

# Chamber Digest

November 2014

Volume 32 Issue 6



## Upcoming Events

- November 4:** Election Day: Get out and vote!  
**November 6:** Business-to-Business Showcase  
**November 7 - 11:** Experience Cuba trip  
**November 13:** Iowa Valley Leadership Class  
**November 19:** Business Leaders Legislative Luncheon; 11:30 a.m.; Hampton Inn & Suites  
**November 26:** Chamber office closed at noon  
**November 27 & 28:** Chamber office closed  
**November 29:** Shop Small Saturday

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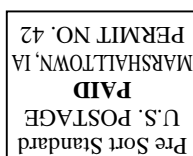
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## Small Business Month

We have dubbed November “Small Business Month” at the Chamber. In this issue of the Chamber Digest, you will see information about a number of small businesses who have invested in Chamber membership. Those businesses featured in this publication are not the only fantastic small businesses in Marshalltown. The Chamber membership and community have additional small businesses available to serve your needs. Those featured in this publication are members that took advantage of a marketing opportunity to promote their products and services. We hope you will visit these, and other local small businesses, during this month and throughout the year.



### Animal Clinic-The Vet

507 West High Street - Marshalltown  
641-753-5486

They are a three Doctor, full-service veterinary clinic. They provide compassionate high quality veterinary care for your V.I.P. (Very Important Pet). Services offered include laser surgery, therapy laser treatments, ultrasound as well as digital x-rays, dentals and routine pet care. Boarding available and emergency care when needed. “Thank You Marshalltown for voting us The Best of The Best.”

### aSPArations Salon and Day Spa

204 South 1st Avenue - Marshalltown  
641-753-4095

aSPArations is a full service salon and day spa. They offer 5 tanning beds, 2 spray tan options, several specialized massage therapy techniques, body rituals including wraps & scrubs, facials, body waxing & sugaring, as well as nail & hair services.

### Cartwright, Druker & Ryden Law Firm

112 West Church Street - Marshalltown  
641752-5467

Cartwright, Druker & Ryden Law Firm is Marshalltown’s oldest continuous business/profession and Iowa’s 4th oldest firm. Rex Ryden, John Veldey, Joel Greer, Sharon Greer, Alex Grasso and James Weber have experience in nearly every practice area of the law.

*Continued on page 2.*

This direction  
Affix label here

CURRENT RESIDENT OR

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

# MEMBER SPOTLIGHT

## November is Small Business Month

*Continued from page 1*

### **City Consignments**

205 South 3rd Avenue - Marshalltown  
641-351-0986

City Consignments is a furniture and home decor consignment shop. They have great Christmas gifts (new and used). Winter hours are Monday - Saturday, 10:00 a.m. - 5:30 p.m.

### **Coldwell Banker Premier Real Estate**

2003 South Center Street - Marshalltown  
641-754-5678

Coldwell Banker Premier Real Estate is a full-service real estate company consisting of thirteen Realtors. Their combined experience totals over 170 years. Just being here isn't enough; at Coldwell Banker Premier Real Estate, they promote teamwork and demand professionalism.

### **F & J Racing**

701 North 3rd Avenue - Marshalltown  
641-752-8651

F & J Racing is a full-service shop offering service from tires to motors. With their in-house machining and fabricating, they are able to build complete bikes and sell trike conversion kits. Open Monday - Saturday.

### **Five Star Real Estate Group**

2110 South Center Street - Marshalltown  
641-752-5500

Five Star Real Estate Group is a community-minded agency composed of knowledgeable, professional, efficient REALTORS® and staff. They have continued to be the front runner in their market by pledging to remain progressive in not only our customers' needs but our technological approach to marketing. Proudly serving you since 1994.

### **It's Unique** (formerly Designz by Dawn)

35 West State Street - Marshalltown  
641-753-3330

It's Unique, Inc. is locally-owned and operated. They are committed to offering only the finest floral arrangements and gifts, backed by service that is friendly and prompt. Because all customers are important, their professional staff is dedicated to making your experience a pleasant one.

### **Lost and Finned Pet Shop & Grooming**

802 South 3rd Avenue - Marshalltown  
641-751-8598

Lost and Finned is a locally-owned, full line pet shop that offers grooming and brewing supplies as well. Their groomer has 38 years of experience.

### **Marshalltown Aviation**

2651 170th Street - Marshalltown  
641-752-0012

Marshalltown Aviation is a full-service aviation solutions provider. Services include charter, flight instruction, sales, and maintenance.

