

# Chamber Digest

Pre Sort Standard  
U.S. POSTAGE  
**PAID**  
MARSHALLTOWN, IA  
PERMIT NO. 42

December 2007

Volume 25 Issue 7



## OPERATION: THANK YOU!

...because we couldn't do it without you!

Chamber volunteers participated in an afternoon project called OPERATION: THANK YOU on Thursday, November 8. Volunteers visited Chamber members, with a mousepad/calendar gift to say "Thank you for your membership". The gifts feature

photos of Marshalltown with information about 2008 Chamber programs and events. If your business did not receive a Chamber Thank You gift, please contact Lynn at the Chamber office.

**For more information on OPERATION: THANK YOU, please turn to page 4.**

### Upcoming Events

#### December 5

MYP's *Sip. Savor. Support.* 6:00 - 8:00 p.m.

#### December 12

Business After Hours @ US Bank, 5:00 - 7:00 p.m.

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Past Chamber Board Chairman, George Taylor, delivers a membership gift to Julie Schossow at The Optical Center.



Jacque Goodman and Amy Pieper, both employees at Iowa Valley Continuing Education visit R.S. Stover during OPERATION: THANK YOU.



Chamber volunteer and board member, Kathy Baker of United Bank & Trust, visits Tom McCoy of Northwestern Mutual Financial on November 8.



One of the newest Chamber members, Fred Ingraham of F & J Racing, is thanked by Chamber volunteer Kristen Monroe of Ultimate Web Design.



# MEMBER SPOTLIGHT

## Santa Claus



The Christmas season is upon us. Holiday lights have been strung, Christmas carols will be sung by children young and old and the hustle and bustle of holiday shopping has begun. But, one Chamber member in particular is preparing for the busiest evening of the year...Santa.

He'll be dressed in red, listening to the wishes of children of all ages. You'll find him throughout the Marshalltown area until December 24, when in a single night, he'll make his way around the globe, delivering packages to good little boys and girls.

You've probably often wondered how he does it - travels around the globe in a single evening, remembering the names and wishes of each and every child. So, how does he do it?

"Not all countries celebrate with gifts on the same day," said Santa. "Some expect me on December 6, some on January 6 when it is said the Magi came to visit Jesus. But the most common date is Christmas Eve. Due to time zone differences around the world, I have the whole day to make my rounds."

"Many people want to know how I travel," said Santa. "I have the sleigh and reindeer, of course, but I also use a sled and team of dogs, a car, RV, airplane, snowmobile, and a helicopter. I use whatever means of transportation is best suited to the weather conditions."

Santa's schedule from now until Christmas eve is a bit hectic, but he's provided a schedule on his website at [www.santaiowa.com](http://www.santaiowa.com). He will be available throughout the season at Marshall Town Center, as well as the Salvation Army, Totem Bowl, Walgreens, and Grandview Heights, to name a few.

In preparing for a visit from the big guy, Santa recommends leaving out his favorite snack, cookies. And for the reindeer? Carrots and lettuce, with fresh water or dried oatmeal.

"I am always happy to try anything you think I might like - pick your favorite kind of cookie or snack and Santa will be happy," he said. "Even without a snack, I am truly happy, as long as you believe in me."

Santa represents the magic of Christmas. But, without your help the magic of Christmas could stop.

"Everyone needs to believe. If every boy and girl were to close their eyes and say out loud 'I believe in Santa Claus' 5 or 10 times, the magic of Christmas grows stronger and stronger. You must say it from the heart and really mean it," he said. "If you do...you will share the magic that is around you."



## 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.

### AAA Septic Service Inc.

Jerry Lansing  
209 1/2 South 3rd Avenue  
Marshalltown, Iowa 50158  
(641) 754-9914

*AAA Septic offers portable toilets and septic service for commercial or residential projects.*

### Aaron's Sales & Lease

Kevin Rief  
1700 South Center Street  
Marshalltown, Iowa 50158  
(641) 752-7283

*Aaron's Sales and Lease specializes in brand name furniture, appliances, electronics, and more for sale or lease.*

### Abarrotes Villachuato

Jose Angel Regalado  
31 North 1st Avenue  
Marshalltown, Iowa 50158  
(641) 752-2240

*Visit Abarrotes Villachuato for grocery and specialty items.*

### Angel Store

Augustin Sanchez  
20 East Main Street  
Marshalltown, Iowa 50158  
(641) 844-9900

*Angel Store features a variety of apparel for the whole family, including formalwear and Westernwear.*

