

Chamber Digest

November 2010

Volume 28 Issue 6



Upcoming Events

November 2: Election Day

November 3: Business to Business Showcase
Fisher Comm. Center Auditorium,
5:00 - 7:00 p.m.
Key sponsor: Hy-Vee

November 11: Veterans Day

November 25 - 26: Chamber office closed in observance of Thanksgiving

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Iowa Employer Support of the Guard and Reserve

As we remember our Veterans this month, it's also appropriate to show our support for those who are currently serving in our country's Armed Forces. This year Iowa has experienced the largest deployment of National Guard and Reserve military since World War II. Many of these men and women are our own employees.

Earlier this year the Marshalltown Area Chamber of Commerce and other Iowa Chambers, met with the Iowa Employer Support of the Guard and Reserve (ESGR) to help further their efforts. As a result, the Chamber signed a Statement of Support.

Your business/organization does not need to employ a Guard or Reservist to sign a Statement of Support of your own. You can visit the ESGR website (www.iowaesgr.org) and click on "Employers" to find a link to request your own suitable-for-framing document.

Additionally, the Iowa ESGR website has many other resources for employers, guard and



reservists alike who may have questions about the Uniformed Services Employment and Reemployment Rights Act (USERRA), Military Leave of Absence, hiring Guard and Reservists, Iowa Code for temporary state active duty, and a myriad of human resource policies. Iowa ESGR staff and volunteers are also very willing to come to your own place of business to discuss any issues with you, or you can call their Johnston office for more information (800-294-6607).

Happy Veteran's Day to all who have served or are currently serving our country.

Election Day: November 2

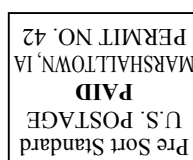
Election Day is right around the corner. City, county and state races are heating up. Four candidates are running for one seat on Marshalltown City Council: Timothy Bradbury, Roger Halleck, Leon Lamer and Patrick Stansberry.

For County Attorney, Jennifer Miller is running unopposed. The County Treasurer's race is between Jarret Heil (R) and Susan Klaessy (D). Four candidates are running for two County

Supervisor seats: Deane Adams (R), Bettie Bolar (D), Incumbent Pat Brooks (D) and Dave Thompson (R).

On the State level, Jane Jech (R) and Incumbent Mark Smith (D) are vying for State Representative District 43, while Mike Gerhart (D) and Incumbent Annette Sweeney (R) are running for State Representative District 44.

Remember to get out and vote on November 2.



Put label here
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ADDRESS SERVICE REQUESTED

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

MEMBER SPOTLIGHT

Helfer Auto Service

Helfer Auto Service, 108 West State Street, has been a Marshalltown staple since 1951, when Clearance Helfer started the business. Clearance ran the business until son, John took over in 1978. John continued with the business until July of this year, when longtime employee Eric Schmidt purchased the business.

"After 20 years of working for John, this was the next progression in my career," said Schmidt. "I know this business from top to bottom now. I started out changing oil and not knowing a whole lot more. John, along with the other mechanics I've worked under, have been great mentors. I have learned a lot since those years and feel I have more to learn."

Helfer Auto Service provides engine diagnosis and drivability problem-solving. Along with complete engine repair, their main focus is on domestic vehicles. Ranging from minor oil changes to complete engine replacement, they also service brakes and suspension problems.



Schmidt said the business currently has three employees, plus himself, with the potential to grow. "We try to treat each customer's car as if it were our own. In this age of high volume we believe that quality and pride in our work should come first," said Schmidt. "We try not to put more parts into each job than are necessary and be completely honest with every person that comes through our business."

In addition to being a member of the Chamber, Schmidt also supports a number of local organizations and has been involved with the Oktoberfest motorcycle rodeo and show for the past several years.

"I like to think that Marshalltown is the biggest little town I know. Most customers come in and know me and my employees by name, and we know them," he added.

When asked why Schmidt felt it was important to stay active in the Chamber, he responded, "To stay current on what is happening in town on the business side. We all need to look out for each other."

