

Chamber Digest

May 2016

Volume 33, Issue 12



the
Chamber
Marshalltown, Iowa

Upcoming Events

- April 26-28:** D.C. Summit
May 4: 47th Annual Scholastic Banquet
May 8: Mother's Day; Fisher Community Center closed
May 11: Business After Hours at Elmwood Country Club
May 19: Cybersecurity for Small Businesses
May 30: Memorial Day; MRP offices closed
June 2: Marshalltown Regional Partnership Annual Banquet

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Annual Banquet preparations underway

The staff of the Marshalltown Regional Partnership (MRP) is busy preparing for this year's Annual Banquet which will feature the 118th Annual Meeting of the Marshalltown Area Chamber of Commerce. The event will be held June 2 at DeJardin Hall on the Iowa Valley Community College District campus. Social time begins at 5:30 p.m. with dinner being served at 6:00 p.m. and a program and keynote address to follow. Gold sponsor for this year's event is Lennox.

Members of the Flying Hippo leadership team will give the keynote address. Flying Hippo is a branding, web design and inbound marketing agency located in Des Moines.

"We are fortunate to have members of the leadership team from Flying Hippo with us at this year's Annual Banquet," says David Barajas, Jr., CEO of MRP. "They will focus on the importance of marketing and branding. Within their presentation, they will share their company's history and anecdotes which illustrate Flying Hippo's philosophy and successes. They will also explain the process they take clients such as the MRP through in branding efforts."

In addition to the keynote address, the program will include reflection on the past year by the organizations within the MRP: the Marshalltown Area Chamber of Commerce, the Marshalltown Convention & Visitors Bureau,



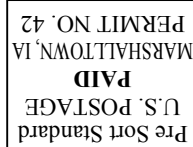
and Marshall Economic Development, as well as celebration of successes.

Chamber Executive Director, Lynn Olberding, says, "This will be the 118th Annual Meeting of the Marshalltown Area Chamber of Commerce, so we have much to celebrate. Part of the celebration will include presentation of The Chairman's Community Impact Award. In addition, the MRP Annual Banquet also recognizes the graduation of the Iowa Valley Leadership Class of 2015-2016."

Reservations to attend the banquet can be made at www.marshalltown.org/chamber/event.php. Cost is \$380 per table (six seats) or \$67 per person.

MRP Annual Banquet

Date: Thursday, June 2
Time: 5:30 p.m. Social; 6:00 p.m. Dinner
(Program & Keynote Address follows)
Location: DeJardin Hall, IVCCD
Reservations: \$67 per person
www.marshalltown.org/chamber/event



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Member Spotlight

9th Street Gallery & Frame

9th Street Gallery & Frame has been providing quality custom framing to the Marshalltown area for more than 40 years. Owner Beth Burkemper is continuing that reputation and also making further progress through renovation and revitalization of the store.

“As our renovations progress,” Burkemper said, “the core products will remain, but a new look will be implemented.”

Burkemper and her staff, Karin Podhajsky and Kyle Landas, work together in the designing, joining, and fitting stages of the framing process. “The three of us complement each other well,” Burkemper says.

While custom framing is the business’ mainstay, the store also offers a bevy of other services. “We stretch canvases, complete shadowboxes, frame mirrors, and offer ready-made mats and frames,” Burkemper explains. In addition, the gallery features original artwork, limited edition prints, and university images.



The main level of 9th Street Gallery & Frame at 506 South 9th Street has been recently renovated.

Burkemper says the store also takes on “fix it” projects such as repairing broken frames, broken glass, and damaged matting.

“Beyond repair work, there can be unique situations such as finding a particular piece of artwork, appraiser information, or more,” Burkemper continues. “We try our best to offer advice and a direction for resources to all our customers including individuals, non-profits, and corporate accounts.”

The store’s layout (design planning on the main level and production area on the lower level) is a unique feature that allows a quick turnaround time. “When necessary, we can turn a project around in a few hours,” Burkemper comments.

Besides onsite design-to-production services and fastest turn-around time, 9th Street Gallery & Frame offers the largest selection of frames with consistent, reasonable pricing and friendly, experienced and consistent staff.

