

Chamber Digest

September 2016

Volume 34, Issue 3



Upcoming Events

- September 5:** Labor Day: Marshalltown Regional Partnership offices and Fisher Community Center closed
- September 7:** Business After Hours, Pinnacle Bank, 4:30 to 6:30 p.m.
- September 28:** Marshalltown Regional Partnership brand unveiling
- October 3-7:** Member Appreciation Week
- October 6:** Member Appreciation Lunch

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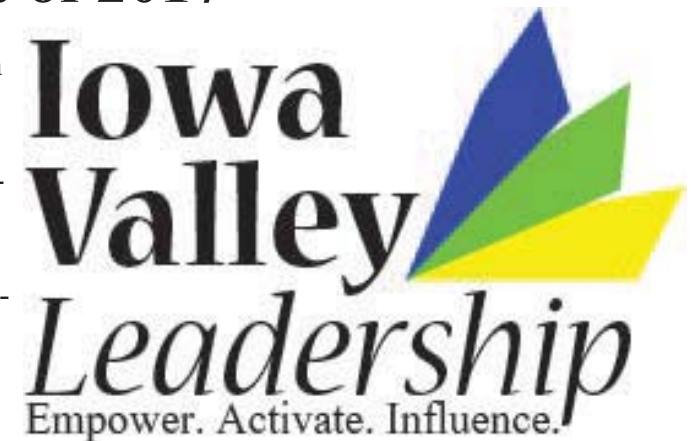
Iowa Valley Leadership announces class of 2017

The Iowa Valley Leadership (IVL) class of 2017 will kick off this year's program with a two-day retreat on September 8 and 9. The class is co-sponsored by Marshalltown Area Chamber of Commerce and Iowa Valley Continuing Education.

The IVL class is designed to empower individuals to become active community leaders and influence positive change. To achieve this, class members spend nine months learning about the Marshalltown community through meeting a variety of local leaders, being exposed to numerous businesses and organizations, as well as having educational visits and experiences throughout the Marshalltown area. During the course, IVL participants will also choose a class project to complete for the benefit of the community.

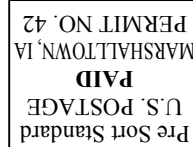
The following class members have been selected for this year's program. They represent a cross-section of the community. Congratulations to the 2017 IVL participants:

| | | | |
|---------------------|-------------------------|-------------------|-------------------------|
| Kim Barnes | Lennox | Donna Gilligan | Emerson |
| Melinda Beard | Elim Children's Center | Ashley Goble | Emerson |
| Chanda Bovenmyer | Central Iowa Healthcare | Deb Grove | YMCA-YWCA |
| Brandon Buck | Moore Law Firm | Anna Hernandez | MHS |
| Noah DeVenney | MHS | Ashley Ladehoff | Animal Clinic - The Vet |
| Dylan Does | Restore Church | Tami Lichtenberg | Iowa River Hospice |
| Norma Dorado-Robles | ISU Extension | Kayleen Mahlstedt | Home Federal Savings |
| Sara Faltys | McFarland Clinic | Regan Mazour | MHS |
| Alesha Farley | CIH Home Care | Kimberly Meyer | Consumers Energy |
| Ciara Feldman | MHS | Samantha Mitchell | Independent Insurance |
| | | Courtney Sabus | MICA |
| | | Anne Selness | Marshalltown Parks/Rec |
| | | Theron Schutte | MCS D |
| | | Justin Strom | Clapsaddle-Garber |
| | | Andrea Terrones | Central Iowa Healthcare |
| | | Tricia Thein | Marshalltown Police |
| | | Megan Thompson | MICA |
| | | Kate Troskey | MCS D |
| | | Bob Untiedt | Orpheum Theater Center |
| | | Ben Veren | Marshall Co. Sheriff |



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

Member Spotlight

Premier Office Equipment

Premier Office Equipment was founded in 1999 with the mission of providing clients superior office technology and exceptional customer service through local sales and repair staff. Seventeen years later, this mission statement couldn't be more accurate.

Nick Barnes, Director of Sales, says, "We have evolved through the years to become one of the leading office technology providers in all of Iowa, providing world-class Xerox solutions, managed print services, and production printing systems throughout the state."

