

Chamber Digest

January 2016

Volume 33, Issue 8



Upcoming Events

- December 24 & 25:** Chamber Offices closed for holidays
December 31 - January 1: Chamber Offices closed for holidays
January 6: 2016 Experience Spain & Portugal Chamber trip informational meetings
January 14: Iowa Valley Leadership Class
January 23: Chamburrrrr Scurry 5K & Kids Fun Run

In this Issue

- Member Spotlight
Page 2
Leadership
Page 3
Faces & Places
Page 4
Business News
Page 5
Convention & Visitors Bureau Tourism News
Pages 6 & 7
Ribbon Cuttings
Page 8
Business News
Page 9
MEDIC Economic Development News
Page 10
Business Directory
Pages 12 - 14
Business News
Page 15 - 16



2016 Chamber Legislative Positions

Each year, the Marshalltown Area Chamber of Commerce offers legislation that helps recruit and retain business in our community. The Chamber, as a business organization made up of nearly 500 businesses and organizations, representing more than 16,000 employees in the Marshalltown area, has the following mission: “To be a leader and partner for business and quality of life initiatives in the Marshalltown area.” To that end, the Chamber supports legislation that fosters a healthy economy for both the local area and the state of Iowa.

EDUCATION & WORKFORCE SKILLS

Marshalltown, like all of Iowa, continues to experience a significant gap between skills sought by employers and the skills our workforce currently possesses. To close this gap, the Chamber supports:

- Continued implementation of education reforms adopted in 2013
- The Iowa Core
- Expanded funding for Iowa’s Science, Technology, Engineering and Math (STEM) initiatives in K-12 education
- Improving workforce readiness on all levels, including K-12 education, community colleges, private colleges and Iowa’s Regents universities
- Equipping today’s workforce with the skills needed to obtain jobs that keep young people in our communities, including shifting more workers from low skill to mid-level skill category and utilizing programs such as the National Career Readiness Certification,

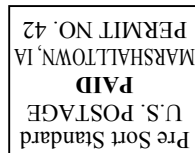
- Expansion of Iowa’s existing apprenticeship program
- Using Iowa’s community colleges as the primary delivery system for programs that are designed to improve the skills of our existing workforce, particularly mid-level skills
- Continued focus on recruiting and retaining talented educators by fully funding the Teacher Leadership and Compensation System
- Competency-based education, as Marshalltown is one of ten demonstration sites for this initiative
- Expanded English Language Learners education through implementation of English Language Learners Standards

As a member of the Iowa Chamber Alliance (ICA), the Marshalltown Area Chamber of Commerce stands with our fellow ICA colleagues and encourages the Iowa Legislature to examine ways to modernize and improve the educational funding formula in a way that serves large and small school districts and allows school boards to effectively manage financial resources to meet their responsibilities.

TAXES

Iowa’s tax environment continues to be a challenge for existing business health, expansion potential and for the attraction of new businesses. The Tax Foundation ranked Iowa’s business climate 41st in its 2015 State Business Tax Climate Index. The Chamber believes the Legislature should explore alternative funding to support the programs’ property taxes fund.

continued on page 11



Affix label here
This direction

CURRENT RESIDENT OR

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

Member Spotlight

Heart of Iowa Big Brothers Big Sisters

Mentoring has a powerful impact on the life of a child. And, mentoring is the central mission of Heart of Iowa Big Brothers Big Sisters (BBBS). The organization, which just celebrated its 40th anniversary, exists to make a difference in the lives of Marshall County children facing adversity by recruiting adults to provide one-on-one mentoring.

An adult who is approved through the application process becomes a “Big” who is matched with a child, a “Little.” The duo then meets weekly for 45 minutes or more to share activities, talk about experiences, and celebrate accomplishments.

Executive Director, Lynne Carroll, explains the two-way benefits of mentoring. “Children with a mentor are more likely to graduate from high school and go on to college, and less likely to become involved in drugs and alcohol.” Carroll continues, “A mentor positively influences a child’s school attendance, attitude, self-confidence, grades, and interactions with peers and adults. There are so many positive influences for a child and yet the mentor’s life is changed as well.”

January is National Mentoring Month which, when combined with the start of a new year, makes a perfect time to apply to be a mentor. Opportunities exist in both the school-based program (where mentoring occurs at a school during school hours, so could occur on a lunch hour) and the community-based program (where mentoring occurs outside of school). Contact the BBBS office at 641-753-6370 for an application.

“Community members who volunteer to mentor a child are some amazing superheroes!” says Carroll. “As a non-profit we have found the support we have received from this community over the past 40 years to be outstanding.”

Carroll says Chamber membership has been important to that support. “Being a chamber member is a great way to build relationships and stay in touch with what is happening in the community,” Carroll said.



Big Brothers Big Sisters



“Big” Alison Shore and “Little” Tavis share an outing to an event at the Orpheum Theater as part of the Heart of Iowa Big Brothers Big Sisters program. January is National Mentoring Month, so is a great time to apply to become a “Big.” The mentoring commitment can be as simple as setting aside just one lunch hour a week.

