

Accelerating Opportunities and Growth

Marshalltown to Host Entrepreneurs Conference



Barry Griswell,
Principal Financial CEO

Small business owners, entrepreneurs, and those with an innovative idea who are interested in starting their own business have an opportunity to get some inside tips from the pros when the annual Entrepreneurs Conference comes to Marshalltown on Sept. 19. Iowa Valley Continuing Education, Marshalltown Area Chamber of Commerce and Marshall Economic Development Impact Committee will partner to hold their annual entrepreneurs conference at Iowa

Valley Continuing Education.

The Conference is excited to feature Barry Griswell, Principal Financial CEO, as the keynote speaker this year. Griswell will speak about the importance of entrepreneurialism and small business in spurring economic growth.

Conference attendees will also receive access to a great online resource that can provide instant answers to their small business questions. Introducing the MyEntre.Net program and its online training will be the conference luncheon speaker, Maureen Collins-Williams, from the Waterloo Small Business Development Center. Collins-Williams will dis-

cuss the MyEntre.Net program and the benefits that users can gain from their online training forum. Conference planners and MyEntre.Net staff are excited to offer each participant in this year's conference access to this online program. MyEntre.Net holds online trainings and gives participants an online forum to post questions related to small business and receive answers from industry experts and other entrepreneurs.

Also included in this year's conference will be breakout sessions concentrating on a "business skills" theme. There will be three morning breakout sessions that will consist of panel discussions

involving marketing, financing, and business plan development, featuring industry experts and current entrepreneurs sharing their wisdom with conference attendees.

The afternoon session will consist of a panel discussion with area entrepreneurs focusing on operations and general management issues. This format provides participants the tremendous opportunity to ask questions of area entrepreneurs. They will be able to share from their personal experiences of beginning small businesses and as entrepreneurs. They know firsthand some of the challenges entrepreneurs may go through and can help them prepare for what they may

face in the future. These entrepreneurs' backgrounds will vary from retail, service, and manufacturing industries including both established businesses and recent start-ups.

This year's conference will run from 8:30 a.m. to 3:00 p.m. on Tuesday, Sept. 19, at Iowa Valley Continuing Education, 3702 S. Center St., Marshalltown, Room 610. To register for this event, call 641-752-4645 or 1-800-284-IVCE. If you have questions about the Conference, please call Amy Pieper at the Chamber of Commerce at 641-753-6645 or Tom Deimerly at Iowa Valley Continuing Education at 641-752-4645, ext 432.

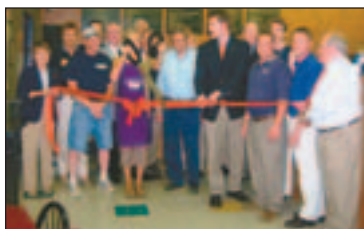


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Inside This Issue

Creek Bottom Coffee House & Cafe held a Ribbon Cutting on Monday, June 26th.



Business Spotlight

Mid Iowa Antique Power Association



Convention & Visitors Bureau



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Educator Appreciation Event will be held August 23

The Business Education Alliance will host the Thirtieth Annual Educator Appreciation Event on Wednesday, August 23.

This popular event recognizes and honors area teachers at the return for the 2006/2007 school year. A continental breakfast will be served to more than 400 educators.

The mission of the Marshalltown Area Chamber of Commerce Business Education Alliance is strengthen-

ing, informing, supporting, and improving the Marshalltown educational environment for the benefit of our community.

The breakfast will be served at the Marshalltown High School starting at 7:45 a.m.

If you would like to sponsor this worthwhile event, please contact Amy Pieper and the Marshalltown Area Chamber of Commerce office, 753-6645.

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Moises Garcia ★ **David Gooding**
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Marshalltown Works

is a monthly publication of the Marshalltown Area Chamber of Commerce, Marshall Economic Development Impact Committee and Marshalltown Convention & Visitors Bureau who collaborate in creating opportunities for business, residents and visitors.



CHAMBER OF COMMERCE

Renewing Members

81 Members renewed their memberships in the past month.

The renewing members printed in bold type marks those with memberships in increments of five years.

