

Chamber Digest

February 2016

Volume 33, Issue 9



Upcoming Events

- February 5:** Friday Legislative Forum; Noon
February 11: Iowa Valley Leadership Class
February 12: Business Leaders Legislative Luncheon; 11:30 a.m. - 1:00 p.m.
February 15: Office closed for Presidents' Day
February 18: Taste of Marshalltown at Marshalltown Mall; 4:30 - 6:30 p.m.
February 23: TRC Kick-off
February 25: Des Moines Summit & Legislative Day

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2016 Total Resource Campaign kicks off

Preparations are underway for the Chamber's 2016 Total Resource Campaign (TRC,) "Rockin' It for the Chamber," which will begin February 23 and run through April 13. During these seven weeks, volunteers will seek out new Chamber memberships and offer sponsorships for upcoming Chamber events and programs.

This year's campaign chair is Dr. Chris Duree, Chancellor of Iowa Valley Community College District. Mike Mason, President – Fisher North America, will serve as Duree's Vice Chair.

"Both Chris and Mike are experienced in annual sponsorship and membership campaigns," said Lynn Olberding, Chamber Executive Director. "So, we anticipate the 2016 campaign to be highly successful."

A number of sponsorship opportunities will be available to all Chamber members, including the annual Golf Outing, Scholastic Banquet, Chamburrrrr Scurry 5K and more.

The goal for this year's TRC is \$138,5000 of new memberships and sponsorships. This enables the Chamber to host and support various programs and events offered throughout the year.

"The TRC is an exciting time for volunteers to get involved in the great work the Chamber is doing," said Dr. Chris Duree. "At the same time, those volunteers have the opportunity to make new connections, network, and have fun."

Those interested in volunteering should contact the Chamber office.

Rockin' It for the Chamber



Each year, the Chamber enlists the hard work of more than 60 volunteers to run the TRC.

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Member Spotlight

Thompson True Value

Thompson True Value is celebrating 30 years! In 1986, Dave and Kathy Thompson bought Marshalltown's oldest retail business and have worked side by side for the past 30 years.

Thompson True Value began in 1860 with A.C. Abbott and has had different families own it over the years. Since 1860 though, several things have remained constant: family, quality and service.

Dave and Kathy are thankful for the friends and customers who have given their support over these last 30 years. The couple feels that service not only to customers, but also to the community continue to be their trademarks of doing business. "It's all through relationships, treating people fairly, and providing a quality product with service after the sale that our customers have become friends," says Dave. Kathy adds, "Those customers and relationships have allowed us to fulfill a dream of owning our business."

Thompson True Value has adapted to many changes over the last 30 years, keeping them competitive in an extremely crowded marketplace. The business is a full-category hardware store which includes plumbing, electrical, builder's hardware, housewares, cleaning supplies, automotive, and a complete paint department offering computerized color matching. Signature seasonal areas feature the quality lines of Ariens snow blowers, Weber grills, and Echo chainsaws, trimmers and handheld blowers. "We operate a full-service shop offering small engine repair, screen and glass replacement, chainsaw sharpening and more," adds Dave. "We also have a full-line rental department featuring lawn equipment, drain cleaners, floor sanders, power tools, tables and chairs canopies, scaffolding, sheet-rock lifts and much more."

The Thompsons are thankful for their employees with long tenures who are like family. Kathy recounts, "Jim Svec has been with us 27 years and Dean Ferrin 22 years. Without them it wouldn't have been possible or as much fun!"

As the couple remembers the past 30 years, they are also looking to the future. "Our son, Paul, joined our team in 2008 and has become an integral part of the business," Dave said. "It gives us great pride that he sees a solid future not only with the business, but also with the community. We don't think of the future as someday Kathy and I stepping aside,



but rather as Paul stepping in. Our family looks forward to serving the community for the next 30 years!"

