Spring Home Show March 14 - 16

Although the weather forecast leaves us questioning if spring will ever arrive, the countdown has begun towards the Chamber’s annual Spring Home Show.

The Spring Home Show is scheduled for Friday - Sunday, March 14 - 16 at Marshall Town Center, 2500 South Center Street.

The Spring Home Show is a three-day event featuring the latest ideas for home improvement, decorating, gardening and lawn care services. More than 60 booths will be set up throughout the mall providing information any homeowner needs to get a head start on spring and summer home improvement projects.

The show is scheduled from 5:00 - 9:00 p.m. Friday, March 14; 10:00 a.m. to 8:00 p.m. Saturday, March 15 and Noon to 5:00 p.m. on Sunday, March 16.

A limited number of booths are still available. If your business would like to participate, please contact Lynn Olberding at the Chamber office as soon as possible.


If you would like to volunteer at the Chamber’s information booth at the show, please contact Lynn Olberding at the Chamber office.
Zoske’s Barbecue

What started as a hobby has lead Jason and Michelle Zoske to create Zoske’s Barbecue, a full service catering service.

In September 2005, the Zoskes took their passion for barbecue to the next level, but don’t let the name fool you. They do more than barbecue!

“Just because the business name is ‘Zoske’s Barbecue’ doesn’t mean that we are limited to only BBQ,” said Michelle. “We keep our menu simple but would be happy to accommodate any special requests.”

When you book an event with Zoske’s Barbecue, you can be sure that you will get more than what you’ll pay for. From the quality of their food, to their large portions and the service they provide before, during and after the event, the Zoskes want to make sure you are happy with your event and recommend their services to your friends and family.

To prepare their delicious southern style BBQ beef brisket and pulled pork, they slow smoke the meat for hours over hickory and oak wood in a large commercial smoker, capable of cooking 1,000 pounds of meat. This gives them the ability to offer authentic wood-smoked southern BBQ for events, large and small. The meats are seasoned with Jason’s own special rub and are accompanied by two varieties of the Zoskes homemade barbecue sauces.

“We offer all barbecued meats and all of our meats are unsauced,” comments Michelle. “We feel that the meat should be good enough to stand on its own and that BBQ sauce should compliment it.”

In addition to smoked meats, Zoske’s Barbecue offers a variety of homemade sides and bakery fresh buns, or you can create a menu yourself. They provide disposable plates, napkins and silverware for their full service or drop-off service to make it easy on their clients. They also provide a number of their most popular items in bulk, including beef brisket, pulled pork and sliced pork loin. These fully-cooked meats come vacuumed-sealed, by the pound, ready to be warmed up and enjoyed.

“We are working to expand our menu beyond BBQ,” said Michelle. “We are more than willing to customize a menu to accommodate any special requests. We have even done breakfasts that included egg bake and homemade cinnamon rolls. And Jason makes pies.”

In the past, you may have seen the Zoske Barbecue trailer in various locations during the summer months. However, they will not be setting up the red trailer this summer to devote more attention to their catering business.

“We may not be the least expensive option, but do feel that you get what you pay for,” said Michelle. “Try us once and we think you’ll be happy. We try to go above and beyond your expectations.”
## LEADERSHIP

<table>
<thead>
<tr>
<th>Chamber</th>
<th>MCVB</th>
<th>MEDIC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Chair: Bill Thiede</td>
<td>Chair: Mike Stegmann</td>
<td>Chair: Brian Heithoff</td>
</tr>
<tr>
<td>Ric Anderson</td>
<td>Denny Grabenbauer</td>
<td>Bill Grabe</td>
</tr>
<tr>
<td>Chair Elect</td>
<td>Vice Chair</td>
<td>Chair Elect</td>
</tr>
<tr>
<td>Kathy Baker</td>
<td>Carol Hibbs</td>
<td>Jim Lowrance</td>
</tr>
<tr>
<td>Treasurer</td>
<td>Past Chair</td>
<td>Treasurer</td>
</tr>
<tr>
<td>Jacky Goodman</td>
<td>DeAnna Davis</td>
<td>Rob Cooper</td>
</tr>
<tr>
<td>Vice Chair Membership</td>
<td>Secretary</td>
<td>Secretary</td>
</tr>
<tr>
<td>John Hughes</td>
<td>Kay Clark</td>
<td>Leon Lamer</td>
</tr>
<tr>
<td>Vice Chair Public Affairs</td>
<td>Jennifer Howard</td>
<td>Past Chair</td>
</tr>
<tr>
<td>Nick Loney</td>
<td>Dan Moellers</td>
<td>Parke Adamson</td>
</tr>
<tr>
<td>Vice Chair Business</td>
<td>Chad Weir</td>
<td>Larry Allen</td>
</tr>
<tr>
<td>Growth</td>
<td>Bob Wenner</td>
<td>Gene Beach</td>
</tr>
<tr>
<td>Brian Heithoff</td>
<td>Liz Wilke</td>
<td>Bob Berger</td>
</tr>
<tr>
<td>MEDIC Chair</td>
<td></td>
<td>William Beohm</td>
</tr>
<tr>
<td>Jeff Vance</td>
<td></td>
<td>Douglas Gervich</td>
</tr>
<tr>
<td>Past Chair</td>
<td></td>
<td>Sharon Greer</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Dan Hassman</td>
</tr>
<tr>
<td>Doug Beals</td>
<td></td>
<td>John Hermanson</td>
</tr>
<tr>
<td>Ellen Bergman</td>
<td></td>
<td>Carol Hibbs</td>
</tr>
<tr>
<td>Scott Carnahan</td>
<td></td>
<td>Dean Kenagy</td>
</tr>
<tr>
<td>Paul Greigore</td>
<td></td>
<td>Gordie Johnson</td>
</tr>
<tr>
<td>Jim Gruening</td>
<td></td>
<td>Mike Miller</td>
</tr>
<tr>
<td>Doug Joslin</td>
<td></td>
<td>Loras Neuroth</td>
</tr>
<tr>
<td>Fauna Nord</td>
<td></td>
<td>Mike Schlesinger</td>
</tr>
<tr>
<td>Liz Zuercher</td>
<td></td>
<td>Kevin Swartz</td>
</tr>
<tr>
<td>Ex-Officio</td>
<td></td>
<td>Bill Thiede</td>
</tr>
<tr>
<td>Gene Beach</td>
<td></td>
<td>Kenn Vinson</td>
</tr>
<tr>
<td>City of Marshalltown</td>
<td></td>
<td>Glenn Ytzen</td>
</tr>
<tr>
<td>Marie Steenlage</td>
<td></td>
<td>Ex-Officio</td>
</tr>
<tr>
<td>Central Business District</td>
<td></td>
<td>Harrison Cass</td>
</tr>
<tr>
<td>Denny Grabenbauer</td>
<td></td>
<td>Dick Hierstein</td>
</tr>
<tr>
<td>MCVB</td>
<td></td>
<td>Larry McKibben</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Mark Smith</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Karen Squires</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Tim Wynes</td>
</tr>
</tbody>
</table>