During January, BBBS invites mentors to celebrate “I am a Mentor Day” on Thursday, January 14. Additionally, “Thank Your Mentor Day” is the following Thursday, January 21. All of us have significant people in our lives who have mentored us; this is a day to say thank you!

Additionally, Bigs and Littles will be recognized at a MHS home basketball game on Friday, January 15.

Then, on January 24, BBBS hosts The Big Shootout Tournament at 5:00 p.m. at the MHS Roundhouse. The basketball tournament includes teams from the Marshalltown Police, Fire, and Sheriffs Departments, as well as the Bigs. The tournament is open to the public. Tickets are \$5 and may be purchased at the door.



Visit www.marshalltown.org for all the latest Chamber news and upcoming events.

Leadership

Chamber
Chair: Dennis Drager



Board of Directors

Gary Schaudt
Vice Chair
Chris Brodin
Past Chair
Tom Campbell
Treasurer
John Hughes
MEDIC Chair
Paul Beals
Deb Borton
Aaron Buzbee
Pete Charboneau
Laura Farrington
Mike Fitzgerald
Deirdre Gruendler
Ross Harris
Heidi Pierson
Ex-Officio
Jenny Etter, MCBD
Dennis Grabenbauer,
Marshall County
Dr. Robin Shaffer
Lilienthal, MCC
Mayor Jim Lowrance,
City of Marshalltown
Dr. Marvin Wade,
MCSO
Tyler Wollam, MCVB

MCVB
Chair: Julie Thomas



Board of Directors

Tyler Wollam
Vice Chair
Deanna Davis
Secretary
Denae Haack
Al Hoop
Craig Huegel
Ken Hugel
Fauna Nord
Liz Wilke

MEDIC
Chair: John Hughes



Board of Directors

Mary Wertzberger
Vice Chair
Curt Hoff
Treasurer
Dennis Drager
Chamber Chair
Bryan Amundson
Paul Beals
Ellen Bergman
Matt Garber
Denny Grabenbauer
Jim Lowrance
Steve Sincox
David Vollmar

Ex-Officio
Vice Chancellor - IVCE
Jacque Goodman
State Representative
Mark Smith
State Senator
Steve Soddors
City Administrator
Randy Wetmore

**Marshalltown Regional
Partnership**
Chair: Paul Gregoire



Board of Directors

Paul Beals
Chamber
Chris Brodin
Chamber
Dennis Drager
Chamber
Sharon Greer
At-Large
John Hughes
MEDIC
Fauna Nord
MCVB
Julie Thomas
MCVB

Business After Hours

January 2016
Available for sponsorship

February 18, 2016
Taste of Marshalltown
Marshalltown Mall

March 2016
Best Western Regency Inn
3303 South Center Street

April 2016
Hermanson Orthodontics
233 North 13th Street

All employees of Chamber member businesses/organizations are encouraged to attend Business After Hours events.

“Like” the Chamber on Facebook!

Follow the Chamber on Twitter:
[@mtownchamber](https://twitter.com/mtownchamber)

Staff

Lynn Olberding
Executive Director - Chamber
Barbara Johnson
Executive Assistant

Shannon Espenscheid
Executive Director - MCVB
Sauna Banks
Administrative Assistant

Tom Deimerly
Executive Director - MEDIC

David Barajas, Jr.
CEO - Marshalltown Regional Partnership

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.

Receive Total Home Comfort At

KAPAUN & BROWN, Inc.

A Premier Lennox Dealer



1002 West Lincolnway

753-3563



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.

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.

New Members

The following are businesses that have invested in the greater community by joining the Marshalltown Area Chamber of Commerce.

Please support these businesses with your patronage.

Jack's Pho' House


Wendy Mohler, Owner

10 West Main Street, Marshalltown, IA 50158

641-328-1480

Featuring authentic recipes from Laos, Vietnam and Thailand, homemade daily with locally sourced ingredients. Attention to detail makes for memorable visits.

Proudly offering gluten-free, vegan, and vegetarian options.




"Your Hometown Tire and Auto Service Center"

McAtee

Tire & Service Center, Inc.

205 E. Linn St.
Marshalltown
752-7511



Mitchell joins Independent Insurance Services



Independent Insurance Services is pleased to announce the addition of Samantha Mitchell as a Producing Agent in their office. In this position, Samantha provides personalized insurance and risk management to families and businesses in Marshalltown and the surrounding Central Iowa area. In addition to home and auto insurance, she also offers life and umbrella coverage.

A Marshalltown native, Samantha is a 2010 graduate of Marshalltown High School and 2013 graduate of Central College with a degree in Business Management. Prior to entering the insurance field, she worked in banking. An active community member, Samantha currently serves on the Marshalltown YMCA-YWCA Board and Program & Membership Committee, as well as being a member of the P.E.P. Grant Committee for Franklin Elementary, the Noon Optimist Club, and Elmwood Country Club's Housing Committee. She is a top-producer for the Chamber's Total Resource Campaign.

Brodin receives Good Neighbor Award



Cindy Brodin, Realtor®/Owner of Coldwell Banker Premier Real Estate, received the 2015 Good Neighbor Award at the Iowa Association of Realtors'® (IAR) Annual Convention this fall. The award, sponsored by the Realtor® Foundation of Iowa, recognizes IAR members who are making positive change in their communities by helping others.