- | | | |
|--|---|---|
| Ace Precision Casting (5 years)
Adland Engraving (19 years)
Alliant Energy (38 years) | Elmwood Country Club (42 years)
Estel-Perrin Avey Funeral Home (43 years)
F & M Bank (44 years)
Fakespace Systems (7 years)
Gildner's (36 years)
Hairdresser's (9 years) | Marshalltown Education (12 years)
Marshalltown General Dentistry (26 years)
McAtee Tires Sales & Service (22 years) |
| American Family Ins.-Bill Thiede (5 years)
American General Financial (2 years)
Arby's Restaurant (17 years) | Hawkeye Stages/Marshall Coaches (15 years)
Hermanson Orthodontics, P.C. (32 years)
Home Federal Savings Bank (38 years) | McDonald's (35 years)
McGregor's Furniture Company (44 years)
Medicom/OnMedia (19 years) |
| Area Education Agency 267 (20 years)
Bob & Donna Atha (7 years)
The Augustine Company, Inc. (19 years)
BDH Technology (4 years)
Ben's Tire (19 years)
Bowman & Miller, P.C. (43 years) | Iowa Lumber (15 years)
Iowa River Hospice (7 years)
Iowa Valley Comm. College District (16 years) | Meskwaki Bingo & Casino (9 years)
Mike's Bike & Fitness (22 years)
Morton Buildings, Inc. (19 years)
Nauman-Madsen Insurance, Inc. (17 years)
Packaging Corporation of America (47 years)
PennySaver (36 years)
PepsiAmericas (47 years) |
| Buena Vista University (20 years)
Cartwright, Druker & Ryden (37 years)
Central Iowa Art Association (6 years)
Cessford Ready Mix (34 years)
Chef King (3 years) | Iowa Valley Continuing Education (15 years)
IA Wholesale Supply/Bath & Kitchen (29 years) | Plumb Supply Company (9 years)
Rainbow Car Wash, Inc. (21 years) |
| Clappsaddle-Garber Associates, Inc. (36 years)
Clemons Inc. Chevrolet Pontiac (32 years)
Con-Struct, Inc. (34 years)
Creek Bottom Coffee House (2 years)
Denny's Hometown TV & Appliance (18 years)
Diamond Vogel Paint (14 years)
Domino's Pizza (23 years)
Earl May Seed & Nursery (43 years) | J.C. Penney Company (15 years)
Kapaun & Brown (29 years)
KFC-Central Iowa KFC Inc. (34 years)
K-Mart Corporation #7583 (24 years)
Koehler Insurance Agency (36 years)
Lamar Advertising of Waterloo (11 years)
Lennox Mfg. (38 years)
Manpower, Inc. (23 years) | Roseland, Mackey, Harris Architects, P.C. (5 years)
Scott Mfg. (22 years)
ServiceMaster of Marshalltown (22 years)
Sports Page Sporting Goods (17 years)
Swift & Company (68 years)
Triad Real Estate Services, LT (26 years)
Wal-Mart (24 years)
Weidner Construction Co. (29 years)
Westown Apartments (2 years)
Willard's (44 years) |
| Darrell & Nona Eaton (35 years)
Egleston Electric (42 years)
Elco, Inc. (23 years) | Marshall Co. - Supervisors (15 years)
Marshall County Abstract (23 years)
Marshall County Farm Bureau (43 years)
Marshalltown Community School Dist. (15 years) | Wolfe Clinic P.C. (15 years)
Workforce Development Center (18 years) |

www.everydaychampions.org

Commentary- The Power of Small Business



Ken Anderson
Chamber President

The Small Business Administration Office of Advocacy recently published some interesting information that was very revealing about small businesses. Here are a few highlights of that information:

- The Office of Advocacy defines a small business for

research purposes as an independent business having fewer than 500 employees.

- Small firms employ half of all private sector employees.

- Small firms pay more than 45 percent of total U.S. private payroll.

- Small firms are 53 per-

cent home-based and 3 percent franchises.

- Very small firms with fewer than 20 employees spend 45 percent more per employee than larger firms to comply with federal regulations.

