

Chamber Digest

November 2009

Volume 27 Issue 6



Upcoming Events

October 29: Candidate Forum (for Mayoral and City Council candidates, 5:30 p.m.)

November 9: Washington DC Summit Planning Meeting (9:00 a.m.)

November 12: Social Media 101 (Noon)

November 12: Business to Business Showcase (5:00 - 7:00 p.m.)

November 18: Speed Networking

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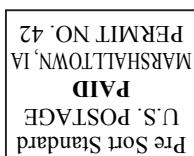
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American Free Enterprise. Dream Big.

The U. S. Chamber of Commerce has launched a huge new campaign to reenergize America's free enterprise system called "American Free Enterprise. Dream Big".

U. S. Chamber of Commerce President and CEO Tom Donahue sent the following message to all members of the U. S. Chamber. "The American Free Enterprise. Dream Big campaign is one of the most important and necessary initiatives in the Chamber's nearly 100-year history.

As a nation, we face major policy challenges—but none greater or more important than reviving the economy, restoring the 7 million jobs lost to the current recession, and creating the 13 million more jobs that will be needed over the next decade.

A recent survey by the U.S. Chamber found that while people support free enterprise, they do not clearly see how it benefits them as individuals. Respondents also expressed concern about the future of the free enterprise system and believe that the private sector will and should take the lead in the nation's number one challenge - job creation.

At the U.S. Chamber, we believe that the values of individual initiative, hard work, freedom of choice, and the free exchange of trade, capital, and ideas can lead America back to prosperity. Only free enterprise will create the innovation, the opportunities, and the jobs our nation needs. That is why we are launching this campaign."

In the coming days and weeks, we will be providing you with opportunities to get involved with the campaign so stay tuned!

Frequently Asked Questions about American Free Enterprise. Dream Big. project:

Why is the U.S. Chamber of Commerce launching this campaign and why now?

- As a nation, we face major policy challenges in areas such as health care, energy, and the environment. But no challenge is greater—or more important—than reviving the economy, restoring the 7 million jobs lost to the current recession, and creating the 13 million new jobs that will be needed over the next decade.

- While government efforts to stimulate the economy are considered useful in the short term, it's the free enterprise system that will grow our economy and create jobs over the long term.

- American Free Enterprise. Dream Big. reminds all of us that individual initiative, hard work, freedom of choice, and the free exchange of trade, capital, and ideas built this great country and can lead us back to prosperity.

What is the 20 Million Job Challenge?

- The greatest challenge we now face as a nation is reviving our economy, restoring the 7 million jobs lost to the current recession, and creating the 13 million new jobs our growing

Continued on page 5



AMERICAN FREE ENTERPRISE. DREAM BIG.

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MEMBER SPOTLIGHT

Park Place Computers



Jeremy Park was helping friends and family with computers problems and questions for several years before he enrolled in an entrepreneurial class offered by the Marshalltown Central Business District in the winter of 2007-2008. This gave Jeremy the background and confidence to begin a repair business to serve computer users in Marshalltown and the surrounding area.

Acquiring working knowledge about computer hardware and software from extensive research on the Internet and applying the knowledge, Jeremy repaired and built computers for several years. Jeremy took computer classes at Marshalltown Community College in 2005. He continues study of computers and computer networking as he operates Park Place Computers. He plans to offer computer networking support for small and medium-sized businesses in the Marshalltown area.

Jeremy grew up in Marshalltown and graduated from Marshalltown High School in 1989. He earned three letters playing varsity basketball for the Bobcats where he was a two-year starter. He was one of the key performers on Coach George Funk's last Bobcat team in 1989 that earned a third-place finish in the boys' state basketball tournament. Later Jeremy played basketball for Marshalltown Community College in 1991-92. After earning his associates degree from MCC, Jeremy accepted a full-ride basketball scholarship at Murray State (KY) where he graduated with a degree in marketing and international studies 1994.

Following graduation from Murray State, Jeremy played professional basketball in Dornbirn, Austria. Later Jeremy pursued a sales career in Tampa, Florida for several years before returning to Marshalltown.

Jeremy is assisted with his Park Place Computers by his parents Larry and Nancy Park. Larry works in the office and provides software support Park Place customers. He retired in June 2009 after 28 years in the information technology department at Fisher Controls in Marshalltown. Nancy is the bookkeeper for the business. She retired in 2000 after 19 years as the office manager for Marshalltown Medical Clinic.