Cindy was nominated by her peers and associates in recognition of her leadership in prominent organizations such as Marshalltown's Oktoberfest and Chamber Ambassadors as well as her dedication of many volunteer hours to non-profit organizations for the betterment of the community.

Chamber Chat

Every Sunday Morning
6:30 am on 99.5 KDAO FM
7:30 am on 1190 KDAO AM

Business News

Area Dollars make great last-minute holiday gifts

With just a few holiday shopping days left, the gift-buying deadline looms. Take the pressure off with the easy approach to gift giving: Area Dollars. Available in \$10 and \$25 increments, Area Dollars are redeemable at any Chamber member business/organization. Recipients can spend them locally at retail stores, make a donation to a local non-profit organization or church, or even pay a utility bill. Area Dollars are flexible, so they fit every taste and need.

The Chamber sells more than \$130,000 in Area Dollars each year to residents, businesses and visitors. That's \$130,000 that is spent locally with our Chamber member businesses!

Area Dollars are available at the Chamber Office Monday thru Thursday between 8:00 a.m. - 5:00 p.m. and Friday from 8:00 a.m. - 4:00 p.m. (Please note the holiday closures of December 24, 25, 31, and January 1.) Cash, check, Visa, MasterCard, American Express, and Discover Card accepted for payment. (Exact change is appreciated.)

Holiday Office Hours

The Chamber, MCVB, and MEDIC offices will be closed
December 24 & 25 and
December 31 - January 1.

The staff wishes you a very happy holiday season!

www.marshalltown.org Statistics

	Nov 15	Avg/Month	YTD Total
Unique Visitors	2,970	3,264	35,902
Number of Visits	5,739	6,090	66,990
Page Views	20,694	27,798	305,781
Hits	83,950	105,473	1,160,200

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 the Chamber office for more information.

 **SHOMO-MADSEN INSURANCE**



Independent Insurance Agent

*Your Locally Owned
Choice For All Your
Insurance Needs!*



**Auto • Home
Business • Farm
Life • Health**

753-6691

**Toll Free 1-888-753-6691
22 E. Main St. • Marshalltown**

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

Date	January 2016 Events	Location
Mondays	Bridge	Senior Center
Tuesdays	Bingo	Senior Center
Tue, Thurs, Fri	Downtown Tot-Town	Veteran's Coliseum
Thursdays	Trivia Night	Iowa River Brewing Co.
Jan 1	Happy New Year	
Jan 4	Highway 30 Band	Senior Citizens Center
Jan 6	Nature Story Hour	Grimes Farm & Conservation
Jan 9	Uncle Ike Nature Program	Grimes Farm & Conservation
Jan 14	BINGO	Central Iowa Fairgrounds
Jan 14	Woodcarving	IA Valley Continuing Ed.
Jan 18	Highway 30 Band	Senior Citizens Center
Jan 19	Health Screenings	Central Christian Church
Jan 20	Nature Story Hour	Grimes Farm & Conservation
Jan 23	Lure Making	Grimes Farm & Conservation
Jan 23	Chamburrrrr Scurry 5K	IA Valley Comm.College
Jan 24	The Big Shootout!	MHS Roundhouse
Jan 28	BINGO	Central Iowa Fairgrounds

Post your 2016 events FREE on the MCVB self-posting calendar at www.visitmarshalltown.com

January 2016 Meetings, Conventions & Tournaments

Date	Group	Location
Jan 3	Youth Volleyball Tourney	Marshalltown Comm. College
Jan 8	Iowa Works	IA Valley Continuing Ed.
Jan 9	Blue Wave Swim Meet	Marshalltown YMCA/YWCA
Jan 16	MOBI – Girls	Miller and Lenihan
Jan 16-17	Youth Basketball Tourney	Marshalltown Comm. College
Jan 19	Iowa State Educators Assn.	IA Valley Continuing Ed.
Jan 21	Farm Credit Services	IA Valley Continuing Ed.
Jan 22	Iowa Right of Way, Chapter 41	IA Valley Continuing Ed.
Jan 23	Blue Wave Swim Meet	Marshalltown YMCA/YWCA
Jan 24	Youth Volleyball Tourney	Marshalltown Comm. College

Ski and snowshoe rental

Chase away the winter blues by getting outside! The Marshall County Conservation Board (MCCB) has cross-country skis and snowshoes available for rent for \$5 a day per set plus a \$50 deposit per set. A waiver of liability must be signed. The deposit will be returned when the equipment is returned in good condition. Rented equipment may be used on the Grimes Farm trails or off site, but must be returned within 72 hours.

The MCCB has the following trails where cross-country skiing is allowed: Grimes Farm, Green Castle, Timmons Grove, and Grammer Grove. For MCCB-sponsored events, there is no equipment charge.

Winter fun in Marshalltown

Marshalltown has many fun and exciting options for all of those winter days yet to come. Look no further than this community to keep both kids and adults busy.

The Marshall County Conservation Board has cross-country skis and snowshoes available for rent. (See details in the article on this page.) With just a few inches of snow, ski all over town.