### Best Vacuum Store & More

Dean & Denise Stucky  
107 East Meadow Lane  
Marshalltown, Iowa 50158  
(641) 753-4049

*Best Vacuum Store & More features a variety of carpet-cleaning products and supplies, lawn ponds and a large assortment of soy candles.*

*For additional New Members, please turn to page 5.*

# LEADERSHIP

**Chamber**  
Chair: **Bill Thiede**



**Board of Directors**

**Ric Anderson**  
Chair Elect  
**Kathy Baker**  
Treasurer  
**Jacque Goodman**  
Vice Chair Membership  
**John Hughes**  
Vice Chair Public Affairs  
**Nick Loney**  
Vice Chair Business Growth  
**Brian Heitoff**  
MEDIC Chair  
**Jeff Vance**  
Past Chair

**Doug Beals**  
**Ellen Bergman**  
**Scott Carnahan**  
**Paul Gregoire**  
**Jim Gruening**  
**Doug Joslin**  
**Fauna Nord**  
**Liz Zuercher**

**Ex-Officio**  
**Gene Beach**  
City of Marshalltown  
**Marie Steenlage**  
Central Business District  
**Denny Grabenbauer**  
MCVB

**MCVB**  
Chair: **Mike Stegmann**



**Board of Directors**

**Denny Grabenbauer**  
Vice Chair  
**Carol Hibbs**  
Past Chair  
**Deanna Davis**  
Secretary

**Kay Clark**  
**Jennifer Howard**  
**Dan Moellers**  
**Bob Wenner**  
**Liz Wilke**

**Staff**

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President  
**Lynn Olberding**  
Director of Membership & Marketing  
**Shauna Banks**  
Administrative Assistant  
**Kim Barnard**  
Administrative Assistant  
**Joel Akason**  
MEDIC President  
**Amy Mills**  
MEDIC Executive Assistant  
**Shannon Espenscheid**  
MCVB Director

709 South Center Street  
P.O. Box 1000  
Marshalltown, IA 50158  
Phone: 641-753-6645  
Fax: 641-752-8373  
Email: [info@marshalltown.org](mailto:info@marshalltown.org)

**MEDIC**  
Chair: **Brian Heithoff**



**Board of Directors**

**Bill Grabe**  
Chair Elect  
**Jim Lowrance**  
Treasurer  
**Rob Cooper**  
Secretary  
**Leon Lamer**  
Past Chair

**Parke Adamson**  
**Larry Allen**  
**Gene Beach**  
**Bob Berger**  
**William Beohm**  
**Douglas Gervich**  
**Sharon Greer**  
**Dan Hassman**  
**John Hermanson**  
**Carol Hibbs**  
**Dean Kenagy**  
**Gordie Johnson**  
**Mike Miller**  
**Loras Neuroth**  
**Mike Schlesinger**  
**Kevin Swartz**  
**Bill Thiede**  
**Kenn Vinson**  
**Glenn Ytzen**

**Ex-Officio**  
**Harrison Cass**  
**Dick Hierstein**  
**Larry McKibben**  
**Mark Smith**  
**Karen Squires**  
**Tim Wynes**

**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.

- American Legion Golf Course - 26 years
- Best Western Regency Inn - 32 years
- Cubic Business Services - 8 years
- Dunham-Fritz Chiropractic - 10 years**
- Egleston Electric - 42 years
- Goodwill Employment Services - 1 year
- Hartwig Plumbing - 49 years
- Historical Society - 1 year
- Hy-Vee Food Store - 44 years
- Isle of Green - 13 years
- Jerry Johnson Pro Shop - 15 years**
- Klootwyk Plumbing - 7 years
- LWBJ - 7 years
- Northwestern Mutual Financial Services - Krough & Leth - 18 years
- Penn Mutual - Doug Joslin - 6 years
- Premier Office Equipment - 6 years
- Pretzelmaker - 10 years**
- John Schrempf - 3 years
- Spahn & Rose - 6 years
- Southridge Nursing & Rehab Center - 39 years
- Superior Cleaning - 9 years
- The UPS Store - 3 years
- USA Staffing - 1 year

## Business After Hours

**December 12**  
5:00 - 7:00 p.m.  
US Bank  
123 West Main Street  
Marshalltown, IA 50158  
*Enjoy this holiday showcase!*

**January 2008**  
Sponsorship available

**February 2008**  
Business to Business Showcase  
Sponsorship available

Chamber Business After Hours are a great way to showcase your business.

Want to book a Chamber Business After Hours for 2008?  
Contact Lynn at the Chamber office.

