



GREATER DOWNTOWN COUNCIL
 5 West First Street
 Duluth, Minnesota 55802
 218-727-8549
 www.downtownduluth.com

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Great News

FROM THE GREATER DOWNTOWN COUNCIL

JOIN US FOR THE 19TH ANNUAL DINNER MEETING

Keynote Address by International Downtown Association President David Feehan



MINNESOTA NATIVE
 Dave Feehan has devoted a 35-year career to rebuilding and revitalizing cities. Feehan

will share some of his expertise and stories during his presentation "Magic, Moments and Memories—The Secret to a Great Downtown," at the GDC's annual gathering January 21, 2004 at the DECC.

Feehan has been active in the IDA for 15 years and has served as a board member, officer and chairman. In April of 2001, he was appointed by the board to serve as president and chief executive officer. He brings a wealth of experi-

ence to the position, as he has directed downtown programs in Des Moines, Detroit and Kalamazoo, and neighborhood development programs in Pittsburgh and Minneapolis. Feehan also helped found and served as the first director of the Citizens League of Southwestern Pennsylvania, a Pittsburgh-based regional public policy organization. Prior to joining the IDA staff, Feehan also maintained an active consulting practice,
story continued on page 3 ...

Board of Directors and Staff

- Chair**
 Barbara Perrella
Labovitz Enterprises
- Vice-Chair**
 Daniel Maddy
Fryberger Buchanan Law Firm
- Secretary/Treasurer**
 Pam Kramer
Local Initiatives Support Corp. (LISC)
- Immediate Past Chair**
 Michael Polzin
Minnesota Power
-
- Board Members**
- Mark Allison
U.S. Bank
- Harvey Anderson
SMDC
- Abbot Apter
Mercury Investment Co.
- Bill Bennett
LHB Engineers & Architects
- Tom Cotruvo
City Of Duluth, Ex Officio
- Doug Dalager
Grandma's/Canal Park Business Association
- Ron Franzen
St. Luke's Hospital
- Mary Lundeen
Wells Fargo Bank
- Tim Meininger
Beacon Bank
- Lawrence Stovern
Western Bank
- Sara Strom
Frame Corner & Gallery
- Tami Tanski-Sherman
Fitger's Brewery Complex
- John Ivey Thomas
John Ivey Thomas Associates, Inc.
- Merry Wallin
KDLH TV3
- Tom West
The Budgeteer News
-
- Staff**
- Kristi Stokes
President/C.O.O.
- Susan Rogge
Administrative Assistant

DOWNTOWN ON MAYOR'S PRIORITY LIST

Mayor Herb Bergson is moving quickly to address priority items on his agenda. Throughout the mayoral campaign, Bergson highlighted the downtown and voiced his support of creating a special service district. Bergson was sworn in as Duluth's new mayor January 5th, and during his State of the City Address, he again pledged his support of the project, including public funds. During his first day in office, he also took the opportunity to meet with a group of downtown stakeholders to

discuss issues, including the creation of a special service district. The Greater Downtown Council has been spearheading efforts on this project, in which property owners within the district boundaries would agree to pay an assessment for enhanced services and programs. Input from property owners and business leaders is being used to help determine the supplemental services and programs that will be provided to further strengthen the quality

of life and economic vitality of our downtown waterfront. Special service districts have proven to be the funding mechanism of choice throughout North America and have also spread in popularity in Europe, Africa and Asia. More than 800 such districts exist in the United States and they have been successful in helping to revitalize downtown communities. Dave Feehan, President of the International Downtown Association, has stated that

Downtown Duluth has all of the resources and all of the assets it needs to become one of the most successful mid-sized central business districts in the United States. Downtown leaders are looking forward to working with the new administration to reach this goal. **GDC**

WELCOME NEW GDC MEMBERS

- ATI Title Company
- Dr. Pravin Aturaliya

THE GREATER DOWNTOWN COUNCIL WOULD LIKE TO THANK THESE SPONSORS FOR THEIR GENEROUS SUPPORT OF THE 19TH ANNUAL DINNER MEETING:

PLATINUM:

Duluth News Tribune <i>Stay Sharp.</i> <small>DuluthNewsTribune.com</small>		
	St. Mary's/Duluth Clinic Health System	

GOLD: North Shore Bank of Commerce ■ Oneida Realty ■ Republic Bank

BRONZE: Beacon Bank ■ Holiday Inn Hotel & Suites / Labovitz Enterprises
 Fryberger Buchanan Smith & Frederick PA ■ Lake Place Incubator Building
 Holiday Center Merchants Association ■ LHB Engineers & Architects

GDC Annual Meeting ■ Wednesday, January 21, 2004 ■ DECC Harbor Side Ballroom



SPOTLIGHT ON NEW BUSINESSES



The Northland Building, previously occupied by Duluth Business University, is home to three new businesses along Superior Street, with prime sites still available.

