

# Chamber Digest

June 2014

Volume 32 Issue 1



## Upcoming Events

**May 26:** Memorial Day: Chamber office closed

**May 28:** Chamber's 116th Annual Banquet;  
5:30 p.m. at IVCE's DeJardin Hall

**June 17:** Business After Hours at Alliant Energy;  
4:30 - 6:30 p.m.

**July 30:** Business After Hours at Totem Bowl;  
4:30 - 6:30 p.m.

**August 21:** Chamber Ambassadors Golf Outing

## In This Issue

### Member Spotlight

Page 2

### Leadership / Reinvesting Members

Page 3

### Faces & Places

Page 4

### New Members

Page 5

### Convention & Visitors Bureau Tourism News

Pages 6

### Ribbon Cuttings

Page 8

### Business News

Page 9

### MEDIC Economic Development News

Page 10

### Business Directory

Pages 12 - 14

### Business News

Page 15 - 16

## Chamber wraps up 3rd Annual Total Resource Campaign

As of May 15, the Chamber's 3rd Annual Total Resource Campaign officially exceeded the \$140,000 campaign goal.

"We are thrilled to have exceeded our goal, not only in dollars committed to Chamber event sponsorships, but also in the number of new members," said TRC co-chair Clark Wideman of Marshalltown Broadcasting.

"We had hoped to secure 10 new members during the 7-week long campaign, but ended the campaign with 16 new Chamber members," added TRC co-chair Scott Neff of Wells Fargo Bank.

"In addition to exceeding our campaign goal, we enlisted the help of 60 volunteers, all of whom had at least one sale logged during the campaign. The 100% participation is remarkable," said Chamber Executive Director Lynn Olberding.

Of the Chambers nearly 500 members, nearly 225 businesses committed to a sponsorship during the campaign, equating to 45% participation by the Chamber membership.

"These numbers are pretty amazing compared to other total resource campaigns at other Chambers," added Olberding. "This campaign continues to show the commitment businesses and individuals to the Marshalltown area and to the Chamber."

While the campaign is officially done, some sponsorship opportunities are still available, according to Olberding.

"We won't be out actively seeking sponsorships for our events, but businesses and organizations can always contact the Chamber to find



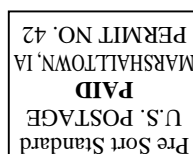
out more about how they can support Chamber events and promote their businesses through sponsorships of various events and programs," added Olberding.

TRC Teams included:

Emerson - Fisher  
Farmers Savings Bank  
Great Western Bank  
HyVee  
Independent Insurance Services  
Iowa Valley Community College District  
Lennox  
Pinnacle Bank  
US Bank  
United Bank & Trust

Prizes donated as volunteer incentives throughout the campaign came from: Best Western Regency Inn, Eyecare Associates, F & J Racing, Hardee's, Jimmy John's, Legends American Grill, Lennox, Marshall County (ISU) Extension, Marshalltown Broadcasting, Marshalltown YMCA-YWCA, Pizza Ranch, Riddle's Jewelry, Smokin' G's, SportsPlus, and The UPS Store.

"We just want to thank all of the volunteers and organizations who supported this campaign and continue to support the Chamber," added Wideman and Neff.



This direction  
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CURRENT RESIDENT OR

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

# MEMBER SPOTLIGHT

## American Family Insurance - Brook Otto Agency



American Family Insurance was founded right here in the Midwest. When the need for competitive rates for farmers was at an all-time high, the Wisconsin-based company provided the necessary competitive rates which allowed them to grow rapidly. Now, 86 years later, they are still Midwest based with their headquarters in Madison, WI. They now provide insurance in 19 states. Brook Otto has been serving the Marshalltown community for over 2 1/2 years as an American Family Insurance agent.

"We may have a small staff, but we work hard to find solutions to our clients' needs," said Otto. Otto is assisted in her office by Cheri Richter, a member of the community since 1998 who has raised 3 children in Marshalltown. "She is a key component to our success!"

American Family Insurance and the Brook Otto Agency provide automobile, home, business, life and health insurance policies and services.

"It's wonderful to be a member of a town that's small enough to be able to get to know your neighbors, but big enough to supply its citizens with the services that we all need," added Otto when asked about the benefits of owning/operating a business in Marshalltown.

"I really like helping people within my own community and providing them with a protection that is priceless when disaster strikes," said Otto. "I love the hustle and bustle in and out of the office each day that allows me to be in contact with many different people every day."

When not spending time helping her clients with their insurance needs, Otto is a member of the Marshalltown Young Professionals and volunteers for various events and activities throughout the year. She also volunteers at her church's nursery several times a month.