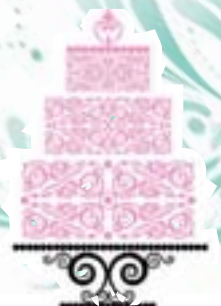
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**BEHIND EVERY
PROJECT IS A**
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Leadership

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Chair: Dennis Drager



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Tom Campbell
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John Hughes
MEDIC Chair
Paul Beals
Deb Borton
Aaron Buzbee
Pete Charboneau
Laura Farrington
Mike Fitzgerald
Deirdre Gruendler
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Jenny Etter, MCBD
Dennis Grabenbauer,
Marshall County
Dr. Robin Shaffer
Lilienthal, MCC
Mayor Jim Lowrance,
City of Marshalltown
Dr. Marvin Wade,
MCSD
Tyler Wollam, MCVB

MCVB
Chair: Julie Thomas



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Vice Chair
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Al Hoop
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Fauna Nord
Liz Wilke

MEDIC
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Jacque Goodman
State Representative
Mark Smith
State Senator
Steve Sodders
City Administrator
Randy Wetmore

**Marshalltown Regional
Partnership**
Chair: Paul Gregoire



Board of Directors

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Chamber
Chris Brodin
Chamber
Dennis Drager
Chamber
Denny Grabenbauer
At-Large
Sharon Greer
At-Large
John Hughes
MEDIC
Fauna Nord
MCVB
Julie Thomas
MCVB
Randy Wetmore
At-Large

Business After Hours

February 18, 2016

4:30 - 6:30 p.m.

Taste of Marshalltown
Marshalltown Mall
2500 South Cent Street

March 2016

Best Western Regency Inn
3303 South Center Street

April 2016

Hermanson Orthodontics
233 North 13th Street

May 2016

Elmwood Country Club
1734 Country Club Lane

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

Staff

Lynn Olberding
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MCVB

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Executive Director - MEDIC

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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.



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.

Frederick joins McFarland Clinic



McFarland Clinic is pleased to announce the recent addition of Rachel Frederick, PA-C, to the Marshalltown Pediatrics department.

She provides preventative health care services including well visits for infants and children, sports physicals, immunizations, contraceptive education, treatment for menstrual irregularities, and treatment of acute and chronic illnesses.

Rachel received her physician assistant degree from Des Moines University after completing a bachelor of arts degree at Central College. She has been practicing medicine for three years. She joins the staff at McFarland Clinic's East Main Street location. For more information or to schedule an appointment with her, contact McFarland Clinic Pediatrics Department at 641-753-8616.

Business Leaders Legislative Luncheon rescheduled

Friday, February 12 is the rescheduled date for the 2016 Business Leaders Legislative Luncheon. It will be held at Fisher Community Center (709 South Center Street) from 11:30 a.m. to 1:00 p.m.


Updates on both state and federal legislative issues that may impact Chamber member businesses will be provided by Tina Shaw of the Iowa Chamber Alliance and John Kirchner of the U.S. Chamber of Commerce. There will also be insights shared about how the outcome of the Iowa Caucus may shape legislative issues, as well as what business leaders

should be watching for during the 2016 legislative session.

"It's always nice to hear updates from our partners with the Iowa Chamber Alliance and U.S. Chamber," said Chamber Executive Director Lynn Olberding. "Attendees will enjoy Tina and John's presentations and insight into legislative issues."

To register, please email info@marshalltown.org. Cost is \$20 per person and includes lunch catered by Katie J's catering.

Gold sponsors are Lennox and Emerson-Fisher.



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Business News

Thank You

Reinvesting Members

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

Animal Medical Clinic, P.C.	29	Linn Valley Apartments, Inc.	20
Animal Rescue League	8	Luethje Auto Sales	4
Applebee's	19	MAMA DiGrado's	10
BeMobile	6	Man's Best Friend	29
Bergman CPA Tax & Accounting	7	Midland Concrete	16
Binford House	12	Midwest Construction	7
Jamie Bland	13	MinuteMan, Inc.	20
Boliver Law Firm	34	Pentz Appliance & TV	4
Bruin Manufacturing Company	52	Pilgrim Heights	9
Brycon, L.L.C.	40	Pizza Hut Delivery	23
Central Iowa Fair	12	QPS Employment Group	2
Chase Insurance Services	29	Randall's Guitar	4
Country Pine Mowers	19	Douglas Reese	2
Dairy Queen, Center Street	13	River Oaks, LP	18
Conrad Dejardin	18	Salvation Army	19
Downey & Gantz DDS PC	14	Schendel Pest Control	22
El Portal, Inc.	7	Scott Manufacturing, LLC	31
F & J Racing	9	SportsPlus	17
Grandview Heights	20	St. Francis Catholic School	9
Hammer Medical Supply	9	St. Mary Catholic Church	11
Vonna Hayes	3	Steiner & Associates PC	12
Hellberg's Jewelers	22	Sterling Fire & Safety Inc.	4
Iowa Hearing Aid Center	8	Storey Kenworthy	6
Jiffy Convenience Store	24	Tremont	22
K-Mart Corporation #7583	33	Troy's Electric	4
KDAO AM/FM/TV	38	Bob Wenner	4
Legends American Grill	7		