### **Messy Missy's**

1716 South Center Street - Marshalltown  
641-753-3030

Paint your own pottery and guided canvas parties are available for you to host an event such as bridal shower, birthday, girls' night out, community club, 4-H club, or daycare group. The studio is also open daily for individual artists to come in and paint a ceramic creation or to engage in a one-on-one art lesson. The shop also carries a selection of unique repurposed pieces and custom artwork from owner Missy Sharer-Pieters that are perfect for gift giving.

### **The Pampered Chef (Jeri Splittgerber)**

407 W Merle Hibbs - Marshalltown  
641-753-9307

The Pampered Chef is committed to developing multi-purpose kitchen tools, providing expert cooking tips and creating simple recipes that enhance shared mealtime and suit busy lifestyles. With a product line that includes more than 500 offerings — from entertaining to cookware, cutlery to cookbooks, Stoneware to pantry products, we have the simple and affordable solution to get your meal on the table.

### **Park Place Computers**

16 East Main Street, Suite 180 - Marshalltown  
641-352-4424

Owner Jeremy Park began serving the needs of computer users and businesses in 2008, with a vision to design and build new computers as well as to service and repair existing computers. Park Place Computers will come to your home or business to do on-site service and repair! For more information online: [www.parkplacecomputers.com](http://www.parkplacecomputers.com).

### **The Perfect Setting**

13 West Main Street - Marshalltown  
641-752-5737

The Perfect Setting, where you will find artful gifts from the hands of many Iowa artists, plus artful framing by owner Pam Swarts. For a truly original experience, visit them in downtown Marshalltown or online at [www.myperfectsetting.com](http://www.myperfectsetting.com).

*Continued on page 5.*

# LEADERSHIP

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Chair: Chris Brodin



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Past Chair

**Tom Campbell**

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MEDIC Chair

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**Aaron Buzbee**

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**MCVB**  
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**Tom Deimerly**

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Marshalltown, IA 50158

Phone: 641-753-6645

Fax: 641-752-8373

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info@marshalltown.org

**MEDIC**  
Chair: Alan Anselman



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**Ex-Officio**

Vice Chancellor - IVCE

**Jacque Goodman**

State Representative

**Mark Smith**

State Senator

**Steve Soddors**

City Administrator

**Randy Wetmore**

## Thank You

### Reinvesting Members

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

aSPArations Salon&Day Spa	1
Best Western Regency Inn	39
Child Abuse Prevention	4
Comfort Keepers	7
Farmers Savings Bank	14
Hawkins Electrical, LLC	6
Hay Construction	18
Vonna Hayes	1
Historical Society	8
John Ernest Vineyard	7
Bob's Farm Center	23
Marshall Glass	16
<b>Oktemberfest, Inc.</b>	<b>20</b>
Southridge Nursing	46
Spahn & Rose Lumber Co.	13
Troy's Electric	2

**Did you know**

**Marshalltown Area**

**Dollars are available all year round?**

**They are perfect for your friends, family and coworkers!**

**They are great gifts - always the perfect fit!**



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

**"Like" us on Facebook!**

**Follow us on Twitter:**

**@mtownchamber**

## Business After Hours

**November 6 2014**

Business-to-Business Showcase

Presented by Hy-Vee

at Best Western Regency Inn

4:30 - 7:00 p.m.

*Vendor tables available.*

**December 2014**

US Bank

123 West Main Street

**January 21, 2015**

Marshalltown Community

College

3700 South Center Street

**February 2015**

Taste of Marshalltown

Presented by Marshall Town

Center

*Vendor tables available.*

**March 2015**

Marshalltown Broadcasting

123 West Main Street

**April 2015**

GNB Bank

2504 South 2nd Street

**May 2015**

Elmwood Country Club

1734 Country Club Lane

**June 2015**

9th Street Gallery & Frame

506 South 9th Street

**July 2015**

Totem Bowl

1101 South 6th Street

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.



# 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.

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.

## www.marshalltown.org Statistics

	Sep 14	Avg/Month	YTD Total
Unique Visitors	2,782	2,675	24,077
Number of Visits	5,015	5,105	45,944
Page Views	14,943	15,745	141,707
Hits	79,436	79,388	714,490

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.

### Business-to-Business Showcase

Presented by Hy-Vee Food Store

Hosted by the Best Western Regency Inn

3303 South Center Street

Thursday, November 6

4:30 - 7:00 p.m.

*A few tables are still available for sponsorship.*

*Display materials and promote your business at this great networking event.*

*Good food. Good drinks. Good conversation.*

## Shopping mall to be renamed

Marshall Town Center will be renamed "Marshalltown Mall" in the coming weeks, as the property continues its revitalization efforts.

