

# Chamber Digest

January 2011

Volume 28 Issue 8



## Upcoming Events

**December 23:** Chamber office closed at noon  
**December 24:** Chamber office closed  
**December 30:** Chamber office closed at noon  
**December 31:** Chamber office closed  
**January 20:** Business After Hours hosted by Community Foundation of Marshall County, 4:30 - 7:00 p.m.

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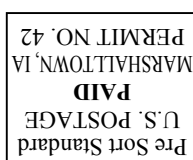
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## 2011 Chamber Legislative Priorities

### State Government Budget and Finances

While state revenues are showing some improvement, budget estimates continue to show that the legislature and governor will have to deal with an estimated revenue and expenditure gap of nearly \$1 billion. An important component of a good business climate is to have sound fiscal management. We therefore strongly support a cut in state spending of at least 15% as the beginning point for reducing state expenditures.

### Research Activities Tax Credit

Research is a key component of a company's ability to remain competitive. Maintaining this tax credit that provides incentive for research activities to occur in Iowa is a critical economic development strategy. It has proven to be very effective in generating and retaining high paying technical positions in innovative companies throughout Iowa. We support the continuation of this tax credit.

### Business Climate

If Iowa's economy is to grow we must preserve our business foundation. We continue to:

- Support Right-to-work
- Oppose employee choice of doctor
- Oppose prevailing wage
- Oppose open-scope bargaining
- Oppose increasing health insurance coverage mandates

### Property Tax

We support comprehensive property tax reform that provides tax relief for commercial and industrial properties. According to the latest "50-State Property Tax Comparison Study,"

Iowa's urban commercial property tax rates have moved up from 5th highest in the nation in 2006 to 2nd highest in 2008, with the rural commercial property tax rates currently ranked 7th highest. The study shows that industrial property does not rank much better – 8th for urban industrial property and 15th for rural. In a survey of Marshalltown Chamber members, 67% of the respondents rated the reduction of commercial/industrial taxes as very important.

### Workforce

We support the continuation of job training incentives as an important tool in providing the skills necessary for our workforce to have the skills required by today's competitive global environment.

### Transportation

Highway infrastructure is essential to Iowa's ability to grow its economy. It has been well documented that costs to maintain and expand our highway system, roads and streets have increased significantly, while at the same time gas tax revenues have decreased. Because current revenues are not sufficient to meet highway infrastructure needs, we support the need to make sure all revenues intended for highways are used for that purpose, and we support the need to increase revenue from the gas tax and/or other alternatives to meet the demand of the highway system.

*Continued on page 5*

Put your  
label here

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Marshalltown Area Chamber of Commerce  
P.O. Box 1000  
Marshalltown, IA 50158

# MEMBER SPOTLIGHT

## First Baptist Church

### History Spanning More Than 140 Years

Anyone who has driven down Olive Street in Marshalltown has probably seen the First Baptist Church (FBC) sign that reads, “A Faith Building Community.” What many don’t realize is how much really goes on behind the scenes at FBC, and what a rich history it has experienced.

On August 25, 1863, a few Baptists met in the home of Mr. and Mrs. Delos Arnold, in the village of Marshalltown. The Arnolds organized the “First Regular Baptist Church of Marshalltown,” which was the 49th such church to organize in Iowa.

Founded in 1867, FBC was the first church building constructed on East Church Street. The church was then moved to State Street (the present-day Social Security Office) in 1910, and later to the present-day Wells Fargo location on Church Street, and remained there until 1973, when it relocated to its current location at 700 E. Olive Street in Marshalltown.



### First Baptist Church Today

Today, FBC employs a staff of 20, including their most recent addition, new Worship Pastor, Marshall McLuhan. This once small church now has a “growing congregation

committed to sharing the love and transformational power of our Lord Jesus Christ,” said Senior Pastor Dick Sipe. In addition to a thriving congregation, FBC is also home to Sonshine Preschool, AWANA, more than 20 small groups, and various Sunday school programs for children and adults. Some of the most popular groups for youth include W.O.W., Faith Forest, Shack Middle School Ministry and Oasis High School Ministry. “The Encounter” is a program every Wednesday night at 6:30 pm that incorporates music, scripture, games, and food into one large event where teens can experience positive interaction and learn at the same time.

### Community Outreach and Missions

FBC has always been mission-minded, which has included mission work locally and internationally. This led to the construction of a children’s home in Azacualpa, Honduras in 2000. Under the leadership of missionaries, Dagoberto and Dilia Zelaya, the Ministries of Faith Home currently provides housing and education for 19 children and meals for 70 children each day. Through the support of FBC and more than 200 volunteers from the Marshalltown area, the Zelayas were also able to start a church in Honduras with an attendance of 80-100 people each Sunday.

FBC strives to give back to its local community by providing meeting space for dozens of community organizations including the Red Hat Society, Marshalltown Home School Group, Marshalltown Area Soccer Board,

Golden Opportunities (for Seniors), Girl Scouts and Boy Scouts, Foster Grandparents, and Alcoholics Anonymous.

