

# Chamber Digest

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MARSHALLTOWN, IA  
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July 2008

Volume 26 Issue 2



## Upcoming Events

**July 9, 5:00 - 7:00 p.m.:**

Business After Hours at Central Iowa  
Fair with Farmers Savings Bank

**July 23, 7:00 - 9:00 a.m.:**

Business at Breakfast at Bickford Cottage

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## 110th Chamber Annual Meeting a success

The crowd at the Chamber's 110th Annual Meeting was treated to an evening of celebrating the many successes of the last year, goals for the upcoming year and some Washington insight from keynote speaker the Honorable Judge Andrew Napolitano.

One of the highlights of the evening was the celebration of progress.

"As we look around the community, there are signs of progress at each turn, both public and private projects," said Chamber President, Ken Anderson.

Emerson Process Management - Fisher Division was the winner of the inaugural "Chairman's Community Impact Award". This award seeks to recognize an organization, company or individual that has distinguished itself or themselves through their actions as reflected in the mission of the Chamber, as well as those actions having an impact on the community.

"There is proof of Emerson's commitment to Marshalltown all over our community, not only in the investments in their own facilities, but also in the donation of land for the new library, their dedication to education in the celebration of this year's Marshalltown Education Partnership graduates and the list goes on," said Past Chamber Board Chairman, Bill Thiede, who presented the award.

Kristen Monroe of Ultimate Web Design was honored as the "Outstanding Volunteer" during the evening.

"She has gone above and beyond the call of duty," said Lynn Olberding, Director of Membership and Marketing. "She has volunteered for Chamber committees and events, and has been incredibly involved in the Marshalltown Young Professionals. It's volunteers like Kristen that keep moving the Chamber forward."

A special presentation was made on behalf of the U.S. Chamber of Commerce to Chamber staff and board members, celebrating the 35th year of Accreditation with the U.S. Chamber of Commerce.

Additionally, it was announced that the Marshalltown Area Chamber of Commerce is now a 4-star Accredited Chamber of Commerce. For more information on the Chamber's recent Accreditation designation, turn to page 16.

The evening wrapped up with the keynote address, "A Nation of Sheep" by Judge Andrew Napolitano. Napolitano is the Senior Judicial Analyst and regular guest on a number of Fox News programs, co-host of "Brian and the Judge" on Fox News Radio (broadcast locally on KFJB), and New York Times Best-selling author. All attendees received a copy of Napolitano's latest books, "A Nation of Sheep."

"We are very excited about the progress made during the last year and the goals the Chamber board has set for the upcoming year," said newly elected Chamber Board Chairman, Ric Anderson. "It's an exciting time in Marshalltown."

The Chamber staff would like to thank the following businesses: Emerson Process Management - Fisher Division, Lennox Industries, Marshalltown Broadcasting, and Marshalltown Medical & Surgical Center as Presenting Sponsors; Consumers Energy, Hy-Vee Food Store, McFarland Clinic and Wells Fargo Bank as Event Sponsors. Additional support was provided by Cartwright, Druker & Ryden; Moore, McKibben, Goodman, Lorenz & Ellefson; and RACOM. A very special thank you to Lowe's Flowers and Renner's Flowers for providing the table centerpieces; to Marshall Town Center for the use of the stage and to the staff at the Best Western Regency Inn for their help with the event.

# MEMBER SPOTLIGHT

## Customer Service still alive in Marshalltown

*By Lynn Olberding, Director of Membership & Marketing*

Customer service is alive and well in our community! Not only have I experienced it first hand, I was fortunate to hear reports of outstanding service from Marshalltown merchants during a recent meeting of the Chamber's newly formed Retail Roundtable.

When I was faced with a personal dilemma about five years ago, a Marshalltown merchant's outstanding service saved the day. I was just two weeks away from my wedding and realized the dress I had purchased months before was a mistake – not what I wanted to wear for my walk down the aisle. My mother (bless her soul) and I rushed into Mary Katherine's with faint hope of finding a solution. I'll never forget the look on Mary Curley's face when I told her, "I need a dress for my wedding in two weeks." She calmly walked me around the store, picking up dresses that might work and quickly rushed me back to the dressing room, all the while staying perfectly calm and collected. My new dress fit me - and the occasion – perfectly, and Mary Katherine's gained a dedicated fan.