A new sign on South Center Street will include the name "Marshalltown Mall", along with selected store identification, coupled with an electronic reader board to promote all of the mall's stores, scheduled sales and events. "Installation of the new sign is scheduled for the end of October or the beginning of November, weather permitting" said Ken Huge, general manager of the shopping center. "At the same time, the current Marshall Town Center sign will be removed."

The commitment of Hobby Lobby to open next year, along with new signage, the initial phase of work on a refreshed façade along Center Street, increased leasing activity, as well as the continued support of ownership and management all leads to one conclusion; Marshalltown Mall is back on the upswing. Huge adds that Schweser's, a regional women's/children's apparel store is slated to open in mid-October, joining two recently opened stores, Storia Bella and Yvonne's T-Shirts and Gifts.

An updated Marshalltown Mall website and Facebook page are also in the works.

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**Kileen D. Rezac, CFP**  
Branch Office Manager

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Marshalltown, IA 50158  
641-752-2041/800-369-1588  
[rezac-cfp.finlsite.com](http://rezac-cfp.finlsite.com)

Securities and insurance offered through SagePoint Financial, Inc., member FINRA, SIPC.  
Investment advisory services offered through Kileen D. Rezac, a registered investment advisor,  
not affiliated with SagePoint Financial, Inc.

## November is Small Business Month

*Continued from page 2.*

### **Premier Office Equipment**

1510 East Olive Street - Marshalltown  
641-752-1200

They are a local technology company specializing in providing document solutions, managed IT services, managed print services and production printing to businesses in Iowa. We serve thousands of companies providing smart solutions, rapid response and personal service from an experienced staff.

### **Raymon-Donco**

Lafayette Industrial Park - Albion  
641-488-2211

Raymon-Donco is proud to be located in central Iowa manufacturing grilles, registers and diffusers for commercial buildings. They make the finest HVAC air distribution products in the United States and their craftsman are proud to be affiliated with the United Sheet Metal Workers Local 45. They believe in supporting our community and use 114 local vendors.

### **ServiceMaster of Marshalltown**

707 Maytag Road - Marshalltown  
641-752-3956

Providing both scheduled and emergency services to both homes and businesses in Marshalltown and the surrounding communities for three generations! Gift certificates always available for the "hard to buy for" person in your life!

### **The Sheep's Stockings**

126 West Main Street - Marshalltown  
641-753-4661

A locally-owned yarn shop featuring all natural fiber yarns from around the world. Their yarns provide the knitter and crocheter with variety, their lessons enhance our journey, and every day is an adventure in creativity!

### **Smokin' G's BBQ**

25 West Main Street - Marshalltown

Smokin' G's BBQ is locally-owned and operated by Jerry and Kimberly Gratopp of Marshalltown. Smokin' G's offers casual family dining as well as professional catering services. The Gratopp's specialize in a variety of smoked meats as well as many grilled and homemade favorites.

### **Taco John's**

907 South Center Street - Marshalltown  
641-753-6211

Taco John's of Marshalltown offers all of your Mexican quick serve favorites!

### **Taylor's Maid-Rite**

106 South 3rd Avenue - Marshalltown

The original "fast food" restaurant, serving our customers in Marshalltown since 1928!

### **Marshalltown Times-Republican**

135 West Main Street - Marshalltown  
641-753-6611

The Marshalltown Times-Republican reaches over 71% of the Marshalltown area market with their daily newspaper and receives over 750,000 page views per month on their website. If you have a new employee, received a promotion or award, started selling a new product line, have excess inventory you want to get rid of or have something new happening at your business, please contact our news or advertising staff and we will be glad to help you spread the word throughout Central Iowa.

### **Thompson True Value Hardware**

109 South Center Street - Marshalltown  
641-753-6647

Thompson's True Value has been family-owned and serving central Iowa since 1860. They carry a full line of all your hardware and housewares needs. They specialize in Weber grills and Ariens snow blowers, offering delivery and a full service shop for repairs.

### **The UPS Store**

125 West Merle Hibbs Boulevard - Marshalltown  
641-754-0088

The UPS Store offers packing, shipping and printing services. New graphic designer Abby can create invitations, brochures, flyers, cards, or other marketing and promotional items for your business or personal use.

### **Willard's Furs & Fashions**

36 West Main Street - Marshalltown  
641-753-3751

Willard's has been dressing fashionable women for 150 years by the same family, in the same location. They offer furs, outerwear, sportswear, accessories and tuxedo rentals and sales.