Their excellent service in Iowa has served as a springboard to helping clients nationally and even internationally. Barnes explains, "While we provide office technology and the related services to businesses in Iowa, many of our clients also have locations outside of Iowa. Our relationship with Xerox allows us to serve those clients throughout all 50 states and even in other countries." In fact, many of Premier's larger clients not only have office products and managed print services, but also print production systems that run upwards of three million pages per month on just one device.

The best part about conducting business in Marshalltown

"Hands down," Barnes says, "the best part about conducting business in Marshalltown is loyalty. The people and businesses in Marshalltown have been extremely loyal to us. Their support has allowed us to grow



our company in many ways, including adding employees and increasing the services and solutions we offer clients." Premier currently employs 35 people.

The Chamber has also helped in that growth according to Barnes. "The Chamber in Marshalltown is a great hub to bring all businesses together to network and grow." He continues, "These opportunities are invaluable when growing a company in any community. We are fortunate to have such a great Chamber in Marshalltown."

"Make My Non-Profit Run Better"

Premier is in the fourth year of this annual contest where both small and large non-profit agencies apply for office equipment and technology solutions to help them run better. "Each year we have given away approximately \$50,000 in office technology makeovers to non-profit organizations," Barnes says.

Beyond great technology

"A lot of people know Premier as a great technology company that offers copiers, printers and exceptional customer service through local people," Barnes says. "While that is certainly true and has been for 17 years, the largest value Premier provides an organization initially is through assessing their business from a document workflow standpoint. We see if there is an opportunity for our organizations to partner together. Often times we find opportunities to enhance a business' environment where we co-author a strategy to begin a partnership moving forward that is beneficial for both of us. Over the years this has helped us to build life-long clients with a true partnership.



Premier 360°

Premier 360° is a unique assessment methodology for strategic planning that delivers an "aerial view" of what works best for your enterprise. It starts with an in-depth analysis of the core areas of your organization. We create and review blueprints of how information flows within your organization. Then, we co-author with you a strategic plan that implements the best processes possible.



- Learn and understand your enterprise
- Guarantee 95% uptime
- Provide solutions – not just equipment
- Help reduce costs
- Streamline your operations

Leadership

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MCSD

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Jacque Goodman
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Steve Soddors
City Administrator

Marshalltown Regional Partnership Chair: Chris Brodin



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At-Large
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MED
Gary Schaudt
Chamber
Julie Thomas
MCVB
Mary Wertzberger
MED
Randy Wetmore
At-Large
Tyler Wollam
MCVB

Business After Hours

September 7, 2016

Pinnacle Bank
2206 South Center Street
4:30 to 6:30 p.m.

October, 2016

Great Western Bank
11 North First Avenue
4:30 to 6:00 p.m.

All employees of Chamber member
businesses & organizations are
encouraged to attend.

A.M. Exchange

Tuesday, October 11

7:00 - 8:30 a.m.

R.S. Stover
(3809 South Center Street)

Enjoy business **before** hours with
networking and a great breakfast.
Meet someone new or reconnect
with a business contact.

All employees of Chamber member
businesses & organizations are
encouraged to attend.

Staff

Lynn Olberding
Executive Director -
Chamber
Barbara Johnson
Executive Assistant -
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Val Ruff
Executive Director -
MCVB
Shauna Banks
Executive Assistant -
MCVB

Tom Deimerly
Executive Director -
Marshall Economic
Development

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.

Van Wall Equipment earns award

Van Wall Equipment, headquartered in Perry, Iowa, with local retail outlet in Marshalltown, has been chosen as the 2016 "Dealership of the Year" by Farm Equipment magazine. The firm was given the award for outstanding financial and operating performance along with its demonstrated commitment to employee training, community involvement and renowned customer service.

"It's a humbling experience because I've been around a lot of other outstanding dealers, and I know there's a lot of things that other dealers do better than I do. I do know there's some things we do well, but I think it's important to say there's a lot of opportunity for us to be better yet," says Don Van Houweling, owner and CEO of Van Wall Equipment.

Farm Equipment has presented its "Dealership of the Year" annually for 12 years. According to their website, the purpose is to "elevate farm equipment dealerships that are leading the industry in best practices, operations management and customer care."



Iowa Home Care service awards

Four employees of the Marshalltown branch of Iowa Home Care were honored at the recent 2016 Employee Anniversary Dinner. Members of the Marshalltown staff recognized for their years of employment and dedicated service were: Margaret (Sue) Bryant, Keely Clark, Betty Gauch, and DeNae Hofer. Each employee has completed five years of service with the health care organization.