Park Place Computers has one employee, D J Augspurger, a 2002 graduate of Marshalltown High School.

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.

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Sunday Mornings

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7:30 am on 1190 KDAO AM

Keep up with the latest Chamber, MCVB and MEDIC news.

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Marshalltown, IA 50158
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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.

MEDIC
Chair: Dan Hassman



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Ex-Officio
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Mark Smith
State Senator
Steve Soddors

Thank You Reinvesting Members

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



AAA Septic Service Inc.	2
Abarrotes Villachuato	2
Big 8 Tyre Center	9
Boland Recreation	8
Boliver & Bidwell Law Firm	27
Central Iowa Bookkeeping	1
Create-a-Keepsake	2
Cubic Business Services	10
Culver's of Marshalltown	7
Ed Mead Real Estate	30
Family Time	14
Farmers Savings Bank	9
Fritz Chiropractic	12
Goodwill Employment Services	3
Harvester Golf Club	5
Hawkins Electrical Services	1
Horizons	1
John Ernest Vineyard & Winery	2
LeGrand Oil	18
NW Mutual - Krough & Leth	20
NW Mutual - McCoy & Wickham	20
Park Place Computers	1
Premier Office Equipment, Inc.	8
Quality Service Corp.	6
Southridge Nursing & Rehab	41
Spahn & Rose Lumber	8
Superior Cleaning, Inc.	11

**Thank you for supporting the
Marshalltown Area Chamber of
Commerce!**

Business After Hours

November 12, 2009

5:00 - 7:00 p.m.

Business to Business Showcase

Key sponsor: Hy-Vee

*Promote your business for
just \$50!*

Fisher Community Center
709 South Center Street

December 16, 2009

5:00 - 7:00 p.m.

U.S. Bank
123 West Main Street

January 2010

Available for sponsorship.

**Dates are already filling up for
2010. Contact Lynn
Olberding at the Chamber
office to schedule a Business
After Hours event at your
business.**

**These events are great ways to
promote your business!**

Are you ready to increase your website
traffic? Contact Lynn at
641-753-6645 about online directory
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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 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.

Raymon Company awarded

Raymon -DONCO Air Distribution was awarded the "Healthy Iowa Visionary" award at the Healthy Iowa Awards banquet on October 1.

The Healthy Iowa Awards are presented by the Academy for a Healthy Iowa - a collaboration between the Iowa Department of Public Health, Governor's Council on Physical Fitness and Nutrition and the Wellness Council of Iowa.

Award winners are selected based on providing access to wellness, programming, financial commitment, measurability and sustainability.

Business to Business Showcase

Thursday, November 12

5:00 - 7:00 p.m.

Fisher Community Center Auditorium

Key Sponsor: Hy-Vee

Grad Nation presentation

The Marshalltown branch of the American Association of University Women, in partnership with the Marshalltown Area Chamber of Commerce will host "A Community of (under) Educated People" on Tuesday, November 24, 6:30 – 8:00 p.m. at the Fisher Community Center Auditorium. Participants will hear findings of a local study and have an opportunity to engage in brainstorming toward future change.

Leading up to this event is a year of ground-work and study by Marshalltown Senior High School administration and input from several community agencies. With funds from the Bill Gates foundation, Bonnie Lowry and others attended a national forum called "Grad Nation" and came back geared up to (1) study why MHS students drop out, and (2) determine ways that the school and the community can insure that students remain in school, do well, and graduate.

Part one of the work has been done, revealing four key reasons why students opt out of completing their education. "Life events" tops the list and includes common themes, such as a student's need to support himself/herself financially. These findings have been presented to the Chamber Advisory Board and Marshalltown Community School District Board of Directors, and some preliminary implications have been developed.

Ken Anderson explains that no conclusions have been reached, but employers of young persons and parents have a huge stake in the future discussions.

Jaycees Haunted Forest

The Marshalltown Jaycees Haunted Forest at the Izaak Walton League has successfully scared over 500 people and is looking forward to three more fright-filled nights. Open Friday, October 23 and 30 and Saturday, October 24 from 7:00 - 11:00 p.m. each night. For only \$5 per person you can experience the thrill of the forest and support the Marshalltown Jaycees. Be sure to save your ticket stub and redeem it for \$1 off *Dracula: The Musical?* opening October 23. For more information about the Haunted Forest, contact Michelle Spohnheimer at 641-751-5480 or e-mail haunted@marshalltownjaycees.org.