The Chamber, MCVB, and MEDIC offices will close at noon on Wednesday, November 26 and be closed Thursday, November 27 and Friday, November 28.  
**The staff wishes you a very Happy Thanksgiving!**

# 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)

November 2014 Events	Date	Location
Bingo	Tuesdays	Senior Citizens Center
Downtown Tot-Town	Tues, Th, Fri	Veterans Coliseum
Duplicate Bridge	Wednesdays	Senior Citizens Center
Pickleball Open Gym	Th & Sun	Veterans Coliseum
Nunset Boulevard	Oct 31-Nov1	Martha Ellen Tye
Kid's Open Studio	Nov 1	FCC Art Studio
Daylight Savings Time Ends	Nov 2	
Sew-ciety Guild	Nov 4	Trinity Lutheran
Nature Story Hour	Nov 5	GrimesFarm Conservation
Tech Help	Nov 5	Marshalltown Library
Up & Coming Exhibition	Nov 7	Fisher Community Center
Accents on Entertaining	Nov 7-8	IA Valley Continuing Ed
Kid's Open Studio	Nov 8	FCC Art Studio
Harvest Ball w/Dueling Pianos	Nov 8	Knights of Columbus Hall
Uncle Ike Nature Program	Nov 9	GrimesFarm Conservation
Brown Bag Bunch	Nov 10	IA Choice Harvest
Veteran's Day	Nov 11	
Municipal Band Concert	Nov 11	IA Veterans Home
Tech Help	Nov 12	Marshalltown Library
Peace Poster Awards	Nov 12	Marshalltown Library
Open Mic Night	Nov 13	IA River Brewing Co.
Bingo	Nov 13	Central IA Fairgrounds
Kid's Open Studio	Nov 15	FCC Art Studio
Nature's Treasures Craft Sale	Nov 15	GrimesFarm Conservation
Author Patience Griffin	Nov 15	Marshalltown Library
Scrabble Tournament	Nov 15	Marshalltown Library
"Inequality for All" - Film	Nov 16	Orpheum Theater
Umi Garrett	Nov 18	MHS Auditorium
Nature Story Hour	Nov 19	GrimesFarm Conservation
Tech Help	Nov 19	Marshalltown Library
A Night of Champions	Nov 21	Central IA Fairgrounds
Jean Seberg International Film	Nov 21-23	Orpheum Theater
Auction	Nov 22	est Western Regency
Holiday Stroll	Nov 22	Main Street
Tiny Tim Tree Festival	Nov 22	Senior Citizen Center
Fall Film Series	Nov 24	Marshalltown Library
Thanksgiving Day	Nov 27	
Bluegrass Festival	Nov 28-29	Best Western Regency

Post your 2014 events FREE on the MCVB self-posting calendar at [www.visitmarshalltown.com](http://www.visitmarshalltown.com)

## November 2014 Meetings, Conventions & Tournaments

Group	Date	Location
IA Foster/Adoptive Parents Assoc.	Nov 1	Best Western Regency
Girls HS State Diving/Swim Meet	Nov 7-8	Marshalltown YMCA
Abate of Iowa	Nov 7-8	Best Western Regency
Marshalltown Speedway Banquet	Nov 12	Central IA Fairgrounds
Iowa Honey Producers	Nov 13-15	Best Western Regency
ISU Extension-New Farm Program	Nov 19	IA Valley Continuing Ed

## Make Marshalltown Your Destination for meetings, conventions and tournaments

Do you belong to a group or organization that holds meetings, conventions, tournaments or other special events? Would you be interested in showcasing Marshalltown and inviting your group to host their next event here? If you answered yes to these any of these questions, the Marshalltown Convention & Visitors Bureau would like to talk to you.

When our local organizations host their group's annual meetings, regional meetings or state tournaments in Marshalltown they are excited about showcasing their hometown community. Not only do the meeting facilities and hotels benefit from these visitors, but many other businesses see them shopping in their stores, gassing up their cars, and eating in their restaurants. When visitors stay in Marshalltown, they put tourism dollars back into our local economy.

The Marshalltown Convention & Visitors Bureau is excited about visiting with you to tell you about the programs that they offer. Many groups qualify and receive a welcome reception hosted by the CVB Director or Chamber Ambassadors, grant dollars to offset costs of promoting the event in Marshalltown, welcome bags that include visitor guides, and planning assistance that may be needed. Please call the CVB office at 641-753-6645 to find out how easy it can be to host your next event in Marshalltown!

