

Chamber Digest

October 2016

Volume 34, Issue 4

the Chamber Marshalltown, Iowa

Upcoming Events

- September 28:** Marshalltown Regional Partnership brand unveiling
October 3-7: Member Appreciation Week
October 3 & 5: Candidate Forums
October 6: Member Appreciation Lunch and 2nd Annual Cupcake Challenge
October 11: A.M. Exchange, R.S. Stover, 7:00 to 8:30 a.m.
October 12: Business After Hours, Great Western Bank (downtown), 4:30 to 6:00 p.m.

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Chamber to sponsor candidate forums October 3 and 5

In a continued effort to encourage voters to be informed and exercise their right to vote, the Marshalltown Area Chamber of Commerce is sponsoring two candidate forums. Scheduled for Monday, October 3 and Wednesday, October 5, both forums will begin at 11:45 a.m. and will take place at Fisher Community Center, 709 South Center Street. The events are free and open to the public.

The October 3 forum will feature candidates on the ballot for county offices, while the October 5 forum will include candidates running for state offices as participants.

The General Election takes place on Tuesday, November 8. Election polling places in Marshall County are scheduled to be open from 7:00 a.m. until 9:00 p.m.

Candidates invited to the forums and appearing on the ballot include:

State Senate District 36: Incumbent State Senator Steve Sodder, D-State Center and Republican Jeff Edler also of State Center.

Iowa House District 71: Incumbent State Representative Mark Smith, D-Marshalltown.



The Chamber continues its long history of hosting candidate forums prior to Election Day with two events scheduled for October 3 and October 5.

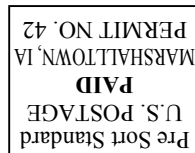
Iowa House District 72: Incumbent State Representative Dean Fisher, R-Garwin and Democrat Nathan Wrage of Gladbrook.

County Auditor/Recorder: Incumbent Marshall County Auditor/Recorder Deanne Raymond, R-Marshalltown and Democrat Luisa Ortega also of Marshalltown.

Marshall County Board of Supervisors: Jon Muller, D-Marshalltown and Steve Salasek, R-Marshalltown.

Marshall County Sheriff: Current Chief Sheriff Deputy Steve Hoffman, Republican and Randy Price, Independent.

Absentee voting begins September 29.



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Marshalltown, IA 50158

Member Spotlight

Trey Sucher Law

Trey Sucher Law opened its Marshalltown office at 101 West State Street, Suite B (next to the WIC office) in June 2016. Owner and attorney Trey Sucher founded the firm providing full-scale legal services, including criminal defense and divorce, with a focus on immigration and offering counsel in both Spanish and English.

“All calls to Trey Sucher Law are answered by an attorney, not a staff member/receptionist/assistant,” says Sucher. “That’s because our firm prioritizes client communication above all else. Also, all of our attorneys and staff speak Spanish.”

Started in August 2012 with the opening of the West Liberty, Iowa office, the firm now has three offices including their Perry and Marshalltown locations. In four years, they have grown to employing three full-time attorneys and two part-time staff members. Newly licensed attorney Emily Swartz serves clients at the Marshalltown office. She moved to Marshalltown in June 2016 to live and work full-time.

The best part about being in Marshalltown according to Sucher is the people. “Everyone in the community has embraced the arrival of Trey Sucher Law,” he says, “and has seen the value and importance of a Spanish-speaking attorney with immigration experience being in Marshalltown. The people of Marshalltown have gone out of their way to be kind and welcoming. Trey Sucher Law is thrilled to serve this community.”

The firm has joined not only the Marshalltown Area Chamber of Commerce, but also the chambers of commerce in each of the communities where it has an office location.

“We understand that when local businesses support each other, everyone benefits--not just the business owners, but the community members, as well,” Sucher says.

To contact the Marshalltown office, call (641)328-1694. “We offer free initial consultations,” Sucher says. “We are available to meet with clients on their schedules--nights, weekends, you name it.”



