

# Chamber Digest

January 2009

Volume 26 Issue 8



## Upcoming Events

### January 8 & 15: Noon

Marshalltown Young Professionals & Jaycees  
Financial Lunch & Learn Series

Fisher Community Center Auditorium

## In This Issue

### Member Spotlight - Chamber Highlights 2008

Page 2

### New Members

Page 2

### Leadership / Reinvesting Members

Page 3

### Faces & Places

Page 4

### Convention & Visitors Bureau Tourism News

Pages 6 & 7

### Ribbon Cuttings

Page 8

### MEDIC Economic Development News

Page 10

### Business Directory

Pages 12 - 14

### Marshalltown Young Professionals

Page 15

### Business News

Page 16



## 2008 Year in Review - Thanks for a great year!

2008 was a busy year in Marshalltown! Here are some highlights from the past year:

- **Over \$2 billion in capital investment of public and private projects, including:**
  - o Alliant Energy power plant.
  - o Renovation to Alliant Energy Sutherland Generating Station #3.
  - o \$5 million expansion to JBS Swift casings line.
  - o Construction begins on the Emerson Data Center.
  - o The state announced a \$100 million state-of-the-art construction and renovation project for the Iowa Veterans Home.
  - o \$2 million Alliant Energy training center.
  - o Completion of \$25 million in building renovations to Marshalltown schools.
  - o Completion of the \$35 million bond referendum for Iowa Valley Community College District, including the grand opening of the Student Activity Center and beginning stages of renovation of the Orpheum Theater.
  - o Completion of the first LEED library in the state, an \$8.6 million investment.
  - o Continued construction on the \$20 million Emerson Test and Evaluation lab in downtown Marshalltown.
- **More than \$68,000 in Area Dollars were sold between January 1 and November 30, 2008.** That's money that is kept in our local economy!



- **Chamber staff fielded more than 10,000 calls, emails and visits** from people wanting more information about Marshalltown and our local business community.
- **Hosted the first Target 5 Marketplace**, bringing together local purchasing agents and vendors and helping to create business-to-business relationships.
- **The Honorable Judge Andrew Napolitano was our keynote speaker at the 110th Chamber Annual Meeting.**



- **Co-sponsored the annual Job Fair at MCC.**
- **Hosted the first speed networking event** in May, bringing together people from a wide variety of backgrounds to help create business-to-business relationships.

*Continued on page 2.*

# MEMBER SPOTLIGHT

- **Gathered nearly 150 golfers** at Elmwood Country Club for the annual Chamber Ambassadors golf outing in August.
- **Lobbied elected officials** at the annual Des Moines Summit and Legislative Day and the Washington DC Summit, as well as Friday Forum events.
- **Recognized the scholastic achievements of local high school seniors** at the Scholastic Banquet.
- **Graduated more than twenty people through the Iowa Valley Leadership Class**, as a co-sponsor with Iowa Valley Continuing Education.
- **Hosted the annual Chamber Home Show** at Marshall Town Center.
- **The Chamber hosted more than 35 ground breakings, ribbon cuttings and courtesy calls including:**
  - o Ground breaking for the Alliant Energy Training Center.



- o Ground breaking for Village Cooperative.
- o Ribbon cutting for the Business & Technology Center at IVCE.
- o Ribbon cutting for the Student Activity Center.
- o Courtesy call at Apgar Photography for their nearly 100 years of Chamber membership.

- o Ribbon cutting for Walmart's grand re-opening.
- o Ribbon cuttings for new businesses: Superior Welding, iWireless, The Foot Doctor, Woodbury Financial Services, Park Place Computers, American



- Family Insurance (Angela Laughlin), Iowa Hearing Aid Center, Crossbridge Homes, Bon-Worth, and Smokin' G's BBQ Catering Service.
- o Courtesy call at a number of local businesses for their more than 40 years of Chamber membership.

**Thanks for a great year! We're looking forward to a great 2009!**

**Happy Holidays from the Chamber, MEDIC and MCVB staff.**

## New Members

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.

### American Diabetes Association

Lori Hannam, Executive Director  
2600 72nd Street, Suit O  
Des Moines, IA 50322  
515-251-5831

*Founded in 1940, the American Diabetes Association is leading the fight against the deadly consequences of diabetes and fighting for those affected by diabetes. For more information, contact their toll-free line at 1-800-DIABETES (1-800-342-2383).*

**Have you visited the Chamber website lately?  
Go online to [www.marshalltown.org](http://www.marshalltown.org) for the  
online directory, Chamber news and upcoming events.**

## YOUR FINANCIAL FUTURE IS OUR NUMBER 1 PRIORITY!

We have a wide variety of products and services available to construct a portfolio consistent with your financial goals and objectives.