Dale Carnegie course to be offered this spring

Beginning on April 21 and continuing each Thursday for eight weeks, the Chamber is partnering with R.S. Stover to bring the Dale Carnegie Course "Effective Communications & Human Relations/Skills for Success" training to Marshalltown.

A recent study shows that employees who have taken the Dale Carnegie Course are 62% more likely to be engaged than the average employee. The Dale Carnegie Course will help employees master the communication skills demanded in today's tough business environment.

Learn more about this training at a preview meeting on Wednesday, March 2 from noon to 1:00 p.m. at the Fisher Community Center. Bring your own lunch and learn more about the topics that will be covered during the 8-week long training.

Cost for the Dale Carnegie Course is \$1995 per person or \$1845 per person for Chamber members.

www.marshalltown.org Statistics

	Dec 15	Avg/Month	YTD Total
Unique Visitors	2,801	3,225	38,703
Number of Visits	5,255	6,020	72,245
Page Views	16,283	26,839	322,064
Hits	77,893	103,174	1,238,093

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.

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.

Convention & Visitors Bureau

February Events

Find more information at www.visitmarshalltown.com

Date	Event	Location
Mondays	Bridge	Senior Center
Tuesdays	Bingo	Senior Center
Tuesdays	Play Day	Marshalltown Library
Tues, Thu, Fri	Downtown Tot-Town	Veteran's Coliseum
Wednesdays	Storytime	Marshalltown Library
Wednesdays	Tech Help	Marshalltown Library
Thursdays	Trivia Night	Iowa River Brewing Co.
Feb 2	Groundhog Day	
Feb 3	Nature Story Hour	GrimesFarm & Conservation
Feb 3	Brown Bag Bunch	GrimesFarm & Conservation
Feb 5	Land of Blood and Sunshine	Orpheum Theater Center
Feb 6	Guillermo Cuellar Pottery	Marshalltown High School
Feb 8	Fireworks Ensemble	MHS/Community Auditorium
Feb 9	Photo Awards/Chili Supper	GrimesFarm & Conservation
Feb 10	Ash Wednesday	
Feb 11	Helping Your Community	Community Foundation
Feb 11	Bingo	Central Iowa Fairgrounds
Feb 12	Singing Valentines	Marshalltown area
Feb 13	Pancake Breakfast	Hope United Methodist
Feb 13	Spring Craft Show	Fisher Community Center
Feb 13	Uncle Ike Nature Program	GrimesFarm & Conservation
Feb 13	For the Love of Binford	Binford House
Feb 13	Ground Hog Art Guild Show	Ron Fisher Furniture
Feb 14	Valentine's Day	
Feb 17	Nature Story Hour	GrimesFarm & Conservation
Feb 18	History on Third Thursday	Historical Museum
Feb 19-21	Mr. Popper's Penguins	Martha Ellen Tye Playhouse
Feb 20	Woodworking for Wildlife	GrimesFarm & Conservation
Feb 21	Bridal Expo	Best Western Regency Inn
Feb 25	Bingo	Central Iowa Fairgrounds
Feb 26	Presidio Brass	MHS/Community Auditorium
Feb 26-27	Mr. Popper's Penguins	Martha Ellen Tye Playhouse
Feb 27	Healthy Family Fair	Marshalltown Mall
Feb 27-28	Book Sale	Marshalltown Library

To post an event on the MCVB self-posting calendar, visit our website at www.visitmarshalltown.com. It's free, and no passwords are required. Click "Add New Entry" at the bottom of the calendar page, fill out the form, do the challenge/response, then click SAVE. Events are held for approval. Call the MCVB office at 641-753-6645 with any questions.



