes, with the opportunity to obtain a certification.

##### Nonprofit partnerships

The DCR Foundation provides funding to DCR Chamber nonprofit members at the annual holiday luncheon and showcases the multiple ways in which they're serving the DCR Region.



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## Networking, Committees & Groups

### Networking

#### Coffee Break

Members casually network with each other over coffee and light refreshments at these events held on the second Thursday and fourth Tuesday of every month. Coffee Breaks are hosted by Chamber members at their place of business and are free to attend.

#### Let's Connect Happy Hour

Hosted by a Chamber member at their place of business or venue of choice, these events are after-hours networking opportunities for Chamber members, the host's clients, and members of the community. Happy Hours are free to attend.

#### Ribbon Cutting Celebrations

The Chamber welcomes new businesses to the community or their expansions by offering a ribbon cutting celebration. Invited to the event are city officials, local dignitaries, Chamber Ambassadors, and Chamber members.

### Committees

#### Join a Committee

Volunteering as a committee member provides a great opportunity to increase awareness of your business and develop great relationships with other DCR members. There are four committees you can get involved with:

- Business Excellence Awards Celebration Committee
- Golf Classic Committee
- Public Affairs Committee
- Women's Leadership Forum Committee

### Groups

#### Ambassadors Group

The Ambassadors group represents the Chamber by volunteering to help execute events, attend ribbon cutting celebrations, mentor new members, and be the valuable PR arm of the Chamber.

#### DCR Business Leadership Group

Business professionals get together with their peers to discuss strategy and work through obstacles their business is facing while building an ongoing business relationship with each other. One group meets twice a month in person, the virtual group meets monthly. See events calendar.





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## The Power To Connect: Get Involved

The Chamber provides many opportunities to get involved, meet others, and support your community. By connecting members through events, programs, pro-business advocacy, and to resources the Chamber helps you grow your business. Below is a partial list. Check [DCRchamber.com](http://DCRchamber.com) for updates throughout the year.

### Advocacy

Advocacy & Issues Forum (county, city, state)  
Candidate Forums  
Chamber Day at the Capitol

### Signature Events

2025 Kick Off Celebration (formerly known as the Annual Meeting)  
Holiday Luncheon  
Business Excellence Awards Celebration  
Golf Classic  
Women's Leadership Forum

### Events

State of the City:

- Eagan
- Farmington
- Medota Heights
- Rosemount
- West St. Paul

Vikings VIP Training Camp Event  
Coffee Breaks  
Let's Connect Happy Hours  
Women's Luncheons  
Young Professionals  
Meet the Chamber  
Mayors Cup  
Ribbon Cuttings/Ground Breakings

### Networking Groups

Ambassadors  
DCR Business Leadership Group  
DCR Member Connect Virtual Leads Group

### Committees

Business Excellence Awards Committee  
Golf Classic Committee  
Women's Leadership Forum Committee  
Public Affairs Committee



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## Events and Programming

### Signature Events

#### 2025 Kick Off Celebration

This kick-off meeting updates members on what happened in the past year, and outlines the plans and initiatives the DCR Chamber has for the coming year.

January 2025

#### Business Excellence Awards Celebration

This annual celebration recognizes and honors business excellence, leadership, growth, and innovation for businesses and individuals within the Dakota County Region.

Fall 2025

#### Golf Classic

Join us at this annual all-day golf tournament that is open to everyone to attend and compete. Lunch and reception are included, prizes are awarded, and there is an exciting Mega Putt Contest. This is a perfect day to relax, network, and enjoy a round of golf while networking.

Summer 2025

#### Holiday Luncheon

This special luncheon celebrates the non-profit members of the DCR Chamber by shining a spotlight on the wonderful work done by these organizations. Organizations highlight their efforts and community contributions during this annual festive event. The DCR Foundation makes donations to all attending non-profits.

December 2025

#### Women's Leadership Forum

This annual event was created for women to hone their leadership skills. The conference features a multitude of female speakers and panelists who share their stories, advice, and help empower their peers.