Don't want to ski? Go for a hike on the trails or explore the displays inside the beautiful conservation building. The Marshall County Conservation holds various programs and activities throughout the entire year for youth and adults. For a list of activities simply call the Conservation office at 641-752-5490.

The Marshalltown Parks & Recreation offers Tot-Town, a free, indoor playground for children ages 2-5. Held at Veterans Memorial Coliseum on Tuesday, Thursday and Friday from 9:30 to 11:30 a.m., Tot-Town will be available until April 1. The playground offers climbers, riding toys, balls and running room. Adults must stay and actively supervise the children they bring. When school is canceled or delayed for 2 hours due to inclement weather, Tot-Town will be closed.

Ice skating is available on the lagoon at Riverview Park when the weather is right. Adults must actively supervise children, and skating is at a participant's own risk. Contact Parks & Recreation Department for more information on youth and adult programs at 641-754-5715.

Try a hand at painting pottery at either Create-A-Keepsake located at 9 West Main Street or Messy Missy's Studio located at 1716 S Center Street (inside the Meadow Lane Shopping Center). Both locations offer a wide variety of ceramics from which to choose. Relax, take time, and enjoy painting either a gift or something to keep.

The Community Y has many indoor activities for kids and adults to stay active this winter also. Call them at 641-752-8658 to find out details.

Finally, don't forget sledding as a great family event. Take an afternoon to enjoy a fun ride down a hill.

For more information on these activities or Marshalltown attractions, please contact the Marshalltown Convention and Visitors Bureau at 641-753-6645 or visit our website at www.visitmarshalltown.com. Make Marshalltown your destination this winter!

Did you know...

The Binford House was built in 1874. Tours, brunch, lunch or dinner can be arranged by calling 641-753-5450 for an appointment. Host a tea party with friends. It's a favorite spot for tour planners also.

Convention & Visitors Bureau

It's coming!

By Mike Stegmann, Marshall County Conservation Board

No, not winter; that's already here. Winter might seem an odd time of year to be thinking about camping (unless you are a Snow Bird), but that is what the Marshall County Conservation Board (MCCB) is doing.

Over the last couple of years, MCCB has investigated the possibilities of constructing a campground at Green Castle Recreation Area near Ferguson. This campground will complement the amenities of the park already in existence and vice versa. It will also add to the economic development of the county.

Some of the first grade work on site has already been completed for the eventual modern RV campground that will house up to 60 units. Initial planning posed a challenge with cost estimates and funding for the project. With that, MCCB is moving forward as resources allow. By summer of 2016 we hope to offer primitive camping at the park. Primitive camping is defined as sites that have no utilities available for use. In other words, tent camping only with a fire ring/grill and picnic table and



possibly a few select sites for self-contained RV units. Revenue generated from this first stage of camping will be used to improve the campground with eventual electricity, water, sewer service, and shower facilities in the future. In essence it will in part build on itself.

In the meantime, MCCB will be seeking grants and donations and conducting fund raising events throughout the year. Proceeds will be used to make select improvements. The first item to be completed will be access roadways through the camping areas in the park to individual sites. MCCB has some funds that can be dedicated to this next step, but more are needed.

Each step of this project is a monumental undertaking and funds are needed immediately. As I have stated many times before, the majority of MCCB special projects are completed above and beyond what is budgeted annually and comes as gifts and contributions from the private sector. I thank those of you who have come to bat previously and ask again to consider generous contributions for the Green Castle Campground.

For more information about the project, please do not hesitate to contact the MCCB at 641-752-5490 or stop by our offices at the Grimes Farm and Conservation Center.

Save The Date!

SUNDAY, FEBRUARY 21, 2016 • NOON - 3 PM
TIMES-REPUBLICAN BRIDAL EXPO
BEST WESTERN REGENCY INN
MARSHALLTOWN

Wedding Professionals

THERE IS STILL TIME TO REGISTER TO BE A VENDOR!
CONTACT US AT: 641-753-6611 OR
ddavis@timesrepublican.com

Brides
**MARK YOUR
CALENDARS
TO ATTEND
THIS
FABULOUS EVENT!**



**Make Marshalltown Your
Destination!**

Phone: 641-753-6645
Email: cvb@marshalltown.org
Website: visitmarshalltown.com

Ambassadors Visits



Happy Tails Pet Grooming (1006 West Linclonway) celebrated their grand opening on November 24 with a ribbon cutting. Owner Kara Wildman offers grooming, boarding, training, and bakery services.



Logan Bollhoefer, Coach, cuts the ribbon in celebration of the grand opening of Marshalltown CrossFit (106 West Anson - rear) on November 24. They offer a core strength and conditioning program for fitness.



Dollar Tree Store Manager Chad Williams prepares to cut the ribbon in celebration of the grand opening of the store's new location at 2306 South Center Street on December 10.