At the 2016 Employee Anniversary Dinner (from left): Iowa Home Care President & CEO Kim Weber; Lee Hogg, RN; DeNae Hofer; Betty Gauch; Jamie Mathis, RN; and Lisa Purvis, Branch Manager.

New manager at Nourish

Owner Tim Madsen is pleased to announce the promotion of Jody Wunsch to Manager of Nourish Healthy Weight and Wellness Center. Wunsch, a health coach/consultant has been with the Nourish team for five years.

Established in 2010, Nourish formerly operated as Lite for Life. The business focuses on giving the Marshalltown community the knowledge and guidance to live a healthy and balanced life, taking a holistic approach to health and wellness. As a health coach, Wunsch gets to know each client individually in order to help them make positive changes based on the client's lifestyle.



Jody Wunsch

**Marshalltown Regional Partnership offices
and the Fisher Community Center
will be closed on Monday, September 5
in observance of
the Labor Day holiday.**

Business News



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www.marshalltown.org Statistics

| | July 16 | Avg/Month | YTD Total |
|------------------|---------|-----------|-----------|
| Unique Visitors | 3,042 | 3,220 | 22,543 |
| Number of Visits | 5,285 | 6,295 | 44,062 |
| Page Views | 22,848 | 23,805 | 166,634 |
| Hits | 102,577 | 101,614 | 711,301 |

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, job postings and calendar of events. Contact the Chamber office for more information.

Listen weekly to Chamber Chat on KDAO

Sundays at 6:30 a.m. on 99.5 KDAO-FM

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

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Convention & Visitors Bureau

September Events

Find more information at www.visitmarshalltown.com

| Date | Event | Location |
|------------|----------------------------|----------------------------|
| Mondays | Bridge | Senior Center |
| Tuesdays | Bingo | Senior Center |
| Wednesdays | Farmers Market | Cartwright Pavilion |
| Thursdays | Trivia Night | Iowa River Brewing Co. |
| Fridays | Farmers Market | State Center |
| Fridays | Races | Marshalltown Speedway |
| Saturdays | Farmers Market | Cartwright Pavilion |
| Sept 3 | Yoga in the Park | 13th Street District |
| Sept 5 | Labor Day - Offices Closed | |
| Sept 11 | Blacksmith Hammer-in | Edel Blacksmith, Haverhill |
| Sept 15 | History on Third Thursday | Historical Museum |
| Sept 15-17 | World Nationals Kickoff | Marshalltown Speedway |
| Sept 17 | Run for the House | House of Compassion |
| Sept 17 | Yoga in the Park | 13th Street District |
| Sept 18 | Alina Kiryayeva/LOSM | MHS Auditorium |
| Sept 19 | Highway 30 Band | Senior Citizen's Center |
| Sept 22-25 | Oktemberfest | Main Street |
| Sept 30 | Art Walk | Downtown/Main Street |
| Sept 30 | Ed Burrows Comedy Show | Best Western |

10th annual World Nationals

The World Nationals are held in Marshalltown every September at the Marshalltown Speedway. The event brings in 200 cars and drivers from 12 different states and Canada featuring open motor IMCA Modifieds and racing for a prize of \$10K!

This year's three-day competition takes place on September 15, 16, and 17. For complete details and a schedule of this 10th annual World Nationals event, visit the Marshalltown Speedway website at the following address:

www.marshalltownspeedway.com.



September Meetings, Conventions and Tournaments

| Date | Group | Location |
|------------|------------------------------------|--------------------------|
| Sept 2 | Inaugural Showdown at Motown | Marshalltown Speedway |
| Sept 5 | Animal Swap Meet | Central Iowa Fairgrounds |
| Sept 7-8 | IA WEA Fall Operations | Best Western |
| Sept 8 | Farm to Table | Central Iowa Fairgrounds |
| Sept 10 | Iowa State Pedal Pull Championship | Veterans Coliseum |
| Sept 10-11 | Heartland Youth Show Lambs | Central Iowa Fairgrounds |
| Sept 15-16 | IA Community College Presidents | IVCCD |
| Sept 15-17 | World Nationals | Marshalltown Speedway |
| Sept 17 | Jack Farr Family Reunion | Fisher Community Center |
| Sept 23-24 | Class of 1966 Reunion (50th) | Tallcorn Ballroom |



**Make Marshalltown
Your Destination!**

Phone: 641-753-6645

Email: info@visitmarshalltown.com

Website: visitmarshalltown.com

Post your event on MCVB's

Calendar of Events in 6 EZ steps!

