

Chamber Digest

August 2013

Volume 31 Issue 2



Upcoming Events

- August 15:** Educator Appreciation Breakfast
August 21: Contacts & Contracts networking group kick-off
August 22: Chamber Ambassadors Golf Outing 1:00 p.m. shot gun start; Elmwood
August 29: Business After Hours; 4:00 - 7:00 p.m.; Iowa River Hospice
September 2: Labor Day; Chamber office closed

In This Issue

Member Spotlight

Page 2

Leadership / Reinvesting Members

Page 3

Faces & Places

Page 4

Convention & Visitors Bureau Tourism News

Pages 6 & 7

Ribbon Cuttings

Page 8

Business News

Page 9

MEDIC Economic Development News

Page 10

New Members

Page 11

Business Directory

Pages 12 - 14

Business News

Page 15 - 16

Chamber introduces new networking group

In August, the Chamber is kicking off a new networking group, open to any employee of a Chamber member business or organization called "Contacts & Contracts." The purpose of this group is for lead-generation, business contacts, and expanding individuals' network of business associates.

The program is presented by Fauna Nord - Coldwell Banker Premier Real Estate and will run from August 2013 through July 2014. The networking group is open to the first 25 individuals who sign up.

"Contacts & Contracts is a group formed for members to develop deeper business relationships with the purpose of lead sharing and referrals," said Lynn Olberding, Chamber Vice President. "Only one individual per industry is allowed. This will allow for some great relationship building and networking across various industries."

To sign up, interested individuals should email Olberding (lolberding@marshalltown.org). Once an industry has been filled, additional interested individuals will be placed on a waiting list. Once the 25 person maximum is filled, people will also be placed on a waiting list. Participants must commit to attend at least 90% of the meetings (2 absences are excused per year). If an individual misses three or more meetings, they will be replaced with someone from the waiting list.

"The group will meet over the lunch hour on the third Wednesday of every month," added Olberding. "Cost to participate is \$50 which covers your meals for the year."

"We are very excited about this new program," said Chamber Board Chair Paul Beals. "The Chamber is known for strong networking events and opportunities and Contacts & Contracts is a great addition to the programs we already provide."

Examples of industries include: Insurance, Education, Printer, Software Development, I.T., Chiropractor, Construction, HVAC, Veterinarian, Men's Clothing, Fine Arts, Restaurant, and Manufacturing, to name a few.

"If there is enough interest, we can add additional Contacts & Contracts networking groups," said Olberding. "The program is meant to be a benefit to our members, so we'll add more groups to get as many people involved as want to be."

The first Contacts & Contracts meeting will take place on Wednesday, August 21.

For more information about the Chamber, visit www.marshalltown.org.



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MEMBER SPOTLIGHT

Marshalltown Alarm

Over thirty years ago, Marshalltown Alarm started their journey serving this community, providing services to create safe homes and businesses. Today, they serve part of the state of Iowa. Although the business has grown, owners Don Anderson and Craig Hawkins feel community involvement is very important to keep business thriving.

“We provide our community with quality service at a fair price,” said Hawkins.

Marshalltown Alarm provides, installs, and maintains many different kinds of alarms for a wide variety of customers, from residents to large industries. A variety of alarms can be chosen to suit one’s specific needs, including security alarms, fire alarms, video surveillance, among others. They even provide commercial freezer temperature monitoring.

After fifteen years of owning Marshalltown Alarm, Don Anderson decided to sell the business. When the company’s owner retired in 2011, Anderson repurchased Marshalltown Alarm in hopes of keeping the business locally owned and staffed.

“Our goal is to keep our business local. We care for the community and love to see it flourish.” Anderson stated.

When asked the importance of being a member of the Marshalltown Area Chamber of Commerce, Hawkins replied, “To stay involved with the community of Marshalltown.” The company recently joined the Chamber during the Total Resource Campaign earlier this year. Marshalltown Alarm owners keep involved in the community with civic service and numerous business investments.

“The best part of conducting business in Marshalltown is the quality of people in and around this area,” they both agreed.

For more information about Marshalltown Alarm, contact their office at 641-758-3400 or by email: office@marshalltownalarm.com.

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to
**Chamber
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mornings
6:30 a.m. on
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and 7:30 a.m. on
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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.