“Our staff are all proud supporters of arts in our community,” Burkemper says. “For two years, our shop has featured an ongoing sale of Marshalltown High School student-made ceramic pieces with the proceeds returning to the high school art department for supply purchasing.” In addition, the shop has hosted both student and teacher workshops, donated framing supplies and services to student art shows, and participated in the “Artists for Education” Silent Auction fundraiser.



MHS student ceramic pieces are offered for sale.



Students learn framing in the shop’s lower level production area.

Leadership

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Fauna Nord
MCVB
Julie Thomas
MCVB
Randy Wetmore
At-Large

Business After Hours

May 11, 2016

Elmwood Country Club
1734 Country Club Lane
5:00 to 6:30 p.m.

June 2016

Glenwood Place
Retirement Community
2907 South 6th Street

July 2016

Home Federal Savings Bank
303 West Main Street

August 2016

Five Star Real Estate Group
2110 South Center Street

September 2016

Pinnacle Bank
2206 South Center Street

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

Staff

Lynn Olberding
Executive Director -
Chamber
Barbara Johnson
Executive Assistant -
Chamber

Val Ruff
Executive Director -
MCVB
Shauna Banks
Executive Assistant -
MCVB

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 and Marshalltown Convention & Visitors Bureau, who collaborate in creating opportunities for businesses, residents and visitors.

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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.

Tremont on Main promotes Dallas Boerm

Effective April 1, 2016, Dallas R. Boerm has been promoted to Director of Personnel for The Tremont Restaurant Group based in Marshalltown.

Boerm has been with The Tremont since September, 2012. Most recently, he has been Front of the House Manager coordinating service, hospitality and scheduling for the wait staff at Tremont on Main and Tremont Grille. Prior to joining The Tremont, Boerm worked with Norwegian Cruise Lines as a manager of cruise personnel and a musical performer for eleven years.

In his new position, Boerm will work directly with owners JP and Jennifer Howard in the management of company personnel. Please stop by The Tremont and congratulate him.



Dallas R. Boerm

New Members

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

Please support these businesses with your patronage.

Hoglan's Pro Shop

Josh Hoglan, Owner/Manager
1301 South 6th Street
Marshalltown, IA 50158
(641) 752-1834

Located at the American Legion Memorial Golf Course, PGA professional Josh offers lessons, club fitting and repair, as well as clubs, golf bags, and clothing.

Members 1st Community Credit Union

Janet Borer, CEO
910 South 12th Avenue (Main Office)
Marshalltown, IA 50158
(641) 752-1582

An Iowa-based, member owned and operated, not-for-profit financial cooperative with seven locations offering many savings, loan, and card service options.

Van Wall Equipment

Gery Hagerty
3006 South Center Street
Marshalltown, IA 50158
(641) 752-1527

Van Wall sells and services John Deere equipment including those specialized for agriculture, golf & turf, light construction, commercial, and lawn & garden.

2016 D.C. Summit

A small delegation of Marshall County residents and business leaders are heading to Washington D.C. on April 26 to 28.

As they visit with legislators and their staff members, the group will focus on three key areas of concern to our community: transportation, education, and housing. The annual event is sponsored by the Marshalltown Regional Partnership (MRP).



Business News



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Sundays at 7:30 a.m. on 1190 KDAO-AM

Get the latest news from all the Marshalltown Regional Partnership organizations: Chamber, Marshall Economic Development & MCVB!

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Networking: Why it's important

By Lynn Olberding, Chamber Executive Director

A key benefit of Chamber membership is inclusion in networking events like A.M. Exchange and Business After Hours. Did you know **any** employee of a Chamber member business/organization can attend?

Networking has many benefits, including win-win partnerships with other Chamber members. Here are some key reasons we hope to see you at the next Business After Hours event:

1. **Relationship building.** The best way to build relationships is to meet people. If you meet someone who is interesting and influential, be willing to the commit time and resources necessary to connect.

2. **Business expansion.** You never know who you might meet at a networking event. Increase your sales, generate new customer leads, gain new knowledge. Be prepared to talk about your business and how you might create synergy with a contact you make at a networking event.

3. **Get out of your bubble.** We spend too much time with our thumbs pounding out a message on our mobile devices, our heads hung as we read an email while walking down the sidewalk. Networking events force you to come face-to-face with other like-minded individuals. People who attend networking events want to expand their sphere of influence. Networking events are a great place to share positive news about your company, your products, or your services. It's a great time to build excitement for a community initiative or project. It's a great audience to reach out to for new volunteers or board members. For a short time, put down mobile devices and make eye contact with an actual human being.