Marshalltown Convention
&
Visitors Bureau

Singing Valentines

Quartets from the Marshalltown Men's Chorus will be delivering Singing Valentines in the Marshalltown area on Friday, February 12, from 8:00 a.m. to 6:00 p.m. The delivery includes two "sweetheart" songs, a long-stemmed silk rose, and a personalized Valentine card. To schedule a Valentine delivery, please call Larry Pfantz at 641-753-7275.

"For the Love of Binford"

Celebrate Valentine's Day with the "Love of Your Life" at the "For the Love of Binford" Dinner and Auction on Saturday, February 13, at 6:30 p.m. at Binford House, 110 North 2nd Avenue, Marshalltown, Iowa. Singles as well as couples will enjoy this evening in the 1874 Victorian-style home. The 6:30 p.m. social time will feature sparkling cider and crudité, during which silent auction items from Marshalltown merchants will be on display in the dining room. (Guests are welcome to bring their own wine.) The 7:00 p.m. dinner will include entrées of beef tenderloin and chicken arsala, a mixed salad of greens with pomegranates and dressing, Artisan breads with balls of herbed butter, and fingerling potatoes. Closing the meal will be a dessert of molten lava cake served with a chocolate-covered strawberry.

Leona McDonough, of Heavenly Breads in the Marshalltown Mall, is the caterer with Binford board members serving. Music will accompany the meal. The cost will be \$30 per person for singles as well as couples. Make reservations by calling Mary Quam at 641-752-0730. Send checks, payable to Binford House, to: Binford House, P.O. Box 273, Marshalltown, IA 50158, by February 7. This "For the Love of Binford" event, sponsored by the Marshalltown Federation of Women's Clubs Board, will benefit the Binford House kitchen appliances. Seating is limited to 36.

February Meetings, Conventions and Tournaments

Date	Group	Location
Feb 6	MOBI (Optimist Basketball Invite)	MHS, Miller, Lenihan
Feb 13	IAHSAA Boys State Swim Meet	Marshalltown YMCA/YWCA
Feb 13	Apgar AAU Volleyball Club	Miller Middle School
Feb 20	Apgar AAU Volleyball Club	Miller Middle School

Let the MCVB know about meetings, conventions or tournaments being held in Marshalltown by emailing info@visitmarshalltown.com. Looking for a venue to host a conference? The MCVB has a listing of locations at www.visitmarshalltown.com. Call 641-753-6645 to see how the MCVB can help.

Convention & Visitors Bureau

Bridal Show Expo

The 9th Annual Times-Republican Bridal Expo will be held at the Best Western Regency Inn in Marshalltown on Sunday, February 21, 2016 from noon to 3:00 p.m. Admission is free.

“The T-R Advertising Department team is busy preparing a really fun event,” says Assistant Marketing Director, Deanna Davis. “Many vendors are returning from years past, and several new businesses are joining us. This is a perfect opportunity for brides, grooms and their families to get ideas about dresses, tuxes, flowers, cakes, caterers, photography, music, and more. The list goes on and on!”

The Times-Republican will provide two gift baskets that include overnight stays along with other surprise gifts as grand prizes. Vendor prizes will be given away all afternoon during the event with the two T-R grand prizes to be saved until the end. Keep watching the T-R for more details on this fabulous bridal event!



Pottery Workshop with Guillermo Cuellar

Central Iowa Art Association is pleased to announce a pottery workshop led by renowned potter Guillermo Cuellar on February 6 from 10:00 a.m. to 3:00 p.m. at the Marshalltown High School Art Department. Cost is \$45. Registration is open to the community; just call 641-753-9013.

A 1976 graduate of Cornell College, Cuellar does not consciously design pots with drawings or plans. The making process generates ideas so each piece has its own character.

Cuellar worked as an assistant to leading potter Warren Mackenzie, regularly sharing workshop experiences for more than two decades. Cuellar's work has been displayed in the Venezuelan National Art Gallery, the Smithsonian Institution, the Northern Clay Center in Minnesota and private galleries in the United States, England, Venezuela and Chile.

He will be working with Marshalltown High School art students prior to the community workshop.