### Thank You Reinvesting Members
The reinvesting members printed in bold type marks those with memberships in increments of five years.

- Chase Insurance 21
- Country Pine Mowers 11
- Culligan Water Conditioning 11
- DeJardin, Conrad 10
- Forbes Office Equipment 3
- KRTI 13
- King Graphics 12
- Marshalltown Packaging 14
- Marshalltown Speedway 3
- Martha-Elle Tye Foundation 7
- Mid-Iowa Community Action 5
- Morgan-Hauser Steel 12
- Pilgrim Heights 1
- Pizza Hut 15
- Steve Badger Real Estate 11

### Business After Hours

- **March 17, 2008**
  - 5:00 - 7:00 p.m.
  - Business to Business Showcase
  - Sponsorship still available.

- **April 10, 2008**
  - 5:00 - 7:00 p.m.
  - McFarland Clinic, featuring Premier Office Equipment
  - 312 East Main Street
  - Marshalltown, IA 50158

- **May 2008**
  - Marshalltown Medical & Surgical Center
  - 3 South 4th Avenue
  - Marshalltown, IA 50158

- **June 2008**
  - Marshalltown Broadcasting, Inc.
  - 123 West Main Street
  - Marshalltown, IA 50158

Chamber After Hours are a great way to promote your business!
Want to book a Chamber Business After Hours?
Contact Lynn at the Chamber office at 753-6645 or email lolberding@marshalltown.org

### www.marshalltown.org Statistics

<table>
<thead>
<tr>
<th></th>
<th>Jan. 2008</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unique Visitors</td>
<td>3,734</td>
</tr>
<tr>
<td>Number of Visits</td>
<td>6,020</td>
</tr>
<tr>
<td>Page Views</td>
<td>48,668</td>
</tr>
<tr>
<td>Hits</td>
<td>146,891</td>
</tr>
</tbody>
</table>

In January 2008, the Chamber website received:
- 14% more unique visitors
- 29% more visits
- 41% more page views
- 20% more hits
than in January 2007.

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.

www.marshalltown.org
**FACES & PLACES**

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

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

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

To submit your news, email lolberding@marshalltown.org and put Faces & Places in the subject line, or mail information to Faces & Places, P.O. Box 1000, Marshalltown, IA 50158. Submissions must be received by the 10th of the month for inclusion in the following month’s Chamber Digest.

---

**Allen appointed to branch manager of Marshalltown F&M Bank office**

Connie Allen has been appointed to the branch manager position for the F&M Bank—Iowa Marshalltown office.

Her responsibilities include efficient and effective retail banking sales, service, delivery and relationship management, identifying client needs and proposing appropriate services and products to meet the needs of current and future clients.

Prior to her new position, Allen was the branch manager at the F&M Bank—Iowa Newton office. She continues to maintain her responsibilities as the Newton branch manager until someone is hired to fill the open position.

Allen has more than 13 years of banking experience. She began her banking career in 1994 by joining F&M Bank—Iowa in the Commercial Loan Department. In 2000, she was promoted to branch manager of the F&M Bank—Iowa Newton office branch manager position.

---

**Call for 2008 anniversaries and celebrations**

Is your business celebrating an anniversary in 2008? The Chamber office is collecting these dates in order to promote your business in the Chamber Digest in recognition of your anniversary or celebration.

