

Chamber Digest

January 2010

Volume 27 Issue 8

2009 Chamber Highlights

Thank you for a great year!



Upcoming Events

December 22: Smoking Cessation seminar (11:00 a.m. - 1:00 p.m.)

December 24: Chamber office close at noon

December 25: Chamber office closed

January 8: DC Summit Planning (9:00 a.m.)

January 13: Business After Hours (5:00 - 7:00 p.m., Glenwood Place)

January 27: E-Myth Benchmark seminar

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January

- Hosted government affairs luncheon, with guest speakers Dave Roederer (Iowa Chamber Alliance) and Doug Loon (U.S. Chamber of Commerce).
- Presented “Generations in the Workplace” seminar with facilitator Isaiah McGee of McGee Strategies. Nearly 50 Chamber members attended.
- Sponsored Friday Forums.
- Actively engaged with work on the Highway 30 Coalition.
- Enjoyed Business After Hours at Elmwood Country Club.

February

- Conducted an “Energy Efficiency” seminar, in conjunction with Alliant Energy for Chamber members.
- Chamber members gathered for Business After Hours at Home Federal.

March

- Sponsored a “How to Successfully Market Your Business at a Trade Show” training for Home Show participants and Chamber members.
- Hosted the annual Spring Home & Garden Show. More than 35 vendors participated in the event, held at Marshall Town Center.
- Clapsaddle-Garber Associates celebrated their 50th anniversary by hosting Business After Hours.

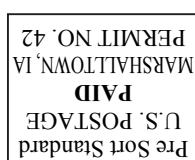
April

- Took more than 50 Chamber members and Iowa Valley Leadership class members to the State Capitol for the 13th Annual Des Moines Summit and Legislative Day.
- Co-sponsored the MCC Job Fair with Iowa Valley Community College District, Marshalltown Broadcasting and KDAO.
- The Board of Directors held their annual Board Retreat and Planning Session, where the 2009/2010 Chamber Plan of Work was developed.
- Involved community members, elementary students and business leaders in Cleaniac’s Community Clean-up Week.
- Vogel Family Funeral Homes hosted Business After Hours
- Co-sponsored the 2nd Annual Elected Officials Recognition Luncheon with the Marshalltown Development Foundation and Iowa Valley Continuing Education.
- Traveled to Washington D.C. with nearly 40 Chamber members for the 18th Annual DC Summit trip.

May

- Recognized the top 5 percent of graduating seniors from East Marshall, GMG, Marshalltown and West Marshall high schools at the annual scholastic banquet, sponsored by United Bank and Trust and Koehler Insurance.
- Hosted Speed Networking at Tremont Sports Café.

Continued on page 5.



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P.O. Box 1000
Marshalltown Area Chamber of Commerce

MEMBER SPOTLIGHT

Goodwill Employment Services

For four years, Goodwill Industries of Central Iowa Supported Employment Program has worked to provide employment-based supports for people with disabilities and other barriers in the Marshalltown area. What started as an Iowa Vocational Rehabilitation grant continues to serve Marshalltown and the surrounding rural areas.

With two employees, the organization works hard to help individuals obtain employment in the community, give on-the-job training, and provide ongoing support to help maintain employment. Placement services are available to clients who are ready for competitive employment. These services include job seeking skills classes, assistance in job placement, and follow up services.

The staff, made up of Jill Crosser and Rose McClure, also help individuals complete Community Based Assessments. Jill Crosser is the Intake Coordinator, Counselor & Employment Specialist for the area. Jill graduated with a degree in Family Services, Criminology & Women's Studies from the University of Northern Iowa and has completed the Certificate in Employment Services Fundamentals from the University of Missouri-Columbia. Rose McClure is the Job Coach who works one-on-one with individuals to learn new jobs and helps people to fit into the workplace. Rose has extensive experience working with children and adults with disabilities and has worked in the field for over 10 years.

"We enjoy having a Main Street location because we have access to the businesses and are easily found and accessible to our clients," said Crosser. "We really like helping the job market employ people with disabilities and keep people's minds open in the Marshalltown area."