But it's not all work and no play for Otto and Richter. "We love to laugh often! In fact, the building owner

has decided to sound-proof our walls! We like to bring a little fun to the insurance world, because business doesn't have to be boring!"

Otto joined the Chamber during the first Total Resource Campaign in 2012 and has been a active member and supporter since. She recently spoke at a Marshalltown Young Professionals Lunch and Learn about how homeowners can protect themselves from water damage, as well as information on coverage for season vehicles like golf carts and boats. The event was well-received by both MYP and Chamber members.

"The Chamber is dedicated to improving our community and supporting those who make it great. I feel it is important that I support that group effort by participating in ways that will help continue the Chamber's success," said Otto.

"American Family Insurance has a solid foundation, and makes sound decisions to ensure our continued stability. We provide 24-hour billing and claims services including roadside assistance for customer convenience," added Otto. "Our office is dedicated to outstanding customer service and support. We go to extremes to help our customers!"

For more information about American Family Insurance - Brook Otto Agency, call them at 641-752-6367, stop by the office at 17 East Southridge Road, or online: <http://insurance-agency.amfam.com/IA/brook-otto/>.





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**Jodi Faustlin**

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MCSD

**Julie Thomas, MCVB**

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**Ex-Officio**

Vice Chancellor - IVCE

**Jacque Goodman**

State Representative

**Mark Smith**

State Senator

**Steve Soddors**

City Administrator

**Randy Wetmore**

## Thank You

### Reinvesting Members

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

Alley Automotive	2
American Family - Otto	2
Anytime Fitness	2
Arnold Motor Supply	21
<b>Barr Asset Management</b>	<b>15</b>
Bickford of Marshalltown	17
Eric Bidwell	2
Boy Scouts	2
CM Berg Design	16
Chef King	2
<b>First Cong. Church</b>	<b>10</b>
First United Methodist	16
Hanke Refrigeration	1
Iowa Hearing Aid Center	6
Iowa Ortho	2
Jimmy Johns	2
The Market Off Main	2
<b>NW Mutual - McCoy</b>	<b>25</b>
Optical Center	16
PAW Family Fire Safety	2
Pinnacle Bank	18
Piping Engineering	1
Sign Creations	14
Stone Sanitation	9
Thompson's True Value	4
<b>Vaughn's Pub</b>	<b>10</b>
Wilson Law Firm	2



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

**"Like" us on Facebook!**

**Follow us on Twitter:**

**@mtownchamber**

## Business After Hours

**June 17, 2014**

4:30 - 6:30 p.m.

Alliant Energy

1911 East Anson Street

**July 30, 2014**

4:30 - 6:30 p.m.

Totem Bowl

1101 South 6th Street

**August 2014**

Available for sponsorship.

Please contact the Chamber office.

**September 2014**

Pinnacle Bank

2206 South Center Street

**October 2014**

Business-to-Business Showcase

Presented by Hy-Vee

*Vendor tables available.*

**November 2014**

Glenwood Place

2907 South 6th Street

**December 2014**

US Bank

123 West Main Street

**January 21, 2015**

Marshalltown Community

College

3700 South Center Street

**February 2015**

Taste of Marshalltown

Presented by Marshall Town

Center

*Vendor tables available.*

*September 2015 date available.*

The Chamber Digest is a monthly publication of the Marshalltown Area Chamber of Commerce, in cooperation with the Marshall Economic Development Impact Committee and Marshalltown Convention & Visitors Bureau, who collaborate in creating opportunities for businesses, residents and visitors.

# FACES & PLACES

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

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

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

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

Information printed in the Faces & Places section is supplied by Chamber member businesses and organizations and is not an endorsement by the Marshalltown Area Chamber of Commerce.

## Ites to join bank board



Curt Hoff, President of United Bank & Trust, recently announced that Executive Vice President Dale Ites has joined the bank's board. Ites has a wealth of experience in lending and bank management.

"Dale's experience in the financial services industry and his knowledge in lending will make him a valuable addition to our board" states Hoff. In addition to his lending role, Ites serves on the bank's Asset/Liability and Trust Committees.

Ites has had a strong local community presence through his involvement with United Way,

the Marshalltown YMCA-YWCA Heritage Club, Marshalltown Rotary, and the Chamber of Commerce.

Ites joins other board members; Tom Pohlman, CEO Ames National Corporation; Curt Hoff, President United Bank & Trust; Kathy Baker, retired United Bank & Trust; Kevin Swartz, CFO Wolfe Clinic; John Wise, Owner Ken Wise Buick-GMC-Honda; Keith Brown, Owner Kapaun & Brown; and Larry Raymon, Owner Raymon Enterprises.