Listen Weekly to  
**Chamber Chat**  
**Sunday Mornings**  
**6:30 am on 99.5 KDAO FM and**  
**7:30 am on 1190 KDAO AM**  
Keep up with the latest Chamber, MCVB and MEDIC News.

## www.marshalltown.org Statistics

	Oct. 2007	YTD Total	Avg/Month
Unique Visitors	4,141	38,087	3,809
Number of Visits	6,849	55,142	5,574
Page Views	25,550	232,015	23,202
Hits	132,453	1,320,330	132,033

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

# FACES & PLACES

**Faces & Places** is a new feature in the Chamber Digest. Each month this column will feature information about Marshalltown Area Chamber of Commerce members and volunteers. **Faces & Places** is a great way to utilize your Chamber membership.

Submissions may include grand openings, management changes, employee promotions, moves, expansions, major developments and award recognition. Submissions may include a photograph, if provided in a jpeg format.

Due to space limitations, each item for **Faces & Places** should be no more than three sentences in length. The editor reserves the right to determine what is newsworthy and included in the column. Items that will not be accepted include: email changes, seminars or special event promotions that would be better addressed through advertising venues.

To submit your news, email [lolberding@marshalltown.org](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.

## Mary Mauk joins Bickford Cottage staff



Mary Mauk has been named the Community Relations Director for Bickford Cottage. A graduate of UNI with a BA in Marketing, she is a Chamber Ambassador and serves on the Chamber Marketing Committee.

Mary will assume responsibility for the marketing functions and will work closely with medical professionals and community referral sources.

Bickford Cottages are assisted living residences designed to serve seniors needing assistance with activities of daily living.

Call 753-5700 for more information or stop in for a tour at 101 New Castle Road.



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STOP IN & SEE OUR SHOWROOM

## Chamber hosts OPERATION: THANK YOU

*Continued from page 1.*

The Chamber staff would like to thank the following volunteers who made OPERATION: THANK YOU a success:

- Kathy Baker, United Bank & Trust
- Eric Boone, Pinnacle Bank
- Shannon Espenscheid, MCVB
- Jacque Goodman, Iowa Valley Continuing Ed
- Brad Hauschildt, Wells Fargo Home Mortgage
- Mary Kenagy, Vernon Products
- Nick Loney, RACOM
- Kristen Monroe, Ultimate Web Design
- Fauna Nord, Coldwell Banker Premier Real Estate
- Jason Olberding, Emerson Process Management – Fisher Controls
- Amy Pieper, Iowa Valley Continuing Ed
- Alyce Quastad, F & M Bank
- Joan Postel, American Family Insurance
- Judy Rebik, Temp Associates
- Mary Rund, Ambassador
- Nancy Steveson, United Way
- George Taylor, Chamber Board Past President
- Bill Thiede, American Family Insurance
- Jeff Vance, CIRSI
- Laura Veld, USA Staffing

We appreciate each and every one of you. Thank you for your continued support of the Chamber.



Chamber President, Ken Anderson visits Gary Septer, Septer Motor during OPERATION: THANK YOU on Thursday, November 8.

# NEW MEMBERS

## 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.

*Continued from page 2.*

### **Brandenburg Tax & Accounting**

Kenneth & Pamela Brandenburg  
1209 South 12th Avenue  
Marshalltown, Iowa 50158  
(641) 752-6483

*Brandenburg Accounting is available for all of your accounting and tax preparation needs.*

### **Create-a-Keepsake**

Lanesa Webber  
9 West Main Street  
Marshalltown, Iowa 50158  
(641) 752-7007

*Create-a-Keepsake is a paint-your-own pottery studio.*

### **F & J Racing**

Fred & Jackie Ingraham  
701 North 3rd Avenue  
Marshalltown, Iowa 50158  
(641) 752-8651

*F & J Racing is a motorcycle service and repair shop, specializing in apparel, accessories, parts and custom-made bikes.*

### **Frederick Quality Plumbing**

Vince Frederick  
2764 Garwin Road  
Marshalltown, Iowa 50158  
(641) 754-1777

*Frederick Quality Plumbing is a locally-owned and operated full service commercial and residential plumber.*

### **The General Store**

Jay Paglia  
116 East Church Street  
Marshalltown, Iowa 50158  
(641) 753-8411

*The General Store features car audio systems, guns, and much more.*

### **Ideal Home Inspections, LLC**

Dave Borton  
2944 Twinkle Hill Road  
Marshalltown, Iowa 50158  
(641) 485-3447

*Dave Borton offers full-service home and building inspection, including electrical, structural, HVAC and plumbing.*