Senior Pastor Dick Sipe shared his enthusiasm for the Marshalltown community and the Marshalltown Area Chamber stating, “We feel blessed to be a part of Marshalltown, hence our support of the Chamber and its vision to make Marshalltown a great place to live.” FBC has



*Worship Pastor Marshall McLuhan and Senior Pastor Dick Sipe*

continued to serve God and the community through its many outreach programs and programs aimed at teaching Biblical principles to individuals of all ages.

For more information about FBC, visit their website at [fbcmarshalltown.com](http://fbcmarshalltown.com) or call 641-753-3528. Services are held each Sunday at 9:00 a.m. and 10:30 a.m., or Fridays at 6:30 p.m. for Hispanic Ministry.

## 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.

### Central Office Supply (GRP, Inc.)

Ed Gifford, Bill Pearce and John Reardon, Owners  
4 East Main Street  
Marshalltown, IA 50158  
641-753-6056

*Central Office Supply is a full-service office supply store, offering office supplies, new and used office furniture and a full copy center.*

### Those Ink Guys

John Reardon, Owner  
4 East Main Street  
Marshalltown, IA 50158  
641-752-2526

*Those Ink Guys has relocated to the Central Office Supply store to serve customers' toner and printer cartridge needs.*

Would your business like to be featured as a Member Spotlight in the Chamber Digest? Email [lolberding@marshalltown.org](mailto:lolberding@marshalltown.org) for details. Members drawn at random.

# LEADERSHIP

**Chamber**  
Chair: Liz Zuercher



## Board of Directors

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**Jeff Vance**  
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IVCCD  
**Denny Grabenbauer**  
Marshall Co Supervisor  
**Dr. Marvin Wade**  
MCSD  
**Liz Wilke**  
MCVB

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.

**MCVB**  
Chair: Bob Wenner



## Board of Directors

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**Fauna Nord**  
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**Gary Ross**  
**Chad Weir**

## Staff

**Ken Anderson**  
President  
**Lynn Olberding**  
Director of Membership & Marketing  
**Megan Bantz**  
Administrative Assistant  
**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

**MEDIC**  
Chair: Don Turbiville



## Board of Directors

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**Pat Brooks**  
**Paul Gregoire**  
**Brian Heithoff**  
**Mike Miller**  
**Loras Neuroth**  
**Mike Schlesinger**  
**Kevin Swartz**  
**David Vollmar**

**Ex-Officio**  
State Representative  
Mark Smith  
State Senator  
Steve Sadders

## Thank You Reinvesting Members

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



|                              |           |
|------------------------------|-----------|
| 1st Rate Real Estate         | 7         |
| HOW'-GAN Electric            | 13        |
| Hellberg's Jewelers          | 16        |
| Lamer, Leon                  | 1         |
| Legends American Grill       | 1         |
| Man's Best Friend            | 23        |
| <b>Manpower, Inc.</b>        | <b>25</b> |
| Morning Glory Bakery         | 1         |
| NW Mutual - McCoy & Wickham  | 21        |
| Quality Service Corp.        | 7         |
| The Salvation Army           | 13        |
| Schendel Pest Control        | 16        |
| Tremont                      | 16        |
| Wertzberger Architects, P.C. | 14        |

## CPA

**Roger F. Hackman,**

## CPA

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## Business After Hours

**January 20, 2011**

4:30 - 7:00 p.m.

Community Foundation of  
Marshall County  
11 E Main Street (Great Western  
Bank lower level)

**February 9, 2011**

5:00 - 7:00 p.m.

Taste of Marshalltown  
*Featuring food and beverages  
from Chamber member businesses*  
Fisher Community Center

**March 2011**

Marshalltown Broadcasting  
(KFJB, KIX 101.1)  
123 West Main Street

**April 12, 2011**

5:00 - 7:00

Child Abuse Prevention Services  
and Big Brothers Big Sisters  
811 East Main Street

**May 2011**

Five Star Real Estate Group  
2110 South Center Street

**June 2011**

Available for sponsorship

**Book your 2011 Business After  
Hours event now!**

**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 monthly 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 six 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.

## Area Dollars make great gifts



With the holidays right around the corner, now is the time to think about giving gifts to your friends, family, coworkers and neighbors and Area Dollars are a great gift for anyone on your list.

Use them as gifts, year-end bonuses, holiday incentives or rewards. They can be redeemed at any of the nearly 475 Chamber member businesses.

Area Dollars are available in \$10 and \$25 increments and can be purchased Monday - Thursday: 8:00 a.m. - 5:00 and Friday: 8:00 a.m. - 4:00 p.m. at the Chamber office (709 South Center Street).

Cash, check, Visa and MasterCard accepted for payment.

## www.marshalltown.org Statistics

|                  | Nov 10 | Avg/Month | YTD Total |
|------------------|--------|-----------|-----------|
| Unique Visitors  | 2,210  | 2,387     | 26,252    |
| Number of Visits | 3,246  | 3,826     | 42,086    |
| Page Views       | 11,653 | 15,211    | 167,324   |
| Hits             | 85,148 | 94,685    | 1,041,535 |

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.