Once you attend a Business After Hours, then what? Don't be afraid to reach out to your new contacts and continue your conversation over coffee or lunch. Don't be afraid to reciprocate when a new contact asks advice or a favor.

Remember: Networking is not collecting business cards. Good networking takes time to develop. It's never too early to start.

Watercolor Workshop

The Central Iowa Art Association will host a Watercolor Workshop with Sarah Gilbert at Fisher Community Center Art Studio on April 30 from 10:00 a.m. to 4:00 p.m. The first half will focus on demonstrating varied watercolor tools and techniques with a rundown of basics. The second half will give participants a chance to produce a piece of artwork based on the teaching and with Gilbert's help and guidance.

The cost of the workshop is \$35 and includes lunch. To register, go to www.facebook.com/CentralIowaArtAssociation, email info@theartcentermarshalltown.org, call (641) 753-9013 or stop by the Art Studio at 709 South Center Street.

Convention & Visitors Bureau

May Events

Find more information at www.visitmarshalltown.com

Date	Event	Location
Mondays	Bridge	Senior Center
Mondays	Horsing Around 101	Wolfe Ranch
Tuesdays	Bingo	Senior Center
Wednesdays	Storytime	Marshalltown Library
Thursdays	Trivia Night	Iowa River Brewing Co.
Fridays	Star Gazing	Green Castle Recreation
Fridays	Race Night	Marshalltown Speedway
April 30-May 1	AKC Dog Show	Central Iowa Fairgrounds
May 4	Nature Story Hour	GrimesFarm & Conservation
May 4	Brown Bag Bunch	Grammer Grove
May 7	English Tea	Binford House
May 7	Walk a Mile in Her Shoes	Courthouse Square
May 8	Happy Mother's Day	
May 9	MHS Jazz Coffee House	Iowa Valley Continuing Ed.
May 14	Farmer's Market	Cartwright Pavilion
May 14	Blessing of the Bikes	American Legion
May 14-15	Cowboy in the Sky	Central Iowa Fairgrounds
May 18	Nature Story Hour	GrimesFarm & Conservation
May 18	Farmer's Market	Cartwright Pavilion
May 19	Epilepsy Education Seminar	Best Western Regency Inn
May 19	History on Third Thursday	Historical Museum
May 21	Farmer's Market	Cartwright Pavilion
May 21	Marshmallo XXXI Ride	Riverview Park
May 25	Farmer's Market	Cartwright Pavilion
May 27	Farmer's Market	State Center Main Street
May 28	Farmer's Market	Cartwright Pavilion
May 30	Memorial Day	

Post an event today at www.visitmarshalltown.com. It's free; no passwords are needed. Click "Add New Entry" at bottom of the calendar page, fill out the form, do the challenge/response, and click SAVE. Events are held for approval.

Blessing of the Bikes

The 21st annual Blessing of the Bikes is a family-friendly event promoting motorcycles and the culture that goes with them. This event is one of the top ten longest running motorcycle events in America, every year attracting between 900 to 1,000 guests to Marshalltown and the greater Marshall County area.

This year's event takes place on Saturday, May 14, 2016 from 10:00 a.m. to 4:00 p.m. at the American Legion Post #46 (1301 South 6th Street). There will be several games and activities as part of the day's itinerary, plus special appearances by Frank Fritz and Tom Harris, "Clean Dean" Shawler, TV personality Jackie Schmillen and more. A minister will be there also to bless all the riders and their passengers with a safe motorcycle riding season.

As an annual charity event, 100% of the funds raised will go to benefit charities in Marshall County and the Marshalltown area.

May Meetings, Conventions and Tournaments

Date	Group	Location
May 4	Drug Endangered Child Conf.	Iowa Valley Continuing Ed.
May 7-8	Junior/Senior HS Rodeo	Central Iowa Fairgrounds
May 12	Transportation Summit 2016	Iowa Valley Continuing Ed.
May 14-15	Sid Roseland Rodeo	Central Iowa Fairgrounds
May 18	Forensics Experiential	Iowa Valley Continuing Ed.
May 21-22	Arabian Horse Show	Central Iowa Fairgrounds
May 28-29	State Junior/Senior HS Rodeo	Central Iowa Fairgrounds

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

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Convention & Visitors Bureau

National Travel and Tourism Week

May 1 through 7 is designated as National Travel and Tourism Week. This annual salute to travel and tourism in America was established by a congressional resolution in 1983.