For more information, call Helfer Auto Service at 641-752-5225.

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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.

Child Abuse Prevention Services

Jana Enfield, Executive Director & Linda Havelka, Associate Director
811 East Main Street
Marshalltown, IA 50158
641-752-1730

Child Abuse Prevention Services is a non-profit, human service organization located in Marshalltown. Their mission is to prevent child abuse in Marshall County and the surrounding area.

Would your business like to be featured as a Member Spotlight in the Chamber Digest? Email lolberding@marshalltown.org for details. Members drawn at random.

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V.C. Government Affairs
Jeff Vance
V.C. Membership Services
Don Turbiville
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Alan Anselman
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Joan Jaimes
Denise Kemp
Angie Nelson
Joe Nevel
Matt Pisney
Susan Untiedt

Ex-Officio

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City of Marshalltown
Brian Burnside
MMSC
Dr. Chris Duree
IVCCD
Denny Grabenbauer
Marshall Co Supervisor
Dr. Marvin Wade
MCSD
Liz Wilke
MCVB

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.

MCVB
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Fauna Nord
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Megan Bantz
Administrative Assistant
Joel Akason
MEDIC President
Kenn Vinson
MEDIC Business Manager
Shannon Espenscheid
MCVB Director
Sauna Banks
Administrative Assistant

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

MEDIC
Chair: Don Turbiville



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Bill Grabe
Past Chair
Liz Zuercher
Chamber Chair

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Pat Brooks
Paul Gregoire
Brian Heithoff
Mike Miller
Loras Neuroth
Mike Schlesinger
Kevin Swartz
David Vollmar

Ex-Officio

State Representative
Mark Smith
State Senator
Steve Soddors

Thank You Reinvesting Members

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



Applebee's	13
Big 8 Tyre Center	10
Buena Vista University	23
Comfort Inn	13
Culver's of Marshalltown	8
El Portal, Inc.	1
Elim Lutheran Church	2
Farmers Savings Bank	10
Fritz Chiropractic	13
Goodwill Employment	4
Hartwig Plumbing & Heating	52
Hawkeye Stage	18
Hawkins Electrical Services	2
Hay Construction Services, Inc	14
Horizons	2
J&M Roofing & Maintenance	7
JC Penney Company	18
John Ernest Vineyard & Winery	3
Midwest Fire Extinguisher	1
QWest	18
Southridge Nursing & Rehab	42
Spahn & Rose Lumber Co.	9
St. Mary Catholic Church	5
Stroh Corporation	3
TSP Inc.	13
Temp Associates	12
USA Staffing, Inc.	4
Villa Del Sol	14

CPA
Roger F. Hackman,

CPA

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

Business After Hours

November 3, 2010

5:00 - 7:00 p.m.

Business to Business Showcase
Hosted by Hy-Vee Food Store
at the Fisher Community Center
709 South Center Street

December 15, 2010

5:00 - 7:00 p.m.

US Bank
123 West Main Street

January 2011

5:00 - 7:00 p.m.

Community Foundation of
Marshall County
Location: TBD

February 2011

5:00 - 7:00 p.m.

Taste of Marshalltown
featuring food and beverages
from Chamber member businesses
Fisher Community Center

March 2011

Available for sponsorship

April 2011

Available for sponsorship

**Book your 2011 Business After
Hours event now!**

Contact Lynn
**Olberding at the Chamber
office to schedule a Business
After Hours event at your
business.**

**These events are great ways to
promote your business!**

FACES & PLACES

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

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

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

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

Emerson/Fisher promotions

The Fisher Division of Emerson Process Management announces the following personnel moves to help realize its "Fisher, No Equal" vision and acknowledge the best of the best in the control valve industry.



Steve Anderson, has been promoted to Director, Instrument Development. He will drive the strategy, growth, and continuing development of our FIELDVUE™ digital valve control products.



Brian Burlage, moves into the role of Director, Field Instrumentation Business. He will guide the design, engineering, and marketing groups in this critical sector of the instrument business unit in Marshalltown.