Marshalltown's Convention & Visitors Bureau wants to be the HUB for all activities in the Marshalltown area. Post your organization/group events, performances or festivals (open to the public) in six easy steps:

- Start at www.visitmarshalltown.com
- Click on the yellow calendar tab
- Scroll to bottom of the calendar page; click "Add New Entry"
- Fill out the online form as applicable
- Fill in the Challenge/Response
- Click SAVE

Posting events on the Marshalltown Convention & Visitors Bureau (MCVB) online calendar is free! No password is needed, and it can be completed in six easy steps. All events open to the public in 2016 can be added at any time day or night for your convenience. Events are held for approval and are checked randomly each day to approve events.

"Your Hometown Tire and Auto Service Center"

McAtee

Tire & Service Center, Inc.

**205 E. Linn St.
Marshalltown
752-7511**

Convention & Visitors Bureau

Art Walk



opportunity to meet and purchase original art.

The mission of the Downtown Marshalltown Art Walk is to bring awareness to regional artists and their work, while encouraging people to shop local and see what our historic downtown has to offer. It's a kid-friendly event and fun for the whole family. Check out Downtown Marshalltown Art Walk on Facebook.

Back Roads Junk-It Trail coming

A new Junk-it Trail is being developed, and it's located in Marshalltown, around Marshall County and Central Iowa.

Save the dates of October 7, 8 and 9 for three full days of antique, rustic, vintage, primitive, retro, rusty goodness along a back roads trail ride.

More than twenty store-front owners are ready to sell their rustic treasures from their shops.

Closer to the date, get a map of participating businesses from BackRoads-Junk@gmail.com or by visiting the Back Roads Junk-It Trail Facebook page.



Oktemberfest

Marshalltown's Oktemberfest, Iowa's Best Family Fall Festival, features the annual Grand Parade, 5K/10K race, kids' fun run, pancake breakfast, carnival rides, car and motorcycle shows, free live music concerts, plus numerous contests, demonstrations, and all types of fun food.

This year's event happens September 22 to 25 with a theme of "Take Time—Volunteer." Organizers plan to honor the many volunteers in and around the Marshalltown area. For details, visit www.oktemberfest.com.

Monarchs and Milkweed

The first annual "Monarchs and Milkweed for the Marshalltown Area" will take place Saturday, September 10. This fun family event, designed to provide monarch habitat in Marshalltown and the surrounding area, is sponsored by the City of Marshalltown's Parks and Recreation Department, the Marshall County Conservation Board and the Marshalltown Convention and Visitors Bureau.

Everyone is invited to take part in this exciting event which starts at the Marshalltown Public Library from 1:00 p.m. to 2:30 p.m., then continues at Grimes Farm & Conservation Center from 2:45 p.m. to 4:00 p.m. The program at the library will highlight the plight of the amazing monarch butterfly. There will be family crafts and a presentation on monarch migration by Naturalist Diane Hall who traveled to Mexico to see the monarch overwintering site and gathered information on monarch habitats.

From here, drive to Grimes Farm, 2359 – 233rd Street, west of Highland Acres Road to capture and tag live monarchs in the field before they leave on their journey to Mexico. A limited number of butterfly nets will be available for use, and participants may bring their own nets.

Each family will receive a packet of milkweed plant seeds or other flowering plant as long as supplies last. Participants may take the seeds and plants home to place in a moist garden area.

"Bring your family and friends to participate in this event," says Anne Selness, Marshalltown Parks & Recreation Director. "This gives each of us the opportunity to help build sustainability for monarchs in Marshalltown and surrounding areas by planting and providing needed food plants for these amazing butterflies." T-shirts commemorating this special event will also be available for purchase.

For more information, call the Parks & Recreation office: 641-754-5715 or email: aselness@ci.marshalltown.ia.us. Or, call the Marshall County Conservation Board at 641-752-5490.

MCVB radio spot features

"Marshalltown Icons"

Every Thursday morning, tune in to KFJB 1230 talk radio for MCVB's "Marshalltown Icons" radio spot from 8:32 to 9:00 a.m. Each week's program features an iconic Marshalltown area attraction, business, restaurant, building or place of interest. Kyle Martin along with MCVB Director Val Ruff feature interesting area icons. Dial it up!