At the Chamber we are mindful of the importance of our small businesses as we do our part to grow the economy of the Marshalltown area. The program priorities, as set by the Chamber board of directors are clearly aimed at supporting our member businesses. Developing a campaign to encourage buying local, integrating and supporting our Hispanic businesses and re-

energizing community pride are key parts of the program that you have heard about or will be hearing more about in the coming weeks.

The Marshalltown area is fortunate to have a diverse economy with excellent businesses both small and large. It is important that all of us take a moment to think about all of our businesses as we go about our daily lives. It is easy to take them for granted while they are here, but our quality of life would be significantly impacted without them. I encourage all of us to do our part to support our local businesses that support us in so many ways.

Plan Your Next Meeting or Convention at the Best Western Regency Inn!



Calvin Scales, General Manager for Best Western Regency Inn, Comfort Inn & New Super 8 Motel, thanks Ann Olson (Iowa State Button Society) for their business.

To the staff of the Best Western Regency Inn:

The Iowa State Button Society has held its state meetings in Marshalltown for more than forty years. For the last 12 years, we have enjoyed the facilities at The Best Western Regency Inn for our annual meeting and show.

The kindness and courtesy of the staff add so much to the good atmosphere at our shows. The smallest request is met with promptness and a smile. The facilities are comfortable with good lighting and a comfortable environment.

On a personal note, I particularly thank Deanna Davis and the setup crew members for making my job so easy. Thanks to all for a job well done!



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Show Co-Chair
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New Members

New Members are listed in each issue of the Marshalltown Works. Following is a list of businesses that have invested in the greater community by joining the Marshalltown Area Chamber of Commerce. Please support these businesses when making purchases and business decisions.

Advantage Track & Tennis

PO Box 702
Marshalltown, IA 50158
877-487-2258
Denise & Chris Bring,
Owners

Life Investors

202 East State Street
Marshalltown, IA 50158
641-752-1400
Rusty Feldman
Agent

Thomas & Lucinda Mack

PO Box 672
Marshalltown, IA 50158
641-753-7328

Ultimate Web Design.Org

PO Box 842
Marshalltown, IA 50158
641-351-9180
Kristen Monroe, President



ECONOMIC DEVELOPMENT

MEDIC revamps web site



The Marshall Economic Development Impact Committee (MEDIC) web site, www.marshalltownworks.com, has a new look with features that improve site navigation and make it easier for users to quickly find the information they are looking for.

The new web site features include revised pages. This new format has the look and feel of the Marshalltown Convention & Visitors Bureau's and Marshalltown Area Chamber of Commerce's web sites. The

new look incorporates such features as consistent headers and footers, and menu placement at the top of the page for quick access to major sections of the site.

This menu provides direct links to sites, buildings, geographic profile, documents to download, quality links and resources, as well as business assistance.

•The "Properties" tab, has a link to LocationOne Information System (LOIS), and all the buildings, sites, interactive maps (GIS) and com-

munity information that can be found using this state-of-the-art program.

•By clicking the "Documents" tab, you will reach free downloadable facts and figures about Marshalltown/Marshall County such as population projections, Iowa Workforce Development 2005 Marshall County profile, Marshall County wage surveys, largest employers and much more.

•The "Research" tab takes you to quality links and resources that include: market

research; information for job seekers, site selectors, employers, small business owners; general business development resources; and government resources.

•The "Assistance" tab provides information for business development and small business development assistance.

•If you don't find what you need, you can email us directly using the form on the "Contact Us" page.

In addition, every page of

the MEDIC web site has links to the Marshalltown Area Chamber of Commerce and Marshalltown Convention & Visitors Bureau as well as the City of Marshalltown, Marshall County, and the Iowa Department of Economic Development.

MEDIC aims to serve a broad audience with access to the wide-range of professional resources, reports, information and the database available through LOIS.