If your business celebrates a special anniversary or an employee of your firm will be recognized for a significant employment anniversary in 2008, please send the information to Lynn Olberding at lolberding@marshalltown.org. Your business will be featured in your anniversary month in the Chamber Digest.

---

**Electronic Engineering**

Connects you can count on.

- Streamlight & Pelican Lights
- Security & Alarm Systems
- Pagers & Two-way Radios

913 Iowa Ave East
Marshalltown
(641) 752-0778

[www.marshalltown.org](http://www.marshalltown.org)
Reserve a booth for the Job Fair

On Wednesday, April 2, 10 a.m. to 2 p.m., Job Fair 2008 is coming to Babe Harder Memorial Complex on the Marshalltown Community College Campus, provided free of charge to participants. Every spring coordinators bring together more than 70 area employers and graduate schools from all around Iowa. Anyone who is looking for a new job or researching a future career will be delighted with the opportunities available in one location for the day.

Job Fair 2008 expects to be at maximum capacity again this year with employers and graduate school representatives exhibiting business and hiring information and discussing career and educational opportunities with participants. The Job Fair provides a smorgasbord of potential employers all under one roof and offers many opportunities to improve job-seeking skills. There will also be many tools to make applying for a job much easier.

Computers will be available for participants to complete online applications for the employers represented at the job fair. Many businesses have gone from paper forms to online applications so if this is new to you, there will be assistance available to acquaint you with the process.

Another valuable tool at Job Fair 2008 is the free résumé writing critique table where participants can have résumés reviewed at no charge. Local employers and professionals from Workforce Development who evaluate résumés daily, will staff the table. This is a perfect place to get advice on improving your résumé so it is one that grabs the employer's attention. Just bring along a prepared résumé and stop by the critiquing table.

One of the most popular workshops offered each year is the Employer Panel. Several representatives of different career areas will share their company's background then answer questions from the audience. If you have a question you've wanted to ask an employer - this is your chance. Job Fair participants always rate this session as one of the most valuable.

There will be tips and advice on many different topics such as the skills employers are looking for, what expectations human resource personnel might have, reminders of appropriate attire and using good manners.

Job Fair 2008 is co-sponsored by Iowa Valley Continuing Education, Marshalltown Community College, Buena Vista University, the Marshalltown Area Chamber of Commerce, KDAO AM/FM, KFJB/KXIA, and the Iowa Workforce Development Center.

For more information, contact Iowa Valley Community College District.

Chamber plans annual Des Moines Summit and Legislative Day

The 11th Annual Des Moines Summit and Legislative Day is scheduled for Wednesday, March 26. Legislators will receive a small taste of Marshalltown in the form of a Lillie Mae Chocolates tor-tush, with their invitation to join us during the summit. As in the past the day begins bright and early for participants with a pre-summit briefing at the Fisher Community Center beginning at 5:30 a.m. Participants then load the bus at 6:00 a.m. and travel to the State Capitol in Des Moines.

Meetings with legislative leaders begins at 7:30 a.m. with continuous meetings throughout the morning centered around our legislative priorities. Legislators comment that the Marshalltown day has become a tradition as over 400 Taylor’s Maid-rites are served in the rotunda of the Capitol to wrap-up the day. The Des Moines Summit is also part of the curriculum for the Iowa Valley Leadership class.

A special thanks goes to our Summit sponsors Emerson Process Management - Fisher Controls, Lennox Manufacturing and MMSC.

To review the Chamber’s 2008 Legislative priorities, visit www.marshalltown.org/chamber/government.php and click on the Chamber 2008 Legislative Priorities link.

If you are interested in participating you can register on-line at the Chamber web site www.marshalltown.org/chamber/events.php. The registration fee is $15 per person.

Business and community leaders attend the 2007 Des Moines Summit and Legislative Day. The 2008 Summit is scheduled for Wednesday, March 26.

Have you visited the Chamber website lately? Go online to www.marshalltown.org for the online directory, Chamber news and events.
### Art Driving Tour now available

The Marshalltown Convention and Visitors Bureau and the Marshall County Arts and Cultural Alliance have released the new “Gems in Marshalltown” driving tour, focusing on various art throughout Marshalltown. Art enthusiasts can start their tour at the Marshalltown Community College where they can visit the Ray Frederick Gallery and the Seven Cubes, then travel north to the Fisher Community Center where the Ceramic Study Collection, Impressionist Collection Art Gallery and Sculpture Collection can be seen. From there art lovers can visit the Community Y, Marshalltown Medical and Surgical Center, Marshall County Courthouse, Central Business District/Main Street and end their tour at the Iowa Veterans Home. Brochures for the tour are available at the MCVB office at the Fisher Community Center or by calling 641-753-6645.

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).