Thank You

Reinvesting Members

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



AAA Septic Service Inc.	6
Abarrotes La Salud, Inc.	1
Adland Engraving	25
Animal Clinic - The Vet	25
Apgar Photography Studio	102
Arby's Restaurant	23
Area Education Agency 267	26
B & G HVAC	7
BDH Technology	10
Dean Baker	53
Ben's Tire	25
Bishop Consulting	17
Dave Borton	6
Bowman & Miller, P.C.	49
Brycon, L.L.C.	37
Buena Vista University	26
Cartwright, Druker & Ryden	37
Central Iowa Art Association	12
CIRSI	32
Cessford Ready Mix	40
Clemons Inc. Chevrolet	38
Dr. John G. Collison, D.D.S.	32
Concrete Inc.	49
Consumers Energy	37
Domino's Pizza	30
Edward Jones - Wirin	33
Electric Supply	36
Elmwood Country Club	48
Emerson - Fisher	100
Evans Abstract Company	36
Eyecare Associates	54
Feldman Financial	8
First Congregational Church	9
Gethmann Construction	48
Git-N-Go Store	1
Great Western Bank	50
Dr. Colene Grecian, D.D.S.	5
Grimes, et. all Law Firm	49
Hampton Inn & Suites	4

Continued on Page 5

Business After Hours

August 29, 2013

4:00 - 7:00 p.m.

Iowa River Hospice
502 Plaza Heights Road

September 2013

Community Foundation of
Marshall County
11 North 1st Avenue

November 7

4:30 - 7:00 p.m.

Business to Business Showcase
Presented by HyVee

November 2013

Orpheum Theater Center
220 East Main Street

December 2013

US Bank
123 West Main Street

January 2014

Hermanson Orthodontics
233 North 13th Street



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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 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.

Information printed in the **Faces & Places** section is supplied by Chamber member businesses and organizations and is not an endorsement by the Marshalltown Area Chamber of Commerce.

McFarland Clinic adds new doctor

McFarland Clinic is pleased to welcome Bryce Jolley, DPM. Dr. Jolley joins McFarland Clinic in August and is now providing podiatric care in Marshalltown.

Dr. Jolley received his doctorate of podiatric medicine from Des Moines University College of Podiatric Medicine and completed his podiatric surgical residency at North Colorado Medical Center in Greeley, Colorado. Dr. Jolley also received his Master's in Health Administration at Des Moines University.

Dr. Jolley provides comprehensive evaluations and treatment of foot and ankle disorders for people of all ages. This includes: diabetic foot care, ulcer and wound healing, palliative care for corns, callus' and nail debridement, surgical reconstruction of foot abnormalities, surgical repair of fractures or tendon injuries, arthroscopic procedures for ankles and biomechanical assessment and treatment with orthotics and bracing.



For more information on Dr. Jolley, please call the McFarland Clinic Podiatry Department at 641-753-4161



McFarland Clinic PC

Marshall Town Center tractor ride

In the wake of what had been such a successful 40th Anniversary Tractor Ride in 2012, there was only one thing Marshall Town Center could do! Do it again, bigger and better!

Marshall Town Center announces August 24th as the date for its Second Annual Tractor Ride in Marshalltown. Owners of antique tractors are welcome to participate in the event, with no fee to enter the parade.

Registration, however, is required the day of the event. Registration begins at 8:00 a.m. on August 24th. The parade will begin at 10:00 a.m., with a new, longer route as compared to 2012. This year's route will take the tractors past area nursing home facilities as well as out to the Iowa Veteran's Home.

The parade is expected to return to Marshall Town Center around noon, with the tractors remaining on display until 2:00 p.m.

In addition to the tractors being on display, you'll be able to treat yourself to pork sandwiches, prepared by the Pork Producers. All proceeds from the sale of the pork sandwiches will go to the Marshalltown Area United Way.

For more information on the Antique Tractor Ride and how to become a part of the parade, contact Susan Schuett-Krough at (641) 752-6200 or susan@marshalltowncenter.com.

Central Iowa Art Association serves the area

The CIAA board recently released information on the number of patrons served from June 30, 2012 to July 1, 2013:

Adults served in classes: (from communities listed)

Marshalltown 74; Legrand, Grinnell, Iowa Falls 11; Des Moines 2; Chariton 1; Melbourne 1; Eldora 3; Grundy County 6; Tama County 4

Total 102

Kids served: (from communities listed)

Open Studio (free on Saturday mornings for children 6 -12) All materials are free.