### **M & N Construction & Electric**

Randy Vaughn & Neal Quastad  
111 South 1st Avenue  
Marshalltown, Iowa 50158  
(641) 753-0832

*M & N Construction & Electric is a full-service contracting and remodeling firm.*

### **Magical Travel Planning**

Anne Bacon  
3007 Arnold Drive  
Marshalltown, Iowa 50158  
(641) 691-2166

*Magical Travel Planning specializes in Disney vacations, including Disney World, Disneyland and Disney cruises.*

### **Niehouse Cleaners**

Jerry Snitselaar  
210 West Madison Street  
Marshalltown, Iowa 50158  
(641) 752-6344

*Niehouse Cleaners is a full-service dry cleaning business, additionally offering alterations, repairs and wedding gown preservation.*

### **Santa**

Ken Vergauwan  
2445 Smith Avenue  
Iowa North Pole Annex  
Marshalltown, Iowa 50158  
(641) 485-3525

*Santa is a beloved Christmas figure who delivers gifts and goodwill around the world each holiday season.*

# CONVENTION & VISITORS BUREAU

## Merry Marshalltown CD's available

Don't forget that Merry Marshalltown CD's make a great gift or stocking stuffer for that hard-to-buy-for person. Everyone loves holiday music. The fact that this CD is filled with only local artists is even better. Enjoy the sounds of *Sleigh Ride* performed by the Marshalltown Community Band, *The Christmas Song* performed by Lincoln Highway, and eight other songs and artists. The CD's are available for \$15.00 and are on sale in downtown and south-side locations as well as the Marshalltown Area Chamber of Commerce office. In 2006 CD's sold out in two weeks, don't miss out this year.



Local musicians perform for the Merry Marshalltown CD.

### Shop Extreme Weekends

Shop at fifteen participating businesses in downtown Marshalltown during Extreme Weekends through Christmas. Shop extended hours until 7:00 p.m. Thursdays, beginning November 29. Wine tasting available at participating stores.

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)

#### December 2007

Event	Date	Location
Bingo	Tuesdays	Senior Citizens Center
StoryTime	Tues. & Fri.	Public Library
Holiday Home Tour	Dec. 1-2	5 different homes
Optimist Holiday Lights	Dec. 1-31	Courthouse Lawn
Charity Ball	Dec. 1	Elmwood Country Club
Christmas Extravaganza	Dec. 2	Veterans Coliseum
Nature Story Hour	Dec. 5	GrimesFarm & Cons. Center
Sip. Savor. Support.	Dec. 5	Elmwood Country Club
The Farndale Ladies	Dec. 7	Martha-Ellen Tye Playhouse
Breakfast with Santa	Dec. 8	Salvation Army Gym
Card Party	Dec. 10	Art & Cultural Center
Nature Story Hour	Dec. 19	GrimesFarm & Cons. Center
MCVB Closed at Noon	Dec. 24	
MCVB Offices Closed	Dec. 25	
MCVB Closed at Noon	Dec. 31	

For information on meetings, conventions and events, or to submit your event on the community calendar online, visit [www.VisitMarshalltown.com](http://www.VisitMarshalltown.com).

### Marshall Town Center offers seasonal shopping options

Holiday shoppers can enjoy shopping at specialty stores this season at Marshall Town Center. Specialty vendors include: Day by Day Calendars (specialty calendars), Happy Feet (slippers), Quacker Farms (art and crafts), and Younkers Holiday Store (holiday decor and specialty gift items).

For more information about holiday shopping hours at Marshall Town Center, visit [www.marshalltowncenter.com](http://www.marshalltowncenter.com) or contact the Mall office at 641-752-6200.

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CPA, P.C.

Tax, Accounting and  
Consulting Services  
107 Palmer St.

Marshalltown, IA 50158

(641) 752-3024

Fax (641) 753-3942

Cell (641) 485-4351

E-Mail: [rghack@marshallnet.com](mailto:rghack@marshallnet.com)

# CONVENTION & VISITORS BUREAU

## Tourism information released by Travel Federation of Iowa

The Marshalltown Convention & Visitors Bureau director recently attended the Iowa Tourism Conference in Dubuque, Iowa. In addition to gathering great ideas and networking with various tour and travel professionals, Shannon Espenscheid, MCVB director gained valuable insight into the impact of tourism in our state. Did you know that tourism generates \$5.8 billion in Iowa? This is according to the Travel Industry Association's 2006 report. Of this number \$61.36 million is spent in Marshall County. What does this mean for Marshalltown?