## MCVB Events Calendar

If you haven't been to the Marshalltown Convention & Visitors Bureau website to look at the events calendar, you may be missing out. The MCVB offers an events calendar for Marshalltown and its surrounding communities. The calendar is self-posting, which means that you can add your event to the calendar at any time. Simply log onto our website at [www.visitmarshalltown.com](http://www.visitmarshalltown.com), click on the events calendar in the upper right hand corner of the screen and follow the instructions for posting an event. The MCVB calendar is a great way to promote your upcoming event or to see what fun events and programs are happening in our community.

## Holiday Stroll lighted parade

The MCBBD Holiday Stroll Committee would like to invite you to participate in the annual free Holiday Stroll lighted parade on Saturday, November 22 at 5:00 p.m.

Santa and Mrs. Claus will be riding in their own sleigh for the parade. Of course there is only one Santa and Mrs. Claus right? So we are asking that you do not include a Santa or Mrs. Claus on your float.

Parade line-up will take place at the Farmers Savings Bank parking lot; please line up between 4:30 p.m. and 4:45 p.m.

Entry deadline is Wednesday, November 19. For more information, contact Parade chair Shannon Espenscheid at 641-753-6645.



# CONVENTION & VISITORS BUREAU

## + TRAVEL TIDBITS +

Key trends in the world of travel brought to you by

Midwest Living

meredith  
travel marketing

OCTOBER 2014

### TRAVEL LEADS TO CULTURAL ENRICHMENT

Returning from vacation, travelers traveled to:

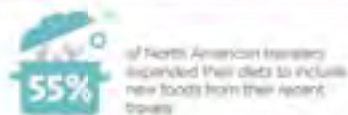


### UNIQUE EXPERIENCES #1 FOR TRAVELERS

How do travelers want to feel on vacation? Top 3 responses:



### TRAVEL INFLUENCES NEW FOOD CHOICES



### TRAVEL MOTIVATORS CROSS GENERATIONS

Millennials and retirees share 7 out of 8 travel motivators and both especially want to enhance perspective, feel liberated and immerse themselves in local culture. But millennials crave excitement!

66%

want to plan another trip upon returning home and the U.S. is the most popular destination



#### FOR MORE INFO CONTACT:

Wendy Schaefer | Convention & Visitors Bureau  
701 E. Main St. | Marshalltown, IA 52501

#### WEET OUR WINGS:

Midwest Living | MidwestLiving.com/midwest  
Midwest Travel Marketing | meredithtravel.com

## Jean Seberg International Film Festival

The Fourth Annual Jean Seberg International Film Festival is set for November 21 – 23, at the IVCCD Orpheum Theater Center in Marshalltown. The theme of this year's three-day event is, "Inspired. Inspiring." with films and symposiums highlighting the things that motivated Jean, as well as how her legacy moves others.

The celebration will kick off Friday night in the Orpheum Black Box Theater where guests can enjoy hors d'oeuvres and champagne. Several awards will be given that night, followed by a movie in the Orpheum Movie House. Tickets for opening night festivities are \$25, with proceeds going to the Jean Seberg Endowment.

This year's festival will feature several films, two symposiums, a student art competition, and special guests including Seberg family members and international guests from Germany and the UK. Saturday kicks off with a roundtable discussion moderated by Cedric Pulford, a returning London-based journalist. Content is a free-flowing discussion led in part by audience participation. The two symposiums on Saturday will feature Jean's influence on contemporary writers and her influence on contemporary music.

The festival is made possible through the generosity of the Marshalltown Convention and Visitors Bureau, Emerson Process Management-Fisher Controls, Lennox Industries, Inc., Community Foundation of Marshall County, Marshalltown Medical and Surgical Center, Dr. Robert L. Moore and Linda A. Moore, Life Connections, Inc., and Iowa Valley Community College District, as well as multiple in-kind donations and volunteer efforts. For more information and tickets call 641-844-5909.



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4

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# AMBASSADORS VISITS



Kevin Vaughn and Ginger McCready pose with the Chamber Ambassadors during a courtesy call visit to Sign Creations (111 South 1st Avenue) on September 23.



The Chamber Ambassadors pose with Greg Miller of Superior Welding (600 May Street) during a courtesy call visit to the business on September 23.



Mike Gerbo, President of Ritchie Industries (120 S Main - Conrad), recently met with the Chamber Ambassadors to share information about the animal watering industry product business.



Above, right: Bob Lutes, owner of Bob's Farm Center (16950 330th St - Conrad) welcomed the Chamber Ambassadors to his business on October 14 for a courtesy call. Lutes has owned the Conrad-based business since 1972.