Chamber Ambassadors Roster

Doug Beals	Moore Law Firm
Cindy Brodin	Coldwell Banker Premier Real Estate
Deanna Davis	Times-Republican
Joe DeMonte	Emerson - Fisher
Heidi Drager	Animal Clinic - The Vet
Dean Fogarty	H & F Distributing
Dennis Grabenbauer	Image Maker Marketing
Pat Gulbranson	
Joe Hannam	Packaging Corporation of America
Denny Hass	Denny's Hometown TV & Appliance
Kari Kilstrom	Electric Supply of Marshalltown
Terry Kluck	
Joe Leonard	Fareway Stores, Inc.
Dan Moellers	Jiffy Convenience Store
Kris Naughton	ServiceMaster of Marshalltown
Mark Osmundson	KDAO AM/FM/TV
Jon Pierce	United Bank & Trust NA
Mary Rund	
Gary Schaudt	SagePoint Financial Services
Roger Schoell	Grimes, Buck, Schoell, Beach & Hitchins
Andy Schwandt	Mediacom/OnMedia
Kevin Vaughn	Sign Creations/Vaughn's Pub
Tom Wahl	McAtee Tire Sales & Service Center, Inc.
Andrea Warren	Wells Fargo Home Mortgage

Thank you Ambassadors!

Business News

2016 D.C. Summit Planning Meetings



Planning meetings for the upcoming 2016 D.C. Summit trip will begin January 11, 2016 at 9:00 a.m. at the Fisher Community Center, 709 South Center Street. Additional meetings will continue at the same time and location on the second Monday of each month thereafter.

The annual visit to Washington D.C., sponsored by the Marshalltown Regional Partnership, is set for April 26 to 28, 2016. It provides an opportunity for the local Marshall County delegation to carry a comprehensive community agenda to the U.S. Capitol. Participants will meet with Senators Charles Grassley and Joni Ernst, Representative Rod Blum, their staff members, and other agencies regarding issues currently impacting the Marshalltown area.

Happy Holidays!

*from the staff of Marshalltown Regional Partnership,
Chamber, MEDIC, and MCVB:*

David Barajas, Jr., CEO - Marshalltown Regional Partnership
Lynn Olberding, Executive Director - Chamber
Shannon Espenscheid, Executive Director - MCVB
Tom Deimerly, Executive Director - MEDIC
Shauna Banks, Administrative Assistant - MCVB
Barbara Johnson, Executive Assistant - Chamber



Iowa Valley Leadership Class Spotlights



Name: Katie Mullaney

Title: Economic Development & Community Relations Rep, Alliant Energy

What that means: I work to create and maintain marketing materials to support economic development and community relations efforts including new and ongoing activities and outreach events.

Best part of my job: I get to work with a large variety of organizations. It allows me to meet new people, and in return, I form new relationships

with various age groups and businesses.

Other community involvement: : Marshalltown Rotary Club and 4-H's Annual 5K Committee of Marshall County Extension & Outreach office.

Why I am in IVL: To become an engaged community member, and help other organizations make Marshalltown a great city to live in and visit.

Best part of living/working in Marshalltown: Marshalltown has so much room for growth and opportunity. Pulling together as a community to see that happen makes living and working here so enjoyable.



Name: Jacque Wyant

Title: Principal Marshalltown High School

What that means: I am the person who gets to empower students and teachers to be leaders to effect changes in climate and culture, thus improving conditions for raising student achievement.

Best part of my job: I LOVE going into classrooms to watch students and teachers interacting during learning

Other community involvement: Not In Our Town's Mentors in Violence Prevention; Big Brothers/Big Sisters.

Why I am in IVL: To fast-track my understanding of the community and build a network of business leaders since I am new to Marshalltown.

Best part of living/working in Marshalltown: Since my husband grew up in Sioux City and I lived there for the past 30 years, it was very scary for us to move to a new area. The people of Marshalltown have been very welcoming, volunteering their assistance as we moved into our new home and including our family in a variety of ways. My boys are in the school system and have adjusted very well. Even though we were coming from a larger town, we have found that Marshalltown truly has the services that we need.

Economic Development

Partnerships for Success: Professional Developers of Iowa (PDI)

By Tom Deimerly, MEDIC Executive Director

MEDIC maintains many strategic partners and organizational memberships throughout the State of Iowa in order to foster future growth for Marshall County and implement best practices in the fields of economic and community development. In the coming months, we will highlight some of these partner organizations because our affiliation provides an extension of their resources to our community members and local businesses. This month we introduce Professional Developers of Iowa (PDI) as they roll out their 2016 Legislative Strategic Agenda.

About Professional Developers of Iowa

PDI was established in 1973 as an organization of economic development professionals working to grow and develop Iowa's economic base. PDI's more than 330 members come from a variety of disciplines: county and regional developers, community developers, utilities, legal and financial firms, universities, community colleges, engineering and construction firms, and railroads.

Mission Statement & Purpose

PDI is a voluntary group of professional economic development personnel affiliated for the purpose of furthering the development of the economic base of the State of Iowa. Primary purposes include:

- Fostering cooperation and mutual support among the members
- Using the collective expertise of the members to provide guidance and direction to policymakers as it pertains to economic development
- Working consistently to enhance the long-term competitive posture of the State of Iowa as it pertains to economic development
- Providing the means for members to informally exchange ideas and development techniques
- Affording members opportunity to enhance their knowledge, expertise, confidence, and professionalism through various educational activities.