## McFarland Clinic Implements MyChart for Patients

MyChart offers personalized and secure on-line access to portions of your medical record. It enables you to securely use the Internet to help manage and receive information about your health. With MyChart, you can:

- Request medical appointments
- View your health summary
- View test results
- Request prescription renewals
- Communicate electronically and securely with your doctor's office

### How do I sign up?

Patients who wish to participate will be issued a MyChart activation code during their clinic visit. This code will enable you to login and create your own user ID and password. If you were not issued an activation code, you may call your primary care clinic to get one or ask to sign up during your next office visit. An additional sign-up form is available at [www.mcfarlandclinic.com](http://www.mcfarlandclinic.com). Go to the MyChart login box and then click "Set Up Account Access."

### Can I view a family member's health record in MyChart?

Yes you can. This is called Proxy access and allows a parent (or guardian) to log into their personal MyChart account, and then connect to information regarding their family member. A Proxy Access Form must be completed and submitted, this can be found at [www.mcfarlandclinic.com](http://www.mcfarlandclinic.com). Go to the MyChart login box and then click "Set Up Account Access."

### Is MyChart secure?

Yes, the information stored in MyChart is secure on two different levels:

1. Access to information is controlled through secure access codes, personal ID's, and passwords. Each person controls their password, and the account can only be accessed with that password. Keeping your password private is the most effective way to keep your health information private.
2. MyChart uses the latest encryption technology with no caching to automatically encrypt your session with MyChart. When viewing your information on MyChart, or when communicating with a care provider via MyChart, the information sent across the Internet is encrypted so no one else would be able to intercept and read that information.

### Connect with the Clinic

In addition to MyChart, patients have a variety of online tools available at [www.mcfarlandclinic.com](http://www.mcfarlandclinic.com) website. These include:

- Pay your bill online
- Stay connected with the clinic
- Subscribe to McFarland e-newsletter
- Follow McFarland on Facebook, Twitter and You Tube

McFarland has two offices in Marshalltown: 312 East Main Street and 303 Nicholas Drive. Log on to [www.mcfarlandclinic.com](http://www.mcfarlandclinic.com) for more information.

# BUSINESS NEWS

## Chamber Legislative Priorities

*Continued from Page 1*

### Economic Development

We support the restructuring of the economic development effort in Iowa to a public/private partnership. This model will help to renew the focus on economic growth and business development. Utilizing a broad range of expertise from the public and private sectors, the state of Iowa can become more responsive to the demands of the global economic environment. The infusion of a business model such as this provides a better path to job creation.

### Education

The quality of our education system is critical to our ability to have a workforce that is capable of sustaining and growing our businesses in a very competitive global environment. As a state and community, we invest a significant portion of our tax dollars into the education system. With stagnant or declining student performance, it is essential that we do what is necessary to improve educational performance.

To that end we support:

- Establishing state-level 21st Century learning standards that meet or exceed federal standards, as well as assessments focused on student achievement.
- Increasing utilization of flexible and innovative school reform models such as charter schools.
- Increasing focus on science, technology, engineering and mathematics
- Improving and enhancing existing technology tools to better connect the workforce needs of business to school curriculums and students' assessment of future career pathways.
- Implementing initiatives to improve graduation rates.
- Adoption of a plan that lengthens either the school day or the school year, and moves to the implementation of a year-round school calendar.
- Building stronger connections between the PreK-12 education system and the business community.

For more information about the Chamber's Government Affairs program, please visit [www.marshaltown.org/chamber/government.php](http://www.marshaltown.org/chamber/government.php).

The Chamber office will close at noon on Thursday, December 23 and will be closed on Friday, December 24.

## 84th Iowa General Assembly 2011 Legislative Session Timetable

January 10 – First day of session

March 11 – First funnel date – Senate bills to be reported out of Senate committees and House bills reported out of House committees

April 8 – Last funnel date – Senate bills reported out of House committees and House bills reported out of Senate committees

April 29 – 110th calendar day of the session (Per diem expenses end)

For more information, visit [www.legis.state.ia.us/index.html](http://www.legis.state.ia.us/index.html)

## 2011 Des Moines Summit & Legislative Day

Wednesday, March 2 (tentative)

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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](http://www.VisitMarshalltown.com)