Call Your AIG Financial Advisor Representative today and let us help you plan your financial future.



**Kileen D. Rezac, CFP**  
Branch Office Manager  
25 S. Center  
Marshalltown, IA 50158  
641-752-2041/800-369-1588

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# LEADERSHIP

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## Board of Directors

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**Liz Zuercher**  
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**Doug Joslin**  
V.C. Membership  
**John Hughes**  
V.C. Quality of Life  
**Bill Grabe**  
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**Ellen Bergman**  
**Scott Carnahan**  
**Jacque Goodman**  
**Jim Gruening**  
**Fauna Nord**  
**Jeff Vance**

**Ex-Officio**  
**Gene Beach**  
City of Marshalltown  
**Deanna Davis**  
MCVB



## Board of Directors

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**Bob Wenner**  
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**Lynn Olberding**  
Director of Membership & Marketing  
**Sauna Banks**  
Administrative Assistant  
**Tami Kerwood**  
Administrative Assistant  
**Joel Akason**  
MEDIC President  
**Amy Mills**  
MEDIC Executive Assistant  
**Shannon Espenscheid**  
MCVB Director

709 South Center Street  
P.O. Box 1000  
Marshalltown, IA 50158  
Phone: 641-753-6645  
Fax: 641-752-8373  
Email:  
info@marshalltown.org

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



## Board of Directors

**Dan Hassman**  
Chair Elect  
**Jim Lowrance**  
Treasurer  
**Rob Cooper**  
Secretary  
**Brian Heitoff**  
Past Chair

**Parke Adamson**  
**Gene Beach**  
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**Mike Miller**  
**Loras Neuroth**  
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**Kevin Swartz**  
**Don Turbiville**  
**Kenn Vinson**  
**Glenn Ytzen**

**Ex-Officio**  
**Marvin Wade**  
**Dick Hierstein**  
**Larry McKibben**  
**Mark Smith**  
**Karen Squires**  
**Tim Wynes**

## Thank You Reinvesting Members



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

AAA Sanitation	1
Abarrotes Villachuato	1
Boliver-Bidwell Law Firm	26
Central Iowa Fair	4
Culver's	6
Hammer Medical Supply	1
Marshalltown OBGYN	39
Maxim Advertising	1
Salvation Army	11
St. Mary's Catholic Church	3

For a complete list of Chamber members, visit [www.marshalltown.org](http://www.marshalltown.org).



View past issues of the Chamber Digest on-line at [www.marshalltown.org](http://www.marshalltown.org).

## CPA

**Roger F. Hackman,**  
CPA, P.C.

Tax, Accounting and Consulting Services  
107 Palmer St.  
Marshalltown, IA 50158

**(641) 752-3024**  
Fax (641) 753-3942  
Cell (641) 485-4351  
E-Mail: [rghack@marshallnet.com](mailto:rghack@marshallnet.com)

## Business After Hours

**January 27, 2009**  
5:00 - 7:00 p.m.  
Elmwood County Club  
1734 Country Club Lane

**February 18, 2009**  
5:00 - 7:00 p.m.  
Home Federal Savings Bank  
303 West Main Street

**March 19, 2009**  
5:00 - 7:00 p.m.  
Clapsaddle-Garber Associates  
16 East Main Street

**April 2009**  
Available for sponsorship

2009 dates still available - contact Lynn Olberding at the Chamber office to schedule a Business After Hours event at your business. There are also opportunities to host a Business to Business Showcase.

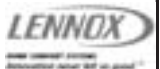
These events are great ways to promote your business!

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# FACES & PLACES

**Faces & Places** is a new feature in the Chamber Digest. Each month this column will feature information about Marshalltown Area Chamber of Commerce members and volunteers. **Faces & Places** is a great way to utilize your Chamber membership.

Submissions may include grand openings, management changes, employee promotions, moves, expansions, major developments and award recognition. Submissions may include a photograph, if provided in a JPEG format.

Due to space limitations, each item for **Faces & Places** should be no more than three sentences in length. The editor reserves the right to determine what is newsworthy and included in the column. Items that will not be accepted include: email changes, seminars or special event promotions that would be better addressed through advertising venues.

To submit your news, email [lolberding@marshalltown.org](mailto:lolberding@marshalltown.org) and put **Faces & Places** in the subject line, or mail information to **Faces & Places**, P.O. Box 1000, Marshalltown, IA 50158. Submissions must be received by the 10th of the month for inclusion in the following month's Chamber Digest.