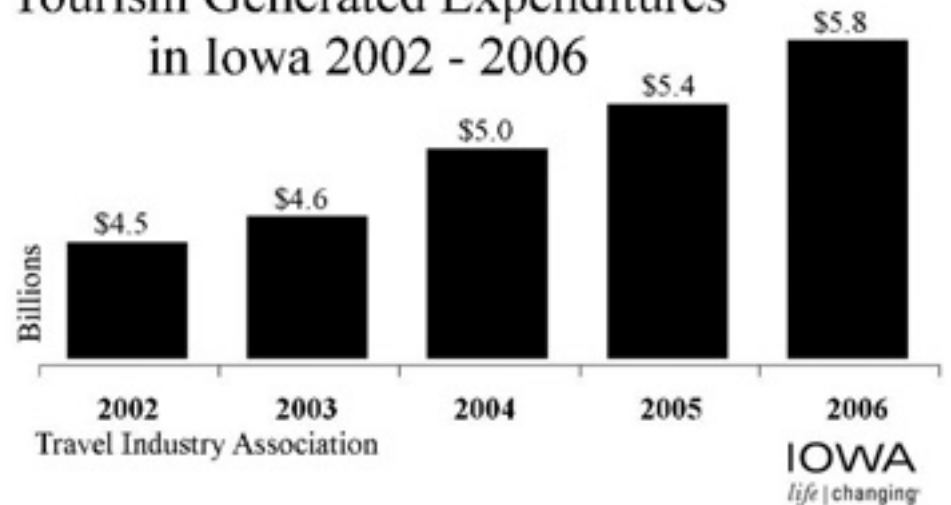
This means that there is a lot of money being spent in Iowa on tourism and we need to take advantage of it. The average travel party spends \$212.19 a day on travel in Iowa (please refer to chart at right). They are looking for unique places to eat, shop and tour. We have all of those! We have great places to eat, from the relaxed sit-down atmosphere of The Tremont on Main to the fun old-fashioned counter service of Taylor's Maid-Rite. Visitors can get some great deals at the fashionable department stores in the mall or go antique shopping downtown. Where else but in Marshalltown can you visit a 12-level tree house or play in chocolate?

We all know that the internet is the way to go. We can look up anything that interests us and find out information about things we did not even know existed. Over the next few months the Marshalltown Convention & Visitors Bureau will be taking advantage of internet advertising. You can currently see a link to the MCVB on the IowaBeautiful.com website. Simply click on central Iowa and you will see a link to Marshalltown on the left side of the screen.

The Marshalltown Convention & Visitors Bureau is committed to expanding tourism and travel in Marshalltown. There are so many great things that Marshalltown can showcase. We are going to increase our piece of the tourism dollar! For more information on tourism visit [www.TravelFederationofIowa.com](http://www.TravelFederationofIowa.com).



### Tourism Generated Expenditures in Iowa 2002 - 2006



### Average Daily Spending by Travelers in Iowa in 2006

The average travel party in Iowa spends a total of \$212.19 daily.

Lodging	\$60.68
Food	\$45.78
Transportation	\$54.05
Entertainment	\$24.46
Retail	\$27.23

Source: 2006 Welcome Center Survey, IDED, Tourism Office  
Average Travel Party is 2.5 people

Listen Weekly to **Chamber Chat**  
Sunday Mornings

**6:30 am on 99.5 KDAO FM**

**7:30 am on 1190 KDAO AM**

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

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

# AMBASSADOR VISITS



The Chamber Ambassadors visited Mike Miltenberger at Mike's Bikes & Fitness, 117 West Main Street on Tuesday, October 23. Mike celebrated 25 years of business this summer.



On Tuesday, October 23, the Chamber Ambassadors celebrated the opening of the custom framing center at The Perfect Setting, 13 West Main Street, with owner, Pam Swarts.

Request a Ribbon Cutting or Courtesy Call at your location.  
The Ambassadors are the goodwill arm of the Chamber.  
Their scheduled time for courtesy calls and ribbon cuttings are at 4:30 and 4:45 on the second and fourth Tuesday of the month.

Please contact the Chamber office if you would like to schedule a visit at your business.

Contact 753-6645 or [info@marshalltown.org](mailto:info@marshalltown.org).



For photos of Chamber Ambassador ribbon cuttings and courtesy calls, please visit [www.marshalltown.org](http://www.marshalltown.org).

View the Chamber Newsletter  
on-line at [www.marshalltown.org](http://www.marshalltown.org).