Since travel is a primary industry in America, this year's U.S. campaign goal is to ensure that travel—and its positive impact—is part of the discussion amidst the 2016 election season. That is also why travel and tourism professionals are “hitting the campaign trail” in honor of National Travel and Tourism Week 2016.

To gear up for the tourism season the Marshalltown Convention & Visitor Bureau (MCVB) new Executive Director, Val Ruff, and MCVB Executive Assistant, Shauna Banks, attended the Power of Travel Day in Ames at the Sukup End Zone Club on Friday, April 22.

Doug Lansky was the featured speaker. He spoke on the topic “What the Smartest Destinations are Doing Right”. His topic was filled with fresh concepts and perspectives that will help the tourism field rethink the way they market and develop their destinations.

This event was hosted by Iowa's three Tourism Regions, and the session was made possible through special project funding from the Iowa Tourism Office/Iowa Economic Development Authority and in partnership with the Ames Convention & Visitors Bureau.

Marshalltown

Convention & Visitors Bureau welcomes new Executive Director

David Barajas, Jr., CEO of the Marshalltown Regional Partnership, is pleased to announce the selection of Val Ruff as Executive Director of the Marshalltown Convention and Visitors Bureau (MCVB). Ruff will begin her new responsibilities on May 2. She is currently Executive Director of the Marshall County Arts and Culture Alliance.

“We are very excited to have Val join our team at the Marshalltown Regional Partnership,” Barajas said. “Her experience and qualifications are impressive. With her knowledge and abilities, I'm

confident that Val will help lead the Marshalltown Convention and Visitors Bureau to an exciting new level, emphasizing the tourism industry as an important component of our community's economic development plan.”

Ruff is passionate about all aspects of the community, having worked on a number of projects including the Orpheum, Holiday Stroll, Iowa Trails Inc., and Linn Creek Arts Festival.

“I am excited about the new adventure that awaits as MCVB Executive Director,” Ruff said. “It's a thrill to celebrate and promote the community about which I am passionate.”

Ruff is a lifelong Marshall County resident. Daughter of Harold and Pam Bollhoefer, she was raised in Laurel, Iowa. She and Rod, her husband of thirty plus years, have two daughters and two grandchildren.





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Ambassadors Visits



On March 18, Slumberland staff (27 West Berle Road) and Chamber Ambassadors celebrate the store's grand opening with a ribbon cutting next to the 40 mattress sets the store plans to give to needy area children.



Owner Matt Pisney and staff of the Dairy Queen - Center Street (2107 South Center Street) and Chamber Ambassadors celebrate the grand opening of the remodeled addition with a ribbon cutting on March 22.



On April 12, Chamber Ambassadors congratulated Owners/Stylists Jeremy & Karen Sireno on the grand opening of their salon, The Chop Shop, (2500 S. Center St., Suite 3380 in the Marshalltown Mall).



The Chamber Ambassadors hosted a courtesy call with Manager Kiril Chaush and staff of Enterprise Rent-A-Car (2007 South Center Street) on April 12.

Thank you Ambassadors!

Photos of past Ambassadors' Courtesy Calls and Ribbon Cuttings are posted on the Chamber's website at www.marshalltown.org.

Business News

Iowa Valley Leadership Class of 2015-2016 Class Project



Class and community members cleaned up the pond area of Fisher Community Center April 8-9.



As part of the Iowa Valley Leadership Class of 2015-16 project, new bench seating and a picnic table have been installed at the Fisher Community Center pond. The class has plans to complete the project by planting new landscaping which will take place in May.

Class Spotlight



Name: Shelly Deal

Title: Executive Director at the Animal Rescue League of Marshalltown

What that means: I am responsible for overall management of the shelter, which includes animal care, staff, administrative duties, financial management, fundraising and marketing.

Best part of my job: Making a difference in the lives of so many animals! It is so rewarding to help find forever homes for animals that were

previously lost, unowned or unwanted.

Other community involvement: Through my church, United Church of Christ in Green Mountain, I have donated to or volunteered for local charities and organizations such as Stork's Nest, Operation Christmas Child and House of Compassion. I've also rung bells for Salvation Army.