Economic Statistics

Employment	May 2006	YTD
Marshall Co. Residents in labor Force	20,810	20,740
Percent Unemployed	3%	4.8%
Total Employment (residents)	20,170	19,820
Marshalltown Construction	May 2006	YTD
Building Permits	20	75
Residential Dwelling Units	3	9
New Residential Construction Value	\$1,242,000	\$2,521,000
Residential Addition/Remodeling Valuation	\$212,000	\$587,500
New Commercial/Industrial Permits	0	5
New Commercial/Industrial Valuation	\$0	\$850,000
Remodeling Commercial/Industrial Valuation	\$21,000	\$2,887,000
Housing	May 2006	YTD
Home Sales, Single Family Dwelling	52	226
Average Sale Price	\$112,454	\$105,524
Median Sale Price	\$96,000	\$87,500

Visit www.marshalltownworks.com for additional statistics

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Mid-Iowa Antique Power Association Hosts 22nd Annual Show

The Steam Threshing and Steam Plowing Show will host the Iowa Chapter 5 IH Collectors' Club State Show on August 4-6 at their site eight miles west of Marshalltown on US Highway 30. Activities include daily demonstrations, steam engine plowing & threshing, corn shredding, corn shelling, sawmills, tractor race, kiddie tractor pull and more. Another feature of this year's show is the Haflinger draft horses.

Craft and flea market enthusiasts will enjoy over 40 vendors during the three day show. For more information on these events, visit www.MIAPA.org or call Don Baie at 752-2147.



Iowa State Fair

It is that time of year again! Here are the Top 11 things to see "Only at the fair!" August 10-20, 2006.

- 1- Blue Ribbon Kids
- 2- Raven.
- 3- Butter Cow
- 4- Billy Currington
- 5- HO Model Railroad Exhibit
- 6- Joan Jett and the Blackhearts
- 7- Shannon Brown
- 8- Draft Horses
- 9- Fiesta Latina
- 10- State Fair Parade
- 11- Llama Limbo



Stop in at the Marshalltown Convention & Visitors Bureau for the Iowa State Fair flier announcing all the Grandstand and free entertainment line-ups, sample of activities and events, admission specials, traveling tips and more or visit www.iowastatefair.org.

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**Bob Wenner, Emerson
Processes employee
and MCVB Board mem-
ber, prepares to greet**

the 2006 State Optimist
Convention to
Marshalltown in August.
Over 200 convention-
ers will stay and play in
Marshalltown.

Local volunteers have
planned four days of fun
and education including a
BBQ and murder mys-
tery events for their
Convention attendees.

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Music Festival Returns to Marshalltown

The Central Iowa Music Festival will be held August 5th from 4 p.m. to 10 p.m. on Main Street in the National Historic District, Downtown Marshalltown, Iowa. The abundance of music, family fun and the food court combined will hopefully create a "Taste of Marshalltown" environment. The band shell will be facing west on Main Street on the west side of Center Street.

List of Performers in the Music Festival:

4:00 Calle Sur
5:00 Lincoln Highway Bluegrass Band
6:00 Orquesta Alto Maiz
8:00 Celebration Iowa!
10:00 Finale "Song of the Heartland" with Nick Lane

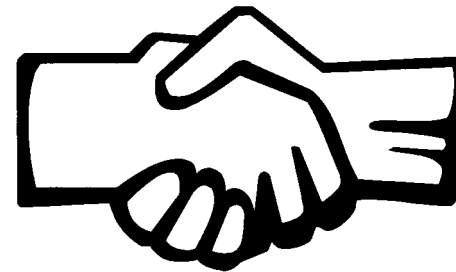
The entertainment is free, and great food and drink (including fresh picked sweet corn) are available from these fine downtown restaurants: Tremont Grille, Tremont on Main, Sub City, Zeno's Pizza, Lillie Mae, Mexico Antiquo, Chef King Chinese Buffet,

Doo Dah's Cafe, Subway and Maidrite.

The City of Marshalltown and Marshall County, together with local corporate and community support jointly sponsor this event. Proceeds of the event support a musical outreach within Iowa musical organizations and a scholarship program at the high school and university levels to promote the awareness and value of fine arts. For more information, visit www.listentoiaowa.com.