## January 2011 Calendar of Events

### Happy New Year!

| Event                      | Date       | Location                   |
|----------------------------|------------|----------------------------|
| Bingo                      | Tuesdays   | Senior Citizens Center     |
| Duplicate Bridge           | Wednesdays | Senior Citizens Center     |
| Storytime                  | Tues/Fri   | Public Library             |
| Nature Story Hour          | Jan 5      | GrimesFarm & Conservation  |
| Indoor Racing              | Jan 8      | Central IA Fairgrounds     |
| Uncle Ike Nature Program   | Jan 8      | GrimesFarm & Conservation  |
| Cross Country Skiing       | Jan 8      | GrimesFarm & Conservation  |
| Art Exhibit                | Jan 12     | Ray Frederick Gallery      |
| Winter Sidewalk Sales      | Jan 14-17  | Marshall Town Center       |
| Pinocchio Auditions        | Jan 17     | Martha Ellen Tye Playhouse |
| Full Moon Tour Hike        | Jan 17     | GrimesFarm & Conservation  |
| Nature Story Hour          | Jan 19     | GrimesFarm & Conservation  |
| Junior Conservationists    | Jan 19     | GrimesFarm & Conservation  |
| Underground Railroad Quilt | Jan 20     | Historical Museum          |
| Pinocchio Performances     | Jan 22     | Martha Ellen Tye Playhouse |
| Readers Social Hour        | Jan 25     | Public Library - Café      |
| Images of Warmer Weather   | Jan 27     | GrimesFarm & Conservation  |
| Indoor Racing              | Jan 29     | Central IA Fairgrounds     |
| Kids Open Studio           | Jan 29     | Fisher Community Center    |

Post your 2011 events FREE on the MCVB self-posting calendar at [www.visitmarshalltown.com](http://www.visitmarshalltown.com)

## January 2011 Meetings & Conventions

| Group                     | Date      | Location                 |
|---------------------------|-----------|--------------------------|
| Practical Farmers of Iowa | Jan 7-8   | IA Valley Cont. Ed       |
| Indoor Racing             | Jan 8     | Central IA Fairgrounds   |
| Blue Wave Swim Meet       | Jan 8     | Community Y              |
| IA Christmas Tree Growers | Jan 14-15 | Best Western Regency Inn |
| U.S. Trotting Association | Jan 14-15 | Best Western Regency Inn |
| Blue Wave Swim Meet       | Jan 15    | Community Y              |
| Blue Wave Swim Meet       | Jan 29    | Community Y              |
| Indoor Racing             | Jan 29    | Central IA Fairgrounds   |

Thank you for making Marshalltown Your Destination!



Go to [www.visitmarshalltown.com](http://www.visitmarshalltown.com) for a list of upcoming events, dining and lodging options, attractions and more!

## Cross Country Skis and Snow Shoes Available

The Marshall County Conservation Board recently adopted a rental policy for cross country skis and snow shoes that are available for public use. The skis, jointly owned by the MCCB and the Marshalltown Park and Rec., were recently transferred to the MCCB at the Grimes Farm and Conservation Center where they will now be available along with the snow shoes.

During MCCB sponsored events the equipment will be available to use at no charge. Cost to rent the equipment outside MCCB sponsored events is \$5/day for both the skis and snow shoes with an additional \$50 deposit per set required. The deposit will be returned when the equipment is returned.

The policy also includes a waiver of liability that must be signed before taking the equipment. The rented equipment must be returned within 72 hours after leaving the center. For a complete copy of the policy please contact the Marshall County Conservation Board at 641-752-5490.

The MCCB offers many trails within areas where cross county skis are allowed. Some of the areas include the Grimes Farm, Green Castle Recreation Area and Grammer Grove.

## Sometimes you just need a little extra protection.



Think you are protected with your home or auto liability insurance? With large judgements and skyrocketing medical costs, you could exceed your limits — leaving you to pay the rest.

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# CONVENTION & VISITORS BUREAU

## 2011 Community Concerts

For 71 years, The Marshalltown Community Concert Association has brought high quality concerts to the Marshalltown Community. These concerts are performed at the Marshalltown High School/Community Auditorium, 1602 S. Second Avenue (parking lot and auditorium on northeast side of building, off Third Avenue). You won't want to miss one of these three concerts left in the season.



### Daniel Narducci

Saturday, February 19, 2011 - 7:00 p.m.

At a time when America's attention is focused on glory of heroes and horror of villains, Classic American Baritone Daniel Narducci performs songs of legendary Heroes and Villains that we have come to love and scorn. Don Quixote, Dr. Jeckyl & Mr. Hyde, and The Phantom of the Opera are a few of the larger than life characters presented in this program focused on the beloved songs of Broadway and Hollywood.

### Jim Witter - The Piano Men

Friday, March 25, 2011 - 7:00 p.m.

Piano Men is a musical journey through the 70's. This multi-media musical is a trip down memory lane with a slide/video presentation that is sure to put you right back in the moment while listening to the soundtrack of your life...your favorite Elton John and Billy Joel songs! Jim Witter's unique approach and comfortable rapport makes each member of his audience feel as though they are a part of a private concert in their own living room.



### The Gibson Brothers

Saturday, April 30, 2011 - 7:00 p.m.

The Gibson Brothers bring "fancy picking" and "the toughest and tightest harmonies this side of hillbilly heaven." There is a lot of joy in their music as you will be able to tell by listening as they pour their hearts out. The brothers deliver their tales of rural life with a mixture of pain and joy that rings truer than the romanticism of most bluegrass.