Why I am in IVL: This is an opportunity to learn about the town and meet new people, as well as learn about different area organizations.

Best part of living/working in Marshalltown: It has everything I need!! I am a small town girl who would never survive in a big city, but Marshalltown is "just right". I love the thriving small family businesses.

Class Spotlights



Name: Amy Robak

Title: Maternal and Child Health Coordinator for Mid-Iowa Community Action (MICA)

What that means: I coordinate maternal and child health clinics that run side-by-side with the WIC clinics. MICA's Maternal Health program provides educational, social, dental, and nutritional support and guidance during and after pregnancy. MICA's Child Health program links children (birth to age 21) to medical and dental providers

so the children can receive the care they need to be healthy.

Best part of my job: Connecting with other agencies and working together to get the best outcome for those we serve.

Other community involvement: Healthy Family Fair, Darkness to Light (child sexual abuse prevention), Trauma Informed Care Training, and Breastfeeding Education for Iowa Communities.

Why I am in IVL: To meet other people who care about the community and who want to make a positive impact on Marshall County families.

Best part of living/working in Marshalltown: Marshalltown is such a diverse community; I love the culture (and the food)!



Name: Christina Malcom

Title: RN BSN, Clinical Nurse Manager at Central Iowa Healthcare's Wound Healing Center

What that means: I work with a great team of nurses and physicians who are specially trained in wound care to provide the best chance of healing for our patients. We earned an award in 2015 for excellent healing rates and patient outcomes. We offer Hyperbaric Oxygen treatment, too.

Best part of my job: I love being with patients and knowing we are making a difference in people's lives.

Other community involvement: Girls basketball coach, Marshalltown Softball Association (MSA) board member, MSA women's league player.

Why I am in IVL: I want to learn more about our community and its volunteer opportunities. I want to help empower my generation to become more involved, make a positive impact and be a good role model.

Best part of living/working in Marshalltown: It has a small town feel with large opportunities and a lot to offer. Our diverse culture teaches kids to be proud of who they are. My husband and I are very lucky to have family close by to share our all of our son's firsts.

Economic Development

Succession Plans: A Difficult Conversation and Process Critical to Long-Term Community and Economic Prosperity

By Tom Deimerly, Marshall Economic Development Executive Director

The economic development strategy of retaining and growing an existing business base is often tied to 80% of the community potential job growth. While sitting in a meeting, a statistic struck home during the discussion. It was the relative age of the business roots in the community and the age of the business owners. We were celebrating the longevity of these businesses and the great work of the business owners to run highly successful small, medium and large businesses that truly reflect the values of our community and are the backbone of our local economy. Then, a scary thought crept into the back of my mind. While we sit here celebrating their success (that is fully deserved!), what happens when these successful business owners and managers choose to retire? Have they identified potential buyers or leadership, is there a plan to keep the doors open long into the future, or have they even considered an exit strategy?

These types of conversations and considerations can be scary for many business owners who have poured their heart and souls into the business. In fact, one might even go a step further to classify the discussion as outright uncomfortable. Like a business plan, a succession plan is important because it gives the owner and his/her workers a guide for conducting business—only this specific guide pertains to the circumstances that will transpire if the current owner leaves. Without a succession plan, the business's fate is uncertain and could be left in the hands of a court. Also, if the business owner has multiple children or family members, it could cause disputes within the family about who should take over the company. This is one of the major reasons why a succession plan is important: it helps maintain peace within a family or other group of people/employees in case the owner is no longer there to give an opinion on the matter. It also allows that business to keep its doors open, thereby continuing to contribute to the local economy.

The first step in creating a succession plan is for the business owner to decide on the party (or parties) that he/she wants to take over the company. He or she must also decide if that person should take over all of the liquid assets of the business or whether a portion should be distributed to other loved ones. Many times this process can involve the entire family.

The next step is to determine the value of the business using the services of a certified public accountant or business consultants. Once all these details are secured, a plan must be formalized. Sometimes this is in the form of a will, or many times it's simply a plan for transferring ownership, over time, to an existing employee or child. It can take many

forms and the process described above is not set in stone. No two businesses are ever exactly alike, and each succession plan is as unique as the individual business.