### Event Calendar

<table>
<thead>
<tr>
<th>Event</th>
<th>Date</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bingo</td>
<td>Tuesdays</td>
<td>Senior Citizens Center</td>
</tr>
<tr>
<td>StoryTime</td>
<td>Tues. &amp; Fri.</td>
<td>Public Library</td>
</tr>
<tr>
<td>Downtown Tot-Town</td>
<td>T, Th. &amp; Fri.</td>
<td>Veterans Coliseum</td>
</tr>
<tr>
<td>Privates Lives (play)</td>
<td>March 1</td>
<td>Martha Ellen Tye</td>
</tr>
<tr>
<td>Sports &amp; Fishing Swap Meet</td>
<td>March 1-2</td>
<td>Veterans Coliseum</td>
</tr>
<tr>
<td>Nature Story Hour</td>
<td>March 5</td>
<td>GrimesFarm &amp; Cons. Center</td>
</tr>
<tr>
<td>Angela Jia Kim, Pianist</td>
<td>March 11</td>
<td>MHS Auditorium</td>
</tr>
<tr>
<td>Nature Story Hour</td>
<td>March 19</td>
<td>GrimesFarm &amp; Cons. Center</td>
</tr>
<tr>
<td>Spring Concert</td>
<td>March 28</td>
<td>Public Library</td>
</tr>
<tr>
<td>Auto Swap Meet</td>
<td>March 30</td>
<td>Central IA Fairgrounds</td>
</tr>
</tbody>
</table>

**Post your 2008 events on the MCVB self-posting calendar at [www.visitmarshalltown.com](http://www.visitmarshalltown.com).**

### Marshalltown area trivia

Did you know these fun facts about Marshalltown and the surrounding area?

- The Matthew Edel Blacksmith Shop, located in Haverhill, is one of the few original blacksmith shops remaining in the state. The shop appears much as it did in 1940 when owner Matthew Edel died.
- Marshalltown native Jeff Clement holds the National High School Career Record for 75 Home Runs.
- The Art Gallery Addition to the Fisher Community Center was constructed with insurance funds received by the Fisher Governor Foundation as a result of the theft, on March 19, 1987, of a painting (“Les Barques de Peche Devant les Falaises d’Etretat”) by French Impressionist Claude Monet.
- The Marshall County Courthouse was designed by the same architect as the state Capitol Building.
- Iowa Valley Adventures Challenge Course in Marshalltown is the only 50-ft Alpine rope tower in the State.
- Since 1977 Iowa artist Patrick Acton of Matchstick Marvels in Gladbrook, has used 3 million matchsticks to build large detailed models, including over 600,000 matchsticks used to create Harry Potter’s Hogwarts School of Witchcraft and Wizardry.

### Does Your Money Work as Hard as You Do?

You work hard for your money. Is it working hard for you?

There’s one way to find out. We’ll review your financial needs and help you figure out how your money can work even harder for you.

**Kileen D. Rezac, CFP**

Branch Office Manager

25 S. Center

Marshalltown, IA 50158

641-752-2041/800-369-1588

---

AIG Financial Advisors

AIG Financial Advisors, Inc.

Member NASD and SPIC

Securities offered through AIG Financial Advisors, Inc., a registered broker-dealer, member NASD, SPIC. Investment advisory services offered through Kileen D. Rezac, RIA, a registered investment advisor.
Easter is just around the corner

Marshalltown will host a variety of spring and Easter activities in the month of March. Soon our local greenhouses will be bursting with spring color. Little ones will not want to miss the local Easter Egg Hunts.

The Marshalltown Jaycees will host their annual Easter Egg Hunt on Saturday, March 15 at the Iowa Veterans Home. Children ages 10 and under are invited to join in the fun. The hunt starts and 10:00 a.m. You won’t want to miss seeing the Easter Bunny as well. The Jaycees have planned a snow date of March 29.

The Easter Bunny will arrive at Marshall Town Center on March 8 at 10:00 a.m., when children are invited to participate in an Easter Egg Hunt from 10:00 - 10:30 a.m. Photos with the Easter Bunny will be available.

First Baptist Church will also host an Easter Egg Hunt on March 22 at 700 East Olive Street. Bring your family and friends for breakfast and the hunt starting at 9:00 a.m. Don’t be late to either of the egg hunts because they are over in a flash! Believe it or not the snow will not last forever and spring will be here soon.

Easter Sunday Buffet
March 23, 2008
10:45 AM - 2:00 PM

Chef Carved Baron of Beef
Ham • Baked Chicken
Whipped Potatoes & Gravy
Seasoned Baby Red Potatoes
Sage Dressing
Green Bean Casserole
Glazed Carrots • Peppered Corn
Array of Fresh Homemade Salads
Homemade Wheat & White Rolls
Assortment of Desserts
Beverage Included

Adults $14.95
Children (3-10) $7.95

Reservations Suggested
641-752-6321
Regency Inn
3303 South Center Street
Marshalltown, IA 50158

“Your Hometown Tire and Auto Service Center”
McAtee Tire & Service Center, Inc.
205 E. Linn St.
Marshalltown
752-7511
The Chamber Ambassadors visited Dr. Abie Chadderdon and Dr. Connie Feldman of Eyecare Associates at 501 East Main Street, on February 12, 2008, for a courtesy call. Eyecare Associates has been a Chamber member for more than 45 years.

Ultimate Web Design owner, Kristen Monroe, celebrated the opening of her new office location at 202 East State Street with a ribbon cutting with the Chamber Ambassadors on February 12, 2008.