## Travel Federation of Iowa 2011 legislative policy priorities

The State of Iowa is reliant on tourism as a revenue stream. Tourism generates \$6 billion annually! It is vital to Iowa's economy to support tourism financially; the positive effects of tourism marketing dollars are well documented. Tourism is a proven winner for out state, creating jobs, enhancing quality of life, and strengthening our communities.

The Travel Federation of Iowa (TFI) advocates for policies and priorities that benefit Iowa's tourism industry, grow Iowa's economy, and significantly contribute to Iowa's revenue stream.

An industry wide survey resulted in the following 2011 priorities.

- Invest Significant Funds in Iowa Tourism Office for Out-Of-State Tourism Marketing. Iowa's tourism budget has slipped below \$4 million, far less than the Midwest regional average of \$10.2 million. Over the last decade, lawmakers have made significant investments in community attractions, yet we cannot adequately market them due to lack of funding. Investing in Iowa's tourism industry grows state revenues and strengthens Iowa Communities.

- Provide Dedicated Funding to Support Outdoor Recreation Opportunities. This includes park and trail development, county conservation, river trails, and environmental programming. In addition, TFI supports the continuation of stable funding for the Community Attractions and Tourism (CAT) grants and its sister program River Enhancement Community Attractions and Tourism (RECAT) grants.

- Enforce Iowa's Current School Start Date Law and Support the Save Our Summers Initiative. The tourism industry does not compete with education, it helps pay for it. Millions in state tax revenues are lost for every day school is in session prior to Labor Day due to lost sales at tourism related businesses. Current Iowa law requires school to start no earlier than the week of September 1.

- Foster the Development of Iowa's Hunting Industry. By encouraging the development of hunting properties, inns, and guide services, Iowa stimulates small business development and boosts entrepreneurship.

Based on survey results, the Travel Federation of Iowa also supports:

- Arts Council Grants
- Regional Sports Authority Funding
- Road & Transportation Infrastructure Funding
- State Historical Society Grants

The Travel Federation of Iowa is a statewide, grassroots organization dedicated to growing Iowa's tourism industry through advocacy and education.

For more information, visit [www.travelfederationofiowa.org](http://www.travelfederationofiowa.org).

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# AMBASSADORS VISITS



The staff at U.S. Cellular (901 South Center Street) celebrate the grand opening of their new store location with a ribbon cutting with the Chamber Ambassadors on November 23.



Todd Thimesch, owner of Sports Page (2500 South Center Street) poses with the Chamber Ambassadors during a courtesy call on November 23 to celebrate Sports Page's 10 years as a Chamber member.



Left: Ed Gifford and John Reardon, along with staff and the Chamber Ambassadors prepare to cut the ribbon at Central Office Supply on December 7. Central Office Supply is located at 4 East Main Street.



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[www.everydaychampions.org](http://www.everydaychampions.org)

# BUSINESS NEWS

## Let's Dance Dance Studio and More to open its doors

Mark and Fauna Nord of Marshalltown are excited to announce the grand opening of Let's Dance! Ballroom dance studio at 236 North 13th Street in Marshalltown.

The Nord's started ballroom dancing seriously about two years ago in Des Moines. They have met a lot of people who have expressed a desire to learn to dance. So they decided to renovate part of the historic Seberg pharmacy building, which they own, into a ballroom dance studio.

The renovation serves three purposes: first it brings the joy of dance to others in Marshalltown, second, it helps renovate the Seberg pharmacy building and third, it kick-starts the vision of Imagine 2011 for the 13th Street revitalization.

Several different types of dance classes will be offered. Jim and Suzi Benjamin of Indianola will be teaching the Beginner/Intermediate Ballroom classes. Larry and Rae Mullica of Des Moines will teach classic swing. Kelli Grabau from M'town will teach adult tap. Allison Peterson from Ames will be teaching Salsa.

In addition there will be fitness classes of many varieties taught. Tabitha Goodrich will teach Zumba and kickboxing. Monica Blanchard will teach yoga and Shevaun Adams-Zmolek will teach Zumba, Core & Body Sculpting.

The space will also be able to be rented for small receptions and other social events.

Mark and Fauna also both have full time jobs. Mark is Power Industry Manger at Fisher Controls and Fauna is a full-time realtor at Coldwell Banker Premier Real Estate.

Please call 641-752-9723, e-mail [nords@q.com](mailto:nords@q.com) or check out their website at [www.letsdancemarshalltown.com](http://www.letsdancemarshalltown.com) for more information or to register for classes.



Pictured from left to right: Mark Nord, Fauna Nord, Shevaun Adams-Zmolek, Kelli Grabau, Tabitha Goodrich and Monica Blanchard

## 2011 Washington DC Summit

The dates have been set for the 2011 Washington DC Summit. A group of local constituents will meet with elected officials, congressional staff members and outside resources from Tuesday, April 5 - Thursday, April 7. The group will carry a comprehensive community agenda to Washington D.C.