Dale and his wife Sandy are long-time Marshalltown residents and have two sons.

## Wilke wins President's Award

Hampton Inn & Suites General Manager Liz Wilke recently received the President's Award by Jeff Good of Good Hospitality, the franchisee that manages the Marshalltown Hampton Inn & Suites, along with 23 other properties throughout the country. The award is given to the general manager of the year.



The hotel's high scores for cleanliness and quality customer service, along with other factors such as low staff turnover, increasing hotel revenues, and community involvement, all lead to Wilke being named the inaugural recipient of the award.

Wilke currently serves on the boards of the Marshalltown Young Professionals and Marshalltown Convention & Visitors Bureau. She also serves on the Oktoberfest board and is very involved in her three daughters' activities.

## www.marshalltown.org Statistics

	Apr 14	Avg/Month	YTD Total
Unique Visitors	3,134	2,505	10,019
Number of Visits	6,079	4,598	18,392
Page Views	15,181	16,389	65,554
Hits	94,768	78,721	314,884

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.

**The Chamber office will be closed  
Monday, May 26 for Memorial Day.**

**Normal office hours:  
Monday - Thursday: 8:00 a.m. - 5:00 p.m.  
Friday: 8:00 a.m. - 4:00 p.m.**

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



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## United Bank & Trust promotions

Curt Hoff, President of United Bank & Trust recently announced the following promotions



Jennifer Hass has been promoted to Senior Vice President. She has over 20 years of banking experience, which includes consumer lending, branch management, operations, human resources and marketing. Hass joined United Bank & Trust in 2005 and is the bank's Human Resources Officer and Marketing Officer. She serves on several bank committees and assists with strategic planning initiatives.

Hass is currently a member of the Marshalltown YMCA nominating committee and a member of the City of Marshalltown's Enterprise Zone Commission. Past community involvement includes serving on the Marshalltown YMCA and YWCA board and volunteer efforts on the Y's Partner with Youth Campaign.

Mary Holland has been promoted to Vice President. She has 30 years of banking experience, which includes branch management, retail banking, and consumer lending. Holland's career at United Bank & Trust began in 2002 where she was an integral part of establishing the bank's products and services prior to the bank's opening in June 2002. Holland's current role is in retail banking and consumer lending.



Holland has a strong local community presence through her involvement with Beta Sigma Phi, Marshalltown Noon Optimist Club and volunteer work through her church and the Marshalltown Area Chamber of Commerce. Past involvement includes Iowa Valley Leadership Class of 2004, Iowa Valley Leadership Steering Committee and the Y's Partner with Youth Campaign.



Jon Pierce has been promoted to Vice President. His banking career began in 1992 with his expertise in consumer and commercial lending. Pierce joined United Bank & Trust in 2003 as a lender and continues to assist customers with consumer, mortgage and commercial lending needs.

In addition to his banking career, Pierce is currently the Treasurer of Oktoberfest, a Chamber Ambassador and has volunteered with the Chamber's Total Resource Campaign and the Marshalltown YMCA-YWCA's Partner with Youth Campaign.

Cindy Smiley has been promoted to Vice President. She has 32 years of mortgage lending experience and joined United Bank & Trust in 2008 as a Mortgage Loan Officer. Smiley manages the bank's mortgage department and offers affordable mortgage products including conventional, FHA and VA loans to serve the needs of the community. Smiley is a long-time community volunteer, currently serving as the Co-President of the Marshall County Child Care board and Treasurer of the Marshalltown Youth Foundation board. She is also a member of Chapter MJ, PEO.





# CONVENTION & VISITORS BUREAU

For the time and a description of the events below, log on to the MCVB website's Calendar of Events at [www.VisitMarshalltown.com](http://www.VisitMarshalltown.com)

## June 2014 Events

	Date	Location
Bingo	Tuesdays	Senior Citizens Center
Duplicate Bridge	Wednesdays	Senior Citizens Center
Storytime	Wednesdays	Marshalltown Library
Farmer's Market	Wed & Sat	Cartwright Pavilion
Main St. Farmer's Market	Thursdays	Courthouse Square
Pickleball Open Gym	Thur & Sun	Veterans Coliseum
Route 66	June 1	John Ernest Vineyard
Gala 2014	June 5-8	Martha Ellen Tye Playhouse
Free Fishing Days	June 6-8	State of Iowa
Zumbathon	June 7	Miller Middle School
Latino Festival	June 8	Courthouse Square
Minor Night	June 8	John Ernest Vineyard
Bingo	June 12	Central IA Fairgrounds
Largest Musical Chairs	June 13	Franklin Field
Redline	June 14	John Ernest Vineyard
State Center Rose Festival	June 19-22	State Center
History on Third Thursday	June 20	Historical Society
Quilt Show	June 20-21	Central IA Fairgrounds
Movies in the Park	June 21	S. 6th St Softball Complex
Larry Myer	June 22	John Ernest Vineyard
Bingo	June 26	Central IA Fairgrounds
Relay for Life	June 28	MHS Track
Dogs on Skis	June 28	John Ernest Vineyard