“Helping *You* Help *Your* Community”

The Community Foundation of Marshall County (CFMC) Board of Directors is hosting a Valentine reception on Thursday, February 11, at the home of Carrie and Paul Barr. “Helping *You* Help *Your* Community” is the theme this year. The men on the CFMC Board plan the event each year and Chef Chris Duree provides the Valentine treats. “This is our way of giving a Valentine to the community and hope those who attend will also give a Valentine gift to the community by making a donation to the CFMC Directors Fund or to any of the Endowments held for other organizations in the county,” say Keith Bloomquist, Past Chair and Steve Troskey, Vice Chair. “It is always fun to see what amazing hors d’oeuvres Chef Duree will provide.”



The work of the Community Foundation has had far-reaching effects in the county with over \$800,000 awarded in grants. Some of the grants serve the county very publicly like improvements to little league parks around the county, the bike trail improvements, the track at West Marshall, or the Roundhouse in Marshalltown. Other grants help people quietly. Kids have benefitted from being matched with Big Brothers Big Sisters, people suffering from mental illness have access to emergency help and a safe place to go during the day for support, adults have learned English, earned a high school diploma, and obtained work through scholarships, and so many more projects have been funded to help build the communities in Marshall County.

“We hope people will join us at the Barrs’s gorgeous home and sample Chef Duree’s fabulous food to celebrate Valentine’s Day for the community,” states Bettie Bolar, CFMC Director. To make a reservation or for more information, contact the CFMC office at 641-758-3028 or by email at cfmarshallco@gmail.com.

Ground Hog Art Guild Show

The Ground Hog Art Guild Show and Sale will be held on Saturday, February 13, from 10:00 a.m. to 4:00 p.m. at Ron Fisher Furniture, 406 South 1st Avenue. Fifteen regional artists will have work on display, including local artists Nick Beard, Kirk Niehouse and Vicki Meyer, as well as artist Jennifer Mally from Dodgeville, Wisconsin.

Mally does fused glass and clay sculptures. She will be demonstrating her work for Marshalltown High School art classes prior to her demonstration at the Ground Hog Art Guild Show and Sale.

Ambassadors Visits



Marshalltown Christian School staff, students, and supporters celebrate the first day of classes in their new building (1408 South 7th Avenue) with a ribbon cutting on January 6.



On January 12, the Chamber Ambassadors visited Bowman & Miller, P.C. (24 East Main Street) to speak with Beth Miller, C.P.A. and staff regarding the range of accounting services the firm offers.



The Chamber Ambassadors hosted a courtesy call with Carl Mundth, President/CEO of Lennox Employees Credit Union and credit union staff (1004 East Main Street) on January 12.

Thank you Ambassadors!

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

Business News

Experience Spain & Portugal



There are still openings for travelers to join the Chamber's 2016 Experience Spain and Portugal trip. The 10-day trip will take place October 11 – 20 and features tours of Madrid, Granada, Seville, Lisbon, the Madrid Royal Palace, Cordoba, Mezquita, and several UNESCO World Heritage sites.

"These trips are an excellent opportunity for our passengers to gain global familiarity with different regions," said Chamber Executive Director, Lynn Olberding. "By exposing travelers to new parts of the world, they can better understand the people, education, economy, and culture of the area."

The Chamber has partnered with Chamber Explorations to create this year's unique journey. To learn more details about costs, itinerary, additional optional side trips, and many other details, contact Lynn Olberding in the Chamber office at 641-753-6645.

D.C. Summit planning meetings

The 2016 D.C. Summit trip, sponsored by the Marshalltown Regional Partnership, is scheduled for April 26 – 28. In preparation, planning meetings are taking place the third Thursday of every month at 1:00 p.m. at the Fisher Community Center.

The annual visit provides a chance for the Marshall County delegation to take a comprehensive agenda from our community to the nation's capital. 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.



Iowa Valley Leadership Class Spotlights



Name: Dorie Tammen

Title: General Manager, Riverside Cemetery

What that means: I oversee the operation of the cemetery office and the grounds crew under the direction of the Board of Trustees.

Best part of my job: I absolutely love the history of Riverside and love to share information via presentations to local clubs and organizations about the cemetery, its activities and the people buried here. I am blessed to work alongside great staff.

Other community involvement: I'm chairperson of the Holiday Stroll Committee. I serve on the Marshalltown Central Business District's Board of Directors and am chairperson of their Promotions Committee.

Why I am in IVL: I love my hometown of Marshalltown and want to know all I can about it. I want others to see the good I see here plus help make my town an even better place to live and work.