**"When Success  
and Experience Count...  
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Work For You!"**

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2110 South Center



Karri Henning, Broker/Owner  
Valerie Vajgrt ★ Kitty Choate ★ Julie Blazek  
Kristin Polley ★ Martha Garcia  
Michelle Grewell ★ Pat Gulbranson  
Janet Miller ★ G. Ward Miller ★ Ginny Nielson  
Jane Chizek ★ Rick Beasley ★ Sherry Beasley  
Melody Bennett ★ Phil Henning  
Moises Garcia ★ David Gooding  
Beth Barrett ★ Joan Johnson



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Marshalltown  
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# BUSINESS NEWS

## Chamber Membership Blitz a success!

Thanks to the hard work of volunteers during the Chamber Membership Blitz October 17 - 24, more than fifteen businesses/individuals joined the Marshalltown Area Chamber of Commerce! The kick-off and wrap-up events were sponsored by Grinnell Beverage Company and PepsiAmericas.

Congratulations to MYP2 team for receiving the highest point total during the event and to Kristen Monroe for receiving the highest individual total. Kristen and the MYP2 teams received Area Dollars as prizes for their hard work.

"We are thrilled with the results," said Chamber Board Chairman, Bill Thiede. "It was a really exciting event and we appreciate everyone's help."



## Membership Blitz Volunteers

### Chamber Board

John Hermanson,  
Hermanson Orthodontics  
Nick Loney, RACOM  
Bill Thiede, American  
Family Insurance  
Jeff Vance, CIRSI

### Downtown Dallas

Denny Hass, Denny's  
Hometown  
Alyce Quastad, F & M  
Bank

### IVCCD Turkey Vultures

Bettie Bolar  
Jacque Goodman  
Barb Jennings  
Jim Merritt  
Amy Pieper

### MYP Executive Committee

Eric Boone, Pinnacle Bank  
Denise Case, Independent  
Insurance  
Rusty Feldman, Life  
Investors  
Denise Kemp, Times-  
Republican

### MYP2

Deb Borton, Consumers  
Energy  
Mary Luna, AAA Travel  
Sarah McMillian,  
Community Y  
Carrie Meyer, USA Staffing  
Kristen Monroe, Ultimate  
Web Design

### Marshall Town Center Team

Maggie Hoffa, JCPenney  
Nate Perry, Younkers  
Greg Slowiak, Marshall  
Town Center Management  
Office  
Hilary Streeter, Riddles

### Team Encore

Bob Burr  
Mary Gonzalez  
Jeff Linton  
Leona McDonough

### Team Hy-Vee

Ric Anderson  
Mary K Anderson  
Troy Case  
Erin Dehl  
\*John Goerd

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**Kileen D. Rezac, CFP**  
Branch Office Manager  
25 S. Center  
Marshalltown, IA 50158

641-752-2041/800-369-1588

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641-488-2214

# ECONOMIC DEVELOPMENT

## Iowa Connections Region brings counties together

The relatively new five-county economic development marketing group is beginning to make itself known around the state and the region.

Iowa Connections is a partnership of Benton, Jasper, Marshall, Poweshiek and Tama counties that focuses on promoting the five-county region as a destination for businesses, workers and tourists.

The group received \$175,000 commitment from the Iowa Department of Economic Development to help administer the alliance. The five counties had to match that grant on a dollar-for-dollar basis.

Iowa Connections has developed a website that promotes the region's assets: [www.iowaconnections.org](http://www.iowaconnections.org). This web site gives an overview of the region, lists available sites and buildings in the area, and has links to each of the counties' demographic information available through Location One Information Service.

The partnership also works with the Iowa Department of Economic Development to participate in Sell Iowa trips and other trade shows and has developed marketing brochures to distribute on these trips.

The group has funded a laborshed study, which is a vital tool for companies that are looking at workforce trends as they consider expansion or location in Marshall County. The laborshed study can be accessed at [www.marshalltownworks.com](http://www.marshalltownworks.com).

## Economic Statistics

Employment	Sept. 2007	YTD
Marshall Co. Residents in Labor Force	21,130	20,810
Percent Unemployed	3.9%	3.7%
Total Employment (residents)	20,310	20,030
Marshalltown Construction	Sept. 2007	YTD
Building Permits	14	112
Residential Dwelling Units	5	48
New Residential Construction Value	\$996,000	\$8,157,000
Residential Addition/Remodeling Valuation	\$26,200	\$480,500
New Commercial/Industrial Permits	1	13
New Commercial/Industrial Valuation	\$6,150,000	\$8,747,000
Remodeling Commercial/Industrial Valuation	\$6,126,000	\$18,589,000
Housing	Sept. 2007	YTD
Home Sales, Single Family Dwelling	53	340
Average Sale Price	\$117,621	\$110,627
Median Sale Price	\$107,000	\$107,000

Visit [www.marshalltownworks.com](http://www.marshalltownworks.com) for additional statistics.