Ambassadors Visits



Daniel McInroy, D.D.S., Ashley Stoll-Pfrimmer, D.D.S., staff and Chamber Ambassadors cut the ribbon at Kimball and Beecher Family Dentistry (101 East Southridge Road) on July 26.



Iowa Veterans Home Commandant, Jodi Tymeson, staff and Chamber Ambassadors celebrate the renovation of the Dack Nursing Building (1301 Summit Street) with a ribbon cutting on July 26.



The Chamber Ambassadors hosted a courtesy call with Matt Anderson, owner of Rube's Steaks (202 West 14th Street, Tama), on August 1.



On August 9, Chamber Ambassadors hosted a courtesy call at The Optical Center (116 West Main Street) with owner and Optician Julie Schossow.

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

Thank you Ambassadors!

Business News

Educator Appreciation Breakfast



The 24th annual Educator Appreciation Breakfast, presented by Independent Insurance Services and hosted by the Chamber, was held Thursday, August 18 at the Marshalltown High School cafeteria. Educators, administrators and support staff from Marshalltown Community School District, Marshalltown Christian School, and St. Francis Catholic School were treated to a great breakfast as they returned for the 2016-2017 school year.

Gold sponsors for this year's event were Lennox and Pizza Ranch, while SagePoint Financial sponsored give-away bags for the group.

Member Appreciation Picnic and Cupcake Challenge set for October 6

Mark your calendars! The Chamber wants to thank all Chamber businesses and organizations for their membership by treating them to lunch on Thursday, October 6 from 11:30 a.m. to 1:00 p.m. The Member Appreciation Picnic will take place in the auditorium of the Fisher Community Center, 709 South Center Street. All employees of Chamber member businesses and organizations are invited to attend. Fun Sponsors of this annual event are Lennox Industries and JBS Swift & Company.



Participants in last year's Cupcake Challenge let their creativity flow in both taste and display!

Cupcake Challenge Returns

Back by popular demand is the second annual Cupcake Challenge. All Chamber member businesses and organizations are encouraged to enter a "signature" cupcake created by their staff. Marshalltown Maple Masterpiece, JBS' PB&J Spectacular, Bobcat Blueberry Shortcake, Lennox Lemonade Delight...be creative! Have fun! Prizes, provided by Prize Sponsor Lennox Industries, will be awarded to the best cupcake as determined by a panel of esteemed judges, and to the cupcake picked by picnic attendees as the "People's Choice."

To participate in this year's Cupcake Challenge, contact the Chamber office by email at bjohnson@marshalltown.org or by phone at (641) 753-6645. Each contestant is asked to provide three dozen standard-size cupcakes of one signature flavor. Cupcakes must be original creations and homemade by entrants. Complete contest guidelines as well as answers to frequently asked questions are available from the Chamber office.



To keep up on the latest Chamber news and events, visit www.marshalltown.org.

| | | |
|--|---|--|
|  <p>Norm Bach</p> | <p>Planning your future?</p> <p>We offer Trust & Investment Services tailored to fit your needs & help you achieve your financial goals.</p> <p>Farmers SAVINGS BANK</p> <p>Put your trust in us!</p> <p>fsb-iowa.com 641-752-2525</p> |  <p>Cathy Underhill</p> |
|--|---|--|

Economic Development

Marshalltown receives residential development assistance designation

By Tom Deimerly, Marshall Economic Development Executive Director

Marshall Economic Development (MED) has been working hard to identify and make the community eligible for assistance programs to promote residential development since the completion of the Housing Study in October of 2014. On August 10, the community received a designation to assist developers looking at new residential development through the Iowa Workforce Housing Tax Incentive Program (WHTIP) administered by the Iowa Economic Development Authority.

WHTIP provides financial incentives for the development of housing across Iowa. Housing businesses utilizing WHTIP will produce a net increase in affordable housing units in their community of operation. In return, the Iowa Economic Development Authority (IEDA) can provide a sale(s) and use tax refund and an investment tax credit based on qualifying new investment.

WHTIP is further designed to encourage housing development where existing public infrastructure already exists such as vacant lots, dilapidated properties, and mixed-use buildings to suggest a few. Communities with a severe housing need can work with IEDA to seek designation as a Distressed Workforce Housing Community. This designation allows WHTIP assistance to be provided towards new housing development on previously undeveloped land.