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U.S. Chamber of Commerce

Continued from page 1.

nation will need over the next decade. Only a vibrant American free enterprise system can accomplish this goal.

- In every state, city, and town across America, individuals are struggling to build and maintain their businesses, not only for themselves and their employees but for the millions of Americans who can't find jobs today and the millions more who will need jobs tomorrow. American free enterprise has lifted this country out of tough times before, and it must be free to do so now and in the future.

- The American Free Enterprise. Dream Big. campaign's 20 Million Job Challenge will highlight the state-specific jobs needed to meet this goal and encourage policymakers, business leaders, and the public to commit to supporting American free enterprise—the system that creates opportunity, encourages innovation, rewards hard work, and promotes growth.

Why Dream Big?

- The entrepreneurial spirit has been at the heart of our economic success, and it must continue to be allowed to thrive.

- The free enterprise system—and America's future prosperity—depend on these dream makers all across the country. We need Americans to keep “dreaming big.”

- As individuals and as a nation, we have big economic challenges ahead of us, and we all need to Dream Big to meet them.

What are the elements of the campaign?

The Campaign will use a full range of integrated elements:

- National Advertising: An innovative national advertising campaign

including television, radio, online, print, news media, and other outlets to inspire Americans to celebrate the role of free enterprise in meeting our nation's next great challenge—creating 20 million new jobs in the next decade.

- Grassroots Advocacy: A sustained, multifaceted grassroots campaign including e-mail, direct mail, phone calls, advertising, social media, and events to mobilize support of free enterprise principles.

- Research and Ideas Leadership: An effort to engage thought leaders, think tanks, and educational institutions to develop and advance solid arguments for free enterprise—with a strong focus on younger Americans.

- Citizen, Community, and Youth Engagement: Local events, sustained online and traditional media coverage, and outreach to governors, mayors, and young audiences will be combined with the power of online social networking to involve and educate the public.

What can I as an individual do to support the free enterprise system?

- Sign the American Free Enterprise Pledge: Proclaim your support for and intention to help strengthen the free enterprise system.

- Enter the Dream Big Video Competition: Stay tuned for information about how to enter the campaign's Dream Big contests.

- Submit a Dream Maker Story: Upload your video, photo, and story about your own free enterprise experience.

- Encourage others you know to join this historic movement by directing others to this website and to local events.

For more information, visit www.freeenterpriseamerica.com.

CONVENTION & VISITORS BUREAU

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

November 2009 Calendar of Events

Event	Date	Location
Bingo	Tuesdays	Senior Citizens Center
Storytime	Tues. & Fri.	Public Library
Downtown Tot-Town	T, Th, & F	Veteran's Coliseum
Haunted Forest	Oct 23-24	Izaak Walton League
Dracula, The Musical?	Oct 23-25	Martha Ellen Tye
Halloween Benefit Concert	Oct 24	MCC Student Activity Center
Gardening with Wildlife	Oct 26	Fisher Community Center
Haunted Forest	Oct 30	Izaak Walton League
Dracula, The Musical?	Oct 30-31	Martha Ellen Tye
Eternity Production	Oct 31-Nov 4	First Baptist Church
Pancake Day	Oct 31	Veteran's Coliseum
Craft Show	Oct 31	Fairgrounds Activity Bldg
Trick or Treat	Oct 31	Within City Limits
Mesa Mundial	Nov 1	Junction Bar & Grille
Nature's Story Hour	Nov 4	GrimesFarm & Conservation
Accents on Entertaining	Nov 6	Dejardin Hall
Accents on Entertaining	Nov 7	Dejardin Hall
Harvest Ball	Nov 7	Knights of Columbus Hall
Vaudeville Production	Nov 7	Martha Ellen Tye Theater
Peace Poster Contest	Nov 8	Fisher Community Center
Lincoln Highway Band	Nov 10	Fisher Community Center
Veteran's Day	Nov 11	
Cheers to Charity	Nov 13	Elmwood Country Club
Mingle at the Mart	Nov 14	Elmwood Country Club
Cooking School	Nov 16	MHS Auditorium
Nature's Story Hour	Nov 18	GrimesFarm & Conservation
Book Discussion Group	Nov 19	Community Y
Jolly Holly	Nov 20-21	Fisher Community Center
Holiday Stroll	Nov 20	Main Street
Holiday Bazaar	Nov 21	Knights of Columbus Hall