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[24778-v3-335] IM-46-1205

# BUSINESS NEWS

## 2008 Legislative priorities taking shape

The Local Government Committee of the Chamber has been working on the Chamber and MEDIC's 2008 legislative priorities. Several issues will lead the priority list. They are:  
**Fair Share** – We oppose any initiative such as “fair share or agency fee” legislation. Iowa's Right-to-work law is a key part of our economic development message. We believe that adopting “fair share or agency fee” legislation would in fact alter Iowa's standing as a Right-to-work state.

**Employee Choice of Doctor** – We are opposed to any changes in the workers compensation system that would allow an employee their choice of doctor, because of the estimated significant increase in costs this would have without any significant improvement in the outcome.

**Prevailing Wage** – We are opposed to the requirement of a prevailing wage for government contracts, because we believe it will add significant costs to the projects and it will shutout small contractors from bidding on government contracted work.

**Time 21** – Continuous investment in Iowa's public road system is essential to support economic growth. Recent studies project that the need to preserve and build new roads and bridges in Iowa will far exceed available revenues. We support the Time 21 formula that allocates 60 percent of revenues to the state/primary road fund, 20 percent to the counties/secondary road fund and 20 percent to the cities/street construction fund. We support increasing revenues aimed at raising approximately \$200 million annually to more aggressively build the identified commercial/industrial net-

work. The revenue increases may come from raising the gas tax, increasing pickup registration fees and increasing other fees.

**Property Tax Reform** – We believe that property tax reform is long overdue, so we call on the Legislature to comprehensively reform Iowa's property tax system. The current system that links agricultural productivity and residential values is a major factor that is placing an undue burden on commercial properties. Iowa's commercial property owners (primarily small businesses) are taxed on 100 percent of their assessed value, while residential property owners pay taxes on approximately 44 percent of their assessed value due to the assessment limitation or rollback. Indeed, Iowa ranks as the 49<sup>th</sup> worst state for commercial property tax equity. We believe that reform of Iowa's property tax system will occur incrementally, and therefore modifying the rollback would be the logical first step. We support freezing the rollback percentage at its current level and then adding one percent per year to get to a permanent floor for the residential property tax rollback at 50% of value.

In addition to these issues we will also be monitoring any legislation that affects Tax Increment Financing, State-wide funding for schools, Vision Iowa funding and workforce related legislation.

The Chamber is an active member of the Iowa Chamber Alliance, as well as the U.S Chamber's Vote for Business network.



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Motor Vehicle Department  
754-6360  
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[www.iowatreasures.org](http://www.iowatreasures.org)

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Marshalltown 752-6367

## PENN MUTUAL LIFE INSURANCE CO.

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# YOUNG PROFESSIONALS

## Tickets available for 2nd annual *Sip. Savor. Support.* event

The Marshalltown Young Professionals invite you to attend the 2nd Annual *Sip. Savor. Support.* wine tasting event on Wednesday, December 5 at Elmwood Country Club. A portion of the proceeds from the event will benefit the Community Y's Partner with Youth Campaign.

"We had a very successful inaugural event in 2006," said Eric Bidwell, event co-chair. "More than 150 people attended and enjoyed great wine."

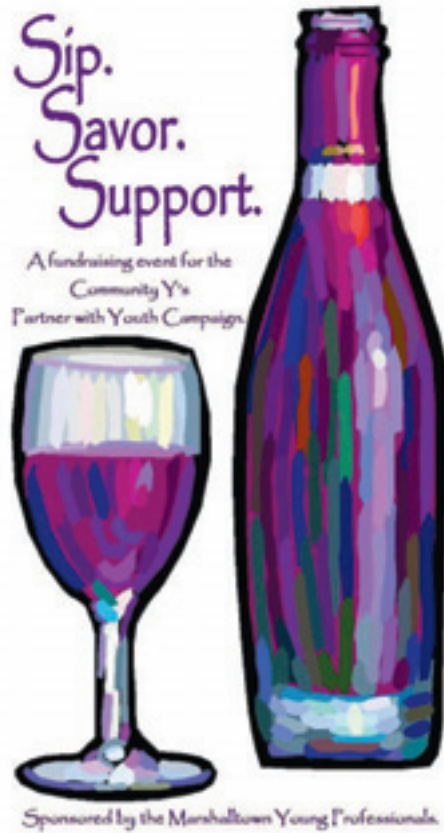
Proceeds from last year's event allowed MYP to donate \$2,500 to the Partner with Youth campaign.