Marshalltown 69; State Center 7; Albion 7; Legrand 3; Des Moines 2; Haverhill 1; Out of State 1

Total 85

ART CAMP (youngsters age 6- 11; fees apply)

2012 summer 36; 2012 holiday 10; 2013 summer 46

Total 92

The board would love to serve more of you. If you have an interest in learning some form of art, please contact their office to arrange classes or personal lessons.

For 2013-2014, they are planning an art party, two stained glass classes, an open studio for high school students, and open studio for the creative arts. They are also working on dates for the Holiday Art Camp over the winter break for children. Plan to visit their Holiday Open House on October 25 and 26, with many different activities planned.

BUSINESS NEWS

Thank You Reinvesting Members

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

Continued from Page 3

Hawkeye Stages	21	Mechdyne Corporation	13
Heartland Technology	2	Medicap Pharmacy	30
Helfer Auto Service, Inc.	60	MIW	29
Hermanson Orthodontics	38	Mike's Bike & Fitness	28
Home Federal Savings Bank	44	Moore Law Firm	20
Home Rental Center	30	Nagle Signs, Inc.	27
Howgan SCC	16	Old Timer Tavern	1
Independent Insurance	37	Peglow, O'Hare & See	40
Iowa River Hospice	13	PennySaver	42
Iowa Wholesale Supply	39	Pepsi Beverages Company	53
JBS Swift & Company	54	Plaza Family Dental Center	35
Jensen Ford	46	Primary Health Care, Inc.	5
K-Mart	30	R.S. Stover	53
Kapaun & Brown, Inc.	39	RACOM Corporation	33
Ken Wise Buick	54	Raymon/DONCO	25
Ken Wise Chrysler	48	Roseland, Mackey, Harris	11
Kenn's Transmission	29	Mary Rund	6
L.E. Myers Co., The	53	SagePoint Financial	23
Lamar Advertising	17	ServiceMaster	28
Landon-Landon	49	Shomo-Madsen Insurance	42
Lennox ECredit Union	29	Smiles In Motion	10
Lennox Manufacturing Inc.	84	Structural Engineers P.C.	26
M. Gervich & Sons, Inc.	49	Superior Rentals	1
Thomas Mack	39	Taco John's	37
Marshall County Abstract	29	Times-Republican	52
Marshall Co Arts & Culture	8	U.S. Cellular	17
Marshall Co Farm Bureau	49	United Bank & Trust NA	11
Marshall County Supervisors	21	United Way	45
Marshall Town Center	36	Vis Ltd.	36
Marshalltown Aviation, Inc.	39	Walmart	30
Mtown Broadcasting	68	Wandering Creek	5
Mtown Comm. School Dist.	21	Weidner Construction, Inc.	35
Marshalltown Company	54	Wells Fargo Investments	35
MMSC	87	Wertzberger Architects, P.C.	18
Marshalltown OBGYN	44	Wintrust Mortgage	1
Marshalltown Orthopaedics	37	Wolfe Clinic P.C.	21
Mtown YMCA-YWCA	36		
Martin Marietta Aggregates	36		
McAtee Tire	28		
McDonald's	41		
McFarland Clinic PC	15		
McGregors Furniture	50		
McRill-Stowell-Christensen	26		



Iowa River Hospice Open House and Business After Hours

Chamber members and the general public are invited to Iowa River Hospice (502 Plaza Heights Road in Marshalltown) on Thursday, August 29 from 4:00 - 7:00 p.m. for an Open House and Business After Hours.

"We have served the area since 1983 providing care for those with a life limiting illness and supporting their loved ones through the journey of illness, care support, loss, grief and healing," said Rhonda Miller, Community Liaison for Iowa River Hospice. "We serve patients where ever they call home including assisted living, nursing homes and hospitals. Our 'what ever it takes' philosophy of care means our patients needs are our first priority."

Their Open House will showcase the many quilts that have been donated to the Hospice Home, as well as an ice cream social and tours of the facility.

"We are grateful for the support we have had throughout the last 30 years as so many have and continue to endorse our mission in many ways," added Miller. Financial support comes through donations, memorials and events. Generous volunteers assist in countless ways."

For more information, visit www.iowariverhospice.org.