Having experienced outstanding Marshalltown service myself, I wasn't surprised when I overheard Vic Hellberg of Hellberg's Jewelers tell the Retail Roundtable about a woman who had ordered a Father's Day gift from his store. On the night before the holiday, the gift still sat unclaimed as it neared closing time. Vic called the woman and offered to stay late, allowing her extra time to pick up her purchase. She wasn't going to be able to make it to the store, so Vic offered to take the gift home and have the woman pick it up from his house. Vic smiled and said, "I did it. I knew it was important." Another special occasion saved!

With the flooded basements and water problems around the area, Lew Miller and the staff at Iowa Wholesale Supply have been busy selling sump pumps and supplies. Lew mentioned to the Retail Roundtable that he has gotten several calls at home in recent weeks because in the middle of installing a sump pump, the customers realized they had neglected to pick up parts or had left the store with the wrong items. Where one merchant might complain about the interruption at home, Lew shared that he has met several customers after hours to help them get the parts they needed to take care of their water problems. That's what makes legendary customer service.

These are certainly not the only tales of outstanding customer services from the retailers and service providers in our community.

In January 2007, the Chamber launched the Target 5 - Buy In! Program, focused on encouraging businesses to shift five percent of their spending to local merchants. While the program was not created with a consumer focus – please take a few moments the next time you're anticipating a purchase to patronize these and the many other wonderful local businesses that are in our own backyard. These are just a few examples of the many ways Marshalltown merchants go the extra mile for their customers. If you have a customer service story of a local merchant going "above and beyond" that you'd like to share, please email me at [lolberding@marshalltown.org](mailto:lolberding@marshalltown.org).

## 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.

### **Dr. Colene Grecian, D.D.S.**

110 North 1st Street  
Marshalltown, IA 50158  
641-752-3337

*Dr. Grecian recently relocated her practice, offering family dental care, including preventative care and dental repair.*

### **iWireless**

Shawn Hugen, Store Manager  
802 South Center Street (inside Hy-Vee Food Store)  
Marshalltown, IA 50158  
641-753-0795

*iWireless is a T-Mobile affiliate, providing cell phone service in Iowa, Illinois and Missouri.*

### **Lamport & Wright Marshalltown, Inc.**

Dr. Lynda Lamport and Louis Wright, Owners  
2316 West Main Street  
Marshalltown, IA 50158  
641-751-6985

*Lamport & Wright are providers of professional retirement homes throughout rural Central Iowa.*

### **Park Place Computers**

Jeremy Park, Owner  
16 East Main Street, Suite 130  
Marshalltown, IA 50158  
641-352-4424

*Jeremy Park offers on-site computer service and repair; computer upgrades, wireless home networking, virus/spyware removal, set-up/tranfer of new computers, data backup and recovery, and custom-designed PCs.*

### **Primary Health Care Inc.**

Pamela Wells, Clinic Director  
412 East Church Street  
Marshalltown, IA 50158  
641-753-4021

*Primary Health Care is a nonprofit community health center dedicated to serving the medically insured, uninsured and underinsured with their health care needs.*

# LEADERSHIP

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## Board of Directors

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**V.C. Business Growth & Development**  
Nick Loney  
**V.C. Government Affairs**  
Liz Zuercher  
**V.C. Membership**  
Doug Joslin  
**V.C. Quality of Life**  
John Hughes

**Bill Grabe**  
MEDIC Chair

**Doug Beals**  
**Ellen Bergman**  
**Scott Carnahan**  
**Jacque Goodman**  
**Jim Gruening**  
**Fauna Nord**  
**Jeff Vance**

**Ex-Officio**  
**Gene Beach**  
City of Marshalltown  
**Deanna Davis**  
MCVB



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**Lynn Olberding**  
Director of Membership & Marketing  
**Shauna Banks**  
Administrative Assistant  
**Britt Nichols**  
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  
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Email:  
info@marshalltown.org

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.