Primary WHTIP Requirements

An eligible housing project consists of one or more of the following:

- Rehabilitation, repair or redevelopment in a Brownfield or Grayfield site. This will generate the production of new units on infill lots.
- Rehabilitation, repair or redevelopment of dilapidated units. Only dilapidated or unlivable housing units are eligible for this category. Livable units are not eligible for WHTIP assistance.
- The rehabilitation, repair or redevelopment of dwelling units located in the upper story of an existing multi-use building.

Minimum Project Size

Eligible projects will adhere to one of the following sizes:

- Four or more single family dwelling units, or;
- Three or more multifamily dwelling units under a single roof, or;
- Two or more dwelling units located in the upper story of an existing multi-use building.

To learn more about the program, contact the Marshall Economic Development office at (641) 753-6645 or email Tom Deimerly, Executive Director, at Deimerly@marshalltown.org.

Airport announces open house

The Marshalltown Municipal Airport plays an important role in facilitating economic development in the community. Steve Valbracht, Airport Manager and President of Marshalltown Aviation, announces an Open House to be held Saturday, September 17 from 7:00 to 11:00 a.m. at the airport, 2651 170th Street.



“There will be aircraft from all over the Midwest flying into the Marshalltown airport, as well as many local aircraft on display,” Valbracht explains. Some of the featured exhibits will include a Lifeflight helicopter, crop dusters, trainers, experimental aircraft, corporate aircraft, remote-control aircraft, and classic cars.

“This is a great opportunity to get up close with aviation in Marshalltown,” Valbracht says. “There will be plenty to see, rain or shine!” Additionally, Matins Kiwanas will serve a pancake and sausage breakfast as a fundraiser. Adults are \$6; children under 6 are \$3.

The Marshalltown Municipal Airport is located 3 miles north of Marshalltown on Highway 14. For more information or with questions, contact Marshalltown Aviation at 641-752-0012.

Economic Statistics

| Employment – Marshall County June 2016 | 2016 | 2015 |
|---|--------|--------|
| <small>(Source: Iowa Workforce Development)</small> | | |
| Labor force | 19,540 | 19,200 |
| Unemployed | 950 | 860 |
| Percent unemployed | 4.8 | 4.3 |
| Total employment | 18,600 | 18,340 |

Marshall County Construction July 2016

| <small>(Source: Marshalltown Building Department)</small> | | |
|---|-----------|------------|
| Building permits | 9 | 11* |
| New Residential Construction | \$200,000 | \$0* |
| Residential Addition/Remodeling | \$45,000 | \$316,000* |
| New Commercial/Industrial Const. | \$0 | \$890,000* |
| Commercial/Industrial Remodeling | \$700,000 | \$250,000* |

*June, 2015 stats used

Housing Sales Data June 2016

| <small>(Source: Iowa Association of Realtors)</small> | | |
|---|-----------|-----------|
| Single family home sales | 58 | 36 |
| Average sale price | \$114,712 | \$121,074 |
| Median sale price | \$109,500 | \$115,000 |

Business News

Chamber Job Posting Site

Web address: www.marshalltown.org/jobs

To post a listing, please email: bjohnson@marshalltown.org
and include the following information:

Employer:

Job Title:

Brief Job Description/Summary:

List of Job Duties:

Required Experience and/or Knowledge, Skills and Abilities:

Further information/application process contact:

Closing Date:

For Chamber use in case there are questions, please submit the name of the contact person along with email address and phone number.

The Marshalltown Area Chamber of Commerce's online posting of career opportunities is an additional service to Chamber members. This service is included with all Chamber membership investments at no additional charge. Postings run for 14 days.



**“Like” the Chamber
on Facebook!**
**Follow the Chamber on
Twitter: @mtownchamber**

**Chamber Area Dollars
make great gifts year round.**

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.

Meskwaki, Inc.

Autumn Keahna, Marketing Manager
30 West Main Street, Marshalltown, IA 50158
(641) 484-3820

Creating diverse, profitable and sustainable businesses to provide meaningful opportunities for members of the Sac & Fox Tribe of Mississippi in Iowa.

Tele-Difference

Adam Grant, Owner
Steve Hubbard, Consultant
(641) 753-6422

Specializing in telecommunications equipment, systems and accessories as well as troubleshooting, repair and phone/network cabling.