Papa Murphy’s manager, Dan Garrett celebrated the grand opening of the pizza chain’s Marshalltown location at 2500 South Center Street, with the Chamber Ambassadors on January 22, 2008.

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

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 p.m. and 4:45 p.m. 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 641-753-6645 or lolberding@marshalltown.org.

www.everydaychampions.org
BUSINESS NEWS

Chamber Membership packet receives facelift

Businesses interested in joining the Chamber receive a newly redesigned Membership packet. The packet includes information about the Chamber, volunteer opportunities, committees, programs, events and sponsorship opportunities. The folder features a beautiful photo of the Marshall County courthouse on the front.

The folders are sponsored by Emerson Process Management - Fisher Controls and are also used for the newly revamped Relocation packets.

“We overhauled both the look of the packet and the information included,” said Lynn Olberding, Director of Membership and Marketing. “We feel we are providing great information about the Chamber and the community through these resources.”

The packets will be used by Chamber staff and members of the Chamber Membership committee to recruit new business members.

If you know a business that might be interested in joining the Chamber, please contact Lynn at the Chamber office at 753-6645 or email lolberding@marshalltown.org

Friday Forums

The Chamber’s Local Government Committee has launched a new program called “Friday Forum”. These forums will be held periodically throughout the legislative session as a way for Chamber members to get first-hand information about the happenings in the legislature. Forums were held on February 8 and 22 and the tentative March date is Friday the 14th. RSVP is requested. Please plan to bring your own lunch.

A.G. EDWARDS
FULLY INVESTED IN OUR CLIENTS.

AT A.G. EDWARDS, IT’S NOT THE SIZE OF YOUR ACCOUNT THAT’S IMPORTANT ...

IT’S THE RELATIONSHIP BEHIND IT.
Whether you are just starting out or have an established portfolio, we can help. Because you are at the center of all we do. Call today.

Roger F. Hackman,
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

Chad Kunc
14 E. Southridge Road
Marshalltown, IA 50158
(641) 752-5401 • (800) 542-2223
Member SIPC • 2005 A.G. Edwards & Sons, Inc.
ECONOMIC DEVELOPMENT

Comparison of year-end economic indicators

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Laborforce</td>
<td>20,970</td>
<td>21,110</td>
<td>20,960</td>
<td>20,600</td>
</tr>
<tr>
<td>Unemployed</td>
<td>830</td>
<td>800</td>
<td>1,090</td>
<td>1,150</td>
</tr>
<tr>
<td>Rate</td>
<td>4.0%</td>
<td>3.8%</td>
<td>5.2%</td>
<td>5.6%</td>
</tr>
<tr>
<td>Employment</td>
<td>20,140</td>
<td>20,310</td>
<td>19,870</td>
<td>19,400</td>
</tr>
</tbody>
</table>

Source: Iowa Workforce Development

<table>
<thead>
<tr>
<th>Housing Sales – Marshalltown</th>
<th>2007</th>
<th>2006</th>
<th>2005</th>
<th>2004</th>
</tr>
</thead>
<tbody>
<tr>
<td>New Listings</td>
<td>1,076</td>
<td>1,067</td>
<td>1,077</td>
<td>984</td>
</tr>
<tr>
<td>Sales Volumes</td>
<td>$53,885,831</td>
<td>$65,407,901</td>
<td>$52,354,265</td>
<td>$58,125,971</td>
</tr>
<tr>
<td>Average Sale Price</td>
<td>$107,557</td>
<td>$107,579</td>
<td>$86,109</td>
<td>$100,792</td>
</tr>
<tr>
<td>Median Sale Price</td>
<td>$95,000</td>
<td>$92,000</td>
<td>$87,000</td>
<td>$82,000</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Building Reports, Marshalltown</th>
<th>FY 2007</th>
<th>FY 2006</th>
<th>FY 2005</th>
<th>FY 2004</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Permits</td>
<td>181</td>
<td>232</td>
<td>224</td>
<td>250</td>
</tr>
<tr>
<td>Total Valuation</td>
<td>$39,008,800</td>
<td>$17,165,900</td>
<td>$33,188,200</td>
<td>$23,636,300</td>
</tr>
<tr>
<td>Total Living Units</td>
<td>61</td>
<td>48</td>
<td>35</td>
<td>78</td>
</tr>
</tbody>
</table>

Source: Marshalltown Building Official

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of Businesses Reporting</td>
<td>3,982</td>
<td>3,669</td>
<td>3,716</td>
<td>3,732</td>
</tr>
<tr>
<td>Taxable Sales</td>
<td>$334,897,482</td>
<td>$336,815,292</td>
<td>$329,775,383</td>
<td>$333,245,445</td>
</tr>
<tr>
<td>Taxes Generated</td>
<td>$16,744,966</td>
<td>$16,840,900</td>
<td>$16,560,065</td>
<td>$16,669,781</td>
</tr>
</tbody>
</table>

Source: Iowa Department of Revenue

Energy assessments with ISU

A great resource that Marshall County has right in our own back yard is Iowa State University (ISU). One of the programs they offer is through the Industrial Assessment Center (IAC). This organization provides energy, productivity, and waste assessments for industrial-related companies. The IAC program is one of 26 IACs located nationwide and is funded by the U.S. Department of Energy.