Due to the process often being (1) difficult to discuss and, (2) highly confidential, it is often easier to discuss these matters with an outsider or third party business service provider who is removed from the "local" rumor mill.

As I have promoted in the past for entrepreneurs wanting to start a business, Marshall Economic Development has partnered with the Iowa Small Business Development Center (SBDC) to bring this center's services back to the local level, so that business owners no longer need to travel to Ames. In addition to business and marketing planning assistance, SBDC also works with existing companies to evaluate, establish and implement succession plans and exit strategies. These services are provided free of charge to the participating business.

If you haven't considered a succession plan, while difficult now, it makes things easier for the future. Everyone deserves to retire eventually; the goal is to keep the business they have worked so hard to create and build successful long into the future. We are here to help!

If you or someone you know would benefit from these types of SBDC services, contact the Marshall Economic Development office at (641) 753-6645 or contact Ted Bair, Regional SBDC Director at (515) 296-7828 to schedule an appointment.

Economic Statistics

March, 2016

Employment – Marshall County	2016	2015
Labor force	19,500	20,090
Unemployed	1,330	1,400
Percent unemployed	6.8	7
Total employment	18,170	18,680
Marshall County Construction		
Building permits	12	11
New Residential Construction	\$475,000	\$306,000
Residential Addition/Remodeling	\$37,000	\$ 74,000
New Commercial/Industrial Const.	\$2,245,000	\$0
Commercial/Industrial Remodeling	\$220,000	\$561,000

*Housing Sales Data

Single family home sales	26	22
Average sale price	\$76,921	\$85,914
Median sale price	\$68,250	\$66,750

*Data not available for March. February, 2016 data used.

Business News

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Open 4 Business Contest

Do you have a great business idea? Have you always wanted to own a business in downtown Marshalltown? Is your current business planning to expand services or add a new product line? The Marshalltown Central Business District (MCBD) is looking for interested entrepreneurs who could use \$28,000 to launch or grow their business idea within the Marshalltown Main Street District.

The Open 4 Business Contest is a chance to compete for grant funds up to \$28,000 to assist with development or expansion that benefits the local community. Businesses must be located within a state-designated Main Street district, complete an application and present a “business pitch” outlining the business idea and its local community benefits. A 25% cash match is required. Marshalltown applications are due May 2. For further dates, competition details, and grant specifics, contact Jenny Etter, Director, MCBD, (641) 844-2001, email: director@marshalltown-mainstreet.com, or Business Specialist Robin Bostrom at (515) 725-3053 or robin.bostrom@iowa.gov.

Thank You Reinvesting Members

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

Abarrotes La Salud, Inc.	4	Marshalltown Sewing Center	24
Appliance Doctor	24	Moler Sanitation	4
Balvanz Electric, LLC	4	Northwestern Mutual - McCoy	27
Bantz Chiropractic Center	6	Optical Center	18
Bickford of Marshalltown	19	Pinnacle Bank	20
Cabinet Shoppe, The	12	Pro Finish	7
D & S Facilities Services Inc	4	SNT Trucking & Warehouse	4
Ethington Heating & Cooling	23	Sub City	16
First Baptist Church	18	Superior Cleaning, Inc.	18
First United Methodist Church	18	Svendsen Ag Co.	17
In Stitches	1	Willard's Furs and Fashions	98
Marshall County ISU Extension	23		

www.marshalltown.org Statistics

	Mar 16	Avg/Month	YTD Total
Unique Visitors	3,204	3,248	9,745
Number of Visits	8,102	7,117	21,352
Page Views	24,494	24,169	72,507
Hits	103,230	104,013	312,040

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.

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

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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 CENTER
MARSHALLTOWN**
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

47th Annual Scholastic Banquet scheduled

In conjunction with Presenting Sponsor, Emerson-Fisher, the Chamber is pleased to announce plans for the 47th Annual Scholastic Banquet on May 4. This event will honor the top 5% of graduating seniors from East Marshall, GMG, Marshalltown, and West Marshall High Schools.