Right: Gabe Stone, owner of Moler Sanitation (216 H Ave - Conrad) poses with the Chamber Ambassadors during an October 14 visit to his business. Moler Sanitation offers garbage and recycling services to Marshalltown, Conrad, and the surrounding area.



# BUSINESS NEWS

## Experience Germany & Austria - September 2015

### Highlights

- 7 Nights at one hotel in Innsbruck
- Innsbruck Tour
- Neuschwanstein Castle
- Oktoberfest in Munich
- Imperial Palace "Hofburg"
- Golden Roof
- Salzburg
- Mozart's Birthplace
- Salzburg Walking Tour
- Mirabell Gardens
- Hohensalzburg Fortress

### Inclusions

- Roundtrip Airfare - DSM
- Airline Fuel Surcharges/Fees
- Air Departure Taxes/Fees
- First Class Accommodations
- 10 Meals: 7 Breakfasts & 3 Dinners
- Professional Tour Director
- Motorcoach Transportation
- Admissions per itinerary
- Sightseeing per itinerary
- Baggage Handling



9 days September 29, 2015

### Tour Pricing

\$3599 per person/double \$600 single supplement

After the success of the Chamber's China and Cuba trips, the Chamber staff and board of directors have selected Germany and Austria as the next destination. The trip will depart September 29, 2015.

Some of the highlights of the trip include Oktoberfest in Munich, Germany; a visit to Mozart's birthplace; and the Mirabell Gardens. Travelers will enjoy lodging in a single hotel in Innsbruck, with daytrips planned. Cost is \$3599 per person (double occupancy). Inclusions are listed.

Interested parties can be placed on an informational list by emailing Olberding at [lolberding@marshalltown.org](mailto:lolberding@marshalltown.org). Brochures are available by request.

Spots are already filling up. Your deposit reserves your spot. Take advantage of a \$100 booking discount if deposit is made by March 29, 2015 (or as seats remain available).

## Area Dollars make great gifts all year round

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

Area Dollars make great gifts for birthdays, anniversaries, or other special events; employee recognition; bonuses or giveaways. They are available in \$10 and \$25 increments and can be redeemed at any Chamber member business/organization. You can spend them at retail stores, make a donation to a local non-profit organization or church, or pay your utility bill.

Visa,

MasterCard, American Express, and Discover Card accepted for payment.

Find information on upcoming events, photos of ribbon cuttings and courtesy calls on the Chamber's website at [www.marshalltown.org](http://www.marshalltown.org).



# [www.marshmed.com](http://www.marshmed.com)

# ECONOMIC DEVELOPMENT

## Strategic partnerships bring new business services to Marshall County

The central Iowa Small Business Development Center (SBDCs) provides a vast array of technical assistance to small businesses and aspiring entrepreneurs. By supporting business growth, sustainability and enhancing the creation of new business entities, SBDCs foster local and regional economic development through job creation and retention. As a result of the no cost, extensive, one-on-one, long-term professional business advising, low-cost training and other specialized services SBDC clients receive, the program remains one of the nation's largest small business assistance programs in the federal government. The SBDCs are made up of a unique collaboration of SBA federal funds, state and local governments, and private sector resources.

SBDCs provide services through professional business advisors such as: development of business plans; manufacturing assistance; financial packaging and lending assistance; exporting and importing support; disaster recovery assistance; procurement and contracting aid; market research services; aid to 8(a) firms in all stages; and healthcare information. SBDCs serve all populations, including: minorities; women; veterans, including reservists, active duty, disabled personnel, and those returning from deployment; personal with disabilities; youth and encore entrepreneurs; as well as individuals in low and moderate income urban and rural areas. Based on client needs, local business trends and individual business requirements, SBDCs modify their services to meet the evolving needs of the hundreds of small business community in which they are situated.

Through a strategic partnership between MEDIC and the SBDC, these services will now be available locally on the third Thursday of every month by appointment at the MEDIC offices. As we continue to build up client loads we hope too add additional days in the future. Ted Bair, Director of the Central Iowa SBDC will provide counseling in multiple languages to meet the needs of our diverse population with the assistance of interpreters. Ted has years of counseling experience and has served as interim State Wide Director of the SBDC network. If you are interested in meeting with Ted or wondering if the SBDC can help you, contact Kris at the MEDIC offices at 641-753-6645.