These assessments are provided free of charge for companies who meet at least three of the following criteria: (1) gross annual sales of $100 million or less; (2) annual energy costs ranging from $100,000 to $2.5 million; (3) fewer than 500 employees; (4) no in-house energy expert.

There are two objectives of the IAC program. The first is to provide a free service to manufacturers to identify monetary savings from reduced energy and waste costs and increased revenue from productivity enhancements. The second is to provide an educational opportunity to engineering students through on-site plant visits, data analysis, and technical report writing.

The process itself will include an IAC team reviewing the past 12 months of the facility’s utility bills, touring the operation, and collecting energy data. Once this has been done, a detailed report is provided to the facility within two months of the on-site visit.

The facility is under no obligation to implement any of the recommendations presented in the report; however, it is hoped that recommendations made will show sufficient payback to warrant careful consideration by plant management.

More information on this program and others from Iowa State University can be obtained at: www.iastate.edu/iac.
Iowa Valley Leadership’s February session focused on the stories of how and why people have made Marshalltown home. A panel of community members from California, Sudan, Germany, Singapore, Congo, and several areas of Mexico expressed a common sentiment: they want to live here and they feel Marshalltown and its citizens are welcoming and friendly.

Tom Renze, principal of Woodbury, and Dave Beckman, minister at First Presbyterian Church, shared the experiences they’ve had working with new community members of different cultures. The focus of the session was the diverse cultures of Marshalltown. Lori Chess, Davis-Brown Law Firm, specializes in immigration issues and shared information on the immigration process and talked about wait times many immigrants face when immigrating to the United States. She explained that family members of US citizens are eligible to immigrate to the U.S. on March 1, 2008, if they filed the proper forms by July 1, 1992, if they are from Mexico; March 1, 1993, if they are from the Philippines; or February 15, 2002, if they are from India.

Class member and Lennox employee, John Ernat, explained Lennox LEAN Manufacturing and arranged a tour of Lennox to start the day, followed by a tour at RACOM with Mike Miller. Miller explained that RACOM is the “911 for 911”.

On March 26, IVL will travel to Des Moines as part of the Chamber’s annual Des Moines Summit and Legislative Day. Lynn Olberding, Director of Membership and Marketing for the Marshalltown Area Chamber of Commerce, Loras Neuroth of Independent Insurance, and Reed Riskadahl from Flooring Gallery who serves as the chairperson for the Chamber’s Local Government committee shared the Chamber’s legislative priorities.

Iowa Valley Leadership is jointly sponsored by the Marshalltown Area Chamber of Commerce and Iowa Valley Continuing Education. The class runs from September through May. The goal of the program is to unite emerging leaders from diverse backgrounds and perspectives and increase their knowledge and understanding of community issues. We are grateful not only for the speakers who stimulate us to look at our world and jobs differently but also our local sponsors. Session sponsors this year are: Alliant Energy, Emerson Process Management - Fisher Controls, Iowa Valley Continuing Education, Lennox Manufacturing, Marshalltown Area Chamber of Commerce, Marshall County Bar Association, Marshalltown Medical and Surgical Center, and RACOM. Noon Optimists and Marshalltown Rotary support Iowa Valley Leadership by providing scholarship funds.

For more information, contact Iowa Valley Continuing Education.
<table>
<thead>
<tr>
<th>BUSINESS DIRECTORY</th>
</tr>
</thead>
</table>

**ADVERTISING SPECIALTIES**

**MARSHALLTOWN TIMES-REPUBLICAN**
135 W. Main
Marshalltown
753-6611

**VERNON COMPANY**
Mary Kenagy
752-1798
Apparel Calendars Gifts Pens & More

**ART**

**CENTRAL IOWA ART ASSOCIATION**
709 S. Center St.
Marshalltown
753-9013

**9TH STREET GALLERY & FRAME**
506 S. 9th Street
Marshalltown
752-2647

**ATTORNEY’S AT LAW**

**JOHNSON, SUDENGA, LATHAM, PEGLOW, O’HARE**
118 East Main Street
Marshalltown
752-8800

**AUTOMOTIVE**

**HELFER AUTO SERVICE**
108 W. State St.
Marshalltown
752-5225

**THE BATH & KITCHEN SHOP**
14 S. Second Ave.
Marshalltown
752-4555

**BLOOD BANK**

**THE BLOOD CENTER OF IOWA**
2501 S. Center
Marshalltown
641-844-0144

**BUILDING SUPPLIES**

**SPAHN & ROSE LUMBER CO.**
110 W. Madison St.
Marshalltown
752-1541

**CARPET CLEANERS**

**SERVICEMASTER OF MARSHALLTOWN**
707 Maytag Road
Marshalltown
752-3956

**CHIROPRACTIC**

**CARMICHEAL BACK & NECK CARE**
Dr. James (Doc) Carmichael
17 E. Southridge Road
Marshalltown
753-5796

**CITY**

**MARSHALL COUNTY TREASURER**
Tax Department 754-6366
Motor Vehicle Department 754-6360
www.co.marshall.ia.us
www.iowatreasures.org