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

## June 2014 Meetings, Conventions & Tournaments

Group	Date	Location
NAPA	June 3	Best Western Regency Inn
Roach Ag	June 5	IA Valley Continuing Ed.
AM VETS	June 6-8	Best Western Regency Inn
Disc Golf Tournament	June 7	Riverview Park
Iowa Ranch Horse	June 7-8	Central IA Fairgrounds
Legacy Estate Partners	June 10	IA Valley Continuing Ed.
Blue Wave Swim Meet	June 11	Community Y
State Hershey's Track Meet	June 14	MHS Track
Senior Housing Meeting	June 17	Best Western Regency Inn
Blue Wave Swim Meet	June 18	Community Y
ISU Extension	June 19	IA Valley Continuing Ed.
SE IA Syndical Women	June 19-21	Best Western Regency Inn
Lioness Club Quilt Show	June 20-21	Central IA Fairgrounds
Iowa Association of Realtors	June 24	IA Valley Continuing Ed.
Blue Wave Swim Meet	June 25	Community Y
IA State Button Society	June 26-28	Best Western Regency Inn

**Make Marshalltown YOUR destination!**

## MCVB Electronic Sign

The MCVB electronic sign's purpose is to welcome out-of-town visitors to our community and to announce upcoming events in the community that visitors can also attend while in town. Ever wondered what the criteria was to have a message posted on the sign?

### The answer is YES if your event is a(n):

- Announcement of event date/time/location
- Welcome for statewide meeting/convention/group tour/sporting event
- School sporting events but they will be listed as space permits and upon discretion of the MCVB
- School events (chili suppers/carnivals) will be listed as space permits and upon discretion of the MCVB
- Rummage sales/thrift sales/auctions will be listed as space permits and upon discretion of the MCVB

### The answer is NO if your event is a(n):

- Registration (including sports, early registrations, and others)
- Fundraiser
- Campaign kickoff
- Political message
- Open house
- Announcement for a meeting/event not for general visitor attendance (for example: MCVB will hold its meeting on January 4)
- Camp (Example: summer camp taking place on July 10)
- A group sponsoring a day at a special location (Example: MCVB day at the Aquatic Center)
- A cancellation message for an event

Anyone planning an event is encouraged to call the Marshalltown Convention & Visitors Bureau, stop by our office, or email [cvb@marshalltown.org](mailto:cvb@marshalltown.org) to receive a form to fill out. All forms need to be received two weeks before the event takes place.

Don't forget to post the event on the MCVB website's self-posting calendar. For more information call 641-753-6645.

## Did you know? Marshalltown is full of history!

The F-4 Phantom Airplane, located at 1301 South 6th Street, was flown in Vietnam by one of Marshalltown's local residents, Joe Latham. The aircraft was retired from active duty and serves as a memorial to all veterans.

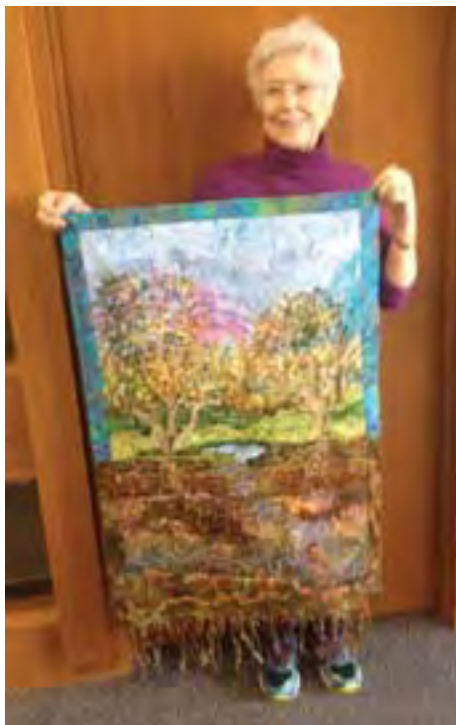
# CONVENTION & VISITORS BUREAU

## Linn Creek Arts Festival raffle tickets on sale

For just \$5, you have the opportunity to own an original piece of art by the area's own Helen Degner entitled "No Fracking Here". A second raffle will be offered, for an overnight stay and the Woodland Bed and Breakfast just east of Marshalltown.