Goodwill Industries of Central Iowa Supported Employment Program's office is located in the City Centre in Marshalltown at 16 East Main Street, Suite 108.



Listen weekly to **Chamber Chat**

Sunday Mornings 6:30 am on 99.5 KDAO FM

7:30 am on 1190 KDAO AM

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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.

Katie J's Catering

Patrick & Kate Moore
3205 South 14th Street
Marshalltown, IA 50158
641-753-9166

Katie's J's offer gourmet catering for all occasions. Visit their website at www.katiejs.com or email katiejs@iowatelecom.net for menu options.

Leon Lamer

503 South 12th Street
Marshalltown, IA 50158
641-753-8929

Midwest Fire Extinguisher Service

Harold Meyer, President
1414 21st Avenue
Eldora, IA 50627
641-858-6763 or 877-209-1766

Midwest Fire Extinguisher supplies and services all types of fire extinguishers and fire equipment. They also supply, install, maintenance & service all automatic fire alarm equipment.

R Harts GreenLawn

Randy Hartgrave
1252 Oak Avenue
Liscomb, IA 50148
641-751-3650

Randy Hartgrave and team at R Harts GreenLawn provide lawn care and lawn maintenance services.

Increase your online visibility

Research shows that over half of professionals search the web when looking to relocate or find a business. The Chamber's website's most viewed pages are the Online Business Directory, where all Chamber members are listed, and the relocation information.

For as little as \$120 per year, your business can upgrade your online listing to include multiple categories, searchable key words, web link and email links. Being connected to a strong website like the Chamber's gives your website more power when online visitors search for your business on a search engine like Google.

This is a great time to increase your online visibility and promote your business. Let the Chamber help! Contact Lynn Olberding at the Chamber office for more information and discuss options at 641-753-6645.

LEADERSHIP

Chamber
Chair: Paul Gregoire



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John Hughes
Chair Elect-Elect
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Kathy Baker
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Tony Harris
Nick Loney
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MCVB

MCVB
Chair: Deanna Davis



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Director of Membership & Marketing
Joel Akason
MEDIC President
Kenn Vinson
MEDIC Business Manager
Shannon Espenscheid
MCVB Director
Sauna Banks
Administrative Assistant

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.

MEDIC
Chair: Dan Hassman



Board of Directors

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Secretary
Bill Grabe
Past Chair

Gene Beach
Pat Brooks
Douglas Gervich
Sharon Greer
Paul Gregoire
Brian Heithoff
Mike Miller
Loras Neuroth
Mike Schlesinger
Kevin Swartz

Ex-Officio
State Representative
Mark Smith
State Senator
Steve Soddors

www.marshalltown.org Statistics

	Nov 09	YTD Total	Avg/Month
Unique Visitors	2,604	32,114	2,919
Number of Visits	4,028	50,104	4,555
Page Views	14,165	224,878	20,443
Hits	88,815	1,135,149	103,195

The Chamber's website traffic continues to be strong. Is now the time to consider upgrading your listing and increasing your online visibility?

Don't forget to check the chamber website for business directory information, event photos, program information and calendar of events. Contact Lynn Olberding at the Chamber office for more information.

Thank You Reinvesting Members

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



Consumer Credit Counseling	13
Ideal Home Inspections	2
Kwik Star	15
Mama DiGrado's	3
River Oaks, LP	11
Schendel Pest Control	15
Sears	9
SportsPlus	10
USA Staffing	3

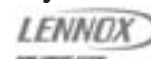
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Business After Hours

January 2010

5:00 - 7:00 p.m.
Glenwood Place
2907 South 6th Street

February 18, 2010

5:00 - 7:00 p.m.
Business to Business Showcase:
Taste of Marshalltown
Fisher Community Center

March 2010

TBD
Best Western Regency Inn
3303 South Center Street

April 2010

Available for sponsorship

May 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!

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.

Ultimate Web Design celebrates 5th Anniversary

Come and help the Ultimate Web Design staff celebrate its new location in the Historic Woodbury Building and its five year Anniversary on Friday, January 8 from 5:00 - 7:00 p.m.

Don't miss the great food, beverages and your chance to win free products and services!