**APARTMENTS**

**SOUTHERN HILLS APARTMENTS**
753-4533
1 & 2 Bedroom Apartments
641-752-7767
www.venturellc.com

**GRANT PARK APARTMENTS**
Newly Remodeled One Bedroom Apartments
641-753-5420
www.newburymanagement.com

**CONTRACTORS**

**LANDON-LANDON & ASSOC.**
702 S. 3rd Ave.
Marshalltown, IA 50158
www.landon-landon.com
BUSINESS DIRECTORY

CONSTRUCTION

CESSFORD READY MIX
101 Washington St.
Marshalltown
752-7121

IN STITCHES
36 E. Main St.
Marshalltown
752-8335

ENGINEERING & LAND SURVEYING

CLAPSADDLE-GARBER ASSOCIATES, INC.
16 E. Main St.
Marshalltown
752-6701

FINANCIAL PLANNING

FINANCIAL PARTNERS GROUP
Jason M. Kirke, CFP ®
124 West Main
State Center, IA
641-483-9914
800-483-9914

FIRE PROTECTION

PROSHIELD FIRE PROTECTION
600 May Street
Marshalltown, IA
641-752-FIRE (3473)
www.proshieldfire.com

HEALTH & MEDICAL

COMMUNITY NURSING SERVICE
11 N. 1st Ave.
Marshalltown
752-4611

HEATING & COOLING

B & G HVAC
104 Gould Street
Gladbrook
641-473-3500

INSURANCE

AMERICAN FAMILY INSURANCE
Bill Thiede-Agent
2501 S. Center, Suite F
Marshalltown
752-6367

CHASE INSURANCE SERVICES
105 A. Westwood Dr.
Marshalltown
752-5733

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

KOEHLER INSURANCE AGENCY
26 S. 1st Avenue
Marshalltown
753-6691

INSURANCE

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

HELLBERG’S JEWELERS
13 W. Main Street
Marshalltown
752-3675

MANUFACTURER

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

ELECTRONIC RECYCLING

PHOENIX E-WASTE SOLUTIONS
12 S. 8th Avenue
Marshalltown
753-7200

EMBROIDERY

IN STITCHES
36 E. Main St.
Marshalltown
752-8335

CONSTRUCTION

CESSFORD READY MIX
101 Washington St.
Marshalltown
752-7121

HEATING & COOLING

B & G HVAC
104 Gould Street
Gladbrook
641-473-3500

ELECTRONIC RECYCLING

PHOENIX E-WASTE SOLUTIONS
12 S. 8th Avenue
Marshalltown
753-7200

ENGINEERING & LAND SURVEYING

CLAPSADDLE-GARBER ASSOCIATES, INC.
16 E. Main St.
Marshalltown
752-6701

EMBROIDERY

IN STITCHES
36 E. Main St.
Marshalltown
752-8335

CONSTRUCTION

CESSFORD READY MIX
101 Washington St.
Marshalltown
752-7121

HEATING & COOLING

B & G HVAC
104 Gould Street
Gladbrook
641-473-3500

ELECTRONIC RECYCLING

PHOENIX E-WASTE SOLUTIONS
12 S. 8th Avenue
Marshalltown
753-7200

ENGINEERING & LAND SURVEYING

CLAPSADDLE-GARBER ASSOCIATES, INC.
16 E. Main St.
Marshalltown
752-6701

EMBROIDERY

IN STITCHES
36 E. Main St.
Marshalltown
752-8335

CONSTRUCTION

CESSFORD READY MIX
101 Washington St.
Marshalltown
752-7121

HEATING & COOLING

B & G HVAC
104 Gould Street
Gladbrook
641-473-3500
<table>
<thead>
<tr>
<th>CATEGORY</th>
<th>BUSINESS NAME</th>
<th>Address</th>
<th>Telephone</th>
</tr>
</thead>
<tbody>
<tr>
<td>MISCELLANEOUS</td>
<td>ADULT ODYSSEY</td>
<td>907 Iowa Avenue East</td>
<td>752-6550</td>
</tr>
<tr>
<td></td>
<td>AUGUSTINE COMPANY</td>
<td>1210 Industrial Blvd.</td>
<td>753-3875</td>
</tr>
<tr>
<td></td>
<td>SALVATION ARMY</td>
<td>107 W. State St.</td>
<td>753-5236</td>
</tr>
<tr>
<td>NURSING HOMES</td>
<td>SOUTHRIDGE NURSING &amp; REHAB CENTER</td>
<td>309 W. Merle Hibbs Blvd.</td>
<td>752-4553</td>
</tr>
<tr>
<td></td>
<td>VILLA DEL SOL</td>
<td>2401 S. 2nd Street</td>
<td>752-1553</td>
</tr>
<tr>
<td></td>
<td>GRANDVIEW HEIGHTS</td>
<td>910 E. Olive St.</td>
<td>752-4581</td>
</tr>
<tr>
<td>PLUMBING &amp; ELECTRIC</td>
<td>ECONOMY PLUMBING &amp; HEATING INC.</td>
<td>405 S. 2nd Ave</td>
<td>752-5707</td>
</tr>
<tr>
<td></td>
<td>HARTWIG PLUMBING &amp; HEATING INC.</td>
<td>405 S. 2nd Ave</td>
<td>752-5707</td>
</tr>
<tr>
<td>RESTAURANTS</td>
<td>SUB CITY</td>
<td>Kevin Angstman</td>
<td>752-4672</td>
</tr>
<tr>
<td></td>
<td>SUBSTANCE ABUSE TREATMENT UNIT</td>
<td>SATUCI</td>
<td>752-5421</td>
</tr>
<tr>
<td>PROSTHETICS</td>
<td>CLARK &amp; ASSOCIATES PROSTHETICS &amp; ORTHOTICS</td>
<td>312 E. Main, Suite 2100</td>
<td>753-0067</td>
</tr>
<tr>
<td>TAX SPECIALISTS</td>
<td>ACCU-TAX</td>
<td>1302 W. Main St.</td>
<td>752-6033</td>
</tr>
<tr>
<td></td>
<td>H&amp;R BLOCK</td>
<td>204 E. Linn, Suite C</td>
<td>752-4418</td>
</tr>
<tr>
<td>TRAVEL</td>
<td>MAGICAL TRAVEL PLANNING</td>
<td>ANNE BACON</td>
<td>641-691-2166</td>
</tr>
<tr>
<td>TELEPHONE/INTERNET</td>
<td>IOWA TELECOM COMMUNICATIONS, INC.</td>
<td>1-877-786-4692</td>
<td>1-877-786-4692</td>
</tr>
</tbody>
</table>