TREY SUCHER LAW

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



2nd Annual Cupcake Challenge



Back by popular demand ... it's the second annual Cupcake Challenge! This year's competition will once again take place in conjunction with the Member Appreciation Picnic scheduled for Thursday, October 6 from 11:30 a.m. to 1:00 p.m. at the Fisher Community Center Auditorium. All Chamber member businesses and organizations are encouraged to enter a "signature" cupcake created by their staff.

Marshalltown Maple Masterpiece, JBS's PB&J Spectacular, Bobcat Blueberry Shortcake, Lennox Lemonade Delight... let creativity flow!

Prizes 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 receive complete entry guidelines and/or to register to participate, email bjohnson@marshalltown.org or call Barb Johnson 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.

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

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MED

Gary Schaudt

Chamber

Julie Thomas

MCVB

Mary Wertzberger

MED

Tyler Wollam

MCVB

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.

Business After Hours

Wednesday,

October 12, 2016

Great Western Bank

(downtown location at
11 North First Avenue)

4:30 to 6:00 p.m.

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

Staff

Lynn Olberding

Executive Director -
Chamber

Barbara Johnson

Executive Assistant -
Chamber

Val Ruff

Executive Director -
MCVB

Shauna Banks

Executive Assistant -
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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.

Announcing ...

McFarland Clinic's Express Care (formerly McFarland Clinic Urgent Care) at 303 Nicholas Drive, offering same- or next-day appointments for common illnesses, brief work and sports physicals, and immunizations. Schedule online at mcfarlandexpress.com or call 641-844-5200. Express Care is open Monday-Friday 9:00 a.m. to 7:00 p.m. and weekends 9:00 a.m. to 5:00 p.m.

Midwest Frame & Gallery (formerly 9th Street Gallery and Frame) business' name change to better reflect their business model and many new practices.

Congratulations to ...

Consumers Energy who recently celebrated its 78th anniversary as a rural electric cooperative committed to providing its members with reliable electric service in a safe manner at affordable and equitable rates.

Bettie Bolar on her retirement from the **Community Foundation of Marshall County** where she has served as director since 2011. The Chamber thanks her for her service to our community.

Emily Swartz of **Trey Sucher Law** on passing the Iowa Bar Exam. Emily was sworn in September 20 and becomes an official attorney in October.

Welcome to ...

Emily Cleland, new Life Enrichment Coordinator at **Glenwood Place Retirement Community**. A recent Iowa State University graduate with a Bachelor of Science degree in Child, Adult and Family Services, Emily and her newly adopted puppy are settling into Marshalltown living.



Emily Cleland



Abby Vanderah

Abby Vanderah, O.D., FAAO, new optometrist at **McFarland Clinic's Marshalltown Eye Center**. A Marshalltown High School graduate, Dr. Vanderah received her undergraduate degree from Dubuque's Loras College and doctorate of optometry from Illinois College of Optometry in Chicago. She has practiced seven years in the U.S. Army. To schedule an appointment, call the center at 641-753-5585.

Amber Danielson, new Executive Director of **Marshall County Arts & Culture Alliance**. A Marshalltown native, Amber has a background in marketing having graduated from the University of Northern Iowa in May 2011.

The Alliance is dedicated to cultivating the community through programs and events which connect art and culture to the residents of Marshall County.



Amber Danielson

New Chamber program!



Keep an eye out for the Chamber member featured each week as the Chamber gives shout-outs on its Facebook page! To sign up your business or organization to participate, contact the Chamber office.

Business News



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Each month, a group of volunteers at Embers of Marshalltown faithfully gathers to stuff, staple, and place labels on each Chamber Digest that is sent to Chamber members. They are hard workers with super attitudes, and the Chamber thanks them for their great effort!

The group is facilitated by Central Iowa RSVP, Marshall County.

Business to Business Showcase

There are still openings in the Chamber's 2016 Business to Business Showcase scheduled for Thursday, November 3 at Elmwood Country Club from 5:00 to 6:30 p.m. and presented by HyVee. This annual event combines the best of two popular Chamber events: Business After Hours and a Business Expo. For just \$75, Chamber member businesses or organizations can showcase products and services during the entire event. To sign up, contact Barb Johnson at the Chamber office. To date, participating businesses in addition to HyVee include: BeMobile Verizon, Coldwell Banker - Fauna Nord Team, and Iowa Valley Continuing Education.

www.marshalltown.org Statistics

	August 16	Avg/Month	YTD Total
Unique Visitors	3,737	3,285	26,280
Number of Visits	6,137	6,275	50,199
Page Views	39,109	25,718	205,743
Hits	168,690	109,999	879,991

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.