Post your 2009 & 2010 events *free* on the MCVB self-posting calendar at www.visitmarshalltown.com

November 2009 Meetings & Conventions

Group	Date	Location
Girls High School State Diving	Nov 6	Community Y
Girls High School State Swimming	Nov 7	Community Y
Iowa Bankers Association	Nov 12	BW Regency Inn
ABATE of Iowa	Nov 13-15	BW Regency Inn
Iowa Paint Horse Club	Nov 22	BW Regency Inn

Adopt-a-vet

The Marshalltown Central Business District will again sponsor the Adopt-A-Veteran event. The event will kick off on Veteran's Day Wednesday, November 11. Participating MCBDB members will have stars in their windows inviting the public to come into their store and adopt-a-veteran. People will be able to purchase gifts, discount coupons or make a cash donation for the Veterans. The MCBDB will deliver all of the gifts to the Veterans at a celebration party prior to Christmas. If you would like further information please call Gayle Hellberg at 641-752-3675.

MCVB offers web coupons

The Marshalltown Convention and Visitors Bureau has added an online "deals" page. They are currently looking for businesses who would like to offer a special coupon to local visitors. These coupons could be used at local restaurants, hotels, attractions, gas station and retail stores. If your business would like to offer a coupon please call the MCVB office at 641-753-6645. For ideas on what other local businesses are offering, please log onto the MCVB website at www.visitmarshalltown.com.

Tots to Trick-or-Treat

Princesses, cowboys, witches and pirates will descend upon Marshall Town Center for tricks, treats and fun during the witching hours of 5:30 p.m. to 7 p.m. on Saturday, October 31.

Participating mall merchants will greet costumed children ages ten and under accompanied by an adult as the youngsters trick or treat in comfort at Marshall Town Center.

"We recognize how important trick or treating is to our youngest shoppers," said Greg Slowiak, Marshall Town Center general manager, "Halloween has become the nation's second largest holiday of the year and we are happy to provide a warm and dry location for families to enjoy this Halloween tradition." While children trick or treat, Marshall Town Center will also provide kids with a spooktacular toy gift near center court, while supplies last.

Shoppers can also register near center court for their chance to win a \$100 Malloween Marshall Town Center gift card. Some rules apply.

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CONVENTION & VISITORS BUREAU

Merry Marshalltown CDs

The Marshalltown Convention & Visitors Bureau is please to offer two Merry Marshalltown CD's for the holiday season. Each volume contains ten classic holiday songs recorded by local artists.

The CD's will be for sale at various Main Street businesses, south side businesses and the Marshalltown Convention and Visitors Bureau office located at the Fisher Community Center. For a sampling of the holiday CD's, please visit the MCVB website at www.visitmarshalltown.com.

For questions please call the MCVB office at 641-753-6645.



Holiday Stroll travel package

Marshalltown's Holiday Stroll is Friday, November 20, and the Marshalltown Convention & Visitors Bureau has put together a great two-day travel package. The package includes special lodging rates at your choice of Marshalltown hotels and motels.

At check-in you will receive a welcome package filled with coupons for dining and shopping both Friday night and Saturday. Friday night enjoy Main Street's Holiday Stroll with the lighted parade and lighting of the courthouse square featuring the Noon Optimists dancing lights. You won't want to miss the entertainment and hospitality in the businesses on Main Street. Kids will enjoy the evening as well with a visit to Santa, horse drawn carriage rides and craft activities. After a wonderful evening relax in the comfort of your hotel.

On Saturday you won't want to miss the Catholic Order of Foresters or MMSC Auxiliary's Holiday Bazaars. For more information and pricing log onto the MCVB website at www.visitmarshalltown.com or call 641-743-6645. The Holiday Stroll Travel Package November 20 and 21....just one more reason to make Marshalltown your destination this holiday season.



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AMBASSADORS VISITS



The staff at Iowa Home Care (104 West Southridge Road) celebrated the grand opening of their new office on October 7 with an open house and ribbon cutting. Iowa Home Care is an in-home healthcare provider.



Keith Bloomquist of Marshalltown Company (104 South 8th Avenue) talked with the Chamber Ambassadors about the variety of products the manufacturer makes during an October 13 courtesy call. Marshalltown Company is celebrating 50 years as a member of the Chamber in 2009.

Wish you were here?