MedPro, a home care, health services, and consulting (mergers and acquisitions) company, manages health care needs for chronically disabled or post surgery recipients of medical assistance in St. Louis County.

MedPro currently employs 160 people, with offices in Duluth, Hibbing, Grand Rapids, Finlayson and Superior. Because

of its tremendous growth in the Duluth area, relocating from their previous offices on Mesaba Avenue to downtown was a perfect opportunity for MedPro.

For a taste of old world Italian flavors, the recent opening of **Pizza Man** is the place to order great pizza, wings, barbecue rib tips and cheese bread. Specializing in stone-cooked thin crust pizza, Pizza Man uses fresh toppings and specially made Italian sausage. Everything made fresh daily is enough to make your mouth water!

Owner Jim Danelski says that

downtown Duluth offers a central location for the entire Twin Ports area and will enhance his carryout and free delivery service. Danelski plans to offer lunchtime business specials.

E'clips, a contemporary, full-service salon opened its doors in June 2003 where Robert's Gallery Barbers was previously located. E'clips provides customers not only with an opportunity to be pampered but to receive a stylish haircut or a new look as well.

Stacie Selnes, owner and stylist, brings 14 years of combined experience from Shear Katz and

Elysium to the new business. With one other stylist on staff, Selnes is also looking to expand her staff by two in the near future.

Selnes says her goal is to "bring out the inner beauty" in her clients in a friendly and relaxed environment. She loves the close-knit, family feeling of the downtown area.

Oneida Realty provided these businesses the expertise needed to make a smooth transition into the Northland Building.

Welcome!

cover story continued ...

assisting a number of cities, including New York, Chicago, Las Vegas and Miami Beach.

As the IDA president, Feehan assisted Duluth by leading a team of experts that visited our downtown and its many stakeholders last summer to determine the feasibility of a special service district here. The group recommended that our organization continue to pursue such an endeavor into 2004.

It is with great pleasure that the GDC is able to tap into such a knowledgeable resource as we strive to further strengthen our downtown community.



GDC RECEIVES KNIGHT FOUNDATION GRANT

The Greater Downtown Council has been awarded a \$40,000 Grant from the John S. and James L. Knight Foundation.

The award will assist the organization in efforts to further strengthen the downtown through a development campaign for a special service district. It will also allow the organization to continue its existing level of programming while it works to ramp up with new and improved services under the proposed district.

Several themes emerged from Duluth's Economic Summit, including the need to have a strong, healthy downtown and the need to shift the roles and responsibilities in economic

development to a lessened role of government and an increased role by the private sector. This project will address the community need to focus on building a stronger central urban core, improving the business climate downtown and creating a "cool factor" in our community in which the private sector will be taking the lead role.

The Greater Downtown Council is grateful for the Knight Foundation's support and investment in our downtown community as we pursue the creation of a special service district. The John S. and James L. Knight Foundation promote excellence in journalism worldwide and invest in the vitality of 26 U.S. communities.

NOMINATIONS

The Greater Downtown Council brings forth this slate of candidates for the board of directors:

Chair
Barb Perrella
Labovitz Enterprises

Vice-Chair
Daniel Maddy
Fryberger Buchanan Law Firm

Secretary-Treasurer
Pam Kramer
Duluth LISC

Immediate Past Chair
Michael Polzin
Minnesota Power

Board of Directors (Second Terms)
Abbot Apter
Mercury Investment Co.

John Ivey Thomas
John Ivey Thomas Associates, Inc.

Tami Tanski-Sherman
Fitger's Brewery Complex

Tom West
Duluth Budgeteer News

POSITIVE HOLIDAY RETAIL SALES REPORTED

Despite a slow start to the holiday shopping season, retailers in downtown Duluth reported a solid finish. Many merchants saw an increase in sales over the 2002 holiday shopping season and feel optimistic about the new year to come. "I think people are feeling better about spending," said Karen Anderson of Peterson Anderson Flowers.

Downtown merchants offer a unique shopping experience to customers, and they also stand out due to their superb service. "Customers come in because they've been given a reason to shop here, and we combine that with outstanding service," said Jay Seiler of Security Jewelers.

Overall, with the economy on the upswing, retailers in the downtown are looking forward to a healthy 2004.



MARK YOUR CALENDAR January/February Calendar

JAN. 21, 2004 (Wednesday)
Greater Downtown Council
Annual Dinner Meeting
5:30 p.m. Social Hour/
Silent Auction
6:30 p.m. Dinner
7:30 p.m. Program
DECC—Harbor Side Ballroom

JAN. 27, 2004 (Tuesday)
GDC Board of Directors Meeting
7:30 a.m.
Greater Downtown Council

FEB. 3, 2004 (Tuesday)
Neighborhood District 5 Meeting
7:00 p.m.
Central Hillside Community Center

FEB. 24, 2004 (Tuesday)
GDC Board of Directors Meeting
7:30 a.m.
Greater Downtown Council