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Who's Meeting in Marshalltown

July 2006

Meetings/Conventions/Tournaments	No.	Location
Optimist State Convention	150	Best Western
Men's Major 16" Slowpitch State Tournament	24 Teams	South 6 th Street Complex
USTA State Tumbling/Trampoline Mini Con.	75	MCC
Empowerment 2006	175	Best Western

August 2006

Event	Date	Location
Bingo	Tuesdays	Senior Citizens Center
Farmers' Market	Wed. & Sat.	Cartwright Pavilion
Nature Story Hour	Aug 2	GrimesFarm
School Registration	Aug 3-4	Marshalltown Schools
Iowa's Annual Sales Tax Holiday	Aug 4-5	State of Iowa
Mid-Iowa Antique Power Show	Aug 4-6	8 miles West on Hwy 30
Central Iowa Music Festival	Aug 5	Main Street
Taste of Marshalltown	Aug 5	Main Street
Electric Mule	Aug 5	River's Edge
Countryside Quilt & Cruise	Aug 8	IVCE
Meskwaki Pow Wow	Aug 10-13	Meskwaki Settlement
Soul Infusion	Aug 12	River's Edge
Nature Story Hour	Aug 16	GrimesFarm
Ambassador Golf Outing	Aug 17	Elmwood Country Club
Hunter Safety	Aug 17 & 18	Izaak Walton League
Route 66	Aug 19	River's Edge
LeGrand Pioneer Days	Aug 26	LeGrand City Park
Bob Pace Band	Aug 26	River's Edge
First Day of School	Aug 29	Marshalltown

For the time and a description of the events above, log on to the MCVB website's Calendar of Events... www.VisitMarshalltown.com



CHAMBER OF COMMERCE

Educational institution is key asset for economy, community, and families

A community the size of Marshalltown depends on its many resources to thrive and prosper. One of those resources is education. Each year, thousands of persons come through the doors of Marshalltown Community College and Iowa Valley Continuing Education as students for a day, a week and even up to two years to obtain the education they need to succeed.

Increasing enrollments and increasing demands for businesses and industry training and retraining, as well as reliance by area high schools on career training and advanced/upper level college credit courses provided by the community college have benefited the community and its residents beyond measure.

As a result of these increased enrollments and demands, the Iowa Valley Community College District is call-

ing for a special election Sept. 12 to approve \$35 million in general obligation bonds. Approval of this bond issue will allow IVCCD to continue to provide the high quality of educational opportunities for which it has been known since 1927.

"Many challenges exist for our community colleges today, yet there are many opportunities that we are compelled to prepare for and embrace," said Tim Wynes, IVCCD chancellor. "In spite of these challenges, our enrollment continues to be strong and our communities count on us to train students with state-of-the-art technologies to be successful in the global economy."

In the business world, the competitive edge is always a focus for companies of every

size. Over the next five years, companies will need to develop strategies to strengthen recruitment and retention efforts just to maintain their competitive edge and keep jobs in this region. One common thread woven through these initiatives will be training.

values and beliefs with the mission and vision of the organization. Companies that can develop these strategies will feel less threatened by the war for talent that's soon to be on the horizon due to predicted shortages in the workforce.

Locally, IVCCD has formed community partnerships to help businesses prepare for an uncertain future. For example, Iowa Valley Continuing Education partnered with Emerson Process/Fisher Controls to provide machine operator training to the new employees who will re-

place over 200 skilled machinists due to retire within the next few years. The workforce development center has been instrumental in sending IVCCD qualified applicants for the training. State support from legislators has made the training more cost-effective for Fisher Controls. The need for strategic alliances such as this one will increase as global competition continues to challenge communities' job market.

Retention efforts among local businesses are also on the rise. Training services provided by Iowa Valley Continuing Education have gone beyond technical training. Employers now have leadership development as a key component of their staff development plans. Recognizing potential and investing in it emphasizes the value of an employee and encourages them to work beyond the

company's expectations. It is estimated that approximately 30 percent or three million workers nationwide will come out of programs that retrain people and upgrade their skills so they are adequately prepared to fill the workforce gap. Iowa Valley partnered with Marshalltown Medical and Surgical Center to provide an executive leadership program to prepare supervisors for future leadership roles. At MMSC, there are 26 administrative and director level management staff with an average age of 49; only five of them are in their 30's. Understanding the manager's influence on retention, MMSC has taken a proactive approach to enhancing job satisfaction of both managers and staff.