Chad Engle, was named Director, Engineered Products - Design Engineering. He will focus on new product development for the next generation of Nuclear plants and continue to play an important leadership role in the engineered products business unit.



Ted Grabau, has been promoted to Vice President, Global Technology for the Fisher Division. In his role, he will lead our technology research, test and engineering efforts on a worldwide basis. Ted will oversee Technical Centers in France, Japan, and China as well as the Emerson Innovation Center here in Marshalltown.



Ross Harris, has been promoted to Vice President, Global Procurement for the Fisher Division. Ross returns to Fisher after serving as Vice President, Logistics for Emerson Process Management.



Dave Koester, has been appointed Director, Rotary - New Product Development. A veteran of Fisher, Dave will maintain responsibility for guiding the entire Rotary new product development group to help expand our market participation.

Emerson/Fisher promotions cont.



Galen Wilke, has moved into the role of Vice President, Asia Pacific Sales. After 35 years with the Fisher division, Galen brings a wealth experience to this new role and will lead the Asia Pacific sales efforts.



Mike McCarty, replaces Galen Wilke as Vice President, Sliding Stem Valves. With Fisher since 1994, Mike is a technology leader who will now be called upon to provide leadership to this important business unit.

Ed Peng, has been promoted to Director, General Manager of China. Ed spent the last four years in Marshalltown, supporting business development efforts. He and his family will leave the US for China in the coming months.



Marc Riveland, has been promoted to Director, Advanced Technology for the division. He will provide direction for the teams involved in analysis, valve control concepts, engineering software tools, flow sciences, and materials.



Sam Sivaskandan, has returned to the United States after twelve years of serving the Fisher division in Asia Pacific. He brings his leadership experience and talents to two, newly-created roles: Director, Customer Communications and Director, Customer Loyalty-North America.



Bob Stahlin, has been promoted to Vice President, Rotary Valves. Bob has 28 years with the Fisher division and previously served as Vice President, Global Procurement. He will now be responsible for guiding the Rotary business unit on a global basis.



www.marshalltown.org Statistics

	Sept 10	Avg/Month	YTD Total
Unique Visitors	1,991	2,407	21,664
Number of Visits	2,835	3,930	35,369
Page Views	10,674	15,844	142,598
Hits	75,839	95,846	862,614

The Chamber's website traffic continues to be strong. Is now the time to consider upgrading your listing and increasing your online visibility?

Don't forget to check the chamber website for business directory information, event photos, program information and calendar of events. Contact Lynn Olberding at the Chamber office for more information.

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.

BUSINESS NEWS

Iowa Valley awarded Energy Sector grant

In January 2010 Iowa Workforce Development Board received a \$5.9 million State Energy Sector Partnership grant from the U. S. Department of Labor. The purpose of the grant funds is to help fund skills training targeted at the energy sector of our economy. Twenty-four grant proposals were received from across Iowa and 13 were awarded funding.

The Iowa Valley Energy Sector Team was one of the successful proposals receiving \$501,204. Iowa Valley's project will deliver training to 88 eligible individuals (displaced workers, at risk youth, low income workers, Veterans, unemployed, incumbent workers) in the area of Smart Grid and Electrical Transmission. This training project covers Hardin, Marshall, Poweshiek, and Tama counties, and is intended to provide a clear pathway to jobs in the energy sector. Specifically this training is in the areas of Meter Utility Person, Electric Meter Transmission, Instrument and Electrical Transmission, Substation Transmission and Line Mechanic.

2011 Washington DC Summit

The dates have been set for the 2011 Washington DC Summit. A group of local constituents will meet with elected officials, congressional staff members and outside resources from Tuesday, April 5 - Thursday, April 7. The group will carry a comprehensive community agenda to Washington.



Individuals interested in helping plan or attending next year's Summit are encouraged to attend the first planning meeting, slated for Friday, November 5 at 9:00 a.m. at the Fisher Community Center. Summit planning meetings will take place the first Friday of the month November - April, with the exception of January 1.