Best part of living/working in Marshalltown: Marshalltown is small enough to have the feel of a small town, but big enough to have most everything you need right here. No matter where I travel, this is home.



Name: Nancy Mach

Title: Health Services Specialist for Mid-Iowa Community Action (MICA)

What that means: I work with these programs: First Five, Iowa Dental Wellness, Iowa Childhood Lead Poisoning Prevention, and Teen Outreach Pregnancy Prevention Program, plus help any other MICA programs that need assistance.

Best part of my job: Working for an agency that is pro-active and constantly adapting to meet the needs of the community plus truly cares about the people they serve.

Other community involvement: I support the activities of my school-age children, shop locally, and donate to local food banks and charities.

Why I am in IVL: Not being a Marshalltown native, I was excited to network with those who know about Marshalltown and are motivated to make a positive impact on the community in which we live and work.

Best part of living/working in Marshalltown: Marshalltown is a forward thinking community, building toward a brighter future, and striving to grow and develop all facets of life (education, environment, employment, economic growth, financial stability, etc). It offers deep-rooted networking opportunities and a better standard of living for everyone.

Economic Development

Partnerships Lead to Growth

By Tom Deimerly, MEDIC Executive Director

Partnership for Success:

Iowa Area Development Group

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. Throughout 2016, 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 the Iowa Area Development Group (IADG) and highlight a recent success of this strategic partnership which resulted in Bratney Companies coming to Marshall County in the spring of 2016.

About Iowa Area Development Group

Founded in 1985, IADG is the business and community development leader for their sponsors and partners which includes nearly 250 member-owned electric cooperatives, municipal utilities and independent telecommunication companies throughout the state. Consumers Energy and Heart of Iowa Telecommunications in Marshall County and the surrounding area are part of this group.

IADG is committed to providing consultation and assistance to help businesses and communities achieve their project development goals. IADG's team of economic development professionals is knowledgeable, supportive and accessible. The group provides a wide range of services including available site and building identification, financial incentive packaging, marketing, community resource assessment and other tools vital to development success. MEDIC is proud to partner with IADG and our local cooperatives to spur growth and promote development efforts throughout Marshall County.

Growth: Bratney Companies Chooses Marshalltown Gateway Centre Site

Bratney Companies expects to begin construction this spring on a new fabrication facility located in the Marshalltown Gateway Centre. The site, a six-acre lot, located west of Marshalltown, was approved for sale by Consumers Energy's Board of Directors.

Based in Urbandale, Iowa, Bratney Companies provides equipment, design and construction services to the seed, grain, feed, and raw food industries. A significant part of these offerings includes various sheet and structural steel fabricated parts, assemblies, and pieces of equipment. Bratney plans to produce these important components in the new 12,000-square-foot fabrication facility which will create between 7 and 10 manufacturing jobs.

"This is an important strategic step for Bratney, and a major milestone for our company," said Peter Bratney, President and CEO of Bratney Companies. "This fabrication facility will allow us to ensure the optimal quality and delivery of fabricated components to our customers' projects throughout the United States. The Marshalltown Gateway Centre was a natural choice for the facility. The Marshalltown community has a great labor pool from which to draw talented craftsmen, and the location of the Gateway Centre is ideal from a transportation and logistics standpoint."

Instrumental in bringing Bratney Companies and Consumers Energy together was Bruce Nuzum of the Iowa Area Development Group (IADG) and Tom Deimerly of Marshall Economic Development Impact Committee (MEDIC). A deciding factor in Bratney Companies choosing the Marshalltown site was the ability to use revolving loan funds from Consumers Energy and Central Iowa Power Cooperative (CIPCO), Consumers Energy's wholesale power supplier, to help fund a portion of the new facility at a favorable interest rate. These funds are made available through USDA Rural Development.

"This is a significant project for Bratney Companies and Consumers Energy. This is a great opportunity to help spur economic development in the Marshalltown area and surrounding communities," said Jim Kidd, General Manager of Consumers Energy.