Tickets are available at The Perfect Setting, the Marshall County Arts & Culture Alliance, the Marshalltown Convention & Visitors Bureau, Willards, In Stitches, Lowes and from festival committee members. Tickets are on sale from now up until the drawing on Saturday, July 19. You do not have to be in attendance to win.

For more information about the 2014 Linn Creek Arts Festival visit [www.linncreekartsfestival.com](http://www.linncreekartsfestival.com).



For a listing of local dining,  
lodging, festivals, and  
attractions, visit  
[www.visitmarshalltown.com](http://www.visitmarshalltown.com).

## Marshalltown Municipal Band summer performances

The Marshalltown Municipal Band delights concertgoers each and every spring and summer. This year will be no exception.

Thursday, June 5	Courthouse Square	7:00 pm
Thursday, June 12	Courthouse Square	7:00 pm
Thursday, June 19	Courthouse Square	7:00 pm
Thursday, June 26	Courthouse Square	7:00 pm
Friday, July 4	Central Iowa Fairgrounds	
Thursday, July 10	Central Iowa Fairgrounds	
Thursday, July 17	Courthouse Square	7:00 pm
Thursday, July 24	Courthouse Square	7:00 pm

The Municipal Band is always looking for people who would like to play in its band. If you are interested in joining the band, please call the Marshalltown Parks and Recreation office at 641-754-5715.

Marshalltown offers many options for spring/summer fun. If you are looking for something to do in Marshalltown, please log onto the MCVB website at [www.visitmarshalltown.com](http://www.visitmarshalltown.com) and see the community calendar.

## Free self-posting calendar of events

The Marshalltown Convention & Visitors Bureau would like to remind everyone to use the free, self-posting calendar on the MCVB website at [www.visitmarshalltown.com](http://www.visitmarshalltown.com) for 2014 events.

Events can be posted at any time but, the MCVB encourages people to promote their event on the self-posting calendar as soon as the date is set or at least three months before the event takes place. This allows the visitor and the community to see what is happening in Marshalltown and they can make plans according to events going on in the community.

Questions about posting an event at [www.visitmarshalltown.com](http://www.visitmarshalltown.com) can be directed to 641-753-6645 or [cvb@marshalltown.org](mailto:cvb@marshalltown.org).

## 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](http://www.visitmarshalltown.com).

## Latino Heritage Festival

Marshalltown's Central Business District will host the annual Latino Heritage Festival on June 8 from Noon – 7:00 p.m. The festival was started in 2004 as the Hispanic Heritage Festival. The objective of the festival is to bridge the gap between the Latino and Anglo community in Marshalltown. At the same time it provides a venue where Marshalltown residents can come and experience the Latino heritage.

The day will include performances from Banda Habenara, Mariachi Torcasitas and the dance group Tonatzin. A variety of ethnic food will be available throughout the day. There will also be a variety of children's activities as well as an art market.

If you would like more information about the Latino Heritage Festival please call the Marshalltown Central Business District at 641-844-2001.

## Volunteers needed

The Linn Creek Arts Festival is looking for volunteers for July 19. Those wishing to help can sign up for a two hour time slot by contacting Shannon Espenscheid at 641-753-6645. The committee needs volunteers to pass out event guides, take surveys, count attendees, sell t-shirts and answer general questions.



# AMBASSADORS VISITS



The Chamber Ambassadors visited Marshalltown Regional Partnership CEO David Barajas at the Chamber office on April 22. Barajas began his post on January 1, 2014.



Paul Fate and Cynthia Lee with CommonBond Communities prepare to cut the ribbon, celebrating the grand opening of the Tallcorn Towers (134 East Main Street) on May 6.



The Chamber Ambassadors visited with the board of Live On Stage - Marshalltown at the MHS/Community Auditorium on May 13. Live On Stage is celebrating its 75th year of serving the Marshalltown area.



The Chamber Ambassadors visited City Consignments (205 South 3rd Avenue) for a ribbon cutting with owners Dale and Sharon Olson on May 13. The shop features consigned furniture and home good items.

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



# BUSINESS NEWS



Representatives from the Marshalltown Christian School and Hay Construction, along with the Chamber Ambassadors, break ground at the new location for the school at 1410 South 7th Avenue, on May 7.



A large number of Ambassadors gathered for a group picture on April 22. The Ambassadors represent a cross-section of the Chamber membership and serve as the “goodwill” arm of the Chamber.