The event will feature wines from John Ernest Vineyard and Winery, including Pinot Noir, La Crosse, Morning Dew, Lincoln Highway Red, River Bottom Red and Dusty Road. Hors d'oeuvres will be provided by the Marshalltown Young Professionals.

Your \$15 ticket includes wine tasting, hors d'oeuvres and raffles for various donated items, including items from the Community Y and John Ernest wines.

This year's event is co-chaired by Bidwell, Sarah McMillian and Lynn Olberding. The event is co-sponsored by the Marshalltown Times-Republican and Marshalltown Broadcasting (KFJB, KXIA).

To purchase a ticket, please visit the Chamber office, Community Y or email your order to lolberding@marshalltown.org. Ticket orders will also be taken through the Chamber website at www.marshalltown.org.



Do you know a young professional in the community that may be interested in the Marshalltown Young Professionals?

Please contact Lynn Olberding at the Chamber, 641-753-6645, for more information.

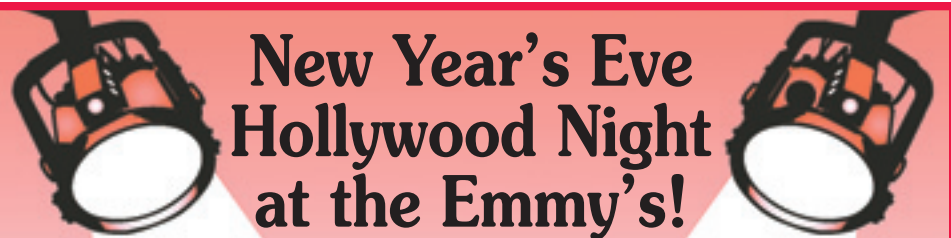


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  - Hollywood Party Favors
- Breakfast Buffet New Years Day

**\$15<sup>95</sup>**

per person

**7 p.m.**

### HOLLYWOOD "SIT DOWN DINNER"

Bacon Wrapped Filet Topped With Sautéed Mushrooms & Onions, Caesar Salad, Parmesan Mashed Potatoes With Vegetable Medley

Or

Citrus Marinated Chicken Breast, Caesar Salad, Parmesan Mashed Potatoes With Vegetable Medley  
Dessert: Chocolate Layer Cake Served With Chocolate Dipped Strawberries & Whipped Cream

**\$15<sup>00</sup>**

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4. Package for New Year's Eve. (Drawing on December 27th)



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# TARGET 5 - BUY IN!

## Target 5 list grows as more local businesses “buy in”

The list of Target 5 - Buy In! participants continues to grow as more Chamber member businesses agree to shift at least 5% of their spending to local vendors.

The list now contains more than 50 Chamber members and is still growing. If you are ready to participate in this buy local campaign, you can register online at [www.marshalltown.org](http://www.marshalltown.org) or contact the Chamber office.

### Current Target 5 – Buy In!

#### Participants:

- 7 Rayos Liquor Store
- AAA Septic Service
- Adland Engraving
- American Family Insurance – Bill Thiede Agency
- American Family Insurance – Joan Postel Agency
- American General Finance

- BDH Technology
- Blood Center of Iowa
- Central Office Supply
- CIRSI
- County Insurance – Tina Shapley Agency
- Denny’s Hometown



Target 5 - Buy In!  
Make the commitment today!

- Emerson Process Management/Fisher Controls
- Eyecare Associates
- F & J Racing
- The General Store

- Hermanson Orthodontics
- Hy-Vee
- Ideal Home Inspections, LLC
- Independent Insurance Services
- Iowa Lumber
- Iowa River Hospice
- Iowa Wholesale
- JCPenney
- Jensen Ford-Lincoln-Mercury
- KDAO AM/FM/TV
- Lara’s Bakery #2
- Lennox Manufacturing
- Lille Mae Chocolates
- M. Gervich & Sons
- Marshall Co. Extension Office
- Marshall Town Center
- Marshalltown Area United Way
- Marshalltown Water Works
- Martha Ellen Tye Foundation
- McFarland Clinic
- McGregors Furniture

- Mechdyne Corporation
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- Moore, McKibben, Goodman, Lorenz & Ellefson Law Firm
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- Sports Page
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- Those Ink Guys
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