## U.S. Cellular to donate \$1 million to support schools

U.S. Cellular is Calling All Communities to believe in something better for our children's education by letting communities decide which 10 schools around the country will share \$1 million. Between now and Jan. 15, 2009, U.S. Cellular customers who come in to any U.S. Cellular store, including participating agent locations, to activate, renew or add additional lines can vote for the school of their choice to receive \$100,000.

The program comes at a time when school districts across the country are feeling the pinch in a slowing economy. According to an October study from the American Association of School Administrators, two-thirds of superintendents described their districts as "inadequately funded."

"We recognize that funding for education is falling short across the country, and this is an important issue for our customers. We hope this opportunity will empower our communities to rally around our schools and our children," said Lamart Clay, director of sales for U.S. Cellular in Iowa. All schools in the U.S., public and private, serving kindergarten through high school are eligible. Schools receiving the donation will be announced in February 2009. Each school can choose how it will use the money. Nationwide, U.S. Cellular has donated more than \$4 million to not-for-profit organizations serving youth, families and seniors. Associates have volunteered more than 8,000 hours so far in 2008.

"We have the most loyal customers in the industry because we listen to them and care about what they care about," Clay said. "We are in the business of connecting people and the schools that can successfully connect their parents, teachers and communities will ultimately generate the most support."

Visit the local store at 2500 South Center Street or online at [www.uscellular.com/callingallcommunities](http://www.uscellular.com/callingallcommunities) for official rules.

## www.marshalltown.org Statistics

	Nov 08	YTD Total	Avg/Month
Unique Visitors	2,951	39,588	3,599
Number of Visits	4,558	61,900	5,627
Page Views	21,901	323,926	29,448
Hits	94,092	1,361,978	123,816

Don't forget to check the chamber website for business directory information, event photos, program information and calendar of events.

Want to upgrade your online business directory listing?  
Contact Lynn Olberding at the Chamber office for more information.

## Call for 2009 anniversaries and celebrations

The Chamber office is collecting 2009 business anniversaries and celebrations in order to promote your business in the Chamber Digest in recognition of your special event. Please contact the Chamber office.

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# BUSINESS NEWS

## Government Affairs Luncheon

Marshalltown Area Chamber of Commerce member business leaders will have a great opportunity to get first-hand information about state and federal legislative issues at the annual Marshalltown Business Leaders Government Affairs luncheon. The luncheon is scheduled for Wednesday, January 14 and is sponsored by the Chamber's Government Affairs committee chaired by Reed Riskedahl.

Speakers featured at the luncheon will be Mr. Doug Loon, Regional Vice President for the U.S. Chamber of Commerce and Mr. David Roederer, Executive Director of the Iowa Chamber Alliance.

"The timing of our annual government affairs luncheon is excellent," Committee Chairman Riskedahl stated. "As a new administration takes over in Washington, and the make-up of our State Legislature is different, our luncheon speakers can bring important updated information about the issues that are important to business," he said.

The government affairs luncheon will begin at 11:30 a.m. on January 14. It will be held in the auditorium at the Fisher Community Center and there is a \$10 registration fee that includes lunch. You can register online at [www.marshalltown.org/chamber/events.php](http://www.marshalltown.org/chamber/events.php) or by calling the Chamber office at 641-753-6645.



**Save the Date!**  
**Business Leaders Luncheon with**  
**Doug Loon, U.S. Chamber of Commerce**  
**Wednesday, January 14, 2009**  
**Noon at the Fisher Community Center**

## Year-long Business After Hours drawing winners announced

Throughout 2008, Chamber staff collected business cards from Business After Hours attendees. The more you attended, the more chances you had to win!

After the December Holiday Mixer and Business After Hours at US Bank, all collected cards were thrown into a box for a drawing for Marshalltown Area Dollars.

Kim Gratopp of Smokin' G's BBQ Catering Service won the grand prize of \$100. Leon Lamer formerly of the Marshalltown Water Works won the second prize of \$50. These two Chamber members won simply for attending!

Watch for promotions like this in 2009. Business After Hours events are scheduled for January, February and March. If your business would benefit from hosting an after hours event, please contact Lynn Olberding at the Chamber office for available sponsorship opportunities.

Congratulations Kim and Leon!

# Koehler Insurance



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# CONVENTION & VISITORS BUREAU

## Winter fun in Marshalltown

Marshalltown has many fun and exciting options for all of those winter days yet to come. You do not need to look any further than your community to keep both kids and adults busy.

Have you ever ice skated or cross country skied? The Marshalltown Parks and Recreation Office rent cross country skis for only \$5.00 per day. With a few inches of snow you can ski all over town. Stop at Lillie Mae Chocolates for some hot chocolate and be on your way again. You can also rent ice skates for a \$25.00 deposit and keep them all week. Ice skating is available on the lagoon at Riverview Park. Have some more family fun by grabbing your kids, a sled and heading out to the Veteran's home for some great sledding.