The Chamber office will be closed
Thursday, November 25 and
Friday, November 26
in observance of
Thanksgiving

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CONVENTION & VISITORS BUREAU

For the time and a description of the events below, log on to the MCVB website's Calendar of Events at www.VisitMarshalltown.com

November 2010 Calendar of Events

Event	Date	Location
Bingo	Tuesdays	Senior Citizens Center
Duplicate Bridge	Wednesdays	Senior Citizens Center
Election Day	Nov 2	Your Voting Ward
Nature Story Hour	Nov 3	Grimes Farm & Conservation
After School movie	Nov 3	Public Library
Downtown Unwrapped	Nov 4	Main Street
Monarch Migration	Nov 4	Grimes Farm & Conservation
Home Expo 2010	Nov 5-6	MCC Student Activity Center
Tattoo Exhibition Reception	Nov 5	Fisher Community Center
"Singing in the Rain"	Nov 5-7	Orpheum Theatre Center
Saturday Arts Concert	Nov 6	Hope United Methodist
Holiday Open House	Nov 6	Fisher Community Center
Harvest Ball	Nov 6	Knights of Columbus Hall
Kids Open Studio	Nov 6	Art Studio at FCC
Holiday Boutique	Nov 12-13	Fisher Community Center
Gift Mart	Nov 12-13	Elmwood Country Club
Movie	Nov 12-14	Orpheum Theatre Center
Kids Open Studio	Nov 13	Art Studio at FCC
Uncle Ike Nature Program	Nov 13	Grimes Farm & Conservation
Nature Story Hour	Nov 17	Grimes Farm & Conservation
Quartetto Gelato	Nov 18	MHS/Community Auditorium
Grass between the Rails	Nov 18	Public Library
Kids Open Studio	Nov 20	Art Studio at FCC
Holiday Stroll	Nov 20	Main Street
Readers' Social Hour	Nov 30	Public Library

Post your 2010 and 2011 events FREE on the MCVB self-posting calendar at www.visitmarshalltown.com

November 2010 Meetings & Conventions

Group	Date	Location
Iowa Honey Producers	Nov 4-6	BW Regency Inn
Girls State Diving & Swim Meet	Nov 5-6	Community Y
ABATE of Iowa	Nov 12-14	BW Regency Inn
Tae Kwon do Tournament	Nov 13	MCC

Thank you for making Marshalltown Your Destination!



MCVB Offers Holiday Stroll travel Package

Marshalltown's Holiday stroll is Saturday, November 22, and the Marshalltown Convention & Visitors Bureau has put together a great two-day travel package. The package includes special lodging rates at your choice of Marshalltown hotels and motels. At check-in, you will receive a welcome package filled with coupons for dining and shopping for your weekend getaway. Saturday night, enjoy Main Street's Holiday Stroll with the dancing lights. You won't want to miss the entertainment and hospitality in the businesses on Main Street. Kids will enjoy the evening as well, with a visit to Santa, horse drawn carriage rides and craft activities. Event organizers are also pleased to bring back the Tiny Tim Tree Festival. The festival will be held on Saturday, November 20 from 12:00 – 8:00 p.m., and Sunday, November 21 from 12:00 – 3:30 p.m. at the Salvation Army (107 West State Street) with the auction starting at 4:00 p.m. Sunday. People can come and vote for their favorite tree for the "Tree Contest", or attend the live auction to bid on the "Auction Trees". After a wonderful evening, relax in the comfort of your hotel. For more information and pricing log onto the Marshalltown Convention and Visitors Bureau website at www.visitmarshalltown.com or call 641-743-6645.

2010 Assistance League Gift Mart

Grab a friend and enjoy one of Marshalltown's premier shopping experiences just in time for the holidays! Shop for the family and help your community on Friday, November 12 from 5:00 – 9:00 p.m. and Saturday, November 13 from 9:00 a.m. – 3:00 p.m. at the 2010 Assistance League Gift Mart at Elmwood Country Club. Admission Friday night is \$25 and includes your Saturday admission. If you choose to attend on Saturday only, the admission fee is \$5. On Friday night, relax with complimentary facials, cosmetic consults, hand and back massage as well as door prize drawings, beverages and appetizers. There will also be door prizes on Saturday as well as personal shoppers to assist you with your shopping list. All money raised at the Gift Mart will go back to the community.