"In a fast changing business environment where competition from overseas is a bigger and bigger factor, training and education remains key for our businesses to succeed and compete by having more educated and well trained employees to help us beat the competition through productivity and ingenuity," said Bernard Roy, Lennox general plant manager. "Our ability to partner and work with MCC in our community cannot be measured in a quantitative way, but it contributes to the Lennox Marshalltown's success as a plant."

At Marshalltown Community College, hundreds of students of all ages graduate each year with their two-year degrees or certificates and

cont. on pg. 16

**Business After Hours Event-
Dreams to Reality**
A Proposed Partnership between The Orpheum Center and Marshalltown Community College.
When: Wed., Aug. 16, 2006
Where: The Orpheum Center, 220 East Main Street
Time: 5:30-7:30 p.m.
Join us for this First Run Feature!

Whether a business is recruiting new faces or promoting from within, training is an integral part of the process. Employers and employees must work together to develop comprehensive staff development plans that align

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Meet the Marshalltown Young Professionals



Rusty Feldman

Rusty Feldman, MYP President-Elect

Employer: Life Investors

Job Title: Associate General Agent

Years with employer: 14

Hometown: Delhi, Iowa

Spouse: Connie Feldman

Children: Ciara, Kyra and Baby #3 due in November

What brought you and has kept you in Marshalltown?

We moved to Marshalltown 8 years ago when Connie graduated from Ohio State University. We wanted to come back to Iowa and her position with Eyecare Associates brought us to Marshalltown. We enjoy the size and location of Marshalltown. With my current position at Life Investors, I hire and supervise agents around the state, so Marshalltown's central location is ideal. Marshalltown has the small town friendly atmosphere with many of the amenities of a big community.

How long have you been involved in MYP?

Since it's inception! I knew several other Life Investor agents who were involved with YP groups in other communities. Denise Case and I got together and

worked to form a YP group in Marshalltown. We really took off as a group after we became involved with the Chamber of Commerce.

What would you tell people who are considering getting involved with MYP?

Come to a couple of events! You'll meet lots of great people who are trying to build bonds by networking and learn more about each other. It is a terrific, low-key, no-pressure, environment.

What other activities are you involved with in the community?

I coach Marshalltown youth soccer and am a member of St. Henry's Parish. I also enjoy spending time with family, golfing and traveling.



Jason Beeghly

Jason Beeghly, YP Connect Committee Member

Employer: Community Y of Marshalltown

Job Title: Aquatic Director for Community Y and Marshalltown Family Aquatic Center

Years with employer: 3.5

Hometown: Conrad, Iowa

What is your favorite thing about living in Marshalltown?

Everyday it seems like I

learn something, hear something or see something that opens my eyes to what Marshalltown really is...people. I see Marshalltown as a visionary community with action-oriented people. It's amazing what a small community can accomplish when the community members put their mind and muscle to it.

Why did you get involved in MYP?

I've been involved with MYP for several months. I was encouraged by several friends to get involved and felt it was important to net-

work with a group of community-minded people.

What would you tell people who are considering getting involved with MYP?

Just do it. It's great for the community and provides a new network of people you might not otherwise have had the pleasure of knowing. The organization is multi-faceted and has a lot to offer. Personally, I've been blessed to meet new people and network with Marshalltown leaders that I now know on a first-name basis.

What other activities are you involved with in the

community?

I play drums for the Evangelical Free Church worship team, am involved with the Marshalltown Speakers Bureau, host and direct the Boys and Girls High School State Swimming and Diving Championships, as well as the YMCA State Swim Meet.

Want to learn more about MYP? Contact the Chamber Office at 753-6645 for more information.



WHAT IS THE EASIEST WAY TO BUY AN AUTOMOBILE?

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CHAMBER INFORMATION

Harkin announces funding for Iowa Economic Development and Transportation

Senator Tom Harkin (D-IA), a senior member of the Senate Appropriations committee, today announced over \$6 million to support state-wide transportation, economic revitalization, and housing initiatives were included in the FY 2007 Transportation, Treasury, Judiciary, Housing and Urban Development (TTHUD) Appropriations measure. Both the House and full Senate must approve the bill before it becomes law.