Ever seen Grimes Farm in the winter? Your Marshall County Conservation office located at the heart of Grimes Farm at 2349 233rd Street is open daily. Explore the displays inside the beautiful conservation building or put on your boots and go for a hike. The Marshall County Conservation holds various programs and activities throughout the entire year. For a list of activities simply call the conservation office at 641-752-5490.

Is the cold outdoors not for you? Try your hand at painting your own pottery. You have your choice of two places in town. Create-A-Keepsake located at 9 West Main Street or Messy Missy's Studio located at 1716 S Center Street each offer a wide variety of ceramics to choose from. Take your time, paint them and leave them there. In about a week your masterpiece is ready.

If you are in the mood for a little summer fun, try the Community Y and their recreation pool. Kids and adults will enjoy the waterslide, geysers, boat, swim area and water basketball. For a daily fee, anyone can use the entire facility including the recreation pool. The pool is open at various times during the week and on Friday, Saturday and Sunday afternoons. For specific hours and pricing information, please call the Community Y at 641-752-8658.

Still looking for something else? Sundays are drop-in day at the Marshalltown High School. Starting January 4th and continuing through February 22nd, the gym, track and pool will be open for use from 1:00-4:00pm. There is no charge to use the facility, but participants must change into clean gym shoes before using the gym and proper swim attire must be worn.

Do you have little ones with too much energy? Tot-Town is an indoor playground for children ages 2-5 held at the Coliseum on Tuesdays, Thursdays and Fridays November 4th through April 3rd from 9:30-11:30 a.m. After spending the morning running, jumping and playing any kid would be ready for a nap and you can enjoy some hot chocolate and a good book. So the next time the kids are saying that they are bored, you have family or friends coming to visit, look no further than your own community to keep everyone busy.

For more information on these activities or other Marshalltown area attractions, please contact the Marshalltown Convention and Visitors Bureau at 641-753-6645 or online at [www.visitmarshalltown.com](http://www.visitmarshalltown.com).

Make Marshalltown your destination this winter!

For the time and a description of the events below, log on to the MCVB website's Calendar of Events at [www.VisitMarshalltown.com](http://www.VisitMarshalltown.com)

### January 2009

Date	Event	Location
Bingo	Tuesdays	Senior Citizens Center
StoryTime	Tues. & Fri.	PublicLibrary
Downtown Tot-Town	Tues, Thurs. & Fri	Veterans Coliseum
Drop-in Center	Sundays	MHS
MCVB Offices	Closed	Jan. 1-2
Winter Wonderland	Jan. 1-3	Outback Campground
Nature's Story Hour	Jan. 7	GrimesFarm & Conservation
Lunch N Learn	Jan. 8	Fisher Community Center
Winterfest	Jan. 10	Green Castle Recreation
Lunch N Learn	Jan. 15	Fisher Community Center
Nature's Story Hour	Jan. 21	GrimesFarm & Conservation

Post your 2009 events on the MCVB self-posting calendar at [www.visitmarshalltown.com](http://www.visitmarshalltown.com)

### January 2009

Date	Group	Location
Jan. 9-10	U.S. Trotting Association	BWRI
Jan. 9-10	Practical Farmers of Iowa	IVCE
Jan. 16-17	IA Christmas Tree Growers Association	BWRI
Jan. 17	EMS in-the-Field	IVCE
Jan. 24	International Harvester Collectors	BWRI
Jan 30-Feb 1	IA Jaycee Convention	BWRI

Thank you for making Marshalltown your destination!

For information on meetings, conventions and events, or to submit your event on the community calendar online, visit [www.VisitMarshalltown.com](http://www.VisitMarshalltown.com).





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# CONVENTION & VISITORS BUREAU

## Marshalltown Community Calendar

The Marshalltown Convention & Visitors Bureau's website at [www.visitmarshalltown.com](http://www.visitmarshalltown.com) is host to the most used and recognized community calendar in the area. The calendar gives detailed information on art classes, sporting events and clinics, special library information, Community Y special events and classes and anything and everything else happening in and around Marshalltown. Do you have an event that you would like to put on the calendar? Simply click on the addition sign in the calendar box and a form will pop up to add an event. If you are looking for a specific event or just want something to do, look no further than the community calendar at [www.visitmarshalltown.com](http://www.visitmarshalltown.com).

## MCVB Electronic Sign

The MCVB electronic sign's purpose is to welcome out-of-town visitors to our community and to announce upcoming events in the community that visitors can also attend while in town. Ever wondered what the criteria was to have a message posted on the sign?