March 2025

Radisson Blu - Mall of America





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## Events and Programming

### Events

#### State of the City

Members and the community learn from the city leaders what is currently happening in all segments of the city's work, plus find out what the upcoming plans are for growth and change. Official cities include Eagan, Farmington, Mendota Heights, Rosemount, and West St. Paul.



#### Vikings VIP Training Camp Event

Join members of other metro chambers for a fun-filled, exciting day of Minnesota Vikings Training Camp practice and networking. Plus hear from Vikings leadership.

#### Women's Luncheons

These luncheons offer the opportunity for Chamber members to network and introduce their business to the group while enjoying lunch at a local venue. A guest speaker shares inspiring techniques related to business, leadership, or personal growth. The luncheons are held four times a year.



#### DCR Mayors Cup

An annual DCR Sponsored Event inviting Mayors, County Commissioners and other elected officials and dignitaries to raise money to defeat breast cancer in October, Breast Cancer Awareness Month. Each kick field goals for the American Cancer Society, raising money for each kick they attempt or make.



#### Young Professional Events

In partnership with other metro chambers, young professional members will be able to network, learn, and have fun at these events held 4-6 times a year.



*"The Dakota County Regional Chamber helps the Minnesota Vikings by providing valuable connections with local businesses and community leaders, facilitating partnerships that enhance the team's presence and influence within the region. The Chamber also offers opportunities for community engagement and collaboration, helping to strengthen the Vikings' ties to the local community and drive economic growth that benefits both the team and the region."*

**-Minnesota Vikings**

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## Events and Programming

### Programs

#### Dakota County Advocacy and Issues Forum

This breakfast forum offers real-time information and resources on public policy and critical issues impacting businesses. Held approximately 4 times a year, the forums deliver DCR members first-hand perspectives from influential lawmakers, lobbyists, and leading industry experts on how legislation at all government levels affects the bottom-line, job creation, growth, and expansion.

#### Meet the Chamber

This monthly orientation meeting is for new and prospective members, providing attendees the opportunity to learn about their Chamber membership benefits and opportunities. Involvement in committees, monthly networking and special regional events, and marketing/advertising opportunities are just a few of the topics discussed at the meeting.



*"The Dakota County Regional Chamber helps me build connections and helps my company be better engaged in Dakota County as it continues to grow and change. The relationships the chamber has helped me, and Velocity develop helps my clients and gives me valuable perspective. Chambers are an important voice for the business community and being part of DCR is a way to be involved in a meaningful way."*

**-Mike Zipko, Velocity Public Affairs**



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## Influence Public Policy

We understand how legislation and the economy impact your business. We are the local presence with the Regional voice for you when tackling these issues. The DCR Chamber has several groups and events to help keep you in-the-loop and let your voice be heard on the issues that matter the most to you and your business.

### Advocacy & Issues Forums

These events (usually breakfasts) are for members to hear from lawmakers and other experts on how legislation within all levels of government will affect their businesses' bottom line, job creation, growth, and expansion, while allowing them to communicate their concerns or ask questions.



### Legislative Reception

Each year, often in conjunction with area chamber partners, the DCR Chamber organizes an annual Legislative Reception. The event provides members and non-members of the Dakota County business community an opportunity to exchange ideas with elected officials to ensure an economic climate for new investment and regional job creation.



### Candidate Forums

Each election season the DCR Chamber of Commerce hosts Candidate Forums for local, state, and federal elections that have influence on Dakota County public policy. We have also held the last four Congressional 2<sup>nd</sup> District Debates in partnership with other CD2 Chambers. Chamber members get an opportunity to learn more about each candidate while getting to know them better by submitting questions.



### Business Day at the Capitol

Join your DCR Chamber and members in visiting the Capitol where you meet with legislators from your area and learn about business initiatives. Voice your business concerns within the State. This date (usually in April) will be posted on our Events page at [DCRchamber.com](http://DCRchamber.com).

### Public Affairs Committee

The Public Affairs committee is actively involved in addressing business issues at a policy level and works to establish position statements on key local, regional, and state issues. These are posted on our [DCRchamber.com](http://DCRchamber.com) website. This committee recommends positions that the DCR Chamber Board of Directors vote whether or not to support. The committee meets monthly, virtually.