## Congratulations scholars!



On April 30, the Chamber hosted the 45th Annual Scholastic Banquet, honoring the top five percent of graduating seniors from Marshall County High Schools, including East Marshall, GMG, Marshalltown, and West Marshall. The event was presented by Emerson - Fisher. Gold sponsors were Lennox, Marshalltown Community College, and Marshalltown Medical & Surgical Center.

Friends of Education sponsors included American Family Insurance - Brook Otto, Bantz Chiropractic, CGA, Edward Jones Investments - Bruce Wirin, Energy 106.7 FM, Eyecare Associates, Hampton Inn & Suites, Home Federal Savings Bank, Interface Sealing Solutions, Iowa Valley Continuing Education - Education & Training Center, Marshalltown Company, Marshalltown Young Professionals, Martha-Ellen Tye Foundation, Mitchell Family Funeral Home, The Optical Center, R.S. Stover, Raymon, SportsPlus Sports Medicine, Dr. Richard Squiers, Strand's, Times-Republic-

can, and U.S. Bank.

Student sponsors included Ace Precision International, Deane Adams, Akers Wood Creations, Bantz Chiropractic Center, Bowman & Miller, Burt Farm & Livestock Company, Cartwright, Druker & Ryden, Dr. David Clark, Coldwell Banker - Premier Real Estate, Dr. John Collison, Dairy Queen (Center Street), Earl May Nursery, Evans Abstract, Farmers Savings Bank, Great Western Bank, Hemanson Orthodontics, Interface Sealing Solutions, Lawn Doctor, Luethje Auto Sales, M. Gervich & Sons, Marshalltown Broadcasting, McFarland Clinic, McRill-Stowell-Christensen Insurance, RACOM, Steve & Mary Rund, St. Francis Catholic School, Stalzer Photography, Taylor's Maid-Rite, Times-Republican, and Villa Del Sol.

Flower sponsor was Lowe's Flowers.

The keynote address was presented by Gary Schaudt, MHS grad and co-chair of the Renovate the Roundhouse fundraising committee.

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



# ECONOMIC DEVELOPMENT

## Work Ready Community designation in sight

Marshall County is one metric away from receiving Work Ready Community designation from the State of Iowa's Department of Workforce Development and their Skilled Iowa Initiative. The Skilled Iowa Communities initiative will improve the job training and marketability of Marshall County's workforce and drive future economic growth for the area. Similar initiatives throughout the country have changed the landscape of local economies through programs that incorporate the WorkKeys® assessment system. WorkKeys® was developed by ACT® to measure individual worker's skills in the areas of applied mathematics, reading for information and locating information. The work keys program focuses on the National Career Readiness Certificate (NCRC). The NCRC is a portable credential that demonstrates achievement and a certain level of workplace employability skills in applied mathematics, and locating information, and reading for information. The final metric the county needs to accomplish in order to become a Work Ready Community is to have 256 individuals who are



<b>Current Region Member Business (Number) Metric Marshall County</b>		
%		12.81%
#		114
Goal #		89
<b>Current Region Member Business (Employment) Metric Marshall County</b>		
%		46.98%
#		8,600
Goal #		3,662
<b>Current Region Current Labor Force (Employed NCRC Holders) Metric Marshall County</b>		
%		2.67%
#		489
Goal #		733
<b>Current Region Transitioning (Unemployed NCRC Holders) Metric Marshall County</b>		
%		17.23%
#		228
Goal #		265

\*Numbers subject to change with quarterly data.

currently employed complete the three-hour exam and receive their National Career Readiness Certificate (NCRC) designation.

So why do we strive for the Work Ready designation? Labor is almost always the number-one priority for every major site selection decision. Many consultants start the screening process for their clients by defining work force density within geographic regions — this is especially important for larger projects. Once a potential pool of reliable and productive workers is identified, the next major consideration is the ability of the state or region to help recruit and train the workforce. By achieving the Work Ready designation, we will demonstrate to those decision makers not only the availability and skill level of our existing workforce, but also our willingness to address and tackle the challenging issue of available

## Economic Statistics

February 2014	2014	2013
<b>Employment – Marshall County</b>		
Labor force	20,080	19,600
Unemployed	1,350	1,410
Percent unemployed	6.7	7.2
Total employment	18,730	18,190
<b>Marshalltown Construction</b>		
Building permits	3	2
Residential dwelling units	1	0
New residential construction valuation	\$0	\$0
Residential addition/remodeling valuation	\$57,000	\$51,000
New commercial/industrial permits	2	0
New commercial/industrial valuation	\$0	\$4,000
Remodeling commercial/industrial value	\$4,400,000	\$0
<b>Marshall County Construction</b>		
Building permits	9	1
New residential dwelling units	5	1
New residential construction valuation	\$351,000	\$0
Residential addition/remodeling valuation	\$93,500	\$3,225
New commercial/industrial permits	0	0
New commercial/industrial valuation	\$0	\$0
<b>Housing</b>		
Single family home sales	26	27
Average sale price	\$67,215	\$100,522
Median sale price	\$65,200	\$69,000

skilled labor impacting our current employers and prospective new employers.