### The answer is YES if your event is a(n):

Announcement of event date/time/location for a non-profit organization  
Welcome for statewide meeting/convention/group tour/sporting event  
School sporting events but they will be listed as space permits and upon discretion of the MCVB  
School events (chili suppers/carnivals) will be listed as space permits and upon discretion of the MCVB  
Rummage sales/thrift sales/auctions will be listed as space permits and upon discretion of the MCVB

### The answer is NO if your event is a(n):

Registration (including sports, early registrations, and others)  
Fundraiser  
Campaign kickoff  
Political message  
Open house  
Announcement for a meeting/event not for general visitor attendance (for example: MCVB will hold its meeting on X)  
Camp (Example: summer camp taking place on July 10)  
A group sponsoring a day at a special location (Example: MCVB day at the Aquatic Center)  
A cancellation message for an event

Anyone planning an event is encouraged to call the MCVB, stop by our office, or visit [www.VisitMarshalltown.com](http://www.VisitMarshalltown.com) to receive a form to fill out. All forms need to be received two weeks before the event takes place.

Don't forget to post the event on the MCVB website's self-posting calendar. For more information call 641-753-6645.

## "CASTAWAY" HERE & DANCE TO "LOOSE NEUTRAL" This New Year's Eve

We Invite You To Join Our <sup>24</sup> Hour Tour!  
**CASTAWAY PACKAGE**  
**\$149 Per Couple**

- Standard guest room for two
- "Surf & Turf" dinner for two
- Two dance tickets/reserved seats
- Two drink tickets at the party
- Breakfast Buffet New Year's Day

### DRESS UP AS YOUR FAVORITE "CASTAWAY" AND QUALIFY TO WIN PRIZES.

We hope to see many dressed as Gilligan, Mary Ann, Ginger, Mr. & Mrs. Howel, the professor, and of course the "Skipper, too"!

PLAY "WHO WANTS TO BE A GILLIGANAIRE" and qualify to win prizes. Study up on the castaways and get ready to answer some questions. It will be fun!

### BOOK YOUR PACKAGE BY DEC. 22, 2008 AND YOUR NAME GOES INTO A DRAWING FOR:

New Year's Eve Castaway Package (drawing on Dec. 29)  
Overnight stay in the Regency Suite (drawing NYE);  
\$50 gift card for dinner in the Junction Bar & Grill (drawing on NYE)

### "SURF & TURF" DINNER ONLY \$26 Per Person

Served @ 7:30 p.m. BY RESERVATION ONLY

6 oz. Bacon Wrapped Filet and 4-Skewered Shrimp served with Caesar Salad, New Baby Red Potatoes, Vegetable Blend, Homemade Dinner Rolls, and Chocolate Layer Cake with Strawberry Garnish, Coffee or Tea

DANCE TICKETS ONLY \$10 Per Person 9 p.m.-1 a.m. Tickets sold in advance or at the door.

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# AMBASSADORS VISITS



The Chamber Ambassadors celebrated the grand opening of Ramon Reyes' Edward Jones office at 20 South 1st Avenue on Friday, November 21. Reyes was formerly located on the south side of Marshalltown, but opened his new office on the evening of the Holiday Stroll.



Mike Schlesinger, Publisher of the Marshalltown Times-Republican (135 West Main Street), greeted the Chamber Ambassadors who stopped by for a courtesy call on November 25 to celebrate the paper's more than 45 years as a Chamber member.

See pictures of past Ambassadors ribbon cuttings and courtesy calls on the Chamber website at [www.marshalltown.org](http://www.marshalltown.org).



The Chamber Ambassadors congratulated Connie Jensen, owner of Renner's Flowers, on the flower shop's more than 40 years as a Chamber member. Renner's Flowers is located at 201 West Main Street in downtown Marshalltown.

Request a Ribbon Cutting or Courtesy Call at your location. The Ambassadors are the goodwill arm of the Chamber. Their scheduled time for courtesy calls and ribbon cuttings are at 4:30 p.m. and 4:45 p.m. on the second and fourth Tuesday of the month.



Please contact the Chamber office if you would like to schedule a visit at your business.

Contact 641-753-6645 or [lolberding@marshalltown.org](mailto:lolberding@marshalltown.org).



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[24778-v3-335] IM-46-1205

## Grand Opening Celebration for new library

The Marshalltown Public Library Board of Trustees and the Friends of the Library are pleased to host a ribbon cutting for the new Marshalltown Public Library on Monday, December 22 at 10:00 a.m. Members of the board, Friends of the Library, Chamber Ambassadors, Chamber staff, business leaders and Santa will be present to cut the ribbon and open the front door.