One of the key issues in-

cluded in this bill is very important to the Iowa Main Street Programs:

Main Street Iowa Program, \$800,000. These funds will help restore historic downtown areas and develop affordable housing above downtown storefronts. Grants are competitively awarded to small communities by the Iowa Department of Economic Development. Harkin has secured a total of \$2.5 million in four prior years for the Main Street Iowa program.

This is great news for Marshalltown CBD as we continue to grow and refurbish our downtown. For more information on these grants, contact Marie Steenlage at the Main Street office 844-2001.



Seventh Annual Iowa Sales Tax Holiday to be Held

Iowa's 7th annual Sales Tax Holiday on qualifying footwear and clothing will be held Fri., Aug. 4, and Sat., Aug. 5.

No Iowa sales tax, including school and "regular" local option sales taxes, will be collected on everyday wearing apparel and typical footwear with a selling price of less than \$100 each. Special clothing or footwear designed primarily for athletic activity or protective use and not usually considered appropriate for everyday wear will remain taxable.

Retailers and customers should check out the Iowa Department of Revenue's Web site at www.state.ia.us/tax/educate/holiday1.html to see the list of qualifying and nonqualifying items and learn how lay-aways, refunds, and other sales situations should be handled.

Businesses are also reminded that...

1. This is an **annual** event commencing Fri., Aug. 4, 12 AM and concluding Sat., Aug. 5, at 12 midnight.
2. The holiday does **not** include Sunday; businesses should resume charging sales tax.
3. Businesses that are open on these days are **required** to participate.
4. Businesses can never advertise that they will pay or otherwise absorb the sales tax on items.
5. When businesses complete the sales tax return, they will want to list qualifying Sales Tax Holiday sales on the "exemptions" line.

Each year the department estimates that customers paid between \$1-1.6 million less in sales taxes during the Sales Tax Holiday.

Questions may be directed to Taxpayer Services at idrf@idrf.state.ia.us or by calling 1-800-367-3388

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BUSINESS



Upcoming Events:

Mark your calendars!

Iowa Sales Tax Holiday
Friday, August 4 & Saturday, August 5

Labor Day
Monday, September 4
Mall hours: Noon – 5:00 p.m.

Iowa's Sales Tax Holiday
Friday & Saturday
August 4 & 5
Mall hours:
Friday, August 4: 10:00 a.m. – 9:00 p.m.
Saturday, August 5: 10:00 a.m. – 8:00 p.m..



·No sales tax, including school and local option sales taxes, will be collected on sales of an article of clothing or footwear having a selling price less than \$100.00.

·The exemption does not apply in any way to the price of

an item selling for \$100.00 or more.

·The exemption applies to each article priced under \$100.00 regardless of how many items are sold on the same invoice to a customer.

·Tax-free items include any article of wearing apparel and typical footwear intended to be worn on or about the human body.

·Does not include watches, watchbands, jewelry, umbrellas, handkerchiefs, sporting equipment, or any special clothing or footwear designed primarily for athletic activity or protective use and not usually considered appropriate for everyday wear.

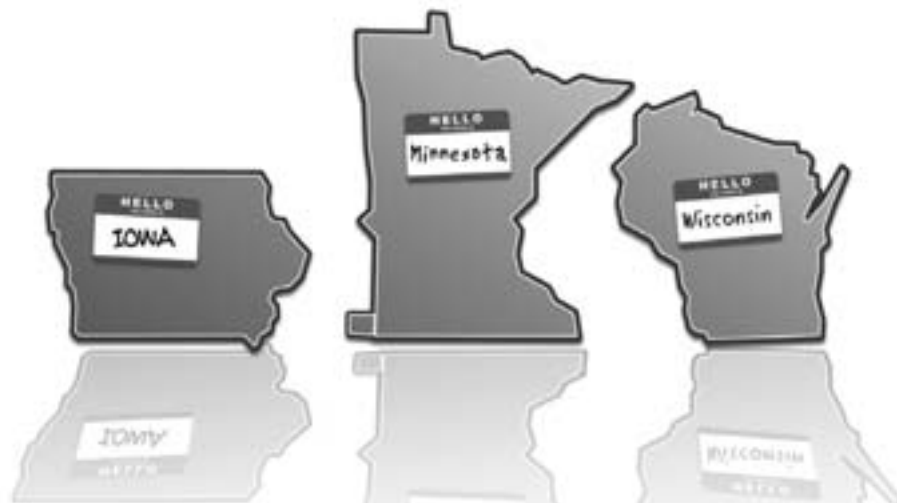
WWW.MarshallTownCenter.Com

Check out our new and improved website! Browse our directory for your favorite store, check our upcoming events and find general information about Marshall Town Center. You're just a point and click away!