## Economic Statistics

August 2014

Employment – Marshall County	2014	2013
Labor force	20,230	19,710
Unemployed	970	1,070
Percent unemployed	4.8	5.4
Total employment	19,260	18,630
<b>Marshalltown Construction</b>		
Building permits	14	16
Residential dwelling units	10	0
New residential construction valuation	\$21,000	\$0
Residential addition/remodeling valuation	\$204,000	\$225,000
New commercial/industrial permits	3	1
New commercial/industrial valuation	\$0	\$42,000
Remodeling commercial/industrial value	\$245,000	\$61,000
<b>Marshall County Construction</b>		
Building permits	7	1
New residential dwelling units	2	1
New residential construction valuation	\$45,000	\$1,500
Residential addition/remodeling valuation	\$40,000	\$0
New commercial/industrial permits	1	0
New commercial/industrial valuation	\$30,000	\$0
<b>Housing</b>		
Single family home sales	50	29
Average sale price	\$113,278	\$94,281
Median sale price	\$96,000	\$90,000



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

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

Phone: 641-753-6645

## Your ad could be here!

Promote your business to the nearly 500 Chamber member businesses and organizations, as well as Times-Republican readers each month.

Contact your TR ad rep for more information.

## Receive Total Home Comfort At

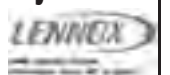
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## Chamber offers Contacts & Contracts networking group



Last August, the Chamber kicked 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. This group meets on the third Wednesday of each month over the lunch hour.

The group has been so popular, a second group has been added. In response to the interest, the Chamber is launching a second Contacts & Contracts group that will meet on the third Thursday of each month over the lunch hour at the Fisher Community Center beginning in August.

Both groups are open to one employee per business and one business per industry (i.e. one realtor, one insurance agent, etc.) Each networking group is open to the first 20 individuals who sign up. Spots are currently available in both groups. If your business would like to participate, email Lynn Olberding ([lolberding@marshalltown.org](mailto:lolberding@marshalltown.org)).

**The Chamber office will close at noon on  
November 26.**

**The Chamber office will be closed  
November 27 & 28.**

**Normal office hours:**

**Monday - Thursday: 8:00 a.m. - 5:00 p.m**

**Friday: 8:00 a.m. - 4:00 p.m.**

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



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# BUSINESS DIRECTORY

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- Adult & Child Art Instruction
- Art Supply Store
- Monthly Art Exhibits In Fisher Auditorium

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753-9013

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

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John F. Veldey  
Joel T.S. Greer  
Sharon Soorholtz Greer  
Alex E. Grasso

112 W. Church St. Marshalltown  
641-752-5467, [www.cdrlaw.com](http://www.cdrlaw.com)

## ATTORNEYS AT LAW

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Suite 302  
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641-752-4271  
[www.marshalltownlaw.com](http://www.marshalltownlaw.com)

### PEGLOW, O'HARE & SEE

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Marshalltown  
752-8800

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# Marshalltown

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MARSHALLTOWN  
641-753-3563

## INSURANCE

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## MUSIC Instruction & Sales

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guitar school & music shop  
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www.randallsguitarschoolandmusicshop.com

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Marshalltown  
752-5733

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COIL PROCESSING**  
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753-3511

## NURSING HOMES

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Marshalltown  
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## MISCELLANEOUS

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www.profinishiowa.com

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Marshalltown  
752-4672

### **HARTWIG PLUMBING & HEATING INC.**

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Marshalltown  
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## RADIO

### **KFJB-KXIA**

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Marshalltown  
753-3361

## TAX SPECIALISTS

### **H&R BLOCK**

Tax & Business Services

204 E. Linn, Suite C  
Marshalltown  
752-4418

### **ACCU-TAX**

1302 W. Main St.  
Marshalltown  
752-6033



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.



## Chamber Candidate Forum



The Chamber hosted Marshall County Supervisor, Iowa House District 71, and Iowa House District 72 candidates on October 7 for a candidate forum at the Fisher Community Center.

## Election Day: November 4

Election Day is quickly approaching! Many citizens flock to the polls during presidential election years, but voter turn-out tends to be slimmer in non-presidential years. So, why is it important to vote?

Election outcomes are determined by those who participate. Elected officials make important decisions about our cities, counties, states, and our nation. Voting does not guarantee that one's preferences will prevail, but choosing not to vote denies a person one of the key tools of having a say in a democracy.

In this year's election, three individuals are vying for two seats on the Marshall County Board of Supervisors: Sue Blaisdel (D) of Marshalltown; Bill T. Patten (R) of Clemons; and incumbent Dave Thompson (R) of Marshalltown. Incumbent Mark Smith (D) will and Jane Jech (R) will be on the November 4 ballot for Iowa State House District 71, covering all of the City of Marshalltown and portions of rural Marshall County. Incumbent Dean Fisher (R) and Ben Westpahl (D) will compete for Iowa State House District 72 seat on election day.