Carole Winkleblack, Director, is excited about the new facility and the services it will be able to provide to the public. "We have added computers and many new volumes to the collection. There is a spacious community meeting room and a wonderful area for our youth. We have plenty of space and plenty of parking."

The library's grand opening celebration will be held on Sunday, January 18th from 2:00 to 5:00 p.m. at the new library location at 105 West Boone Street. All members of the public are invited to attend. Allan Thoreson, President of the Library Board of Trustees, will preside as master of ceremonies with special remarks to be given at 2:30 p.m. Tours of the new facility, music and refreshments will be featured throughout the afternoon.

"This is a great time to plan a visit to our new facility. We hope many members of the community will be able to attend the grand opening celebration on January 18th."

For more information on the library, visit [www.marshalltownlibrary.org](http://www.marshalltownlibrary.org) or contact the library staff at 641-754-5738.



Photo taken by Tom Apgar of Apgar Photography.

## Crowd gathers for annual Holiday Mixer at US Bank



Chamber members gathered at the US Bank downtown location (123 West Main Street) on December 10 to enjoy the sounds and tastes of the season at the annual Holiday Mixer and Business After Hours.

The crowd was treated to holiday carols from members of the Marshalltown Men's Chorus and enjoyed a variety of food and beverages, courtesy of US Bank.

Attendees also had a chance to win Marshalltown Area Dollars just for attending the After Hours event.

Thank you to Scott Neff and his staff at US Bank for a great event and for everyone who attended after hours events this year.



**"When Success  
and Experience Count...  
Put the Best to  
Work For You!"**



**752-5500**  
**2110 South Center**

**Karri Henning, Broker/Owner**

**Valerie Vajgrt ★ Julie Blazek**

**Kristin Polley ★ Martha Garcia**

**Janet Miller ★ G. Ward Miller ★ Ginny Nielson**

**Jane Chizek ★ Rick Beasley ★ Sherry Beasley**

**Melody Bennett ★ Phil Henning**

**Moises Garcia ★ David Gooding**

**Beth Barrett ★ Joan Johnson**

# ECONOMIC DEVELOPMENT

## Online tool helps MEDIC obtain accurate data

Marshall Economic Development Impact Committee (MEDIC) uses an online research tool, DemographicsNow, to gather accurate, timely and comprehensive demographic information.

This online service provides MEDIC with complete access to a wealth of data including current year estimates and five-year projections, and 2000 and 1990 U.S. Census information. It contains data on population, income, housing, race, age, education, and employment.

By using this online service, MEDIC is able to create unlimited custom reports using thousands of variables and has access to demographic maps, charts and reports for all U.S. geographies. The geographies include custom radii, custom drive times, states, counties, census tracts, block groups, cities and zip codes.

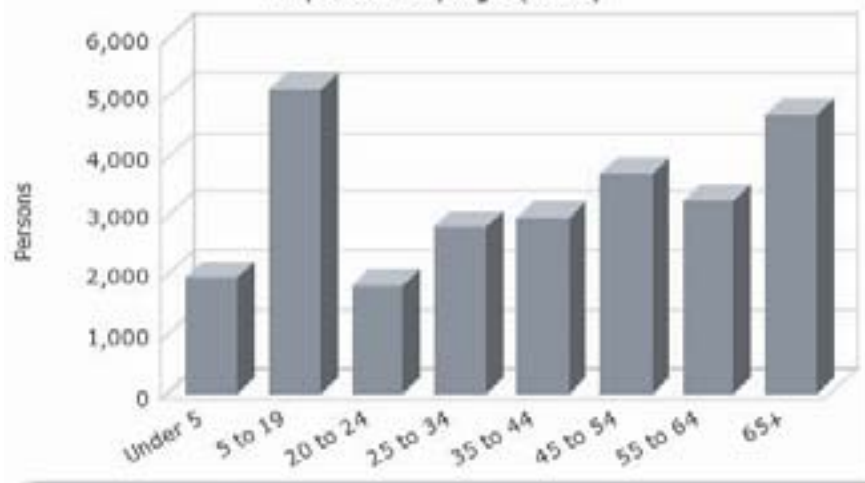
There are over 40 pre-formatted summary, comparison and rank reports available. Using the geographies listed above and the pre-formatted reports, MEDIC is able to get custom information tailored specifically for the location and demographics needed.

MEDIC also uses this program to generate specific reports for businesses and individuals needing this research information. The sample report below shows a demographic snapshot of Marshelltown.

Having access to this timely and comprehensive information helps MEDIC better understand the community, region and state and be able to make accurate decisions with greater confidence.