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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

August 2013 Events	Date	Location
Bingo	Tuesdays	Senior Citizens Center
Duplicate Bridge	Wednesdays	Senior Citizens Center
Sotrytime	Wednesdays	Public Library
Farmers Market	Wed & Sat	2nd Ave and State Street
Main Street Farmers Market	Thursdays	Courthouse Square
Municipal Band	Thursdays	Courthouse Square
Trails for Tails	Aug 2	Riverview Park
"Annie"	Aug 2-3	Martha Ellen Tye
Mid-IA Antique Power Show	Aug 2-4	2373 Jessup Avenue
"Where the Wild Things Are"	Aug 2-4	Orpheum Theater
Ethan's Tractor Run 5K	Aug 3	2369 Jessup Avenue
Past Masters	Aug 3	John Ernest Vineyard
Adult Summer Reading	Aug 5	Public Library
Nature Story Hour	Aug 7	Grimes Farm & Conservation
Star Gazing	Aug 9	Green Castle Recreation
"Old Yeller"	Aug 9-11	Orpheum Theater
Kids Open Art Studio	Aug 10	Fisher Community Art Studio
Route 66	Aug 10	John Ernest Vineyard
"Harvey"	Aug 16-18	Orpheum Theater
Movies in the Park	Aug 17	South 6th Street Complex
Blood Drive	Aug 17	First United Methodist
Kids Open Art Studio	Aug 17	Fisher Community Art Studio
Dogs on Skis	Aug 17	John Ernest Vineyard
Nature Story Hour	Aug 21	Grimes Farm Conservation
"Harry Potter"	Aug 23-25	Orpheum Theater
Tractor Ride	Aug 24	Marshall Town Center
Redline	Aug 24	John Ernest Vineyard
"The Music Man"	Aug 30-Sept 1	Orpheum Theater

August 2013 Meetings, Conventions & Tournaments

Group	Date	Location
Nurse Aide Instructors	August 1	IA Valley Continuing Ed
Gideon's	August 2-3	Best Western Regency Inn
A.S.A 16" Men's Tourney	August 2-4	South 6th Street Complex
Massey Harris Collectors	August 3	Best Western Regency Inn
International Right of Way	August 5	IA Valley Continuing Ed
Study Iowa	August 9	IA Valley Continunig Ed



Go to www.visitmarshalltown.com for a list of lodging, shopping, dining, recreation, attractions and more!

2013

NOTHING COMPARES

AUGUST 8-18

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CONVENTION & VISITORS BUREAU

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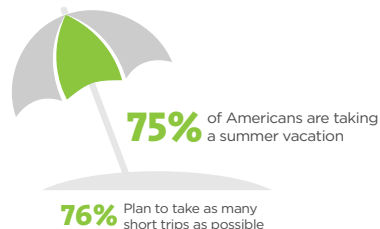
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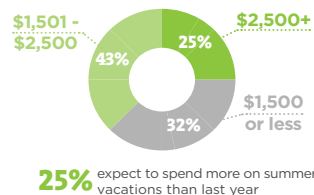
JULY 2013

AMERICANS ARE TAKING LOTS OF VACATIONS



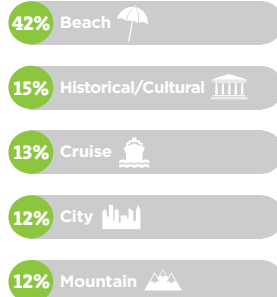
Sources: 2013 Orbitz; 2013 Destination Hotels & Resorts Survey

SUMMER VACATION BUDGETS HAVE GROWN



Sources: 2013 Orbitz; 2013 TripAdvisor

TYPES OF SUMMER TRIPS MOST TAKEN



Source: 2013 Orbitz

DIRECT AIRLINE WEBSITE BOOKINGS ARE UP

In 2012, for the first time ever, more travelers, **37%** booked airline tickets directly through airline's website vs. online travel agencies (33%)



Source: 2013 PhoCusWright Research

OUTDOOR FAMILY ADVENTURES ARE KEY



Source: 2013 Destination Hotels & Resorts Survey

MCVB Electronic Sign

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

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

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

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

- Registration (including sports, early registrations, and others)
- Fundraiser
- Campaign kickoff
- Political message
- Open house
- Announcement for a meeting/event not for general visitor attendance (for example: MCVB will hold its meeting on January 4)
- Camp (Example: summer camp taking place on July 10)
- A group sponsoring a day at a special location (Example: MCVB day at the Aquatic Center)
- A cancellation message for an event

Anyone planning an event is encouraged to call the Marshalltown Convention & Visitors Bureau, stop by our office, or visit www.visitmarshalltown.com to receive a form to fill out. All forms need to be received one week before the event takes place.