Healthy Marshalltown Asset of the Month- August # 11 Family Boundaries

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Ambassador Courtesy Call



The Chamber Ambassadors made a courtesy call to visit the new warehouse at the M. Gervich & Sons location on Tuesday, June 20th.

New Ambassadors Welcomed

Five new faces will be seen among the ranks of our Chamber Ambassadors. The new Ambassadors are Joe Hannam, Packaging Corporation of America, Andrea Lang, Wells Fargo Bank Iowa, N.A., Dan A. Moeller, Jiffy Convenience Stores, Gary Schandt, F&M Bank, and Liz Zuercher, Marshalltown Medical and Surgical Center.

Active Chamber Ambassadors include: Kendra Bueghly, Home Federal Savings Bank; Deanna Davis,

Best Western Regency Inn; Pat Gulbranson, Iowa Wholesale and Bath and Kitchen; Denny Hass, Denny's Home-town TV & Appliance; Dave Hemminger, Marshall Glass; Terry Kluck, Zeno's Pizza; Terry Leeper; Nick Loney, RACOM Corporation; Mary Mauk, Mediacom/OnMedia; Kris Naughton, Service-Master of Marshall-town, Fauna Nord, Coldwell Banker Premier Real Estate; Mark Osmund-son, KDAO AM/FM/TV; Jon Pierce, United Bank & Trust; Reed

Riskedahl, Flooring Gallery; Bill Roberts, Gildner's; Roger Schoell, Grimes, Buck, Schoell & Beach; Pam Swarts, Design 1; Kevin Vaughn, Sign Creations and Bruce Wirin, Edward Jones.

The Ambassadors have been busy this summer making courtesy calls to several Marshalltown businesses and hosting welcome receptions for the Marshalltown Convention and Visitors Bureau.

The group is planning an annual trip to an I-Cubs game on the August 3rd.




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Ambassador Ribbon Cuttings



Creek Bottom Coffee House & Cafe celebrates their new location at 718 South Center Street. The Ribbon Cutting took place on Monday, July 26th.

Golf outing fast approaching



The Ambassador Golf Outing event is fast approaching and August 17th will be here before you know it.

Sign up now for the annual Marshalltown Chamber Ambassador Golf Outing at Elmwood Country Club.

The two-person best shot event is limited to 36 four-somes and is quickly filling up so don't delay.

Call the Marshalltown Area Chamber of Commerce at 753-6645 for more details about signing up to golf or sponsoring the Ambassador Golf Outing.




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Business After Hours Event- Dreams to Reality

cont from pg. 8

diplomas. They are well prepared to go onto four-year institutions or take their own business or the one they work for to another level in leadership and job skills. Many of these students are graduating from high school with several college credits already earned, thanks to the Career Academy partnership with area high schools. These earned college credits not only help students be prepared for the academic rigors of college, but they also

help ease the financial burden of college tuition. When high school students take these college credit courses, tuition is free. This dual credit opportunity has saved both students and parents countless dollars.

"In today's very competitive climate, a strong community college and access to education within the community that leads to a four-year degree is a significant factor in providing the environment for a community's success," said Ken Anderson,

Marshalltown Area Chamber of Commerce president. "The availability of an educated and trained potential workforce that is present at a community college and four-year degree program is a huge factor in keeping and attracting employers."

In 2005-06, 347 Marshall County High School students took a total of 1,415 college credits. Tuition saved among those families totaled over \$294,057.

"Both of our children took college credits while in high

school," said Lois Jenness. "They were able to experience success at the college level and once they did enroll at MCC, they felt totally prepared. It saved our family lots of money and time plus the

personal growth they experienced was tremendous. We saved a whole year of tuition with our son. What a value it is to have the dual credit program available. It's the best kept secret in Marshalltown.



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