Your business could be featured on the Ambassadors Visits page in the Chamber Digest and online at www.marshalltown.org.

For more information on how to schedule a courtesy call, contact Lynn Olberding at 641-753-6645 or email lolberding@marshalltown.org.



The staff at Con-Struct (1710 East Main Street) were visited by the Chamber Ambassadors on October 13 to celebrate the business's more than 35 years as a member of the Marshalltown Area Chamber of Commerce.

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.

Contact 641-753-6645 or lolberding@marshalltown.org.



View past issues of the Chamber Digest online at www.marshalltown.org.

The Arts mean business for Marshalltown

Marshalltown's total arts-derived economic activity could be over \$10 million, and its non-profit arts activity over \$3 million, according to two recent Iowa studies. Tom Lacina, businessman and lawyer from Grinnell, highlighted these projections in a recent presentation to the Rotary Club of Marshalltown.

According to a 2008 study of 37 Iowa counties conducted by the University of Northern Iowa, the economic impact of the arts (profit and non-profit) averaged \$423 per person per

year. A similar study conducted by the Iowa Cultural Corridor (Cedar Rapids and Iowa City) focused its analysis on non-profit arts, and showed an annual impact of \$123 per person.

The economic value of the arts and its role in community development are sometimes overlooked, but many business decision-makers from other parts of the U.S. know the arts are a quality of life issue. Having a vibrant arts economy in a community can make a difference in whether or not employees will be interested in relocating or opening a new location



there. "Creative people drive economic activity – and creative people want to live and work in a creative place," stated Lacina.

The arts play a role in answering the question, "What kind of place is Marshalltown?" They link people, cause activity, are consumed, and educate people. The Chamber and the Marshall County Arts & Culture Alliance are working together to sponsor an Arts and Business Roundtable to continue discussions



about the connections between the arts and business in Marshalltown. The next meeting will be Wednesday, November 18, at 7:00 a.m. at the Tremont Italian Grille. Interested Chamber members, artists, or arts advocates are welcome to attend.

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Social Media 101

Is your business on the cutting edge of technology? Are you using on-line tools like LinkedIn, Facebook and Twitter to connect to your existing and potential clients? Do you utilize blogs and forums to share information and ideas? If you answered "no" to any or all of these questions, plan to attend the Social Media 101 training on Thursday, November 12 from 11:30 a.m. to 1:00 p.m. at the Fisher Community Center.

This short training will introduce you to programs that can help you connect to your clients and customers. You will gain knowledge about the "do's" and "don'ts" of social media sites and have your questions answered about what might work for your business.

Learn about LinkedIn, Facebook and Twitter and take away pointers on how to best utilize these tools to stay on top of current trends.

You do not need to have prior experience with these online tools to attend. This training is meant for beginners and experienced professionals alike! Come share your experiences if you've found an online tool that works well for your business.

If you're not sure what tools are the best fit for you personally and/or professionally, mark November 12 on your calendar and plan to attend. Lunch will be provided. Cost is \$10 per person.

Register online at www.marshalltown.org/chamber/events.php.



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ECONOMIC DEVELOPMENT

Free market profile for Marshalltown now available

A free market profile is now available on the Marshall Economic Development Impact Committee (MEDIC) web site. With just a couple clicks of your mouse, you can have a market study of the Marshalltown area with data from the U.S. Census Bureau and ESRI, a world leader in geographic information system (GIS).

Data is gathered from a 25-, 35-, and 45-mile radii of Marshalltown and includes 2009 estimates, 2014 projections as well as 2000 census data.

This information is presented in an 8-page printable report and includes detailed information about Marshalltown's demographic makeup including population by age, race, and educational attainment; household and family size; median age, household income and home value; as well as numerous other statistics.

The market profile also includes 2009 consumer spending which shows the amount spent on a variety of goods and services by Marshalltown households. The expenditures are shown by broad budget categories and it notes that consumer spending does not equal business revenue.

Go to www.marshalltownworks.com and click on "Demographics & Economic Statistics," then click on "Radii Report" in the left hand column to receive the free Marshalltown market profile. And while you're on the MEDIC web site, be sure to check out the additional information about Marshalltown and Marshall County. It is a great resource for current demographic information and includes many links to other professional resources and free documents to download.