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



FOR MORE INFO CONTACT:

Jodie Schafer | National Travel Director
952.322.3124 | jodie.schafer@meredith.com

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Midwest Living | midwestliving.com/mediakit
Meredith Travel Marketing | meredithtm.com

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.



Phone: 641-753-6645

Email: cvb@marshalltown.org

Website: www.visitmarshalltown.com

AMBASSADORS VISITS



The Chamber Ambassadors hosted a ribbon cutting during an open house at Central Iowa Residential Services, Inc., (CIRSI) celebrating their new office location on Linn Street. The facility also houses their Adult Care program.



The Chamber Ambassadors visited Man's Best Friend (1410 Iowa Avenue West) during a courtesy call on June 25. Owners Thomas and Kathy Poole offer dog obedience training, pet grooming and boarding services.



John Wise stands with the Chamber Ambassadors and brother Tom Wise at Ken Wise Buick-GMC-Honda (1000 North 3rd Avenue) during a recent courtesy call celebrating the business's 60th anniversary in 2013.



Tom Wise is pictured with brother John Wise and the Chamber Ambassadors during a July 9 visit to Ken Wise Chrysler-Dodge-Jeep (908 North 3rd Avenue).

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.
The next dates are June 11 and June 25.

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

See pictures of past
Ambassadors ribbon cuttings and
courtesy calls on the Chamber
website at www.marshalltown.org.

BUSINESS NEWS

2nd Annual Chamburrrrr Scurry



While it's hot out in August, think cool thoughts and plan to participate in the 2nd Annual Chamburrrrr Scurry 5K and Wellness Fair, presented by Marshalltown Medical & Surgical Center. The 2014 event will happen on Saturday, January 25 at the MCC Student Activity Center and Cross Country Course.

"We were overwhelmed by the response to our inaugural event earlier this year," said Lynn Olberding, Chamber Vice President. "We immediately started making plans for the 2014 event."

Participants will see some changes in the 2nd Annual event, including a change in hours for the Wellness Fair. The Fair, which is open to the public, will be held from 8:00 a.m. - Noon on Saturday, January 25, 2014. The 5K race will begin promptly at 9:00 a.m. The 2014 event will also feature a post-run meal called the Flurry Feed, sponsored by Farmers Savings Bank.

Awards will be presented to the overall male and female finishers, as well as top male and female finishers in each age group. There will also be an award for best dressed categories.

Mark your calendars now for the 2nd Annual Chamburrrrr Scurry 5K and Wellness Fair - January 25, 2014!

www.marshalltown.org Statistics

	June 13	Avg/Month	YTD Total
Unique Visitors	3,166	3,099	18,596
Number of Visits	11,015	9,623	57,736
Page Views	78,936	60,247	361,479
Hits	144,124	127,493	764,956

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.



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Chamber Ambassadors Golf Outing

Summer is in full swing and that means the annual Chamber Ambassadors Golf outing is just around the corner! This year's event will be Thursday, August 22 at Elmwood Country Club, presented by Emerson Process Management - Fisher. A 1:00 p.m. shot gun start is planned for the 144 golfer who will participate.

Cost to participate is \$80 per golfer (\$320 per foursome) until August 2 and \$100 per golfer (\$400 per foursome) after August 2. Open to the first 144 golfers. This is a four-person best shot tournament.

Awards and dinner sponsor is Lennox. Cart sponsor is MMSC and many other businesses are sponsoring tee boxes, games, prizes, and contests throughout the day.

Special events include a hole-in-one contest, putting contest, longest drive competition, closest to the pin competitions, and more. Each year businesses donate dozens of prizes that are given away during the banquet meal. The Chamber Ambassadors also purchase large raffle prizes, including golf clubs and a television.

Registration fee includes greens fees, cart rental, banquet dinner, prizes, contests, and lots of fun! Chamber members will be emailed information on how to get registered in June or can email Lynn Olberding at the Chamber office with the names of their golfers.

2013 Chamber Ambassadors Golf Outing Sponsors

Presenting - Emerson Process Management - Fisher

Dinner & Awards - Lennox

Carts - MMSC

Hole In One Contest - Independent Insurance Services

Closest to the Pin Contests - Big 8 Tyre & Hay Construction

Longest Drive Contest - Con-Struct

Longest Putt Contest - HyVee

Putting Contest - Edward Jones Investments-Bruce Wirin

Beverage Gazebo Sponsors - Best Western Regency Inn, Hawkins Electric, Marshall County Abstract, NuCara Pharmacy, Welker Construction, Wells Fargo Home Mortgage

Exclusive Tee Box Sponsors - Central Iowa Farm Store, Farmers Savings Bank, Grandview Heights, JBS, Jimmy John's, L.E. Myers Company, Marshalltown Broadcasting (KFJB/KXIA), Kristin Polley Team - Five Star Real Estate

Mulligans - SagePoint Financial-Kileen Rezac

Pink Tees - Great Western Bank

Driving Range - Ryerson

19th Hole - Brycon

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

Want to donate a prize? Contact any Chamber Ambassador or the Chamber Office.