Marshalltown Convention & Visitors Bureau offers web coupons

Be sure to check out the "deals" page on the MCVB website. The MCVB is always looking for additional businesses who would like to offer a special coupon to Marshalltown visitors. These coupons could be used at local restaurants, hotels, attractions, gas station and retail stores. If your business would like to offer a coupon please call the MCVB office at 641-753-6645. For ideas on what other local businesses are offering, please log onto www.visitmarshalltown.com.

CONVENTION & VISITORS BUREAU

MCVB offers "Merry Marshalltown" CDs

The Marshalltown Convention & Visitors Bureau is pleased to offer two Merry Marshalltown CDs for the holiday season again this year. Each volume contains ten classic holiday songs recorded by local artists. The CDs will be for sale at various Main Street businesses, south side businesses and the MCVB office located at the Fisher Community Center. CDs will sell for \$7 each or two for \$10. For a sampling of the holiday music, log onto www.visitmarshalltown.com. For questions, call 641-753-6645.

Make Marshalltown Your Destination!

Thinking about hosting a family reunion, planning for a wedding, or hosting a group gathering in Marshalltown?

Contact the Marshalltown Convention & Visitors Bureau for information on attractions, recreation, dining ideas and much more! Call 641-753-6645 or visit www.visitmarshalltown.com.

Adopt-A-Veteran kicks off November 11

The Marshalltown Central Business District will again sponsor the Adopt-A-Veteran event. The event will kick off on Veteran's Day Thursday, November 11. Participating MCBDB members will have stars in their windows inviting the public to come into their store and adopt-a-veteran. People will be able to purchase gifts, discount coupons or make a cash donation for the Veterans.

The MCBDB will deliver all of the gifts to the Veterans at a celebration party prior to Christmas. If you would like further information please call Gale Hellberg at 641-752-3675.



Phone:
641-753-6645

Email:
cvb@marshalltown.org

Website:
www.visitmarshalltown.com



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THANKSGIVING BUFFET

**BEST WESTERN REGENCY INN
THURSDAY, NOVEMBER 25, 2010
10:45 AM - 2:00 PM**

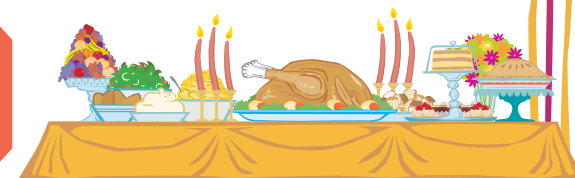
MENU

- Roasted Turkey
- Baked Ham
- Chicken & Noodles
- Mashed Potatoes w/ Gravy
- Sage Dressing
- Candied Yams, Buttered
- Corn, Green Beans
- Tossed Salad w/ Dressings
- Large Array of Fresh Homemade Salads
- White & Wheat Rolls & Butter
- Assorted Desserts to include Pumpkin Pie
- Coffee, Tea, Soda or Milk

Adult: \$13.95 per person / Child \$7.95 ages 3-10

For Reservations Call 641-752-6321

Reservations Are Suggested



AMBASSADORS VISITS



Tom Campbell and team at Farmers Savings Bank (205 West Main Street) celebrate their 10th anniversary in Marshalltown with a courtesy call with the Chamber Ambassadors on September 28.



Vic and Gayle Hellberg pose with the Chamber Ambassadors during a courtesy call to celebrate Hellberg's long-standing membership in the Chamber. Hellberg's Jewelers is located at 13 West Main Street.



Sandy Warnell and staff at Arby's were greeted by the Chamber Ambassadors to celebrate the renovation of the restaurant (2500 South Center Street) with a ribbon cutting on October 12.



Zach Wahl cuts the ribbon, celebrating his new Edward Jones office at 2500 South Center Street, as Chamber Ambassadors look on during the October 12 ribbon cutting.

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.