Convention & Visitors Bureau

October Events

Find more information at www.visitmarshalltown.com

Date	Event	Location
Mondays	Bridge	Senior Center
Tuesdays	Bingo	Senior Center
Wed. & Sat.	Farmers Market	Cartwright Pavilion
Thursdays	Trivia Night	Iowa River Brewing Co.
Oct 1	Treasure Tour	Downtown Marshalltown
Oct 1	Rockin for the Arts	Fisher Community Center
Oct 2	Life Chain	South Center & Olive Streets
Oct 3	Highway 30 Band	Senior Center
Oct 5	Nature Story Hour	GrimesFarm & Conservation
Oct 7	Farmers Market	State Center
Oct 7	Sand Lake Trout Release	Sand Lake
Oct 7-8	"The Secret Life of Pets"	Orpheum Theater
Oct 7-9	Back Road Junk-It Trail	Marshalltown & Area
Oct 9	Blacksmith Hammer-in	Blacksmith Shop, Haverhill
Oct 12	Book Discussion	Marshalltown Library
Oct 13	Power of the Purse	Elmwood Country Club
Oct 15	Harmonious Wail	Orpheum Theater
Oct 17	Highway 30 Band	Senior Center
Oct 18	Adam Trent	MHS/Community Auditorium
Oct 19	Fall Color Walk	Timmons Grove
Oct 19	Nature Story Hour	GrimesFarm & Conservation
Oct 20	History on Third Thursday	Historical Museum
Oct 20-21	Huge \$6 Sale	Central Iowa Healthcare
Oct 21-22	"Ghostbusters"	Orpheum Theater
Oct 21-23	Marv Kraus Gun Show	Central Iowa Fairgrounds
Oct 22	Halloween Extravaganza	Veterans Coliseum
Oct 25	Classic Cars and Motorcycles	American Legion
Oct 28	Ed Burrows Comedy Show	Best Western
Oct 29	"God is on the Move Tour"	First Baptist Church
Oct 31	Halloween Extravaganza	Comfort Inn
Oct 31	Trick or Treat	Marshalltown City Limits

October Meetings, Conventions and Tournaments

Date	Group	Location
Oct 1	Friends of NRA	Best Western
Oct 1-2	Iowa Ranch Horse Association	Central Iowa Fairgrounds
Oct 1-2	State Rabbit Show	Central Iowa Fairgrounds
Oct 5-6	Iowa Retired School Personnel	Best Western
Oct 18	Senior Housing Management	Best Western

Contact MCVB about meetings, conventions or tournaments being held in Marshalltown. Are you looking for a venue to host a conference? MCVB has a listing of facilities available at www.visitmarshalltown.com. Or, call the office at 641-753-6645 where staff is always willing to assist.

It's apple season!



Apples, apples and more apples! Apples are Appleberry Farm's business, but they offer much more for the entire family, as well. Besides the 20 types of apples available both as "you pick/we pick," there is also a shop full of interesting antiques and decorative items. Enjoy their country-like atmosphere loaded with garden-fresh vegetables, delicious caramel apples, fresh apple cider, many types/sizes of pumpkins and colorful gourds as well as fall decorations. Come out and experience a favorite central Iowa destination for premium apples and old-fashioned family fun. The farm has great backdrops for family photos, too. Located at 2402 West Main Street, Appleberry Farm is open 9:00 a.m. to 6:00 p.m. daily through Halloween. For more information, call 641-752-8443 or visit www.appleberryfarm.com.