## Board of Directors

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Chair Elect  
**Jim Lowrance**  
Treasurer  
**Rob Cooper**  
Secretary  
**Brian Heitoff**  
Past Chair

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**Gene Beach**  
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**John Hermanson**  
**Carol Hibbs**  
**Dean Kenagy**  
**Gordie Johnson**  
**Mike Miller**  
**Loras Neuroth**  
**Mike Schlesinger**  
**Kevin Swartz**  
**Don Turbiville**  
**Kenn Vinson**  
**Glenn Ytzen**

**Ex-Officio**  
**Marvin Wade**  
**Dick Hierstein**  
**Larry McKibben**  
**Mark Smith**  
**Karen Squires**  
**Tim Wynes**

## Thank You Reinvesting Members

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

<b>Adland Engraving</b>	<b>20</b>	<b>M'town Comm. Theatre</b>	<b>10</b>
AIG Financial Advisors	18	Marshalltown Company	49
AmericInn Motel & Suites	11	M'town Med. & Surg. Center	18
Apgar Photography Studio	97	Marshalltown Water Works	27
<b>Arnold Motor Supply</b>	<b>15</b>	Mary Katherine's	8
Bob & Donna Atha	8	McAtee Tire Sales & Service	23
Dr. Dean Baker	48	<b>McFarland Clinic</b>	<b>10</b>
Barr Asset Management	9	McRill-Stowell-Christensen	21
Bickford Cottage	11	<b>Medicap Pharmacy</b>	<b>25</b>
Bishop Consulting	12	<b>Members 1st</b>	<b>20</b>
Boliver, Clausen & Bidwell	26	Midnight Ballroom	3
Bowman & Miller	44	Nikkel & Associates, Inc	4
Carmicheal Back & Neck Care	3	NW Mutual-Krough & Leth	19
Cartwright, Druker & Ryden	32	NW Mutual-McCoy & Wickham	19
Central Iowa Fair	4	Ottillie Seed Farms	48
<b>Dr. David Clark</b>	<b>25</b>	Phoenix E-Waste Solutions	3
Concrete, Inc	44	RACOM Corporation	28
Eden Ridge Farms	2	Roseland, Mackey, Harris	6
Elmwood Country Club	43	SATUCI	3
First Congregational Church	4	Scharnweber Water Cond.	29
<b>First United Methodist</b>	<b>10</b>	ServiceMaster	23
Grimes, Buck, Schoell, Beach & Hitchins	44	<b>Sit N Sleep</b>	<b>10</b>
H & F Distributing Co	32	SportsPlus Sports Medicine	9
Hardee's	4	Structural Engineers	21
<b>Helper Auto Service</b>	<b>55</b>	Taco John's	32
Home Federal Savings Bank	39	Times-Republican	47
<b>Home Rental Center</b>	<b>25</b>	Tremont Italian Grille	14
In Stitches	7	Tremont On Main	8
Iowa Hospice	1	Vis Ltd	31
Iowa River Hospice	8	<b>Weidner Construction</b>	<b>30</b>
Iowa Speedway	2	Welker Construction	11
Jenson Ford-Lincoln-Mercury	41	<b>Willard's Furs &amp; Fashions</b>	<b>90</b>
<b>K-Mart</b>	<b>25</b>	Wolfe Clinic	16
Kapaun & Brown	34	Zeno's Pizza	46
Ken Wise Buick-GMC-Honda	49		
Ken Wise Chrysler-Dodge-Jeep	43		
L.E. Myers Company	48		
Landon-Landon & Associates	44		
Lennox Empl. Credit Union	24		
Logs to Lumber	3		
Lowe's Flowers	31		
Marshall Co. Farm Bureau	44		
<b>Marshall County Treasurer</b>	<b>20</b>		

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**753-3563**





# 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.

## www.marshalltown.org Statistics

	May 08	YTD Total	Avg/Month
Unique Visitors	3,934	19,122	3,824
Number of Visits	6,136	30,208	6,042
Page Views	30,595	161,296	32,259
Hits	139,178	684,612	136,922

For May 2008 compared to May 2007, the number of unique visitors was up 4%, visits were up 13%, page views were up 29% and hits were up 6%.

Don't forget to check the chamber website for business directory information, event photos, program information and calendar of events.

Want to upgrade your online business directory listing?

Contact Lynn Olberding at the Chamber office for more information.

## Harthun named Interim Director

Former mayor Floyd Harthun has been named as interim director of the Marshalltown Central Business District. He fills the vacancy created by the resignation of Marie Steenlage.

Harthun is retired from Fisher Controls where he was manager of the Valve Research Group in the research laboratory. He has served Marshalltown in many ways including Mayor, City councilman, School Board member and chairperson. He is currently serving on the Business Improvement committee and the Design committee of the MCBD. Recently, he served as chairman of the Fund Raising committee for the new community Library.

Harthun began his new duties on May 12th.