Individuals interested in helping plan or attending the 2011 Summit are encouraged to attend the next planning meeting, slated for Friday, January 7 at 9:00 a.m. at the Fisher Community Center. Summit planning meetings will take place the first Friday of each month through April,

Listen Weekly to **Chamber Chat**  
Sunday Mornings 6:30 am on 99.5 KDAO FM  
and 7:30 am on 1190 KDAO AM

The Chamber office will close  
at noon on Thursday, December 23 and will  
be closed on Friday, December 24.  
The Chamber office will also close at noon  
on Thursday, December 30 and will be  
closed on Friday, December 31.

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0704-010



CONTACT  
RUSTY FELDMAN,  
CLU, LUTCF  
641-752-1400

# ECONOMIC DEVELOPMENT

## Iowa Targeted Small Business Program

The State of Iowa through the Iowa Department of Economic Development (IDED), has a long established program that is designed to help women, minorities and the disabled overcome some of the hurdles of starting or growing a small business in Iowa. For over two decades the Targeted Small Business (TSB) program has issued hundreds of loans and other assistance to Iowa small business owners.

Basic requirements to become certified as a TSB in Iowa are:


- Business must be located in the state of Iowa.
- Business must be operated for a profit.
- Business must have less than \$4 million in gross income, computed as an average of the preceding three fiscal years.
- At least 51% of the business must be owned, operated and actively managed by a female, a minority group member or a person with a disability.

Benefits of being a certified TSB are:

- Access to low-interest loans of up to \$50,000 are available.
- Access to the 48 hour TSB Procurement website that gives access to state agency bids 48 hours before the public sees them.
- Free technical assistance in the form of one-on-one guidance and counseling; help with business plan writing, loan application assistance and expert help with business operational issues.
- Listing of your business on the TSB online directory where state agency purchasing directors and others can review your business capabilities.

Financial assistance can include loans of up to \$50,000 at an interest rate varying from 0% – 5% with 5 years to repay.

For more information about the program, its requirements and benefits, visit the IDIED website at [www.iowalifechanging.com/business/tsb.aspx](http://www.iowalifechanging.com/business/tsb.aspx).



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



*Let us clean your:*


|   |   |
|---|---|
| <ul style="list-style-type: none"> <li>• Carpet</li> <li>• Tile &amp; Grout</li> <li>• Upholstery</li> <li>• Furnace Ducts</li> </ul> | <ul style="list-style-type: none"> <li>• Fire &amp; Water Damage and Restoration</li> <li>• Janitorial</li> <li>• Commercial</li> </ul> |
|---|---|

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## Economic Statistics

| October                                      | 2010        | 2009      |
|--|-------------|-----------|
| <b>Employment – Marshall County</b>          |             |           |
| Labor force                                  | 20,230      | 20,480    |
| Unemployed                                   | 1,350       | 1,390     |
| Percent unemployed                           | 6.7         | 6.8       |
| Total employment                             | 18,880      | 19,090    |
| <b>Marshalltown Construction</b>             |             |           |
| Building permits                             | 13          | 8         |
| Residential dwelling units                   | 1           | 0         |
| New residential construction value           | \$83,000    | \$0       |
| <b>Residential addition/remodeling value</b> |             |           |
| New commercial/industrial permits            | 3           | 0         |
| New commercial/industrial value              | \$66,000    | \$0       |
| Remodeling commercial/industrial value       | \$6,963,000 | \$800,000 |
| <b>Marshall County Construction</b>          |             |           |
| Building permits                             | 9           | 1         |
| New Residential Dwelling Units               | 1           | 0         |
| New Residential Construction Value           | \$500,000   | \$0       |
| Residential addition/remodeling value        | \$202,000   | \$5,500   |
| New commercial/industrial permits            | 2           | 0         |
| New commercial/industrial value              | \$39,000    | \$0       |
| <b>Housing</b>                               |             |           |
| Single family home sales                     | 31          | 36        |
| Average sale price                           | \$93,842    | \$92,412  |
| Median sale price                            | \$82,000    | \$88,500  |






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## Taste of Marshalltown

The February Business After Hours event will feature a number of local restaurants, beverage distributors, caterers and other food-related businesses, who will serve some favorite dishes to those in attendance. Confirmed participating businesses include Haven, John Ernest Vineyard & Winery, Legends American Grill and Morning Glory Bakery.

Gift certificates to participating businesses will be given away as door prizes throughout the evening (5:00 - 7:00 p.m.). The event will be held at the Fisher Community Center.

This event is open to any employee of a Chamber member business. Not open to the public.

## Manpower Employment Outlook Summary is now available

The Manpower Employment Outlook Summary (MEOS) is released quarterly to measure employers' intentions to increase or decrease the number of employees in their workforce during the next quarter. It is the only forward-looking survey of its kind, unparalleled in size, scope, longevity and area of focus. The survey has been administered for more than 47 years and is one of the most trusted surveys of employment activity in the world. For a copy of the summary, visit Manpower's website at [www.manpower.com/press/meos\\_landing.cfm](http://www.manpower.com/press/meos_landing.cfm) or contact Chris Grego at the Marshalltown Manpower office at 641-753-3117.