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Convention & Visitors Bureau

Back Roads Junk-It Trail October 7-9

You do NOT want to miss this weekend of antiques, junkin', relics and rusty goodness! There are twenty-eight...count them...28 SpEcTaCuLaR stops on the very first Junk-It Trail Ride! Located right here in our area, the trail travels through Marshalltown and Central

Iowa. This is a weekend event in which you simply MUST participate! No matter where you start, it's a big circle of shopping bliss and beautiful fall foliage. It is the place to be October 7th, 8th, and 9th. Check Facebook for updates and business shout-outs as the big weekend draws closer. Download a copy of the shopping trail map at www.backroads-junkittrail.com. Find us on Twitter at #backroadsjunkit.



A great arts & cultural weekend: September 30 to October 1

•Art Walk!

Friday, September 30
4:00 to 7:00 p.m.

Downtown Marshalltown Central Business District is featuring 25 artists. Family friendly and free!! If you have not taken this walk before, you are in for a real treat!

For more information visit the Art Walk Facebook page at: facebook.com/marshalltownartwalk.

For a list of artists and the businesses where art will be displayed visit: www.artsandculturealliance.org/artwalk.



•Treasure Tour!

Saturday, October 1
1:00 to 4:00 p.m.

See the hidden treasures in the historic buildings of downtown Marshalltown. Five sites, including some really cool downtown loft

apartments (and plans for the future) are selected for this guided tour on Saturday, October 1. It begins with a reception at the Tallcorn Towers at 1:00 p.m. The tour departs at 1:30 p.m. All participants must have a ticket. Cost is \$30. Tickets are available from Coldwell Banker Premier Real Estate, Hellberg's Jewelers, Fauna Nord, Heidi Dalal, Joel Greer, or Jenny Etter. For more details, visit facebook.com/events/546617278855469.



•Rockin for the Arts!

Saturday, October 1
6:00 to 9:30 p.m.

Central Iowa Art Association's annual fundraiser includes hors d'oeuvres, wine, live music (Nightwings), and silent and live auctions. Proceeds benefit CIAA's youth art education programming and ceramics preservation. Individual tickets, available from CIAA, are \$25 in advance or \$30 at the door. See details at facebook.com/events/169732426765988.



Community Calendar of Events

Post your event in six easy steps!

Marshalltown's Convention & Visitors Bureau (MCVB) is the HUB for all activities in the Marshalltown area. Post your organization's or group's events, performances or festivals which are 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 MCVB online Community Calendar of Events 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 daily to approve events.

Ambassadors Visits



On August 22, Rex J. Ryden, his family, Chamber Ambassadors, and community leaders cut the ribbon on Rex Ryden Rd., an extension of South Street at 18th Avenue in the Marshalltown Industrial Park.



Chamber Ambassadors hosted a courtesy call with Keith Brown, President, and staff of Kapaun & Brown (1002 West Lincolnway) on August 23 to learn more about the business' heating and cooling service.



Chamber Ambassadors, Daniel Johnson DDS, Michelle Johnson DDS, and David Clark DDS cut the ribbon on August 23 at their new Marshalltown Family Dentistry and Clark Dentistry office (101 W. Southridge).



On September 13, Chamber Ambassadors hosted a courtesy call at Hellberg's Jewelers (13 West Main Street) with co-owners Gayle and H. Victor Hellberg III celebrating the business' 118th anniversary.

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

Tiger Appreciation Event



The first annual Tiger Appreciation Event, hosted by the Chamber along with Gold Sponsors HyVee Drugstore and SagePoint Financial, was held Monday, August 22 at the Marshalltown Community College (MCC) student union. MCC professors and support staff were treated to a breakfast prior to the beginning of fall semester. SagePoint Financial sponsored give-away bags for the group.



Ribbon Cutting



Chamber Ambassadors, Marshall County Conservation Board members and Open House guests cut the ribbon on the Nature Playscape September 13 at GrimesFarm & Conservation Center (2349 233rd St.).

All Chamber members invited to October 6 appreciation picnic

Who says there's no such thing as a free lunch? The Chamber wants to thank all Chamber member businesses and organizations for their membership investment by treating them to lunch on Thursday,



All employees of Chamber member businesses and organizations are invited to attend this year's Member Appreciation Picnic.