Marshall Town Center receives national press

Marshall Town Center scored a first time feat with an image of Black Friday shopping on the CNNMoney.com web site.

The news site selected an image that depicted the shoppers at the mall as part of its national coverage of the Black Friday phenomenon.

"Partnering with this prestigious online news organization is a testament to the importance of the local retail environment. It's an exciting opportunity to be included as a resource along with major retail analysts and industry sources in Black Friday news coverage," said Greg Slowiak, Marshall Town Center general manager.

Visit <http://tiny123.com/4uh> to view CNNMoney.com coverage.



U.S. Cellular is "Calling all Communities"

Think of all your school could do with \$100,000. U.S. Cellular will award \$1 million to schools through our Calling All Communities campaign. Ten schools across the country - big, small, public, private primary, middle and high school - with the most votes will win \$100,000 each to use however they choose and your school could be one of them.

Last year's 10 winners built new playgrounds, bought new desks and books, upgraded computer labs and repaired a damaged gymnasium. Here's how you can give your school a chance to become a Calling All Communities champion. Feel free to share this information and the attached campaign flyer to encourage your teachers, parents and community to rally together in support of your school. Let everyone know that they can come into any U.S. Cellular store between November 13, 2009, and January 15, 2010, to get a code to use online to vote. There is no purchase necessary and you don't need to be a U.S. Cellular customer to vote. At U.S. Cellular, we believe in the power of community and something better for children's education.

You can find more information at <http://www.uscellular.com/callingallcommunities>.

Happy Holidays!



Who can resist all the fun of the holidays? Take time out of your busy schedule to focus on what truly matters — friends and family.

We appreciate your business and look forward to serving your insurance needs during the new year.



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BUSINESS NEWS

Continued from page 1.

May (continued)

- Congratulated more than 20 graduates of the Iowa Valley Leadership class, a program the Chamber co-sponsors with Iowa Valley Continuing Education.
- Chamber members heard an update on Iowa's business climate from Iowa Association of Business and Industry President/Executive Director Mike Ralston during the Business to Business at Breakfast event.
- Offered Customer Service training to Chamber members.

June

- Iowa Hospice hosted Business After Hours and showcased their remodeled offices.
- Hosted the 111th Chamber Annual Meeting at Dejardin Hall on the Iowa Valley Continuing Education campus. MMSC was recognized with the "Chairman's Community Impact Award" and Michelle Spohnheimer was named "Chamber Person of the Year".
- Chamber and MEDIC staff participated in the Iron Skillet competition as part of the Iowa BBQ Championships.

July

- Chamber staff met with members of the Iowa House and Senate as part of an Iowa Chamber Alliance meeting in Council Bluffs.
- The Central Iowa Fair hosted Business After Hours.
- The Chamber encouraged Chamber members to sign up for Twitter updates and become a "fan" of the Chamber on Facebook.

August

- Sponsored by Independent Insurance Services, the Chamber hosted the annual Educator Appreciation breakfast, as a kick-off to the school year.
- More than 100 golfers enjoyed the Chamber Ambassadors Golf Outing at Elmwood Country Club. Overall winners were Tom Campbell, Rob Judkins, Jerry Hoskey and Jay Lynch (Farmers Savings Bank).
- The Chamber co-sponsored the Rural-Urban dinner with Marshall County Farm Bureau and the Marshalltown Rotary Club at Consumers Energy. More than 200 attended.
- Introduced Chamber and community members to the candidates for Marshalltown School Board during a Candidate Forum.

September

- As a kick-off to the 2009 campaign, the United Way hosted Business After Hours, sponsored by US Bank and Wolfe Clinic at US Bank.
- Co-hosted with Marshalltown Broadcasting, "How to Market in a Tough Economy" seminar was offered to Chamber members.

October

- The Chamber hosted the first Small Business Week, highlighting the importance of small businesses to our local economy.
- More than 15 volunteers participated in the Fall Membership Drive,

bringing 10 new members to the Chamber.

- During their grand opening celebration, the Hampton Inn and Suites hosted Business After Hours and showcased their new property.
- Hosted the City Council Candidate Forum, which was recorded and later played back on KDAO TV.