MEDIC Campaign

MEDIC will soon kickoff their 2015 financial campaign. May 31, 2010, ends the current 5 year campaign we are in and we are gearing up for another successful 5 year run. Marshall County has seen economic prosperity over the last 5 years and this has created great momentum for us to continue into our next 5 years. With your continued support, we will make this happen. Economic development is a process that takes great vision, teamwork and follow through by a vast array of community leaders. We are dedicated to this and we thank all of you who have been a part of making Marshall County a success!

MEDIC website is source for local information

There is a wealth of community data on the Marshall Economic Development Impact Committee website - www.marshalltownworks.com. It is a great resource for current demographic information about Marshalltown, Marshall County and the state of Iowa using Location One Information System (LOIS), a state-of-the-art on-line application that is currently utilized by more than 6,500 communities in 12 states.

This online tool showcases economic development data and an online inventory of available commercial properties. The website also includes many links to other professional resources and free documents to download.

Economic Statistics

August	2009	2008
Employment – Marshall County		
Labor force	20,490	20,970
Unemployed	1,400	990
Percent unemployed	6.8	4.7
Total employment	19,080	19,980
Marshalltown Construction		
Building permits	10	12
Residential dwelling units	2	0
New residential construction valuation	\$353,000	\$0
Residential addition/remodeling valuation	\$105,500	\$98,900
New commercial/industrial permits	1	0
New commercial/industrial valuation	\$406,000	\$0
Remodeling commercial/industrial valuation	\$0	\$2,061,000
Marshall County Construction		
Building permits	5	
New Residential Dwelling Units	2	
New Residential Construction Value	\$377,000	
Residential addition/remodeling valuation	\$68,000	
New commercial/industrial permits	0	
New commercial/industrial valuation	\$0	
Housing		
Single family home sales	38	44
Average sale price	\$107,595	\$108,980
Median sale price	\$106,800	\$105,850

For additional economic development information, please visit

www.marshalltownworks.com.

It is a great resource for current demographic information about Marshalltown, Marshall County and the state of Iowa.



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BUSINESS NEWS

Business Leaders Luncheon

The third annual Business Leaders Government Affairs luncheon is scheduled for Thursday December 3, 2009. Mr. Doug Loon, U. S. Chamber Regional Vice President, Mr. David Roederer, Iowa Chamber Alliance Executive Director and Mr. John Gilliland, Association of Business and Industry Senior Vice President are scheduled to present important information about state and federal policy issues. Mark your calendars!

Volunteers needed

The Chamber is looking for individuals to help with a project November 9 - 13. The project will require a limited amount of volunteer's time and will be easy to complete! If you're interested or for more information, please contact Lynn Olberding at the Chamber office.

Speed Networking

Wednesday, November 18

4:00 - 6:00 p.m.

Legends American Bar & Grille

Want to make some new personal and professional contacts in the community? Plan to attend Speed Networking! This is a great way to meet new people, exchange business cards, talk to other Chamber members and develop business-to-business relationships.

The goal is that you'll leave with at least 10 new contacts!

There is no cost to attend. Appetizers will be provided. Cash bar.
Email lolberding@marshalltown.org to sign up.

Area Dollars promotion

Each year, the Chamber sells more than \$130,000 in Area Dollars (Chamber Bucks) to residents, businesses and visitors. That's \$130,000 that is spent with Chamber member businesses!

This holiday season, the Chamber is sponsoring a special promotion for anyone who purchases \$50 or more in Area Dollars between November 23 and December 24 and your business can participate! Just drop off coupons, discounts or special offers to the Chamber office to be handed out to Area Dollars purchasers. These discounts can be for the person purchasing Area Dollars as a gift or for the recipient to use when they redeem Area Dollars at your business!

Some suggestions of discounts and special offers: 20% entire purchase of regular-priced merchandise when you redeem your Area Dollars; \$5 off your purchase of \$20 or more; free soda with the purchase of a lunch entree; free ornament when you spend \$50 or more.

To participate, simply fill out the form enclosed in your Chamber Digest or contact the Chamber office. Available to Chamber members only.

Candidate forum scheduled

City Council candidates will be featured at a candidate's forum sponsored by the Marshalltown Area Chamber of Commerce. The forum will be held in the auditorium at the Fisher Community Center on Thursday, October 29 starting at 5:30 p.m.

There are four City Council seats and the Mayor up for election – 1st Ward, 3rd Ward and two At-large. Incumbent Bob Schubert is running unopposed in the 1st Ward; Incumbent Marla Grabenbauer is facing a challenge from Sue Blaisedell in the 3rd Ward; There are three candidates seeking two at-large seats – incumbents Bethany Wirin and Bob Wenner and challenger Jason Vajgrt. Mayor Gene Beach is running unopposed for his second term.