2016 PDI Legislative Agenda

Small Business & Entrepreneurship Support – Direct technical assistance to entrepreneurs and start-up companies is a key component to growing Iowa's economy. The Legislature should provide adequate funding for small business development and economic gardening programs to foster entrepreneurial endeavors.

Renewable Chemical Tax Credit – PDI joins partners in agriculture, biosciences and manufacturing in supporting passage of the Renewable Chemical Production Tax Credit, legislation aimed at creating opportunities for wealth and job growth in areas of critical need while enhancing necessary efforts to reduce our nation's dependence on petrochemicals.

Tax Increment Financing – PDI supports TIF and opposes efforts to weaken this important and flexible local economic development tool.

New TIF reporting requirements adopted by the legislature in 2012 provide the public access to more information on local use of TIF, and any proposed changes to TIF would be unwise prior to both in-depth analysis of a multi-year sampling of that data, as well as an analysis of the effects of the 2013 property tax reform legislation on local government revenues. In fact, the Legislature and Governor should look for ways to expand the use of TIF to address critical needs throughout Iowa, such as workforce housing in some rural areas.

Brownfield/Grayfield Tax Credit Program - PDI supports increasing the tax credit allocation for this program to accommodate strong demand. Brownfield/Grayfield redevelopment promotes economic health in Iowa communities by reducing environmental hazards, eliminating blight and restoring beauty to neighborhoods and communities.

Workforce – The single biggest obstacle to growth identified by PDI members statewide is related to workforce availability, quality and access to innovative training programs and practices that are responsive to a rapidly changing workforce. Iowa's ability to successfully address these challenges must be complemented by adequate funding and proper alignment of services to strengthen our knowledge-based economy.

State Economic Development Resources – Iowa's ability to attract or induce economic growth to create jobs and increase wealth is directly related to the reliability and sustainability of resources for use by the Iowa Economic Development Authority (IEDA)/other departments affecting job creation. PDI supports fully funding Authority business incentives appropriations requests and appropriate administrative needs. The State can assist by reducing regulatory impediments to business growth.

Income Tax Reform– Improve Iowa's competitiveness by creating a simpler income tax structure for both corporate and personal income taxes and uniformly adjusting both taxes downward. The Governor and the Legislature should also end federal deductibility and accomplish this without shifting the tax burden between brackets.

Housing – PDI recommends the tax credit allocation for the Workforce Housing Tax Credit program be raised to \$40 million with the credits no longer counting against the state's business tax credit limit. Iowa workforce housing is in critical supply and the housing tax credit program is an aggressive step toward addressing the problem.

Broadband – Building upon 2015, the Governor and Legislature should continue to push for broadband deployment to every corner of Iowa.

To learn more about PDI and ways they can be a resource and advocate for your business please contact the MEDIC office at (641) 753-6645. Next month we highlight the strategic alliance with the Greater Des Moines Partnership.

Business News

2016 Chamber Legislative Positions

continued from page 1

We support tax reform that:

- Simplifies and reduces corporate income taxes as a means to market Iowa as a job-creation destination
- Simplifies and streamlines Iowa's personal income tax code, demonstrating that the state is working to attract and retain talented people, businesses and job creation
- Conducts a critical analysis of all programs that property tax currently supports to make sure property tax is the appropriate funding mechanism for those programs
- Considers the impact on local government entities

Over time, the Chamber supports a comprehensive analysis of the entire tax system to create a simplified system that matches taxes with appropriate programs and services that will benefit future generations.

ECONOMIC DEVELOPMENT INCENTIVES

Economic development incentives have been an important part of Marshalltown's job retention and expansion success. Therefore, we support the continuation/creation of appropriate economic development incentives and tax credit programs, specifically:

- Fully funding the incentives budget through the High Quality Jobs Program to ensure Iowa is able to compete for projects imperative to the State's growth
- Supporting Tax Increment Financing (TIF) and opposing efforts to weaken this important local economic development tool
- Housing tax credits and incentive programs that allow communities like Marshalltown to attract developers to close our housing gap

The Marshalltown Area Chamber of Commerce also supports economic development programs that attract quality jobs and foster innovation and entrepreneurship

GOVERNMENT EFFICIENCY

The Chamber supports streamlined governments at all levels that are efficient and cost-effective. The Chamber believes governments should find ways to use tax dollars more wisely, while improving their services. We believe the Legislature should address unfunded mandates, reform pensions and other measures that impact local government budgets. We believe the Legislature should consider a new retirement business model for government entities that moves away from defined benefits plans, such as the 411 system which is a burden to local municipalities, to an employee/employer contribution model used by the business community.

TECHNOLOGY

The Chamber supports investment in statewide broadband infrastructure. Broadband infrastructure is an integral part of Iowa's needs in the

21st Century. Iowa must make a concerted effort to attract broadband investment in order to put in place the groundwork for economic growth.

The Chamber supports infrastructure that provides broadband access to all Iowans, with special efforts made to provide access to schools, healthcare providers and rural areas. Additional broadband access in Marshalltown would mean expanded opportunities in our educational system, telemedicine offerings, and business development.

TRANSPORTATION INFRASTRUCTURE

Highway infrastructure is essential to Iowa's ability to grow its economy. The Chamber also supports a bipartisan effort to identify solutions to generate necessary revenues to meet infrastructure needs, including new and alternative funding sources and user fees.