November

- Sponsored a "Social Media 101" training with facilitators Kristen Monroe (Ultimate Web Design) and Andrew Southern (Mechdyne).
- Nearly 100 people attended the Business to Business Showcase, sponsored by Hy-Vee.
- Recognized Todd Thimesch of Sports Page as the first Chamber Small Business Award winner.
- Actively supported the JBS Swift expansion project.

December

- Rolled out the Chamber's Legislative Priorities for 2010.
- Hosted the Government Affair luncheon with guest speakers Dave Roederer (Iowa Chamber Alliance), Doug Loon (US Chamber) and John Gilliland (Iowa Association of Business and Industry), who talked about current legislation and the upcoming state legislative session.
- US Bank hosted the December Business After Hours and Holiday Mixer.

During 2009, the Chamber hosted 14 ribbon cuttings and 23 courtesy calls with the Chamber Ambassadors. More than \$100,000 in Area Dollars were sold. The Chamber office responded to more than 10,000 phone calls, emails and visits.

H1N1 flu shot clinics

Marshall County Public Health will now be offering H1N1 vaccine to everyone.

All the clinics are listed on the front page of the MMSC website: www.everydaychampions.org
More clinics will be added each week, so people should check the website often for additional clinic times and dates.

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Roger F. Hackman,
CPA
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Consulting Services
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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

January 2010 Calendar of Events

Event	Date	Location
Bingo	Tuesdays	Senior Citizens Center
Storytime	Tues. & Fri.	Public Library
Downtown Tot-Town	T, Th & F	Veterans Coliseum
Improv Workshop	Dec 26-29	Martha Ellen Tye Playhouse
An Evening of Improv	Dec 30-31	Martha Ellen Tye Playhouse
Happy New Year	Jan 1	
After School Movie	Jan 6	Public Library
Nature's Story Hour	Jan 6	GrimesFarm & Conservation
Winterfest	Jan 9	Green Castle Recreation Area
Nature's Story Hour	Jan 20	GrimesFarm & Conservation
Ballard Cemetery	Jan 21	Historical Museum
Magnificent Monarch	Jan 21	GrimesFarm & Conservation

Post your 2010 events **FREE** on our self-posting calendar at www.visitmarshalltown.com

January 2010 Meetings & Conventions

Group	Date	Location
Practical Farmers of Iowa	Jan 8-9	IA Valley Cont. Ed
Blue Wave Invitational Swim Meet	Jan 9	Community Y
Blue Wave Invitational Swim Meet	Jan 23	Community Y

Services provided by the MCVB...

- Community tour and site visit to help you become familiar with our town and see all the possibilities to hosting an event with us. We can also help you prepare a proposal that dazzles your organization.
- We can help with registration and provide welcome bags complete with a Visitor Guide, pen, a few other promotional items and room for your conference materials. We also provide a tabletop display with information on tour options for attendees.
- We can provide media contacts for your conventions press releases. Lodging information for your attendees convenience and we'd be happy to gather group rate information.
- Our grant program is one of the most competitive advantages of doing business in Marshalltown. This is designed to help you with the promotion cost of your event.
- The MCVB offers a free Welcome Reception, for qualified groups, for your attendees, as well as a marquee welcome for your group.

For further information on planning or hosting a meeting or event, please log onto our website at www.visitmarshalltown.com or call 641-753-6645.

MCVB can assist with convention and meeting planning

Planning a large convention or a smaller intimate meeting for your club or association in 2010? The Marshalltown Convention & Visitors Bureau is here to help assist you with your planning needs.

Whether you are meeting at the Best Western Regency Inn & Conference Center, at Iowa Valley Continuing Education, the MCC Student Activity Center, Orpheum Theater, hosting an event at the Martha Ellen Tye Playhouse, the MHS/Community Auditorium or any one of the many other facilities Marshalltown has to offer the Marshalltown Convention & Visitors Bureau is here to help you make your event a success.



641-753-6645
www.visitmarshalltown.com
cvb@marshalltown.org

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Branch Office Manager
25 S. Center
Marshalltown, IA 50158
641-752-2041/800-369-1588



CONVENTION & VISITORS BUREAU

Bring on the snow!