## United Bank & Trust Board appoints Bloom as Director

The Board of United Bank & Trust, N.A. has recently appointed Michael Bloom as a Director. Bloom is a Senior Trust Officer at United Bank & Trust and has over 34 years experience in banking and trust management. Bloom serves on the banks Asset/Liability Committee, Trust Committee as well as various other bank committees.

Bloom joins other board members: Tom Pohlman, President & CEO Ames National Corporation; Kathy Baker, President United Bank & Trust; Kevin Swartz, CFO Wolfe Clinic; John Wise, Owner Ken Wise Buick/Chrysler; Keith Brown, Owner Kapaun & Brown; and Larry Raymon, Owner Raymon Enterprises.

Bloom is involved in various community organizations, including: President of Mega 10 (Community Foundation), Board member of the Marshalltown Community Y Heritage Club, Board member of the Community Foundation of Marshall County, Past President of the Marshalltown Rotary Club and Past President of the Iowa Trust Association.

He and his wife Linda are long time Marshalltown residents.



# www.everydaychampions.org

# BUSINESS NEWS

## 2008 marks Chamber's 111th year

Year 111 in the life of the Marshalltown Area Chamber of Commerce has begun under the leadership of Chairman Ric Anderson, Hy-Vee Store Director. Joining Chairman Anderson on the Executive Committee are:

- Chair-elect - Paul Gregoire, Emerson Process Management - Fisher
- Past-chair - Bill Thiede, American Family Insurance
- Treasurer - Kathy Baker, United Bank & Trust
- Vice Chair, Membership - Doug Joslin, Penn Mutual Insurance
- Vice Chair, Business Growth - Nick Loney, RACOM
- Vice Chair, Quality of Life - John Hughes, McFarland Clinic
- Vice Chair, Government Affairs - Liz Zuercher, MMSC

The make-up of the executive committee reflects the recent organizational changes that were made during the spring planning retreat. It gives new emphasis to the importance of quality of life and government affairs as well as continuing the work in membership and business growth.

In addition to reorganizing the divisions, the board has also changed its meeting schedule. The board and executive committee will now meet in alternating months on the first Thursday of each month rather than each meeting monthly.

"Good board members are very busy people and we wanted to be more efficient with their time commitment. The board meetings will probably be longer, but they will be more focused on key issues in our program and in the community," said Chairman Anderson.

In other action, the board did approve a modest dues increase and the continuation of the \$25 voluntary dues program. According to Chairman Anderson these actions will continue to solidify the Chamber's financial position, and provide the foundation for a strong program into the future.

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.

## Rural-Urban Dinner planned

The Chamber's Ag-Business Task Force in partnership with the Marshalltown Rotary and the Marshall County Farm Bureau are again planning an exciting rural-urban dinner. The date is Tuesday, August 19 and it will be held at Consumers Energy headquarters (2074 242nd Street - Marshalltown). Mr. William Johnson, Manager, Biofuels Development for Alliant Energy Corporation will be the featured speaker.

"It is important for all of us to better understand the role that biofuels will play in the generation of electricity at the new Sutherland Generating Station #4 and what it will mean to the agricultural economy of the area," said Ag-Business Task Force Chairman Scott Neff.

In his role of the newly created position of Manager of Biofuels development, Mr. Johnson is responsible for bio-based renewable energy programs for Alliant Energy's base load generation facilities in Cassville, WI and Marshalltown.

Additional event information will be available in the near future.



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# CONVENTION & VISITORS BUREAU

## July 4th Fireworks at the Iowa Veterans Home

The Iowa Veteran's Home will host Marshalltown's Fourth of July events again this year, with entertainment and food on the IVH grounds.

Fireworks will start at dusk, but come early for the North 13th Street Blast! Starting at 5:00 p.m., the Tama County Pork Producers will be selling pork burgers, chips and a drink for \$4.50 and pork loin sandwiches, chips and a drink for \$5.50 by the Salvation Army store on North 13th St. 13th Street will also host other family events before the fireworks.

The North 13th Street Blast is a fundraiser to raise money for the North 13th St. Revitalization project, one of the 7 Big Ideas of Imagine 2011.

Bring the whole family for Independence Day fun and festivities!