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

**MYP hosts progressive dinner**

To celebrate the Valentine’s Day holiday, the Marshalltown Young Professionals hosted a progressive dinner through downtown Marshalltown on Saturday, February 16.

The evening kicked off with appetizers at Mexico Antiguo, continued on to the main course at the Tremont on Main and wrapped up with dessert at Lille Mae Chocolates.

“This is the fourth progressive meal MYP has hosted,” said MYP President Rusty Feldman. “Each time, we have a different group of people that gather for the evening and have a great time.”

The Marshalltown Young Professionals’ mission is to inform, connect, refer business and engage members in the growth and success of our community through social gatherings, facilitating professional development opportunities and welcoming new young professionals to the Marshalltown area. If you know of an individual who may be a candidate for membership in the organization, please contact the Chamber office.

---

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

New members that sign up through May 31, 2008 receive membership through May 31, 2009 at a discounted rate!

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

---

**MYP members gather at Mexico Antiguo on Saturday, February 16 for a Progressive Dinner through downtown Marshalltown. For more information on the organization, visit www.marshalltownyp.com.**

---

**Make the right choice...**

**for auto insurance**

Some car insurance companies tell you where to take your vehicle for repair following an accident. At Grinnell Mutual, we think this important decision should be left up to you. Call our office for details.

**www.gmrc.com**

---

**Servicemaster Clean**

*Let us clean your:*

- Fire & Water Damage
- Carpet
- Upholstery
- Furnace Ducts
- Janitorial
- Commercial

**Marshall Co. – 752-3956**

**Tama Co. – 484-5950**

*Serving locally since 1971*

---

**Stop in & See Our Showroom**

**Wausau Homes**

America’s Custom Builder

---

**MCRILL-STOWELL-CHRISTENSEN INSURANCE**

202 E. State St. • Marshalltown

641-752-2447

111 S. Main • Albion

641-488-2214

www.gmrc.com
TARGET 5 - BUY IN!

Business to Business Showcase planned for March 17

As part of the Target 5 - Buy In! initiative, the next Business to Business Showcase is planned for Monday, March 17, 2008 from 5:00 - 7:00 p.m. at the Fisher Community Center.

This is the fourth showcase that has been held since the Target 5 - Buy In! program was started. The showcase allows Chamber member businesses to promote their business during this revamped version of Business After Hours.

“These events are great opportunities to create business-to-business relationships with other Chamber members,” said Chamber Board Chairman Bill Thiede.

Table sponsorships are just $50 and allow a business the opportunity to set up displays, hand out brochures, giveaway prizes and make connections with other Chamber members. Table sponsorships are available on a first-come, first-service basis as space allows.

“Chamber member businesses can sign up for the event by contacting the Chamber office or filling out the Business to Business Showcase inserted in their Chamber Digest,” said Director of Membership & Marketing, Lynn Olberding. “We think having this event on St. Patrick’s Day will be fun for everyone. We plan to decorate the Fisher Community Center Auditorium in green.”

If your business would like to be the key sponsor for this event, please contact Lynn at the Chamber office at 641-753-6645.

Chamber members attended the Business to Business Showcase in November at the Fisher Community Center. The next B2B event is slated for March 17. Sponsorship opportunities are still available.

For more information, contact the Chamber office at 641-753-6645.

---

The Power of CHOICE

Finding Solutions for YOU
“the Team of”

Independent Insurance Services

11 East Church Street • Marshalltown, Iowa • 752-4618
Committed To Our Customers • Committed To Our Community
Auto • Business • Life • Homeowners • Crop/Hail • Farm Property & Liability
Medical • Workers Compensation
LOCAL CLAIMS SERVICE
www.insurecentraliowa.com

www.marshalltown.org