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.

Anyone want to try ice skating or cross country skiing? The Marshalltown Parks and Recreation Office rents cross country skis for only \$5.00 per day or \$10.00 for the weekend. 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 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 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 basketball day at the Marshalltown High School. Starting January 3 and continuing through February 28, the gym 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 now through April 9 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.



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AMBASSADORS VISITS



Kevin Vaughn, owner of Vaughn's Pub, was visited by the Chamber Ambassadors for a courtesy call on November 24. Vaughn's is located at 22 North 1st Avenue in Marshalltown.



The Chamber Ambassadors visited Bricks Pub on November 24 for a courtesy call. Bricks is located at 207 East Main Street in downtown Marshalltown.

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.

Chamber Business After Hours
Wednesday, January 13, 2010 (5:00 - 7:00 p.m.)
Glenwood Place
2907 South 6th Street - Marshalltown



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

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.



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BUSINESS NEWS

Government Affairs Luncheon



The third annual Business Leaders Government Affairs Luncheon was held on Thursday, December 3 in the auditorium of the Fisher Community Center.

John Gilliland, Senior Vice President for Government Affairs for the Iowa Association of Business and Industry, David Roederer, Executive Director of the Iowa Chamber Alliance and Doug Loon, Regional Vice President for the U.S. Chamber of Commerce presented information about the upcoming legislative session and current updates on federal legislation.

The Chamber's Legislative Priorities were handed out to all attendees, as well as information about the U.S. Chamber's "American Free Enterprise. Dream Big." campaign.

For a list of the Chamber 2010 Legislative priorities and the "American Free Enterprise. Dream Big" campaign, please visit www.marshaltown.org/chamber/government.php.



The next planning session for the 2010 Washington D.C. Summit is scheduled for 9:00 a.m. on Friday, January 8 at the Fisher Community Center.

Smoking Cessation Seminar

The Marshalltown Area Chamber of Commerce, along with the Iowa Association of Business and Industry (ABI) and Iowans for Wellness and Prevention invite you to attend an information session covering "Smoking Cessation". Get the latest on how Iowa companies are leveraging the smoking ban to help reduce smokers in their workforce.

Tuesday, December 22, 2009 from 11:00 a.m. - 1:00 p.m.
\$15 per attendee (includes lunch)
Fisher Community Center

This facilitated panel discussion will feature actual employees who have used a variety of methods to stop smoking.

A successful Smoking Cessation Program benefits the organization by: improving employee productivity, reducing sick time, building employee morale, reducing the risk of chronic disease and retaining employees.

Register online at <http://www.iowaabi.org> or follow the link from the Chamber's homepage.

www.everydaychampions.org

ECONOMIC DEVELOPMENT

Business Retention and Expansion with Synchronist

Marshall Economic Development Impact Committee (MEDIC) is implementing the Synchronist Business Information System, a tool that communities across the country are using to conduct informational interviews with local industries. This system will allow MEDIC to better analyze community trends and provide services that will be of the most benefit to local companies.

The Synchronist System is a structured business information system designed for collection, management, analysis, and reporting of the business data impacting the community's economy. It is a web-based application built on pioneering research by Blane, Canada Ltd., a recognized authority on economic development marketing and business retention.

This system gives a new view of existing companies based on the future economic security these companies represent. Communities around the United States and Canada are looking at their existing business base as a portfolio. The value of the portfolio is the sum total of the value the individual companies bring to the community. Like a stock portfolio or a real estate portfolio, the first step to manage the existing business base as a portfolio is to assess each company and their business practices.

The Synchronist System Consists of a 45-question survey that is forward-looking, which tries to determine where the company may be going in the future. The date is then entered into a software program that analyzes the information yielding information on four critical topics: a company's

value to the community; its risk of leaving or downsizing; its growth potential; and its satisfaction with the community. Synchronist can also serve as a contact management system for follow-up activities.

In addition to providing more than 250 reports, after a period of time it helps identify community-wide trends. All information collected is strictly confidential and is reported only in a combined form. No sensitive company information is collected.