BUSINESS REGULATIONS

Regulatory stability and responsiveness must be recognized as a critical component of our business climate. Therefore, we support the adoption of a plan that implements a rolling-sunset requirement to review each rule/regulation for effectiveness that includes a cost-benefit analysis.

YOUR FINANCIAL FUTURE IS OUR NUMBER 1 PRIORITY!

We have a wide variety of products and services available to construct a portfolio consistent with your financial goals and objectives.
Call Your SagePoint Financial Representative today and let us help you plan your financial future.



25 S. Center Marshalltown, IA 50158
641-752-2041/800-369-1588
rezac-cfp.finlsite.com



Kileen D. Rezac, CFP
Branch Office Manager



Gary Schaudt
Registered Representative

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

MARSHALLTOWN TIMES-REPUBLICAN

135 W. Main
Marshalltown
753-6611

APARTMENTS

SOUTHERN HILLS APARTMENTS

753-4533
BOULDER PROPERTIES

1 & 2 Bedroom Apartments
641-752-7767
www.venturellc.com

ART

CENTRAL IOWA ART ASSOCIATION

Est. 1946
• Art Instruction for All Ages
• Art Supply Store
• Monthly Art Exhibits In Fisher Auditorium
709 S. Center St., Marshalltown



753-9013

www.theartcentermarshalltown.org

ATTORNEYS AT LAW

CARTWRIGHT, DRUKER & RYDEN

Rex J. Ryden
John F. Veldey
Joel T.S. Greer
Sharon Soorholtz Greer
Alex E. Grasso
Christopher R. Wertzberger
112 W. Church St. Marshalltown
641-752-5467

ATTORNEYS AT LAW

MOORE, McKIBBEN, GOODMAN, & LORENZ, LLP

James R. Moore
Larry E. McKibben
James L. Goodman
William J. Lorenz
Douglas W. Beals
Michael R. Horn
Norma J. Meade
Sean K. Heitmann
Brandon W. Ruopp
Brandon J. Buck

26 S. 1st Avenue
Suite 302
Marshalltown
641-752-4271

www.marshalltownlaw.com

PEGLOW, O'HARE & SEE

118 East Main Street
Marshalltown
752-8800

AUTOMOTIVE

ARNOLD MOTOR SUPPLY

116 E. Anson St.
Marshalltown
753-5533

HELPER AUTO SERVICE

108 W. State St.
Marshalltown
752-5225

BUILDING SUPPLIES

SPAHN & ROSE LUMBER CO.

110 W. Madison St.
Marshalltown
752-1541

CARPET CLEANING

SERVICEMASTER

Carpets • Upholstery
Duct Work
Commerical
Janitorial Services

752-3956

CONTRACTORS

LANDON- LANDON & ASSOC.

709 W. Madison St.
Marshalltown, IA 50158
www.landon-landon.com



Marshalltown
WORKS
for *BUSINESS*

Business Directory

ENGINEERING & LAND SURVEYING

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

HEATING & COOLING

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

MISCELLANEOUS

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

NURSING HOMES

**GRANDVIEW
HEIGHTS**
910 E. Olive St.
Marshalltown
752-4581

HEARING AIDS

**Concept by
IOWA Hearing
AID Centers**
Marshall Town Center
2500 S. Center Street
Marshalltown, Iowa
641-753-1426

INSURANCE

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

SALVATION ARMY

107 W. State St.
Marshalltown
753-5236

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

**HAWKEYE CARE
CENTERS OF IOWA**
2401 S. 2nd Street
Marshalltown
752-1553

HEATING & COOLING

**B & G
HVAC**
1208 E. Main Street
Marshalltown
641-752-3429

INDEPENDENT INSURANCE SERVICES

11 E. Church Street
Marshalltown
752-4618

MUSIC Instruction & Sales

Randall's
guitar school & music shop
Lessons On Guitar • Bass & Piano
Guitars • Amps & Accessories
Repairs • School Band Supplies
1008 Summit Street
Marshalltown • 752-8876
www.randallsguitarschoolandmusicshop.com

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

Business Directory

PAINTING

PRO FINISH COMMERCIAL & INDUSTRIAL PAINTING

641-752-7896
www.profinishiowa.com

PLUMBING & ELECTRIC

ELECTRIC SUPPLY OF MARSHALLTOWN

1008 S. 12th Ave.
Marshalltown
752-4672

HARTWIG PLUMBING & HEATING INC.

1002 W. Lincolnway
Marshalltown
752-5707

RADIO

KFJB-KXIA

123 W. Main St.
Marshalltown
753-3361

TAX SPECIALISTS

H&R BLOCK

Tax & Business Services

204 E. Linn, Suite C
Marshalltown
752-4418

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

“Remote Control Attitude” training session offered



The Chamber, in partnership with Iowa Valley Continuing Education, is pleased to host “Remote Control Attitude” featuring Matt Booth on Wednesday, January 27 at DeJardin Hall on Iowa Valley’s Marshalltown campus. The training session runs from 11:00 a.m. to 1:00 p.m.