Thank You Reinvesting Members

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

| | | | |
|--|-----------|----------------------------------|-----------|
| aSPArations Salon & Day Spa | 3 | Iowa Valley Continuing Education | 24 |
| Ben's Tire | 28 | Iowa Veterans Home | 28 |
| Bjelland Plumbing, Inc. | 22 | Jimmy Johns | 4 |
| Bolar, Bettie | 6 | Kimball & Beecher | 38 |
| Casey's General Stores | 25 | Marshalltown Dvlpmnt. Foundation | 7 |
| Central Iowa Healthcare | 90 | Ryerson | 29 |
| Coldwell Banker Premier | 39 | Stucky's Vacuum Store & More | 2 |
| Hay Construction Services, Inc. | 20 | U.S. Cellular | 20 |
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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

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
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Contact your Times-Republican Sales
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Business News

Personal touch in a high-tech age

By Lynn Olberding, Executive Director

We live in an increasingly busy world. Thirty years ago, people met face-to-face, shook hands, perhaps made the occasional phone call. Twenty years ago, the fax machine added a new, quicker way to communicate. Ten years ago, emails communicated what you needed with friends and colleagues.



Today, we have all of those things, plus text messages, Facebook, Instagram, Twitter, and the list goes on....

But in our digital world, do not underestimate the need for a personal touch. When was the last time you wrote or received a hand-written note? When was the last time you picked up the phone to deliver a compliment? Networking face-to-face or stopping by a place of business to make a delivery personally, can have a huge impact on your relationships with others in the business community. While it's so easy to send an email, there are times when a voice, a handshake, and a smile communicate more personal warmth and caring.

A key benefit of Chamber membership is the opportunity to personally interact with others at networking events like A.M. Exchange and Business After Hours. All employees of Chamber member business/organizations are invited and welcome to 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 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 perfect time to build excitement for a community initiative or project. It's a natural 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've connected, remember good networking takes time to develop. So, reach out to your new contact; continue your conversation over coffee or lunch. Reciprocate when he or she asks advice or a favor. Then, add a personal touch: send a note, pick up the phone, stop by a business, shake hands, make eye contact. You'll reap the benefits in both your relationship building and your business life.

2016 Chamber Experience Trip: The French Riviera

It's not too late to decide to experience the culture of France this fall. Sign up for the Chamber's 2016 Experience trip that will take in the best of the French Riviera. The 9-day/7-night deluxe excursion departs November 1 from the Des Moines airport.



**This year's Chamber Experience trip
departs November 1 for nine days.**

The trip will be conveniently based out of one centrally located first-class hotel. From there, participants will enjoy comprehensive tours of many classic landmarks and cities in France, Italy, and Monaco.

Cost is \$3195/person, which includes roundtrip airfare from Des Moines, hotel stay for 7 nights, tours, sightseeing, and admissions, 10 meals, and many surcharges/fees. A \$100/person discount is offered if final payment is made via check, instead of credit card. Contact Lynn Olberding at the Chamber office (641) 753-6645 for further details.

Stay up-to-date on Chamber Events

The Chamber wants to stay connected with our members!

If you or someone you know from a Chamber member business/organization would like to receive Chamber event notifications and reminders, please email bjohnson@marshalltown.org.

Business News

Marshalltown Regional Partnership to unveil new branding

The Marshalltown Regional Partnership (MRP) will reveal the much anticipated results of their recent re-branding process in late September. The unveiling will include sharing the Partnership's updated look which will encompass a new logo and re-designed website.

"This has been a multi-step process that has been many months in the making," says MRP CEO David Barajas, Jr. "We are excited to share the end results with the community and look forward to the energy this revitalization will inject into the Marshalltown area."

MRP is the umbrella organization for the Marshalltown Area Chamber of Commerce, Marshall Economic Development, and the Marshalltown Convention & Visitors Bureau (MCVB). Barajas' staff includes Chamber Executive Director Lynn Olberding, Economic Development Executive Director Tom Deimerly, and MCVB Executive Director Val Ruff. The Partnership group enlisted the services of Flying Hippo, a branding, web design and inbound marketing agency located in Des Moines and local

web design company, BDH Technology. The team walked through multiple steps, each focused around the importance of marketing and branding, to achieve the awaited outcome.



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