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

the
Chamber
Marshalltown, Iowa



BUSINESS NEWS



The Chamber Ambassadors celebrate the grand opening of the Children & Families of Iowa's Marshalltown office (811 East Main Street) with a ribbon cutting on September 30.

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

Safety Workshop

The Chamber, along with the Marshalltown Central Business District hosted a Safety and Self Defense Seminar on Friday, October 1, as a way to provide guidance and support to local business owners and employees. The seminar featured information from the Marshalltown Police Department and self awareness and self defense techniques from Shaw Tae-kwon-do.



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Commerce on Facebook!



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Candidate Forum

The Chamber hosted the annual Candidate Forum on October 14, with candidates running for City Council, County Treasurer, County Supervisor and State Representative present.



From left: City Council candidates Patrick Stansberry, Leon Lamer and Timothy Bradbury answer questions from moderator Curt Ward. (Roger Halleck was unavailable).



From left: County Supervisor candidates Dave Thompson, Patrick Brooks, Bettie Bolar, Deane Adams and moderator Curt Ward. Candidates are vying for two County Supervisor positions.

Don't forget to vote on
November 2!

ECONOMIC DEVELOPMENT

Broadband Survey

Craig Settles, a broadband industry expert, conducted a survey of International Economic Development Council members to obtain information on how broadband plays a role in economic development. Below are some pieces of information from the survey.

Fiber (wired networks) impact on economic outcomes for a community.

1. 76% of respondents feel fiber has a definite or indirect impact on successfully attracting businesses.
2. 71% of respondents feel fiber has a definite or indirect impact on successfully retaining businesses.
3. 70% of respondents feel fiber has a definite or indirect impact on the competitiveness of local companies.

With regard to the speed of the broadband,

1. 34% feel the speed must be at least 1 Gigabit per second for success with attracting businesses.
2. 15% feel the speed must be at least 500 Mbps for success with attracting businesses.
3. 19% feel the speed must be at least 100 Mbps for success with attracting businesses.

*With regard to business attraction, business expansion, business retention, and business competitiveness, most feel 100 Mbps or greater is necessary.

What impact does broadband have on entrepreneurship and home-based businesses?

1. 77% of respondents feel that broadband is a major factor to help ensure entrepreneurship and home-based businesses are a positive economic force in the area.

*Most again feel the speed of 100 Mbps or greater is necessary.

Although some pockets still exist in Marshall County with regard to the lack of high-speed broadband, Marshall County has made great progress over the years with the amount of wired and wireless options available and the increase in speed to businesses and residents. Many private businesses have invested significant time and money to implement a very robust broadband infrastructure that will serve Marshall County well for years to come.



For additional economic development information, please visit
www.marshalltownworks.com.
It is a great resource for current demographic information about Marshalltown, Marshall County and the state of Iowa.

Economic Statistics

August	2010	2009
Employment – Marshall County		
Labor force	20,220	20,490
Unemployed	1,500	1,400
Percent unemployed	7.4	6.8
Total employment	18,700	19,080
Marshalltown Construction		
Building permits	15	10
Residential dwelling units	0	0
New residential construction valuation	\$0	\$353,000
Residential addition/remodeling valuation	\$51,000	\$105,500
New commercial/industrial permits	1	1
New commercial/industrial valuation	\$35,000	\$406,000
Remodel commercial/industrial valuation	\$735,000	\$0
Marshall County Construction		
Building permits	7	5
New Residential Dwelling Units	0	2
New Residential Construction Value	\$0	\$377,000
Residential addition/remodeling valuation	\$76,000	\$68,000
New commercial/industrial permits	0	0
New commercial/industrial valuation	\$0	\$0
Housing		
Single family home sales	36	38
Average sale price	\$104,606	\$107,595
Median sale price	\$88,500	\$106,800

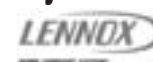
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BUSINESS NEWS

Area Dollars make great holiday gifts

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

This holiday season, the Chamber is sponsoring a special promotion for anyone who purchases \$50 or more in Area Dollars between November 22 and December 23 and your business can participate! Just drop off coupons, discounts or special offers to the Chamber office to be handed out to Area Dollars purchasers. These discounts can be for the person purchasing Area Dollars as a gift or for the recipient to use when they redeem Area Dollars at your business!