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)

### July 2008

Event	Date	Location
Bingo	Tuesdays	Senior Citizens Center
StoryTime	Tues. & Fri.	Public Library
Farmers Market	Wed. & Sat.	108 N. 2nd Avenue
Nature Story Hour	July 2	GrimesFarm
Stories & More	July 2	AEA267
Independence Day	July 4	Iowa Veterans Home
Municipal Band Concert	July 4	Iowa Veterans Home
N. 13th Street Blast	July 4	Summit and 13th Street
Central Iowa Fair	July 8-12	Fairgrounds
Bull Mania	July 8	Fairgrounds
Stories & More	July 10	AEA267
Municipal Band Concert	July 10	Fairgrounds
GrimesFarm Run	July 12	GrimesFarm
Carson & Barnes Circus	July 12	Fairgrounds
Nature's Story Hour	July 16	GrimesFarm
Municipal Band Concert	July 17	Courthouse Square
Unity Unplugged III	July 18	Courthouse Lawn
Market Days	July 18-19	Main Street
Municipal Band Concert	July 24	Courthouse Square
Oliver!	July 25-27	Martha Ellen-Tye
Civil War Re-enactment	July 26-27	Iowa Veterans Home

### July 2008 Meetings & Conventions

Date	Group	Location
July 16-18	Iowa Co. Commission of Veterans Affairs	BWRI
July 18	Red Rock Thresher's Tractor Ride	
July 31-Aug 1	IA Fraternal Congress Insurance Counselors	BWRI

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# CONVENTION & VISITORS BUREAU

## Vacation benefits mind and body

You may be thinking that with the high gas prices, you just can't afford to go anywhere this summer. But maybe you can't afford not to!

A recent survey conducted by the Travel Industry Association shows many benefits of travel and taking a vacation.

### Health Benefits:

1. An annual vacation can cut a person's risk of heart attack by 50%.
2. Blood pressure, heart rate and levels of epinephrine – a stress hormone – decline on holidays of only one or two days.
3. Recuperation and improvement in exhaustion are facilitated by free time for one's self, warmer vacation locations, exercise during vacation, good sleep and making new acquaintances, especially among vacationers reporting higher levels of work stress.

### Relationship, Educational, and Cultural Benefits:

1. Even the anticipation of vacation travel generates an increase in positive feelings about one's life as a whole, family, economic situation and health.
2. Over half of employed Americans say they return from vacation feeling reconnected with their family.
3. Women who take vacations report being more satisfied with their marriages.

### Career and Productivity Benefits:

1. Three out of four executives believe that vacations are necessary for them to prevent burnout (78%) or that vacations improve their personal job performance (75%). Nearly as many – two out of three – believe that vacations improve their creativity (68%).
2. Travelers experience a 25% increase in performance on vigilance tests after returning from vacation – travelers 45 or older show a 50% increase in performance.
3. There's a good chance the benefits of vacation will go straight to the bottom line. According to a study by American Express, more than a third of small-business owners say their best ideas – the ones that lead to business growth – come not at work but during their down time.

The Marshalltown Convention & Visitors Bureau is happy to help you plan time away, close to home. Please contact the office at 641-753-6645 or log onto [www.visitmarshalltown.com](http://www.visitmarshalltown.com) for one, two or three-day itineraries in and around Marshalltown.

For the entire Travel Industry Association survey results, please log onto the TIA website at [www.tia.org](http://www.tia.org).


## Calendar features local events

If you haven't been to the Marshalltown Convention & Visitors Bureau website ([www.visitmarshalltown.com](http://www.visitmarshalltown.com)) to view the events calendar, you are missing out. The MCVB offers a self-posting events calendar. Post your events by logging onto the website, clicking on the events calendar and following the instructions. 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.





## New Menu Items


### Entrees

-  Iowa Chop with a Carolina Rub - 12 oz. boneless Pork Chop seasoned with a dry rub, grilled, and brushed with our house BBQ; served with a seasoned vegetable medley and choice of potato.
-  Chicken Alfredo - Grilled Chicken Breast atop fettuccine noodles and smothered in a traditional parmesan cream sauce, garnished with vegetables, and served with garlic ciabatta bread.
-  Fiery Shrimp and Portabella - Sautéed Shrimp, strips of Portabella mushrooms and rotini pasta covered in a fiery garlic marinara sauce and mozzarella cheese; served with garlic ciabatta bread.
-  10 oz. Sirloin Steak - USDA Choice Sirloin seasoned Montreal style and brushed with garlic butter; served with a seasoned vegetable medley and choice of potato.