Have you considered hosting a Business After Hours event? It's a great way to get Chamber members into your business and showcase what you do! 2011 dates available!



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753-9013

## ATTORNEYS AT LAW

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John F. Veldey  
Joel T.S. Greer  
Sharon Soorholtz Greer  
Thomas L. Hillers  
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641-752-5467, [www.cdrlaw.com](http://www.cdrlaw.com)

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641-752-4271

[www.marshalltownlaw.com](http://www.marshalltownlaw.com)

### JOHNSON, SUDENGA, LATHAM, PEGLOW, O'HARE

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Marshalltown  
752-8800

## AUTOMOTIVE

### ARNOLD MOTOR SUPPLY

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Marshalltown  
753-5533

### HELPER AUTO SERVICE

108 W. State St.  
Marshalltown  
752-5225

## BATH & KITCHEN

### IOWA WHOLESALE, INC. THE BATH & KITCHEN SHOP

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# BUSINESS DIRECTORY

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### MARSHALL COUNTY TREASURER

Tax Department 754-6366  
Motor Vehicle Department  
754-6360

[www.co.marshall.ia.us](http://www.co.marshall.ia.us)  
[www.iowatresures.org](http://www.iowatresures.org)

## HEARING AIDS

### IOWA HEARING AID CENTER

2500 S. Center Street  
Suite 3400  
Marshalltown, Iowa  
641-753-1426

## INSURANCE

### CHASE INSURANCE SERVICES

105 A. Westwood Dr.  
Marshalltown  
752-5733

## INSURANCE

### KOEHLER INSURANCE AGENCY

26 S. 1st Avenue  
Marshalltown  
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## CONTRACTORS

### LANDON- LANDON & ASSOC.

709 W. Madison  
Marshalltown, IA 50158  
641-753-6666  
[www.landon-landon.com](http://www.landon-landon.com)

## HEATING & COOLING

### KAPAUN & BROWN

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MARSHALLTOWN  
641-753-3563

## INDEPENDENT INSURANCE SERVICES

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Marshalltown  
752-4618

## PENN MUTUAL LIFE INSURANCE CO.

16 East Main St., Suite 190  
Marshalltown  
753-4762

## EMBROIDERY

### IN STITCHES

36 E. Main St.  
Marshalltown  
752-8335

## ENGINEERING & LAND SURVEYING

### CLAPSADDLE- GARBER ASSOCIATES, INC.

16 E. Main St.  
Marshalltown  
752-6701

### B & G HVAC

104 Gould Street  
Gladbrook  
641-473-3500

## JEWELERS

### HELLBERG'S JEWELERS

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Marshalltown  
752-3675

## MANUFACTURER

### RYERSON TULL COIL PROCESSING

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Marshalltown  
753-3511



# BUSINESS DIRECTORY

## MISCELLANEOUS

### AUGUSTINE COMPANY

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Marshalltown  
753-3875

### SALVATION ARMY

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Marshalltown  
753-5236

## NURSING HOMES

### GRANDVIEW HEIGHTS

910 E. Olive St.  
Marshalltown  
752-4581

## NURSING HOMES

### SOUTHRIDGE NURSING & REHAB CENTER

309 W. Merle Hibbs Blvd.  
Marshalltown  
752-4553

### VILLA DEL SOL

2401 S. 2nd Street  
Marshalltown  
752-1553

## PLUMBING & ELECTRIC

### ELECTRIC SUPPLY OF MARSHALLTOWN

1008 S. 12th Ave.  
Marshalltown  
752-4672

### HARTWIG PLUMBING & HEATING INC.

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752-5707

## PROSTHETICS

### CLARK & ASSOCIATES PROSTHETICS & ORTHOTICS

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Marshalltown  
753-0067

## RADIO

### KFJB-KXIA

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Marshalltown  
753-3361

## SUBSTANCE ABUSE TREATMENT

### SUBSTANCE ABUSE TREATMENT UNIT

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Marshalltown  
752-5421

## TAX SPECIALISTS

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Marshalltown  
752-6033

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Would you like to have your Chamber Business listed? Contact your Times-Republican Sales Representative to have your Chamber Business Listed on this Chamber Directory.

# YOUNG PROFESSIONALS

## Upcoming MYP Events

|                 |   |      |
|-----------------|---|------|
| <b>January</b>  |   |      |
| 1               | Social Lunch at Tremont Italian Grille      | Noon |
| 15              | MYP Lunch & Learn: TBD                      | Noon |
| <b>February</b> |   |      |
| 2               | Social Lunch at Joe's Italian Grill & Pizza | Noon |
| 16              | MYP Lunch & Learn: TBD                      | Noon |
| <b>March</b>    |   |      |
| 2               | Social Lunch at TBD                         | Noon |
| 16              | MYP Lunch & Learn: TBD                      | Noon |
| <b>April</b>    |   |      |
| 6               | Social Lunch at TBD                         | Noon |
| 20              | MYP Lunch & Learn: TBD                      | Noon |

An Ugly Sweater party, progressive dinner or murder mystery dinner will be scheduled for early 2011.