Some suggestions of discounts and special offers: 20% entire purchase of regular-priced merchandise when you redeem your Area Dollars; \$5 off your purchase of \$20 or more; free soda with the purchase of a lunch entree; free ornament when you spend \$50 or more.

To participate, simply fill out the form enclosed in your Chamber Digest or contact the Chamber office. Available to Chamber members only.

Area Dollars are available at the Chamber office Monday - Thursday 8:00 a.m. - 5:00 p.m. and Friday 8:00 a.m. - 4:00 p.m. They are sold in \$10 and \$25 increments and can be redeemed at any Chamber member business. You can spend them at retail stores, make a donation to a local non-profit organization or church or pay your utility bill.

Have you considered hosting a Business After Hours event? It's a great way to get Chamber members into your business and showcase what you do! 2011 dates available!

Chamber legislative survey

The Chamber wants to hear from you! Take a few moments to fill out the online legislative survey to help shape the legislative priorities and program for 2011 and beyond. The link to the online survey was emailed to Chamber members as part of the October 18 News & Notes. If you need the link sent to you, please contact Lynn Olberding at lolberding@marshalltown.org

Increase your online visibility

Research shows that over half of professionals search the web when looking to relocate or find a business. The Chamber's website's most viewed pages are the Online Business Directory, where all Chamber members are listed, and the relocation information.

For as little as \$120 per year, your business can upgrade your online listing to include multiple categories, searchable key words, web link and email links. Being connected to a strong website like the Chamber's gives your website more power when online visitors search for your business on a search engine like Google.

This is a great time to increase your online visibility and promote your business. Let the Chamber help! Contact Lynn Olberding at the Chamber office for more information and discuss options at 641-753-6645.



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

YOUNG PROFESSIONALS

Upcoming MYP Events

November

3rd	Social Lunch at Mama DiGrado's	Noon
17th	MYP Lunch & Learn: Innovation Center tour	Noon

December

1st	Social Lunch at Mexico Antiquo	Noon
15th	MYP Lunch & Learn: TBD	Noon

Please note: All dates/times/topics are subject to change.

Do you know a young professional in the community that may be interested in the Marshalltown Young Professionals? Employees of Chamber member businesses can join MYP now for just \$35!



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

Are you ready to join MYP?

Do you want to meet new people? Want to be more involved in the community? Would you like to have access to professional development opportunities? Maybe it's time to join the Marshalltown Young Professionals. The Marshalltown Young Professionals (MYP) organization was founded in 2005 and works to promote an environment that attracts and retains young professionals in the community. MYP also creates opportunities for individuals to interact with other people in Marshalltown. The organization's mission is to inform, connect, refer business and engage members in the growth and success of the community through social gatherings, facilitating professional development opportunities and welcoming new young professionals to the Marshalltown area. We are looking for individuals who have a desire to participate in Marshalltown Young Professionals events and to help promote the growth and strengthening of our community. If you are one of those individuals, contact the Chamber office at 753-6645, email info@marshalltownyp.com or visit the MYP website at www.marshalltownyp.com. Right now, cost for membership is just \$35 per year (for employees of Chamber member businesses).



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BUSINESS NEWS

Business to Business Showcase

On November 3, the Chamber will host the annual fall Business to Business Showcase at the Fisher Community Center, with key sponsor Hy-Vee.

“This event combines the networking of a Chamber Business After Hours, with the exposure and promotion of a business expo,” said Jeff Vance, Vice Chair of Membership Services. “Hy-Vee does a fantastic job with food and drinks at this event, so it’s something you won’t want to miss.”

The November Business to Business Showcase will be held from 5:00 to 7:00 p.m. in the Fisher Community Center auditorium. For more information, please contact Lynn Olberding at the Chamber office to get signed up today! You won’t want to miss out on the great food, great drinks, great conversation and great displays!



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