### Sandwiches

-  Chicken Artichoke - Italian Seasoned Chicken Breast topped with caramelized onions, tomato, and swiss cheese; served on a hot ciabatta roll with an artichoke spread.
-  Buffalo Chicken Wrap - A flavored tortilla spread with cream cheese and filled with chicken strips, cheddar jack cheese, diced tomato, red onion, bacon, and a Chipotle sauce.

### Salads

-  Summer Wild Field Salad - Fresh romaine lettuce, sliced apples, dried cranberries, bacon, slivered almonds and red onion served with a Cranberry Vinaigrette.



**Regency Inn**  
**3303 S. Center St.**  
**Marshalltown**  
**641-752-6321**  
**641-752-6108 - Junction**



# AMBASSADOR VISITS



David Hicks and the staff at Youth and Shelter Services, 11 East State Street, celebrated their 25th anniversary of serving Marshall County on June 10. The anniversary celebration included a courtesy call from the Chamber Ambassadors.



The Chamber Ambassadors celebrated the grand opening of Crossbridge Homes with owner Greg Brennecke with a ribbon cutting on June 10. Crossbridge Homes is an Alzheimer's and dementia care facility, located at 2102 South 5th Avenue.

See pictures of past Ambassadors ribbon cuttings and courtesy calls on the Chamber website at [www.marshalltown.org](http://www.marshalltown.org).



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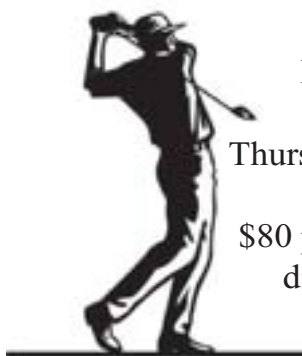
**752-5500**  
**2110 South Center**



**Karri Henning, Broker/Owner**  
**Valerie Vajgrt ★ 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**



The Chamber Ambassadors and staff of Iowa Hearing Aid Center celebrated the grand opening with a ribbon cutting. Owner Duane Flagel opened his Marshalltown location at 2500 South Center Street, Suite 340.



## Save the date!

Don't miss the Chamber Ambassadors  
Golf Outing!

Thursday, August 21 at Elmwood Country Club.  
12:30 p.m. Shotgun start.

\$80 per person (includes golf, cart, range balls,  
dinner and prizes) or \$320 per foursome.

Hole sponsorships available.



## Marshalltown goes to Washington

More than thirty representatives from Marshalltown visited Washington, D.C. on April 20 and 21 for the annual Washington, D.C. Summit trip. Members met with representatives from the U.S. Chamber of Commerce, Congressman Tom Latham, Senators Charles Grassley and Tom Harkin and their staffs.

Congressman Tom Latham met with members at the United States Capitol Wednesday during the annual trip and listened to business concerns for the Marshalltown area.

"The city of Marshalltown is one of the great Iowa cities," said Congressman Latham. "I appreciate the Chamber taking time out of their busy schedule in Washington to meet with me and continue our year-round discussions about issues facing the city and the region. We all need to work together, from the federal level to the city level, to make sure Marshalltown has the most solid economic foundation and the best opportunities to grow."

Representatives discussed issues concerning the Marshalltown business community, including the retention of domestic production tax incentives to make sure Marshalltown's manufacturers can retain or recreate jobs; company stability; immigration and its impact upon the community; federal assistance for the city bus program; and funding for Highway 30.

"The trip was a great success," said Ken Anderson, Chamber President.



Left: Representatives attending the annual D.C. Summit met with Senator Tom Harkin and his staff.

Below: Senator Charles Grassley speaks with the Marshalltown delegation.

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

The annual Washington, D.C. Summit trip is co-hosted by the Chamber and MEDIC, with sponsorships from Emerson Process and MMSC.



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# ECONOMIC DEVELOPMENT

## MEDIC hosts Investor meeting

Marshall Economic Development Impact Committee (MEDIC) held their semi-annual Investor meeting June 11 at Iowa Valley Continuing Education.

Project updates were given by several businesses including: Bob Stahlin, Emerson Process Management data center; Cyril Thill, JBS Swift casings manufacturing plant; Nick Morrison, Cretex Midwest; Heartland Metals; Jeff Beer, Alliant Sutherland Generating Station Unit 3; and Mike Ladehoff, Phoenix E Waste expansion.