ECONOMIC DEVELOPMENT

“It Takes a Village”

By Tom Deimerly, President, MEDIC

How green is our grass? I often wonder about people who think the grass is greener on the other side and don't appreciate the great assets and investments related to quality of life happening in Marshall County.

I'll begin with a quick story. I was in line at a local sandwich shop the other day having a conversation with the staff about an issue recently discussed by our local city council. On my way out, the person behind me grabbed my shoulder and asked "Are you on the city council?" My immediate response was NO, thinking I was about to be on the receiving end of someone's complaint about their neighbors dog business in the wrong spot, grass that had grown one inch longer than code, or potholes that hadn't been fixed. By the way, being an elected official is truly a thankless job sometimes – so thank you! To my surprise, he asked me to pass along his gratitude for the recent road upgrades. Even more surprising, the woman behind him asked me to mention the condition of the parks, and the gentlemen behind her the local trail system. It was a request that I was more than happy to pass along. As I left the shop, it got me to again start thinking about the interconnectedness of public and private investments in quality of life and the impacts it has on our local business and industry. I was again reminded of the term, it takes a village.

So what is quality of life? It is an all-encompassing term that spans the spectrum from education, transportation, recreation, healthcare, and more. A quick inventory of things happening in Marshall County quickly shows that it takes everyone chipping in to make this a great place to live, work, and play. There is a ton of stuff happening when taken as a whole. Whether it's the current healthcare upgrades, the development and maintenance of parks with disc golf courses, skate parks and dog parks, neighborhood revitalization like the downtown alley rehabilitation and 13th Street upgrades, world class theatrical productions, diligent work of the Business-Education Alliance creating strategic partnerships to create a world class STEM based education system, various festivals, and of course quality roads that are safe for pedestrians and cyclists. These are all great things. The greatest thing about this list is that it is nowhere complete. If I left you out, I'm sorry!

So you might be asking "What do all these things have to do with economic development?" and my response would be everything. Take

away the direct economic tourism benefit derived from these projects, the number one question I receive from site location experts is "What is the make-up of your local workforce and associated skill set?" Some people find this quite surprising when I mention it, but it's true. The interconnectedness comes from the desire of new families wanting to move to the area and our existing residents feeling happy about where they live.

It takes a village and that village is made up of volunteers that help make that incomplete list of quality of life activities possible. So for this month, let me say thank you to the village. As a whole we are all helping propel our economic livelihood into the future. If you hear someone being negative towards the community, take the time to remind them that the grass is pretty green on our side of the fence too.

Economic Statistics

April 2013	2013	2012
Employment – Marshall County		
Labor force	19,560	20,120
Unemployed	1,220	1,350
Percent unemployed	6.2	6.7
Total employment	18,340	18,780
Marshalltown Construction		
Building permits	7	15
Residential dwelling units	0	0
New residential construction value	\$0	\$0
Residential addition/remodeling valuation	\$16,000	\$80,000
New commercial/industrial permits	3	0
New commercial/industrial valuation	\$206,000	\$0
Remodeling commercial/industrial value	\$2,366,000	\$183,000
Marshall County Construction		
Building permits	3	10
New residential dwelling units	1	1
New residential construction value	\$150,000	\$52,000
Residential addition/remodeling valuation	\$40,000	\$445,548
New commercial/industrial permits	0	0
New commercial/industrial valuation	\$0	\$0
Housing		
Single family home sales	41	30
Average sale price	\$108,467	\$75,432
Median sale price	\$82,000	\$57,250

www.everydaychampions.org

BUSINESS NEWS

Nearly 100 prepare for trip to China

The Chamber is offering their "Experience China" trip October 21 - 30 and nearly 100 people have signed up to participate.

The trip features visits to four Chinese cities: Beijing, Suzhou, Hangzhou, and Shanghai. A side trip to the Emerson - Fisher Wuqing test and evaluation lab and factory is also planned.