Work Ready designation is in sight and with a little help from our existing businesses and industries we can achieve the designation to continue to promote Marshall County as a great place to do business. Employers interested in promoting the NCRC or individuals interested in completing the NCRC can learn more by contacting Arturo Sanchez at the Marshall County Workforce Development office at 641-754-1400.



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

Find more information, employer and job-seeker resources on the Skilled Iowa website: [www.skillediowa.org](http://www.skillediowa.org)

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# BUSINESS NEWS

## 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.

### Hunt Farms

Joe & Diane Hunt  
2221 Luray Road  
Marshalltown, IA 50158  
641-750-0074

*Joe and Diane Hunt own a farming operation in Marshall County consisting of corn and soybean rotation. They partner with many local businesses in their operation and feel strongly about preserving the land and supporting measures to keep the community strong. Joe and Diane live on the farm originally purchased by his grandfather which served as a base for expanding the operation.*

### S & S Autobody & Frame

Jim Hannam  
1212 East Main Street  
Marshalltown, IA 50158

*S & S Autobody & Frame's highly qualified staff are highly skilled, experienced, extremely motivated and quality-oriented. They are open Monday - Friday 8:00 a.m. - 5:30 p.m. and Saturday 8:00 a.m. - 12:00 p.m.*

### Totem Bowl

Roger Taylor, Manager  
1101 South 6th Street  
Marshalltown, IA 50158  
641-752-4269

*Totem Bowl bowling alley offers a casual atmosphere for family fun. Cosmic bowling, birthday or corporate parties, and bowling leagues available. Restaurant and bar also available.*

### Listen weekly to Chamber Chat

Sunday Mornings 6:30 a.m. on  
99.5 KDAO FM  
7:30 a.m. on 1190 KDAO AM

**The Chamber, MCVB and  
MEDIC offices will be closed on  
Monday, May 26 in observance of  
Memorial Day.**

**Have you "liked" the Chamber on Facebook yet?  
[www.facebook.com](http://www.facebook.com)**

### Your ad could be here!

Have you considered advertising your business in the Chamber Digest? Do you have a special event, sale, or promotion you want to let people know about?

The Chamber Digest is distributed directly to over 900 Chamber member representatives **and** inserted in the Times-Republican monthly.

Contact your TR ad rep for more information.

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Branch Office Manager

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[rezac-cfp.finlsite.com](http://rezac-cfp.finlsite.com)

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

# BUSINESS DIRECTORY

## ADVERTISING SPECIALTIES

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753-6611

## APARTMENTS

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

## ART

### CENTRAL IOWA ART ASSOCIATION

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  - Art Supply Store
  - Monthly Art Exhibits In Fisher Auditorium
- 709 S. Center St., Marshalltown



753-9013

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

## ATTORNEYS AT LAW

### CARTWRIGHT, DRUKER & RYDEN

Rex J. Ryden  
John F. Veldey  
Joel T.S. Greer  
Sharon Soorholtz Greer  
Alex E. Grasso  
112 W. Church St. Marshalltown  
641-752-5467, [www.cdrlaw.com](http://www.cdrlaw.com)

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Brandon Ruopp  
26 S. 1st Avenue  
Suite 302  
Marshalltown  
641-752-4271  
[www.marshalltownlaw.com](http://www.marshalltownlaw.com)

**PEGLOW,  
O'HARE & SEE**  
118 East Main Street  
Marshalltown  
752-8800

## AUTOMOTIVE

### ARNOLD MOTOR SUPPLY

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Marshalltown  
753-5533

### HELPER AUTO SERVICE

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Marshalltown  
752-5225

## BUILDING SUPPLIES

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Marshalltown  
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## CARPET CLEANING

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Commerical  
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## CONTRACTORS

### LANDON-LANDON & ASSOC.

709 W. Madison St.  
Marshalltown, IA 50158  
[www.landon-landon.com](http://www.landon-landon.com)





# BUSINESS DIRECTORY

## ENGINEERING & LAND SURVEYING

**CLAPSADDLE-  
GARBER  
ASSOCIATES, INC.**  
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Marshalltown  
752-6701