*Please note: All dates/times/topics are subject to change.*



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**Janet Miller ★ G. Ward Miller**  
**Jane Chizek ★ Melody Bennett**  
**Phil Henning ★ Moises Garcia**  
**Joan Johnson ★ Robin Runge**  
**Connie Mogard ★ Cortney Watson**

## Meet MYP Member: Jill Crosser

**Name:** Jill Crosser

**Employer:** Goodwill Industries of Central Iowa

**Family:** Brayden Skye, 3 years old

**Hometown:** Cedar Falls, Iowa

**What does your job entail?**  
Helping people obtain employment in the community

**How long have you been employed at your current employer?**  
5 years



**What was your first job?** Bonanza – hostess! \$4 an hour!

**What's the last book you read:** Angelina Jolie's documentary

**Leadership is...**what it takes to be noticed! Leadership is doing what you ask your staff to do and making a difference

**Why are you involved in MYP?** To meet other YPs out there and for networking!

**What other community organization are you involved in?** MHDD Board Member, ACBI (advisory council on Brain Injury) preventative task force, First Congregational United Church of Christ Mission Board Member, TAB-Transition Advisory Board member

**What's one of the best things about living/working in Marshalltown?** Small community where people know who you are and are genuinely nice

**What's something about you most people don't know?** I studied abroad in Newcastle, Australia while getting my BA from University of Northern Iowa.

**Favorite vacation spot:** AUSTRALIA!

**If you could have any other job that the one you have, what would it be and why?** A nurse- I admire nurses. They are amazing. I would love to be able to do their job, but I am scared of blood!

**Why should other young professionals join MYP?** For the networking and being able to know people our age in the workforce who are making a difference in the world!

# BUSINESS NEWS

## 2011 IMPROVE Home and Business Expo

The Marshalltown Area Chamber of Commerce is excited to announce its annual home show at the Marshall Town Center Friday, February 18 – Sunday, February 20, 2011.

The IMPROVE Home and Business Expo hosts approximately 12,000 people each year, offering information on everything needed to improve your home, health, and lifestyle. Vendors include plumbing and HVAC contractors, landscapers, lawn and garden businesses, and other area businesses interested in connecting with the public about the products and services they provide.

“The Expo is open to more than just home improvement businesses,” said Lynn Olberding, Director of Membership and Marketing for the Marshalltown Area Chamber of Commerce. “While there will still be a strong emphasis on home improvement products, the expanded format of the show will allow other area businesses interested in participating in a trade show an opportunity to do so. We receive many requests throughout the year from our members and area businesses for opportunities for trade shows and this new format will help us meet some of those requests, while still maintaining our strong history with the community’s home show.”

Many of the vendors will be offering prizes, including a grand prize gift certificate for Chamber Area Dollars, which can be used at nearly 475 busi-

nesses in the Marshalltown area. Last year’s show boasted more than 45 vendors and more than \$2500 in prizes. This year’s show will again feature partnerships with community organizations throughout the weekend.

Registration for the 2011 IMPROVE Home and Business Expo is now available. Discounted rates for early bird registrations are also available. All Chamber members receive a discounted rate for the Home and Business Expo. Chamber members will find a registration form enclosed in their copy of the Chamber Digest.



If you are currently not a member of the Marshalltown Area Chamber of Commerce, but would like more information, please contact Lynn Olberding at 641-753-6645.

### Marshalltown Area Chamber of Commerce’s IMPROVE Home and Business Expo

February 18 - 20, 2011

Marshall Town Center

Registration materials available online: [www.marshalltown.org](http://www.marshalltown.org)

|  |  |   |  |  |  |  |  |   |  |   |
|--|--|---|--|--|--|--|--|---|--|---|
| <br>Ulises Cisneros<br>Agent-CSA    | <br>Tyler Stahlin<br>Agent                  | <br>Paul Hageman<br>Agent  | <br>Lance Horbach<br>Agent      | <br>Paul Seals<br>Agent | <br>Loras Neuroth<br>Agent | <br>Mark Kohde<br>Agent | <br>Dan Mead<br>Agent | <br>Sue Gannaway<br>Agent-CSA  | <br>Rich Mohon<br>Agent                       | <br>Karen Neuroth<br>HR-Accounting |
| <br>Kelli Carlson<br>Office Manager |   |   |                                |  |  |  |                       |   | <br>Matt Koelgaard<br>Information Systems     |   |
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| <br>Robin Angstrom<br>Agent-CSA     | <br>Heather Loney<br>Agent-CSA              | <br>Dana Rowley<br>Agent-CSA   | <br>Deb McHamara<br>Agent-CSA |  |  |  |  |   |  |   |