	2008 Estimate	2013 Projection
Total Population	26,393	26,171
Male Population	13,026	12,889
Female Population	13,367	13,282
Median Age	40.2	40..0
Median Household Income	\$43,848	\$48,503
Total Households	10,597	10,680
Owner Occupied Housing	65.1%	64.6%
Renter Occupied Housing	27.5%	27.3%

Population by Age (2008)



## Economic Statistics

Employment – Marshall County	Oct 2008	YTD
Labor Force	20,740	20,570
Unemployed	1,010	960
Percent Unemployed	4.8	4.7
Total employment	19,740	19,610

Marshelltown Construction	Oct 2008	YTD
Building permits	12	145
Residential Dwelling Units	0	66
New residential construction value	\$0	\$9,036,000
Residential addition/remodel value	\$54,600	\$911,400
New commercial/industrial permits	1	12
New commercial/industrial value	\$5,000,000	\$8,584,000
Remodeling commercial/industrial value	\$3,474,000	\$25,696,000

Housing	Oct 2008	YTD
Single Family Home Sales	29	332
Average Sale Price	\$90,400	\$90,400
Median Sale Price	\$95,000	\$95,000

Marshall County Construction	Oct 2008
Building permits	6
Residential Dwelling Units	1
New residential construction value	\$219,500
Residential addition/remodel value	\$140,000
New commercial/industrial permits	0
New commercial/industrial value	\$0
Remodeling commercial/industrial value	\$0



For additional economic development information, please visit [www.marshelltownworks.com](http://www.marshelltownworks.com).

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# BUSINESS NEWS

## Dates set for 2009 Summits

The date for the 2009 Des Moines Summit and Legislative Day has been set for Wednesday, April 1. Each year the Chamber hosts a group of local business leaders and citizens in a trip to the State Capitol. During the day, participants, which includes members of the Iowa Valley Leadership class, hear from our elected officials about legislative issues of importance to the Marshalltown Community.

Plans for the 2009 Washington D.C. Summit are also underway. The Marshalltown Area Chamber of Commerce and Marshall Economic Development Impact Committee's 18th Annual lobbying trip will be April 27 - 28, 2009. The next planning meeting is scheduled for January 21 at 9:00 a.m. at the Fisher Community Center.

These trips are held in conjunction with the Chamber's Government Affairs committee. Watch for more information coming soon.

## Alliant Energy Biofuels Meeting

The Ag Committee of the Chamber is joining with Marshall County ISU Extension to sponsor an educational meeting with area ag producers about the opportunities and challenges of using biomass as a fuel source for the new Sutherland #4 power plant. The meeting will be held on Tuesday, January 13 starting at 4 p.m. and it will be held at Iowa Valley Community College Continuing Education.

A panel that includes Mr. Bill Johnson, manager of biofuels development for Alliant Energy, Bill Belden, manager of Prairie Lands Bio-Products and Jill Euken, Deputy Director, Industry and Outreach, ISU Bioeconomy Institute will present up-to-date information and will lead a discussion about using biomass as a fuel source in the new power plant. For further information contact the Chamber of Commerce or the local ISU Extension office.

## Business-to-Business Showcase

Fauna Nord and Sheri Upah of Coldwell Banker Premier Real Estate show off the painting they gave away at the November Business-to-Business Showcase at the Fisher Community Center.

"We think it's important to keep our names and business in front of people throughout the year," said Nord. "We really enjoy events like the Business-to-Business Showcase, where we meet lots of people and are able to talk to people about their real estate needs. We would encourage any business to participate in these Chamber events - it's great exposure!"



## Iowa Valley Leadership

Iowa Valley Leadership Class of 2009 is off to a great start! The year started with the September retreat at Iowa Valley Adventures Challenge Course. The Challenge Course is a perfect way to quickly build a cohesive team because the trust and team building initiatives encourage each person to problem solve, improve communication skills and define their goals and goals for the group.

In October, the class heard from Dorothy Apgar, Marshalltown's historian. Apgar shared her knowledge of the history of Marshalltown and previous community stewards. She makes the past come alive and every class shares that her presentation is a "must". After a tour of the Courthouse, the class met with elected officials in County, city and school board positions.

November's class session focused on education. Dr. Marvin Wade addressed the class about the positives and the challenges of the Marshalltown Community School District. The day was capped off with a panel of local students, sharing their views on the school district and activities.

In December, Iowa Valley Leadership class members heard about workforce and immigration issues. Part of the day's class was held in conjunction with the Leadership Iowa class.

IVL is co-sponsored by the Marshalltown Area Chamber of Commerce and Iowa Valley Continuing Education.