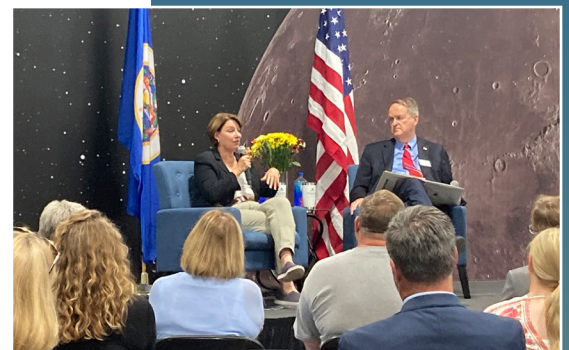
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## DCR Membership Directory Engagement Guide

All DCR Members are included in the annual digital and print guide. Members can invest in the new enhanced video experience by also purchasing an ad in the guide. The guide includes an interactive table of contents (jump to any page), tap-to-read articles, searchable Member Directory with links, and an option for advertisers to be directly linked to their websites. The printed guide is set in the 4<sup>th</sup> quarter of the year and published in January.



*"Being a member of the Dakota County Regional Chamber of Commerce has been important to the success of our business. The Chamber provides us with essential networking opportunities, helping us build strong relationships with other local business owners and potential clients. Their events and resources keep us informed and connected, providing the opportunity to learn and grow. Plus, the support from the Chamber staff has been outstanding – they truly care about the growth and success of businesses in our community. For any small business looking to thrive, the Dakota County Regional Chamber of Commerce is a must!"*

**-Andy & Laura Schmitz**  
**Mulberry Business Solutions**





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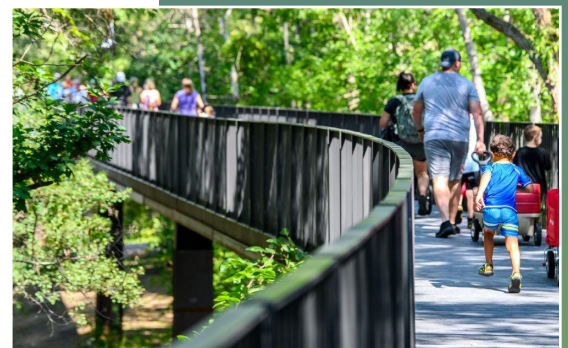
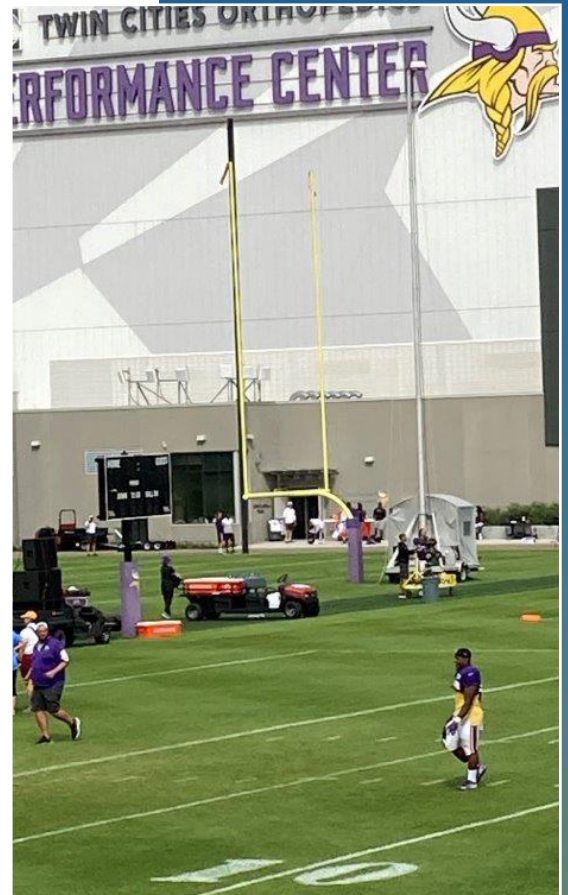
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## About the Chamber & Region

The Dakota County Regional Chamber of Commerce, one of the fastest-growing Chambers in Minnesota, has proudly secured the 13<sup>th</sup> spot as the largest Chamber in the state according to the 2024 Book of Lists, which features over 175 Chambers across Minnesota. As Dakota County continues to experience rapid growth, the future for this county and Chamber looks incredibly promising. There is no direction but upward for our thriving region.