Tim Wynes, Iowa Valley Community College District gave updates on the Marshalltown Community College welding lab, student activity center and new housing. Dennis Mack, Iowa Veterans Home, told the group about the upcoming expansions at the veterans home; and Carole Winkelblack, gave an update on the construction of the Marshalltown Public Library.

Following the meeting, the group toured the Marshalltown Community College Student Activity Center that is under construction.

## Economic Statistics

### Employment – Marshall County

	April 2008	YTD
Labor Force	20,380	20,290
Unemployed	880	990
Percent Unemployed	4.3	4.9
Total employment	19,500	19,290

### Marshalltown Construction

	April 2008	YTD
Building permits	22	46
Residential Dwelling Units	3	8
New residential construction value	\$727,000	\$1,500,000
Residential addition/remodel value	\$76,900	\$142,900
New commercial/industrial permits	4	5
New commercial/industrial value	\$66,000	\$2,870,000
Remodeling commercial/industrial value	\$4,450,000	\$6,925,000

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

## E-Commerce and Internet Sales

Internet retailing is a relatively new phenomenon and until recently, detailed data on the impact of internet retailing has been hard to find. The newly released Retail Sales Analysis and Report for Marshall County from the Iowa State University Extension has added figures this year for e-commerce for Marshall County.

According to the U.S. Census Bureau, e-commerce sales in 2007 accounted for 3.4 % of total sales. Although e-commerce may not account for a large percentage of total retail sales, it is the fastest growing segment of the retail field. While total retail sales only increased 4% in 2007 from 2006, e-commerce sales saw an increase of 19% in the same time period.

If the national data holds true for Marshall County, approximately 3% of potential sales leakage could be attributed to internet retail leakage.

### Marshall County FY 2007

Actual Sales	\$334,897,482
Potential Sales	\$404,447,026
Estimated internet leakage	\$12,133,411
Potential Sales less internet leakage	\$392,313,615
Internet adjusted surplus (leakage)	\$57,416,133
Estimated internet leakage	\$307 per capita

For the complete study, please contact the Marshall County Extension Office or the MEDIC office.

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# BUSINESS NEWS

## Business After Hours



A large crowd gathered to celebrate KFJB's 85th anniversary during Business After Hours at Marshalltown Broadcasting, 123 West Main Street, on June 5. On June 2, 1923, KFJB was officially granted a broadcast license from the U.S. Department of Commerce.

## Benefits for Small Businesses

As one of the benefits of your membership in the Marshalltown Area Chamber of Commerce, you are also a member of the U.S. Chamber of Commerce. The Marshalltown Area Chamber of Commerce is also a member of the U.S. Chamber's Federation Partnership, providing you additional benefits for your membership. The U.S. Chamber is adding more benefits and value to your membership and to the Federation Partnership small business benefits portfolio.

To access these benefits on the U.S. Chamber of Commerce website, each Chamber member will need their member number to access the program. You can obtain your number by calling our Members Services Center at 1-800-638-6582 or by completing the online member number inquiry form at [www.uschamber.com/member/membervnumber.htm](http://www.uschamber.com/member/membervnumber.htm). Please do not call the Chamber office for your member number, as those are assigned through the U.S. Chamber of Commerce and not the local office.

Some of the toolkits available to you on the U.S. Chamber website include: Hiring, Printing/Shipping, Sales/Marketing, Security, and Start-up. You will also find discounts for a number of companies.

If you are unable to access these resources, please contact the Chamber office at 641-753-6645 for assistance.

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# YOUNG PROFESSIONALS

## MYP Lunch & Learn

Each month, the Marshalltown Young Professionals plan a Lunch & Learn event, featuring a business or organization in the community. In June, a group of MYP members visited Heart of Iowa Big Brothers Big Sisters at 811 East Main Street (Suite 200) to hear about the program and find out how to get involved.

"We have a variety of programs available," said BBBS Executive Director Amy Ritchie. "We offer e-mentoring, which you can do from your office computer, school-based mentoring where you meet with your 'Little' once a week during their school day and the traditional community-based mentoring. We think this offers people a mentoring opportunity that fits into their schedule."

According to Ritchie and School Based Mentor Coordinator, Melanie Reed, there are currently a large number of opening for Big Brothers and Big Sisters. "Only about ten percent of the needs that have been identified are currently enrolled in the program," said Reed. "We have a large number on a waiting list."