East Marshall High School



Haley Fye



Cornelia Hayes



Devyn Stewart



Haley Story

Marshalltown High School



Emma Alman



Ellyn Boland



Megan Emerson



Trevor Fuccio



Beau Ragland



Elizabeth Ramirez



Carrie Schmidt



Courtney Schmidt



Jaime Vergara



Rachel Whaley



Bailey Wildt



Jacob Youngblood

**Not pictured:* Ryan McDaniel and Brenda Vega, both of Marshalltown High School

Chamber Members are invited to the Scholastic Banquet!
When & Where: May 4, 6:00 p.m. at Elmwood Country Club
Cost & Reservations: \$25 per person. Make reservations by April 26 via email to bjohnson@marshalltown.org

Keynote speaker for the event will be Marshalltown native and MHS graduate, Mike Miller, who is President/CEO of RACOM Corporation. Gold sponsors of the banquet are Lennox, Central Iowa Healthcare, and Marshalltown Community College. Students to be honored include:

Green Mountain - Garwin (GMG) High School



Jacob Burt



Blayne Koster



Cole Langenbau

West Marshall High School



Garrett Dunn



Riley Schlichte



Amanda Schuler

THANK YOU SCHOLASTIC BANQUET SPONSORS!

Presenting Sponsor: Emerson – Fisher

Gold Sponsors: Lennox, Central Iowa Healthcare

Marshalltown Community College

Flower Sponsor: Lowes' Flowers

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Student Sponsors: Evans Abstract, Hawkeye Care Center of Marshalltown, M. Gervich & Sons, Dr. John Collison, Dr. David Clark, Ace Precision International, Steve & Mary Rund, Marshalltown Broadcasting, Great Western Bank, Coldwell Banker–Premier Real Estate, Times-Republican, Smokin' G's BBQ, Restaurant, & Catering Service, St. Francis Catholic School, McRill-Stowell-Christensen Insurance, Martha-Ellen Tye Foundation, State Farm – Phyllis Mazour, Interface Sealing Solutions, Taylor's Maid-Rite, McFarland Clinic, Cartwright, Druker & Ryden, Stalzer Photography, Lennox Employee's Credit Union, Bowman & Miller, Emerson – Fisher TRC Team, Hermanson Orthodontics, RACOM, Luethje Auto Sales, The Market Off Main, Wells Fargo Bank, Animal Clinic – The Vet

Business News

“Cybersecurity for Your Small Business: Understanding the Basics”

A seminar discussing Cybersecurity for small businesses will be held May 19. The event is sponsored by Farmers Savings Bank and presented in partnership with the Marshalltown Area Chamber of Commerce.

The past two years have seen sharp increases in the number of cyber-attacks impacting small businesses. Nancy Harris, Vice President/Human Resources at Farmers Savings Bank indicates that the financial risks of a successful attack can be quite significant. “Smaller companies are attractive targets because they are relying more and more on the Internet, personal computers, mobile devices, point of sale terminals and cloud-based services,” Harris says. “However, they typically do not have the same level of security awareness as larger organizations.”

To help small businesses in our community, Farmers Savings Bank is presenting this valuable seminar. “This informative session provides an easy-to-understand overview of the cyber dangers small businesses currently face as well as new threats that are emerging,” Harris says. “Participants will learn about the mistakes most small businesses make and how to affordably strengthen defenses to lessen the chances of a

cyber-attack creating a financial loss.”

Speaker Jack Vonder Heide, a leading authority on technology and its impact on business, will present two sessions at Fisher Community Center (709 South Center Street), the first at 8:00 a.m. and the second at 12:00 noon, each lasting between

60 and 90 minutes. A meal will be provided. There is no cost to attend; however, registration is requested. To register, please email bjohnson@marshalltown.org. “Sometimes, there IS a free lunch,” Harris says. “This is not a sales presentation; it is an educational opportunity. Be sure to take advantage of this value-packed session.”



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 Bonnie Ort Processor	 Robin Angstman Agent-CSA	  <p>Independent Insurance Services</p> <p><i>THE POWER OF CHOICE!</i></p> <p>11 EAST CHURCH STREET - MARSHALLTOWN, IA (641) 752-4618</p> <p>AUTO - HOME - BUSINESS - FARM PROPERTY & LIABILITY - CROP/HAIL - LIFE HEALTH - WORKERS COMPENSATION - LONG-TERM CARE - ANNUITIES</p> <p>LOCAL CLAIMS SERVICE www.InsureCentralIowa.com</p>				 We Are Mobile! Scan With Your Mobile Device	 Matt Roebgard Information Systems	 Esti Carlton Office Manager		
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