2014 also marks the gubernatorial race between incumbent Governor Terry Branstad (R) and State Senator Jack Hatch (D).

To learn more about the election process, access absentee ballot information, or find your voting location, visit: [www.co.marshall.ia.us/departments/auditor](http://www.co.marshall.ia.us/departments/auditor).



**Tuesday,  
November 4**

Polls open in  
Marshall County  
7:00 a.m. -  
9:00 p.m.



### Thanksgiving Buffet

**Thursday, November 27, 2014 • 10:45 am - 2:00 pm**

*Join Us For A Classic Thanksgiving Day Feast!*  
**Roasted Turkey, Baked Ham, Chicken & Noodles,  
Mashed Potatoes & Gravy, Sage Dressing,  
Candied Yams, Buttered Corn, Green Beans,  
Tossed Salad & Dressings,  
Large Array of Fresh Homemade Salads,  
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Assorted Desserts including Pecan & Pumpkin Pie,  
Coffee, Tea, Soda, or Milk**

<b>Adult \$15.50</b>	<b>Child (Age 4-10) \$8.95</b>
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Reservations are suggested  
call 641-752-6321

3303 S. Center St.  
Marshalltown, IA • 641-752-6321  
(tax & service charge not included)

## Shop Local!

Again this year, the Chamber is partnering with American Express to promote "shopping small" on Saturday, November 29. The Chamber will host a Shop Small Saturday event with participating Chamber member businesses. For \$50, small businesses can participate. Participation will include giveaways, Shop Small Saturday materials, and advertising. If your business is interested in participating, please contact Lynn Olberding at the Chamber office.

Additionally, this holiday season, the Chamber has teamed up with Mediacom/OnMedia for a holiday campaign featuring locally-owned Chamber member businesses. From November 11 - December 23, ads will run on over 23 cable networks in the Marshalltown zone promoting shopping locally.

Shop locally...not just this holiday season, but all year long!

the  
**Chamber**  
Marshalltown, Iowa

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

# BUSINESS NEWS

## Business-to-Business Showcase

Looking for a way to promote your business? Want to be part of an event that draws a huge crowd of Chamber members? Interested in making new contacts? Yes? Then you should consider participating in the Chamber's 2014 Business-to-Business Showcase, presented by Hy-Vee.

The annual Business-to-Business Showcase is a hybrid event, combining elements of a Business After Hours and a Business Expo. Participating businesses will receive a banquet table to use as a display to promote their business/organization to the crowd of more than 250 that attends each year.

"The B2B event is one of our most popular events each year," said Chamber Board Chair Chris Brodin. "There are always great businesses you can speak with and learn more about, good food and drink to enjoy, and many new people to meet."

A few tables are still available for businesses or organizations interested in the event. Cost is \$75 and allows your business to showcase your products and services during the duration of the event.

"It's always a lot of fun," said Chamber Executive Director Lynn Olberding. "We look forward to it every year. Mark your calendars for Thursday, November 6 from 4:30 - 7:00 p.m. at the Best Western Regency Inn!"

For more information, please contact the Chamber office.

## Business Leaders Luncheon

Each year, the Chamber partners with the U.S. Chamber of Commerce and Iowa Chamber Alliance to bring you, our members, information about legislative issues impacting business on a state and federal level. Hear an update from last year's legislative session and predictions for issues that may be taken up at the State House from John Stineman, Executive Director of the Iowa Chamber Alliance. You will also hear from U.S. Chamber of Commerce's Doug Loon (Regional Vice President of Government Affairs) about issues percolating in Washington D.C. This event comes just weeks after the elections and both presenters will have great insight into how the election results may impact issues we see being discussed in Des Moines and D.C.

Gold sponsors for this event include: Lennox and Emerson – Fisher.

Cost is \$35 per person or \$200 per table (6 people). Register by emailing lolberding@marshalltown.org.

### 2014 Business Leaders Legislative Luncheon

Wednesday, November 19

11:30 a.m. - 1:00 p.m.

Hampton Inn & Suites



Robert Angellman  
Agent-CSA



Paul Hagenson  
Agent



Lance Horbach  
Agent



Lars Neunth  
Agent



Paul Smith  
Agent



Mark Rohde  
Agent



Don Mead  
Agent  
Claims Administration



Sue Germaine  
Agent-CSA



Rich Mohon  
Agent



Kelli Carlson  
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