As the cornerstones of each community, established businesses provide jobs and tax revenue important to economic stability. MEDIC's use of Synchronist Business Information System will provide an efficient way to conduct annual business retention call programs, help keep businesses viable, and help identify expansion opportunities and potential companies struggling to stay in business.

Economic Statistics

October	2009	2008
Employment – Marshall County		
Labor force	20,480	20,570
Unemployed	1,390	940
Percent unemployed	6.8	4.6
Total employment	19,090	19,620
Marshalltown Construction		
Building permits	8	20
Residential dwelling units	0	2
New residential construction valuation	0	\$312,000
Residential addition/remodeling valuation	\$49,000	\$97,000
New commercial/industrial permits	0	1
New commercial/industrial valuation	0	\$457,000
Remodeling commercial/industrial	\$800,000	\$238,000
Marshall County Construction		
Building permits	1	
New Residential Dwelling Units	1	
New Residential Construction Value	\$203,000	
Residential addition/remodeling valuation	0	
New commercial/industrial permits	0	
New commercial/industrial valuation	0	
Housing		
Single family home sales	36	46
Average sale price	\$92,412	\$115,804
Median sale price	\$88,500	\$96,450



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**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.**

BUSINESS NEWS

We all want economic development

By Ken Anderson, Chamber President

I think that I can safely say that all of us want economic development. I hear it stated by local elected officials, state elected officials and certainly it is on the minds of our national leaders. If that is on everyone's mind then what is the problem - let's just go make it happen!

Well the truth is our elected officials just don't seem to understand the relationship between government policy and economic development. Business decision makers need certainty, and there is anything but certainty with government policy and regulation today. Government policies and regulations impact the cost of doing business, and those costs impact business decisions about employment levels.

Economic growth occurs when our free enterprise system is allowed to function as it was designed to function. Government does NOT create jobs, but it can certainly kill jobs.

Let's take a closer look.

In Iowa we are facing a deficit in the state budget of over \$1 Billion. As the 2010 Legislative session nears, our legislators indicate they will consider eliminating Iowa's standing as a Right to Work state, change our workers comp system that will increase cost an estimated 10-13%, force governments to pay a prevailing wage which will shut our small contractors and will increase the cost to taxpayers and they want to change the scope of bargaining for government union negotiations. Government policies and regulations matter. At the same time legislators and the Governor are considering those policies, Iowa's commercial/industrial property tax rates are one of the highest in the nation. Is there any wonder why Iowa businesses that are being asked to create jobs aren't doing so? I struggle to see where we are going as a state. We chose to borrow as a stimulus, but we walked away from a billion dollar plus capital investment project. We would rather use one-time borrowed money instead of adopting a modest gas tax (user fee) increase that would have allowed a pay-as-you-go plan for infrastructure improvement that would have created sustainable jobs.

At the national level uncertainty runs rampant. Look at the list -- healthcare, cap and trade, free trade agreements, employee free choice. These are all huge issues that cause great concern to the business community. Because of the uncertainty, it has been said that until these issues are resolved there will be no job recovery. The reality is that not only will there be no job recovery, but the number of jobs created will depend on what is decided for each of these issues.

Business likes certainty so they can make the best possible decisions for their business. State and federal government elected officials will make decisions on the key issues that are important to business, and those decisions will establish certainty. Business leaders will make decisions. The question is whether or not the certainty of the elected official's decisions leads to job creation and economic development here or someplace other than Iowa or even the United States?

2010 U. S. Census - We count!

Your census form will arrive in March 2010. Don't miss your opportunity to make a difference. By answering 10 simple questions, you can help improve our schools, roads, hospitals, job-training programs, public transportation and much more. Census Day is April 1.

Here's how you can help:

1. Implementing some ideas outlined in the census partner toolkits <http://2010.census.gov/partners/toolkits>. The best part about these toolkits provided by the Census project is that some of the ideas for broadcasting the message are completely free. Partner Toolkits contain information and resources to help partners communicate the importance of the census to key groups. Materials are tailored for each audience, addressing relevant facts and the unique benefits of participation. Each toolkit includes an overview that describes the content and purpose of the supporting materials. You will be able to customize many of the materials by inserting your own contact information, graphics and key messages, if you wish.