“We have many exciting things happening in the community. It is very important to hear the views of the City Council candidates on key issues that will impact the future of Marshalltown”, stated Chamber Government Chairman Reed Riskedahl.

KDAO TV 45 will tape the forum and rebroadcast prior to the election.

The next planning session for the 2010 Washington D.C. Summit is scheduled for 9:00 a.m. on Friday, November 6 at the Fisher Community Center.

Do you spend more time planning your vacation than your financial future?

When you plan your vacation, you probably spend time visiting a travel agent, booking your flight and hotel, even consulting sightseeing guides. But, how much time do you spend planning something much more important--your financial future?

You can start by spending time with your local SagePoint Financial representative. Based on your current income and savings and your goals for

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YOUNG PROFESSIONALS

Upcoming Events

- November 4 Social dinner at Junction Bar & Grill (6pm)
- November 11 Social/Pro. Dev. Meeting at Fisher Comm. Center (Noon)
- November 18 MYP Exec Meeting at Fisher Community Center (8 am)
- November 18 MYP Lunch & Learn at Fisher Community Center (Noon)
- December 2 Social lunch TBD (Noon)
- December 9 YPConnect Meeting at Fisher Comm. Center (Noon)
- December 16 Lunch & Learn (Noon)

MYP to host Legislature 101

The November MYP Lunch and Learn event at noon on Wednesday, November 18 will focus on the 2010 legislative session. State Senator Steve Soddors will walk the group through what happens during the session, how bills are proposed, how citizens can meet with their elected officials and answer any questions MYP members have about the process.

Any young professional who is interested in learning more about the legislative process is encouraged to attend.

Each month MYP hosts a Lunch and Learn event that focuses on a variety of topics from healthcare to touring local businesses. If your business would like to host MYP for an upcoming Lunch and Learn event, please email info@marshalltownyp.com or contact the Chamber office.



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Are you ready to join MYP?

Do you want to meet new people? Want to be more involved in the community? Would you like to have access to professional development opportunities? Maybe it's time to join the Marshalltown Young Professionals. The Marshalltown Young Professionals (MYP) organization was founded in 2005 and work to promote an environment that attracts and retains young professionals in the community. MYP also creates opportunities for individuals to interact with other people in Marshalltown. The organization's mission is to inform, connect, refer business and engage members in the growth and success of our community through social gatherings, facilitating professional development opportunities and welcoming new young professionals to the Marshalltown area. We are looking for individuals who have a desire to participate in Marshalltown Young Professionals events and to help promote the growth and strengthening of our community. If you are one of those individuals, contact the Chamber office at 753-6645, email info@marshalltownyp.com or visit the MYP website at www.marshalltownyp.com. Cost for membership is just \$45 per year (for employees of Chamber member businesses).



MYP participates in Oktemberfest



Members of the Marshalltown Young Professionals walked in the Oktemberfest parade and promoted the organization. Pictured above are (from left to right): Doug Wilke, Liz Wilke, Brent Redman, Amanda Thill, Alyson Hicks and David Hicks. MYP members also assisted with the Oktemberfest concert and dance on Saturday, September 26.

A special thank you to Jensen Ford for the use of a truck for MYP's parade entry and to those members that volunteered for the Oktemberfest events.

BUSINESS NEWS

Business to Business Showcase

On November 12, the Chamber will host the annual fall Business to Business Showcase at the Fisher Community Center, with key sponsor Hy-Vee. Your business can participate by being a table sponsor for just \$50! Your investment provides you a six foot table to display and promote your business to the crowd of Chamber members that attend.

“This event combines the networking of a Chamber Business After Hours, with the exposure and promotion of a business expo,” said Doug Joslin, Vice Chair of Membership. “Hy-Vee does a fantastic job with food and drinks at this event, so it’s something you won’t want to miss.”

The November Business to Business Showcase will be held from 5:00 to 7:00 p.m. in the Fisher Community Center auditorium. For more information, please contact Lynn Olberding at the Chamber office to get signed up today! Space is limited to the first 14 businesses that sign up.



Participating Businesses

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Coldwell Banker Premier Real Estate - Fauna Nord & Shari Upah
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Iowa Wholesale Supply
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