## HEATING & COOLING

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BROWN**  
1002 W. LINCOLNWAY  
MARSHALLTOWN  
641-753-3563

## INSURANCE

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INSURANCE CO.**  
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Marshalltown  
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## MUSIC Instruction & Sales

  
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Guitars • Amps & Accessories  
Repairs • School Band Supplies  
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Marshalltown • 752-8876  
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641-753-1426

## INSURANCE

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SERVICES**  
105 A. Westwood Dr.  
Marshalltown  
752-5733

## MANUFACTURER

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

## NURSING HOMES

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910 E. Olive St.  
Marshalltown  
752-4581

## MISCELLANEOUS

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

**AUGUSTINE  
COMPANY**  
1210 Industrial Blvd.  
Marshalltown  
753-3875

**SOUTHRIDGE NURSING  
& REHAB CENTER**  
309 W. Merle Hibbs Blvd.  
Marshalltown  
752-4553

## HEATING & COOLING

**B & G  
HVAC**  
16 N. 1st Street  
Marshalltown  
641-752-3429

**SHOMO-MADSEN  
INSURANCE**  
22 E Main St.  
Marshalltown  
753-6691

**SALVATION ARMY**  
107 W. State St.  
Marshalltown  
753-5236

**VILLA DEL SOL**  
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Marshalltown  
752-1553

# BUSINESS DIRECTORY

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www.profinishiowa.com

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Marshalltown  
752-4672

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

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Marshalltown  
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### **KFJB-KXIA**

123 W. Main St.  
Marshalltown  
753-3361

## TAX SPECIALISTS

### **H&R BLOCK**

Tax & Business Services

204 E. Linn, Suite C  
Marshalltown  
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### **ACCU-TAX**

1302 W. Main St.  
Marshalltown  
752-6033



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



# BUSINESS NEWS

## Chamber Marketplace Luncheon



The Chamber hosted the first Marketplace Luncheon on April 23 as a way for participating businesses to promote the products and services available in the area. Presenting sponsor

was Marshalltown Broadcasting (KFJB, KIX 101.1). Participating businesses included American Family Insurance - Brook Otto, Eyecare Associates, Live On Stage - Marshalltown, M. Gervich & Sons, McFarland Clinic, Minute Man, and St. Francis School. Opportunities to participate in the 2015 Marketplace Luncheon are available. The event features a trade show atmosphere, along with short presentations from participating businesses, over the lunch hour. Contact the Chamber office for information about the Spring 2015 event.



Plan to attend the June Business After Hours on Tuesday, June 17 from 4:30 - 6:30 p.m. at Alliant Energy.

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## 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 641-753-6645, email [info@marshalltownyp.com](mailto:info@marshalltownyp.com) or visit the MYP website at [www.marshalltownyp.com](http://www.marshalltownyp.com). Cost for membership is just \$50 per year. Must be an employee of a Chamber member business to participate.



Marshalltown Mayor Jim Lowrance accepts the Iowa Great Places award during a ceremony on May 16 recognizing the community. As part of the designation, the community receives \$350,000 in grant funding for the Roundhouse and 13th Street projects.



# BUSINESS NEWS

## 2014 Educator Appreciation Breakfast



The annual Educator Appreciation breakfast is slated for Thursday, August 14 at the MHS Cafeteria. Presenting sponsor is Independent Insurance Services. The event is the traditional start of the school year for educators, administrators and support staff for the Marshalltown Community School District. Marshalltown Christian School and St. Francis school personnel are also encouraged to attend.

Sponsorship opportunities are still available. Contact Lynn at the Chamber office for more details.

## Chamber Ambassadors Golf Outing

The 2014 Chamber Ambassadors Golf Outing is scheduled for Thursday, August 21 at Elmwood Country Club. The event is currently sold out, with a number of teams on a waiting list! The event is presented by Emerson - Fisher. Sponsorship opportunities still exist if your business or organization would like to support this great event and promote your business. Contact Lynn at the Chamber office for more details.

Even non-golfers can enjoy this event! Attend the post-tournament banquet, purchase raffle tickets, take home great prizes and network!





Brian Angliman  
Agent - CSA



Pat Hagelmaier  
Agent



Lance Harbach  
Agent



Lora Hennrich  
Agent



Phil Jedd  
Agent



Mark Kordas  
Agent



Don Mead  
Agent -  
Claims Administration



Julie Ganshewsky  
Agent - CSA



Rich Martin  
Agent



Miki Carlson  
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