2. Word of mouth - encourage your employees, business associates and customers to return their survey and get questions answered before Census Day to erase apprehension.

The goal is to make Marshall County a 100% return community. For more information visit www.2010census.gov.



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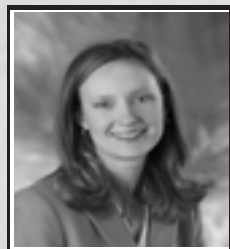


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Meet MYP Member David Hicks

Name: David Hicks

Employer: Youth and Shelter Services of Marshall County.

Family: Spouse: Alyson, Children: Evan, 7th grader at Miller Middle School and Jillian, 4th grader at Anson Elementary.

Hometown: Marshalltown, Iowa

What does your job entail: Overall operation of the branch which includes supervision of staff, ensure ongoing compliance of all grants, quality assurance, fiscal responsibility, and monitoring data outcomes for those who fund the programs we operate.

How long have you been with your current employer? 14 years.

What was your first job? Washing dishes and bussing tables at the Totem Bowl restaurant when I was 15.

What's the last book you read? The Heroin Diaries by Nikki Sixx.

Leadership is...an engaging and evolving process to train, model, and empower others to support and enact the mission and vision of the company.

Why are you involved in MYP? To help shape and be part of the future leadership of Marshalltown. I also really enjoy the social aspects of the group. Many of the members having become good friends of mine over the years.

What other community organization are you involved in? I serve on the Board of Directors for the Marshall County Coalition for Youth, Rotary, and the Marshalltown Young Professionals. I volunteer for the Marshalltown Jaycees, the United Way, Kiwanis Clubs, and Big Brothers/Big Sisters.

What's the best part about living/working in Marshalltown? It's where I was born and raised so it will always be 'home' for me. Plus, there are always numerous opportunities to get involved – whether it's service clubs, community activities, school, church, or wherever your interests lie.

What's something about you most people don't know? I collect autographs. I have over 250 signatures from people from all walks of life – musicians, actors, athletes, political figures, etc. Through that hobby, I have been very lucky in meeting famous people - Rachel Ray, our last two Presidents, Kurt Warner, and many "rock stars".

Favorite vacation spot: Austin, Texas (during the South by Southwest Music Conference and Festival held each March).

If you could have any other job than the one you have, what would it be and why? Tour Manager or Artist Development Director for a major record company. I really enjoy music and find the 'behind the scenes' work done by artists, record label, and band management to be fascinating.

Why should other young professionals join MYP? YP provides its members with numerous opportunities for professional development, cultivating potential business relationships with others, as well as a great social outlet.



BUSINESS NEWS

Sign up now for the 2010 Chamber Home & Garden Show

If the cold weather and snow-covered ground have you looking forward to spring, mark your calendars and plan to attend the Spring Home & Garden Show March 5 - 7, hosted by the Marshalltown Area Chamber of Commerce.

The Spring Home & Garden Show is a three-day event featuring home improvement, cleaning, decorating, gardening, lawn care, and other home-related products and services any homeowner will need to get started on those spring and summer projects. More than 50 booths will be set up throughout Marshall Town Center, with chances to win fantastic prizes.

Show times are 5:00 – 9:00 Friday, March 5; 10:00 a.m. – 5:00 Saturday, March 6 and Noon – 5:00 p.m. Sunday March 7.

Booth space is still available and is reserved on a first-come, first-serve basis. If you have a product or service that you would like to display at the Spring Home & Garden Show, contact Lynn Olberding at the Chamber office at 641-753-6645 or download registration materials online at www.marshalltown.org. Register by January 15 for the best deal!



2010 Show Dates & Times

Friday, March 5 5:00 - 9:00 p.m.
Saturday, March 6 10:00 a.m. - 5:00 p.m.
Sunday, March 7 Noon - 5:00 p.m.



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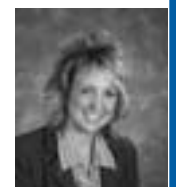
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