Using humor and quick wit, Matt points out that, too often, we act like we have a remote for life. Sit on the sofa, watch, complain,

click. Sit, watch, complain, click. Sit, watch, complain, click... and wish...wish for better health, better spouse, better product, better job, better house, and a better life.

Matt proposes that only each person can make those changes. There are no short cuts. There is only effort, failure, and repetition. Life will only change when a person takes initiative and starts changing it.

“Matt has shared his message throughout the United States and the world,” said Chamber Executive Director, Lynn Olberding. “He comes highly recommended for his ability to connect with audiences and create meaningful attitude changes.”

Matt, his wife, and two sons now live in Dubuque, Iowa on the banks of a small creek that feeds into the mighty Mississippi.

Cost for the session is \$25 per person and includes lunch. To register, email Olberding at lolberding@marshalltown.org.

2016 Chamburrrrr Scurry 5K & Kids Fun Run



Break out your running shoes and get ready for the 4th Annual Chamburrrrr Scurry 5K Run/Walk, scheduled for Saturday, January 23, 2016. This year’s event is presented by Central Iowa Healthcare and will once again take place on the Iowa Valley Community College District campus.

Registration is now open for the 4th Annual Chamburrrrr Scurry 5K Run/Walk. Registration cost for the 5K is

\$17 for students (18 and under), \$20 for adults if registration is received/postmarked by January 12, 2016. Registration by January 12 guarantees a race shirt. After January 12, registration for all participants is \$30 per person.

Kids Fun Run registration is \$10 per child if registration is received/postmarked by January 12. Registration by January 12 guarantees a Kids Fun Run shirt. After January 12, registration is \$15 per child. All Kids Fun Run participants will receive a race medal.

All participants in the 5K and Kids Fun Run will be treated to a hot breakfast, courtesy of Farmers Savings Bank. Event gold sponsor is Iowa Valley Continuing Education. Silver sponsors are Emerson - Fisher and Lennox. Awards sponsor: JBS.

To register, visit www.marshalltown.org/5k.

In 2015  will be ...

**CENTRAL IOWA
HEALTHCARE**

Conrad Clinic • Marshalltown Clinic
State Center Clinic • Tama-Toledo Clinic

Marshalltown Medical & Surgical Center is transforming!
Our new name, Central Iowa Healthcare, reflects the advanced care and expanded services we offer the entire region. It exudes strength and stability, and also speaks to our new centralized location and modern healthcare offerings.

Business News

2016 Experience Trip Informational Meetings

Informational meetings for the Chamber's 2016 Experience Spain and Portugal trip are scheduled for Wednesday, January 6, 2016 at noon and 5:00 p.m. at the Fisher Community Center, 709 South Center Street. The 10-day trip will take place October 11 to 20, 2016 and features tours of Madrid, Granada, Seville, Lisbon, the Madrid Royal Palace, Cordoba, Mezquita, and several UNES-CO World Heritage sites.

"These trips are designed to familiarize travelers with different parts of the world," said Chamber Executive Director, Lynn Olberding. "It provides an opportunity to gain better understanding of the people, education, economy, and culture of the region."

The Chamber is once again partnering with Chamber Explorations to sponsor the unique excursion. Cost for the trip is \$3695 per person (double occupancy) and includes roundtrip airfare, international departure/fuel taxes, 11 meals, professional tour director, motorcoach transportation, hotel transfers, admissions per itinerary, comprehensive sightseeing, and baggage handling.

To learn more details including specifics of the itinerary, the availability of additional optional excursions, and other information, attend one of the upcoming informational meetings.



2016 Experience Spain & Portugal: October 11 - 20, 2016



 Nick Diers Agent	 Pat Hogeman Agent	 Marina Mitchell-Butler Agent-CSA	 Lance Harbach Agent	 Samantha Mitchell Agent	 Paul Beals Agent	 Mark Kohde Agent	 Dan Mead Agent Claims Administration	 Sue Ganhaway Agent-CSA	 Rich Mohan Agent	 Doug Joslin Agent
 Bonnie Orl Processor	 Robin Angstrom Agent-CSA	 <div style="text-align: center;">  <p>Independent Insurance Services</p> </div>		 <p>We Are Mobile!</p> <p>Scan With Your Mobile Device</p>		 Megan Weill Agent-CSA	 Kris Carlson Office Manager			
 Dana Rowley Agent-CSA	 Samantha Felty Agent-CSA					 Heather Tabor Agent-CSA	 Heather Harus Agent-CSA			
 Kathy Minkal Administrative Assistant	 Jennifer Hurley Administrative Assistant	<p style="text-align: center;">THE POWER OF CHOICE!</p> <p style="text-align: center;">11 EAST CHURCH STREET - MARSHALLTOWN, IA (641) 752-4618</p> <p style="text-align: center;">AUTO - HOME - BUSINESS - FARM PROPERTY & LIABILITY - CROP/HAIL - LIFE HEALTH - WORKERS COMPENSATION - LONG-TERM CARE - ANNUITIES</p> <p style="text-align: center;">LOCAL CLAIMS SERVICE</p> <p style="text-align: center;">www.InsureCentrallowa.com</p>		 LaAndrea Abel Administrative Assistant	 Matt Roelsgard Information Systems					