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# YOUNG PROFESSIONALS

## MYP hosts monthly Lunch & Learn at the Community Y

Members of the Marshalltown Young Professionals met at the Community Y on Wednesday, December 17 to learn more about the Y and programs available to community members.

At the Y, you are a member of a community that exhibits values that include Caring, Honesty, Respect, Responsibility, Racial Justice, Empowerment, and Leadership. Employees learn the Community Y Core Values early on and proudly provide services in this way to demonstrate and teach these values. MYP members learned what these values mean to the Y and Y staff and toured the facility.

For more information about the Community Y, contact 641-752-8658. To learn more about the Marshalltown Young Professionals, contact the Chamber office or visit [www.marshalltownyp.com](http://www.marshalltownyp.com).

## Drowning? Here's Your Financial Life Jacket!



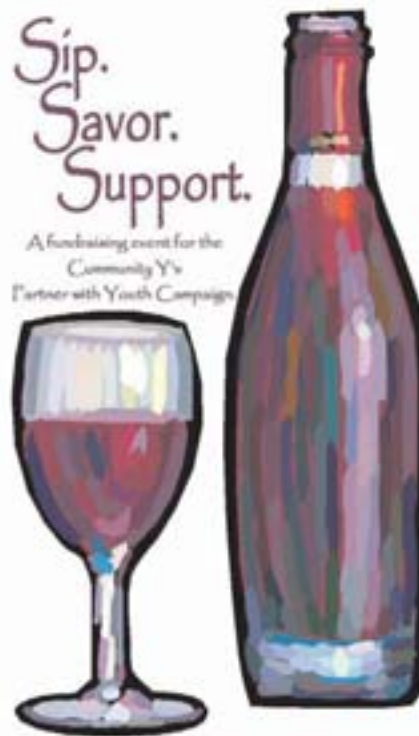
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### Financial Lunch & Learn Series:

Thursday, January 8 and Thursday, January 15 at Noon.

Free of charge and open to the public. Held at the Fisher Community Center Auditorium.



Save the Date:  
3rd Annual *Sip.Savor.Support.*  
Wine Tasting & Silent Auction  
Wednesday, February 11, 2009  
6:00 - 8:00 p.m.

Tickets will be available  
beginning in January at the  
Chamber office or from any  
MYP member. Tickets are \$15  
in advance, \$20 at the door.

For more info: 641-753-6645

## Upcoming MYP Events

**January 7** Social Lunch at Mechdyne Conference Room

**January 8** Financial Lunch & Learn at the Fisher Comm. Center

**January 15** Financial Lunch & Learn at the Fisher Comm. Center

**January 21** Lunch & Learn at the Library

**January 22** Speed Networking

**February 4** Tiger Family Night at Marshalltown Comm. College

**February 7** Iowa Chops Game

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# BUSINESS NEWS

## Chamber to host workshop: Generations in the Workplace

We are in a unique time in the world of business - four generations of employees are working together. All bring to the table different skills, knowledge, priorities and challenges. To help address concerns of having different generations in the workplace, the Chamber will be hosting a workshop on Tuesday, January 27 from 1:00 to 5:00 p.m.

This workshop, titled "The Age of Work: Generational Competencies in the Workplace" is meant to address concerns in regards to understanding and creating a more cohesive working relationship between differing generational groups in the workplace. While older workers are excited to see fresh faces in the workplace and welcome the opportunity to help nurture potential successors, and new workers welcome the opportunity to utilize their skills and develop professionally, difficulties arise in areas of communication, priorities, and perspectives.

Upon completion of this training, participants will be able to better understand the personality, behaviors, preferences, and work ethics of multiple generations; walk away with a toolbox of specific tips and strategies to connect with the next generation; and foster an effective and productive working relationship between workers.

Participants will receive a packet that will include the 2009 Ranstad World of Work report on the generation gap.

For more information, contact Lynn Olberding at the Chamber office.

### Workshop Outline:

#### 90 minutes / Four Generations, One Workplace:

*A look at the characteristics, strengths, weaknesses, and perspectives of the four generations in the workplace.*

#### 60-minutes / Working with the "Next Generation":

*An interactive and engaging activity over the challenges and opportunities of different generations working together.*

#### 45 minutes / Outstanding Practices and Innovative Solutions for Business:

*A case study look at what business in Iowa and nationwide are doing to attract and retain young professionals in their companies.*

### The Age of Work: Generational Competencies in the Workplace

**Tuesday, January 27  
1:00 - 5:00 p.m.  
Elmwood Country Club**

**Business After Hours  
5:00 - 7:00 p.m.**

**Cost: \$25 per person  
Group rates available.  
Contact the Chamber office  
for group rate.**

**This event is supported by the  
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