"The group will see seven of China's top ten tourist attractions," said trip planner Lynn Olberding. "We are excited to have so many people interested in learning more about the Chinese culture, history, and impact in our global economy."

This is the first trip of its kind for the Chamber, but Olberding doesn't rule out future international trips.



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.

aSPArations Salon & Day Spa

Tasha Schnathorst, Owner/Licensed Massage Therapist
204 South 1st Avenue
Marshalltown, IA 50158
641-753-4095

aSPArations Salon and Day Spa is a full service salon and day spa with an extensive menu of spa services ranging from hair, nails, waxing, facials, massage, body rituals, tanning and two sunless tanning options. They carry high-end skin, hair and cosmetic lines that focus on pure, natural ingredients with no fillers, additives, unnatural preservatives or harsh chemicals/ingredients.

Marshalltown Family Dentistry

Dr. Daniel Johnson & Dr. Michelle Johnson, Owners/Dentists
206 East State Street
Marshalltown IA 50158
641-752-4138

The Johnsons perform general dentistry for all ages, including standard dental procedures as well as dentures, implants and root canals.



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and Experience Count...
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Karri Henning, Broker/Owner
Valerie Bellile ★ Kristin Polley
Janet Miller ★ G. Ward Miller
Martha Garcia ★ Moises Garcia
Joan Johnson ★ Connie Mogard
Jane Chizek ★ Reed Riskedahl
★ Shelley Backes

**The Chamber, MCVB and MEDIC
offices will be closed on Monday,
September 2 in observance of
Labor Day.**

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 \$132 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.

BUSINESS DIRECTORY

ADVERTISING SPECIALTIES

MARSHALLTOWN TIMES-REPUBLICAN

135 W. Main
Marshalltown
753-6611

APARTMENTS

SOUTHERN HILLS APARTMENTS

753-4533
BOULDER PROPERTIES

1 & 2 Bedroom Apartments
641-752-7767
www.venturellc.com

ART

CENTRAL IOWA ART ASSOCIATION

- Adult & Child Art Instruction
- Art Supply Store
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709 S. Center St., Marshalltown



753-9013

www.centraliowaartassociation.com

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John F. Veldey
Joel T.S. Greer
Sharon Soorholtz Greer
Thomas L. Hillers
112 W. Church St. Marshalltown
641-752-5467, www.cdrlaw.com

ATTORNEYS AT LAW

MOORE, McKIBBEN, GOODMAN, & LORENZ, LLP

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Larry E. McKibben
James L. Goodman
William J. Lorenz
Douglas W. Beals
Michael R. Horn
Norma J. Meade
Sean K. Heitmann
Brandon Ruopp
26 S. 1st Avenue
Suite 302
Marshalltown
641-752-4271
www.marshalltownlaw.com

PEGLOW, O'HARE & SEE

118 East Main Street
Marshalltown
752-8800

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ARNOLD MOTOR SUPPLY

116 E. Anson St.
Marshalltown
753-5533

AUTOMOTIVE

HELPER AUTO SERVICE

108 W. State St.
Marshalltown
752-5225

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Marshalltown
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752-1541

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SERVICEMASTER

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752-3956

CONTRACTORS

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Marshalltown, IA 50158
www.landon-landon.com



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ENGINEERING & LAND SURVEYING

**CLAPSADDLE-
GARBER
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Marshalltown
752-6701

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**KAPAUN &
BROWN**
1002 W. LINCOLNWAY
MARSHALLTOWN
641-753-3563

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**PENN MUTUAL LIFE
INSURANCE CO.**
16 East Main St., Suite 190
Marshalltown
753-4762

MUSIC Instruction & Sales

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Marshalltown
752-5733

MANUFACTURER

**RYERSON TULL
COIL PROCESSING**
1107 E. Main St.
Marshalltown
753-3511

NURSING HOMES

**GRANDVIEW
HEIGHTS**
910 E. Olive St.
Marshalltown
752-4581

MISCELLANEOUS

**INDEPENDENT
INSURANCE
SERVICES**
11 E. Church Street
Marshalltown
752-4618

**AUGUSTINE
COMPANY**
1210 Industrial Blvd.
Marshalltown
753-3875

**SOUTHRIDGE NURSING
& REHAB CENTER**
309 W. Merle Hibbs Blvd.
Marshalltown
752-4553

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**B & G
HVAC**
16 N. 1st Street
Marshalltown
641-752-3429

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INSURANCE**
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Marshalltown
753-6691

SALVATION ARMY
107 W. State St.
Marshalltown
753-5236

VILLA DEL SOL
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Marshalltown
752-1553

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752-5707

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123 W. Main St.
Marshalltown
753-3361

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H&R BLOCK

Tax & Business Services

204 E. Linn, Suite C
Marshalltown
752-4418

ACCU-TAX

1302 W. Main St.
Marshalltown
752-6033



Marshalltown
WORKS
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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.