- As of 2023, Dakota County holds the position of the 3<sup>rd</sup> largest county in Minnesota, boasting a population of approximately 443,692. And growing.
- According to DEED, Dakota County hosts the 3<sup>rd</sup> largest economy of Minnesota's 87 counties.
- As of 2021, the population breakdown by race in Dakota County is as follows:  
white 75.4%, black or African American 7.7%, American Indian or Alaskan native 0.4%, Asian or other Pacific Islanders 5.3%, other race 3.4%, two or more races 7.8%, and Hispanic or Latino 7.8%.
- As of 2023, Dakota County boasts a superior median household income compared to the state average. Additionally, it has a lower proportion of households earning less than \$50,000 annually, In fact, Dakota County ranks fifth among the 87 counties in the state with regards to median household income.
- According to the latest industry employment statistics from 2023, Dakota County has a total of 11,467 business establishments. These businesses collectively provide 185,225 jobs to the local workforce. On average, workers in the county earn an annual wage of \$69,660, higher than state average.
- In terms of labor force trends, there are currently 247,853 available workers in Dakota County. Out of this labor force, the unemployment rate is currently hovering between 2 and 3 percent, indicating a relatively low number of unemployed workers, which is around 5,800 individuals. This is lower than state average.





**Other**

- Referral bonus (\$50 member restaurant gift card) for each new DCR member referral.
- Certificate of Origin (COO) – This is complimentary for members if they choose to come to the Chamber office. It is \$150/annually if the member chooses to purchase a corporate seal (\$75) from the Chamber, fill out verification forms, and do their own stamping. Non-members pay \$150 per each COO.

The screenshot shows the website for the City of Rosemount. At the top, there is a navigation bar with 'About Us', 'Programs & Events', 'Advocacy', and the 'dakota county regional CHAMBER OF COMMERCE' logo. Below this, the page title is 'City of Rosemount'. The main content area includes the Rosemount logo and address: '2875 - 145th Street West, Rosemount, MN 55068'. Contact information is listed as '(651) 423-4411' and '(651) 423-5203'. A 'Visit Website' button is also present. A 'REP/CONTACT INFO' section features a profile for 'AMY ROUDEBUSH' with the phone number '(651) 423-4411'. A map of the location is shown on the right side of the contact information.

The screenshot displays the 'Weekly Update' newsletter from the Dakota County Regional Chamber of Commerce. The header includes navigation links for 'News', 'Hot Deals', 'Directory', 'Jobs', and 'Opportunities'. The main title is 'WEEKLY UPDATE' with the tagline 'DRIVING BUSINESS AND COMMUNITIES FORWARD'. A 'What's New' section features an article titled 'Vikings VIP Training Camp Experience'. The article text includes: 'to attend the Vikings VIP Training Camp Experience at Performance Center in Eagan on Tuesday, July 30. Network exclusive group of members from six other metro chambers. Have exclusive access to the Omni Hospitality Tent.' The article lists 'Experience includes: views of the Land O'Lake's Practice Fields, beverage, hear from MN Vikings Leadership, shaded structure with fans, complimentary parking, and all General Admission Activities at Training Camp'. A 'Networking & Events' section below features an article for 'Lak - Caponi Art Park' with the text: 'at Caponi Art Park in Eagan on Tuesday, June 25, for a beautiful outdoor Coffee Break. Located on 60-acres of rolling, wooded hills that are embedded with art Caponi Art Park is a distinctive community space offering cultural and educational experiences in an inviting, natural setting.' The newsletter also features logos for 'TRAINING CAMP' and 'CAPONI ART PARK'.