Economic Statistics

November 2015

Employment – Marshall County	2015	2014
Labor force	19,540	20,200
Unemployed	850	930
Percent unemployed	4.4	4.6
Total employment	18,680	19,720
Marshall County Construction		
Building permits	9	16
Residential Construction	\$53,000	\$109,000
Commercial Construction	\$1,159,000	\$1,569,000
Housing Sales Data July		
Single family home sales	39	31
Average sale price	\$118,406	\$110,599
Median sale price	\$77,500	\$106,500

Business News

Top 10 reasons to join the Marshalltown Area Chamber of Commerce

Joining the Chamber results in receiving more exposure, getting more business, making more connections, and having access to more information. Here are ten of the top ways that happens:

- 10. New member privileges.** You will be listed as a “New Member” in the monthly Chamber Digest newsletter and will receive a plaque to prominently display in your business or office.
- 9. Volunteer opportunities.** Only employees of Chamber member businesses can volunteer on Chamber committees, making new connections.
- 8. Annual renewal recognition.** All renewing members receive recognition in the “Reinvesting Members” column of the Chamber Digest.
- 7. Experience trips.** These annual Chamber-sponsored trips to different regions are a great way to become familiar with new parts of the world.
- 6. D.C. and Des Moines Summits.** Chamber members receive updates on legislative issues and have the opportunity to offer input on issues currently impacting our area.
- 5. Strong connections.** The Chamber provides a strong connection to affiliates MEDIC and Marshalltown Convention & Visitors Bureau.
- 4. Referrals.** Each year the Chamber receives more than 10,000 requests for information. We give out information for our Chamber members!
- 3. Networking and social events.** Attend Business After Hours, A.M. Exchange, Business to Business Showcase, Taste of Marshalltown, or other Chamber networking and social events. All employees of Chamber member businesses/organizations are welcome!
- 2. Promotion opportunities.** Take advantage of the many advertising and sponsorship opportunities available only to Chamber members. Each one is a chance to promote your business or organization.
- 1. Online Business Directory.** www.marshalltown.org is one of the most visited sites for information about Marshalltown and the area. And, the number one page visited? Our online Business Directory where, as a member, your listing will appear. With more than 26,000 page views each month, the Business Directory is one of the most popular sections of the Chamber’s website.

**The Chamber, MEDIC, MCVB offices and
Fisher Community Center will be closed on
Monday, February 15 for Presidents’ Day.**



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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.

Business News

Des Moines Summit Set



The 20th annual Des Moines Summit and Legislative Day has been set for Thursday, February 25. That day the Chamber, along with local area community and business leaders, will travel to the Iowa State Capitol in Des Moines for a series of meetings with both Senate and House majority and minority leaders, as well as local elected officials. The group will discuss key legislative issues that are important to the Marshalltown area.

Community members are welcome to attend the event. Cost is \$25 and includes round-trip transportation from Marshalltown plus lunch. The group will depart Marshalltown at 6:45 a.m. and return at approximately 2:30 p.m. To participate, register online at <https://www.marshalltown.org/chamber/events.php>. No registrations will be accepted over the phone.

The Des Moines Summit and Legislative Day is made possible by this year's Chamber Advocacy sponsors: Central Iowa Healthcare, Emerson-Fisher, and Lennox Industries.



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

2016 Chamburrrrr Scurry and Kids Fun Run



It was a perfect day for a run! This year's event was presented by Central Iowa Healthcare, and hosted on the Iowa Valley Community College District campus.



Left: The overall male and female winners and top finishers in each age group display their medals.



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Business News

2016 Taste of Marshalltown event February 18

All employees of Chamber members are invited to sample some of the best food and beverage offerings in the Marshalltown area at this year's Taste of Marshalltown. The event will be held Thursday, February 18 from 4:30 to 6:30 p.m. at the Marshalltown Mall. Participants include:

The Brew House
Culver's
Elmwood Country Club
Fiddle & Whistle Pub
H & F Distributing Company
Hy-Vee Food Store
Iowa River Brewing Company
Jack's Pho' House
Jimmy Johns
Legends
O'Hungry's Restaurant
Pizza Ranch
Smokin' G's BBQ, Restaurant, and Catering



There are still a few openings for Chamber member caterers, restaurants, food/beverage distributors or other food-related businesses. Cost is \$75 and includes pre- and post-event publicity, table to display business information, and opportunity to promote products/services to attendees. Participants must offer 150 or more food/beverage samples.

Contact Barb Johnson at the Chamber office (641-753-6645) for more details or to sign up. This event is open to employees of Chamber member businesses/organizations only.

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