BUSINESS NEWS

Chamber to offer professional development opportunities

The Chamber will be offering a number of professional development opportunities in the upcoming months, including Lunch & Learns with local businesses, and trainings.

In September, a session entitled "Productive Meetings" is scheduled with local trainer David Case. The 90-minute session will focus on how to prepare and conduct effective meetings that will make sure your goals are achieved. For more information on David Case, visit www.poweringthroughbarriers.com. Watch for sign-up information for this session coming soon.

On October 10, the Chamber has partnered with Quad Cities-based trainer Ginny Wilson-Peters for "Building a Network of Alliances". This session will focus on change. Change doesn't happen in a vacuum. Change requires tapping into the resources of others. This luncheon will discuss tips and tools for building alliances rather than simply networking. This session is sponsored by Interface Sealing Solutions.

In November, ServiceMaster of Marshalltown will present a Lunch & Learn about their business, services and products they provide, and share their story about how a small business can be involved and impact the community. This session will be held on November 6.

All sessions will be held at the Fisher Community Center. Watch your email and the Chamber Digest for further details and registration information.

The Chamber is also looking for suggestions of topics you would like to see in upcoming trainings and seminars. Email suggestions to lolberding@marshalltown.org.

August Business After Hours

Thursday, August 29

4:00 - 7:00 p.m.

Iowa River Hospice
502 Plaza Heights Road

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Member Appreciation Picnic coming in September

Mark your calendars for the 2nd Annual Chamber Member Appreciation Picnic, presented by Emerson Process Management - Fisher. This year's event will be held on Thursday, September 19 from 11:30 a.m. - 1:30

**Member
Appreciation
Picnic**

Thursday, September 19



p.m. at the Fisher Community Center. Beverage sponsor is Liquor & Grocery Store, Fun sponsored by JBS, Hy-Vee and Lennox. The event is free for any employee of a Chamber member business or organization. More information will be distributed to Chamber members via email in the upcoming weeks. The event is just a small way for Chamber staff and board of directors to thank members for their continued support.

A.M. Exchange

Presented by Marshall Town Center

Tuesday, July 30

7:30 - 9:00 a.m.

Hosted by Anderson Funeral Homes
Main Street Chapel - 405 West Main Street

The A.M. Exchange allows members a strategic networking opportunity to gather and do business in the morning.

This event is modeled after the popular Business After Hours, but provides members a business networking opportunity BEFORE the work day begins!

Did you know **Chamber Area Dollars** are available throughout the year in \$10 and \$25 increments at the Chamber Office. Cash, check, Visa, MasterCard, Discover Card and American Express accepted as payment. They make great gifts and are redeemable at any Chamber member business!

BUSINESS NEWS

Education Appreciation Breakfast

It's hard to believe that summer is coming to a close and before too long teachers and students will be back in school. The Educator Appreciation Breakfast is a tradition the Chamber has hosted for a number of years on the first day the teachers and support staff head back to school. This year's event will be on Thursday, August 15.

"We love being part of the beginning of the school year for teachers, administrators and support staff," said Chamber Vice Chair of Education, Mike McQuade. The event is open to any employee of the

Marshalltown Community School District, Marshalltown Area Catholic Schools or Marshalltown Christian School and will be held at the MHS Cafeteria.

The event is presented by Independent Insurance Services. Gold sponsors are Emerson Process Management - Fisher, Lennox and Pizza Ranch. Bags will be provided to the teachers, courtesy of The UPS

Store.

A number of Chamber member business are supporting this event as Banner and Table sponsors. A full list of sponsoring businesses will be included in next month's Chamber Digest publication. If your business would like to support this event, please contact Lynn at the Chamber office.



Robin Angliman
Agent-CSA



Pat Hageman
Agent



Lance Horbach
Agent



Loran Neuroth
Agent



Paul Seals
Agent



Mark Rohde
Agent



Dan Mead
Agent
Claims Administration



Sue Gannaway
Agent-CSA



Rich Mahon
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