"After the event, a number of those who attended were ready to sign up to become a Big Brother or Big Sister," said Lynn Olberding, Director of Membership & Marketing for the Marshalltown Area Chamber of Commerce. "That's why these Lunch & Learn events are so important - they allow MYP members to find out about community events and programs and learn about ways to get involved and volunteer in the community."

For more information on the Marshalltown Young Professionals organization, please contact Lynn Olberding at the Chamber office at 641-753-6645.

To learn more about how you or your employees can get involved in the Big Brothers Big Sisters program, please contact Amy Ritchie at Heart of Iowa Big Brothers Big Sisters at 641-753-6370.



Big Brother Big Sisters Executive Director Amy Ritchie and School Based Mentor Coordinator Melanie Reed hosted a group of MYP members on Wednesday, June 18 for the group's monthly Lunch & Learn and spoke about how to get involved in the BBBS program.


## Community involvement

In a recent survey of MYP members regarding community involvement, the following list has been created to show how MYP members are volunteering throughout the community and state.

4-H Clover Kids Leader	MCBD Design Committee Member
Arts and Cultural Alliance Board	MCC Adjunct Professor
Boy Scouts – Troop 308 Volunteer	MEDIC Board Member
Catholic Youth United Volunteer	Motor Ioway Committee Member
Central Iowa Art Association Board	Oktemberfest Board Member
Central Ia Tourism Region Member	Oktemberfest Volunteer
Chamber Board Member	Our Savior Lutheran Volunteer
Chamber Membership Committee	Partner with Youth Campaign
Chamber Membership Drive	PWY Spirit Committee Member
Chapel Drama Team Member	PDI Board Member
Chapel United Methodist Trustee	Rotary Member
Coalition for Youth Exec Board	Rotary PR Committee Member
First Baptist Church Member	Soccer Coach
Gladbrook Corn Carnival Board	Softball Coach
Homeless Sleepout Co-Chair	State BBQ Contest Volunteer
House of Compassion Volunteer	T-ball Coach
Imagine 2011 Committee	Travel Federation of Iowa District Leader
Imagine Steering Committee	United Way Cabinet Member
Iowa CARES Advisory Board	United Way Campaign Member
Iowa Connections Tourism Team	Vienna Township Clerk
Iowa Cultural Coalition Board	YSS Advisory Board Member
IVCE Instructor	YPIowa Board Member
Iowa Valley Leadership Graduate	
IVL Steering Committee	
Jaycees Volunteer	
KMB Task Force	
Kiwanis Club Volunteer	
Little League Board Member	
Little League Coach	
M.E.P. Mentor	
MCBD Board Member	

While this is not a comprehensive list, it does show the impact the members of the Marshalltown Young Professionals are having on the community, region and state.


For more information, please visit [www.marshalltownyp.com](http://www.marshalltownyp.com).



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# BUSINESS NEWS

## Chamber earns 4-Star Accreditation designation

The Marshalltown Area Chamber of Commerce has a long history of Accreditation with the U.S. Chamber of Commerce, setting it apart from the more than 6,000 chambers across the country. At the Chamber's recent Annual Meeting, it was announced that not only was the Chamber re-accredited with the U.S. Chamber, but the staff and volunteer leaders accomplished the honor of receiving an additional star during the Accreditation process, becoming a 4-Star Accredited Chamber.

"Accreditation is one of the highest honors bestowed on chambers fighting for pro-growth and jobs policies at the federal, state and local level. This distinction honors your commitment to helping to advance the principles of free enterprise - the bedrock of this prestigious award," wrote Tom Donohue, President and CEO of the U.S. Chamber of Commerce.

Of the 6,936 chambers recognized by the U.S. Chamber of Commerce, only 301 are Accredited chambers. The 4-Star distinction makes the Marshalltown Area Chamber of Commerce rank in the top two (2) percent of all chambers.

"There are varying levels of Accreditation," said Ken Anderson, Chamber President. "The U.S. Chamber offers 'Accredited', 3-Star, 4-Star and 5-Star designations. We are honored to have received this mark of distinction.

We could not have accomplished this without the help of our volunteer leadership in creating programs and events that are meaningful and impactful for our membership."

The Accrediting Board wrote, "The Marshalltown Area Chamber of Commerce has done an excellent job in many areas and have implemented a wide variety of valuable and successful programs for their members. We at the U.S. Chamber of Commerce are proud to accredit the Marshalltown Area Chamber of Commerce with our 4-Star ranking. Congratulations on this impressive achievement!"



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Administration



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