October 6 from 11:30 a.m. to 1:00 p.m. in the auditorium of the Fisher Community Center, 709 South Center Street. All employees of Chamber member businesses/organizations are invited to attend. Fun Sponsors of this annual event are Lennox Industries and JBS Swift & Company.

Chamber Ambassadors Golf



It was a picture-perfect day for the 2016 Chamber Ambassadors Golf Outing on August 25 at the Elmwood Country Club golf course.

Presenting sponsor of this year's event was Lennox Industries.

Congratulations to the GNB Bank team of:

Kevin Swalley, Bob Johanns, Pat Ryan, and J.P. Howard who were this year's overall winners.

Additional event sponsors include:

BeMobile Verizon, Farmers Savings Bank, Five Star - Kristin Polley Team, Grandview Heights, Great Western Bank, Hawkins Electrical, H & F Distributing, Independent Insurance, Lennox Employee's Credit Union, Marshall Economic Development, Marshalltown Alarm, Marshalltown Broadcasting, Marshalltown OBGYN, ServiceMaster, Shomo-Madsen Insurance, Walmart, Wells Fargo Home Mortgage.

Economic Development

5 Ways to Build Trust in a Business

By Marco Carbajo, SBA Guest Contributor

The most valuable business commodity is trust. Richard Branson, author and founder of Virgin Group says, “Building trust in your brand isn’t easy to achieve and it may take time, but it doesn’t have to come at a high cost. With honesty, ambition, hard work and attention to detail you can instill a level of trust that will enable you to move forward.”

The fact is that integrity impacts all aspects of business and is among, if not the most important character trait for a company to have. It is the barometer by which your customers, lenders, potential business partners and employees evaluate you and your business. Trust in a business speaks volumes on how a company services and communicates with its customers.

A trustworthy business can be defined many different ways depending upon the person, business, or organization reviewing it. Here are five ways you can build trust in your business:

1. Deliver on your promises – Doing what you say you are going to do when you say you’re going to do it is crucial to building trust. The famous entrepreneur and motivational speaker Jim Rohn said, “One customer well taken care of could be more valuable than \$10,000 worth of advertising.”

2. Have a solid reputation – Potential customers and business partners will search for information about you and your business online. According to a survey conducted by Dimensional Research, 90 percent

of respondents who recalled reading online reviews claimed that positive online reviews influenced buying decisions, while 86 percent said buying decisions were influenced by negative online reviews. It’s crucial to manage your online reputation and establish an active social media presence, website and blog.

3. Communicate effectively – Effective communication is the cornerstone of any successful company. In today’s fast-paced business world, having a range of communication channels available such as phone, e-mail, instant messaging, fax, etc. is key to maximizing your ability to communicate effectively with customers.

4. Stay in compliance - Staying up-to-date and compliant with all federal, state, and local rules required to keep your business in good standing where it conducts business is essential. Failure to meet the necessary requirements can cost you loss of good standing, not to mention fines, penalties, reinstatement costs and even business closure.

5. Creditworthiness - Lenders, potential business partners and investors will check your company’s credit reports. With positive business credit reports and ratings with a credit agency such as Dun and Bradstreet, a creditor can assess how your company handles its financial obligations. “All of this can be done by taking the initiative. Increased credit affords businesses better relationships with partners, vendors, trade sources and the community at large,” says Jeff Stibel, CEO of Dun & Bradstreet Credibility Corp.

Let this be a guide for you in building and maintaining trust in your business. Integrity and credibility are invaluable business commodities. Take the time to study the habits and behaviors of those businesses who have gained trust in the business world. Adopt or adapt those that you can authentically incorporate into your own behavior. With time and consistency, you can build up trust and credibility for your business in the marketplace.



For additional economic development information on Marshalltown or Marshall County, please visit www.marshalltown-works.com.

Phone: 641-753-6645

Economic Statistics

Employment – Marshall County July	2016	2015
<small>(Source: Iowa Workforce Development)</small>		
Labor force	19,540	20,000
Unemployed	940	820
Percent unemployed	4.8	4.1
Total employment	18,590	19,180
Marshall County Construction August		
<small>(Source: Marshalltown Building Department)</small>		
Building permits	13	13
New Residential Construction	\$273,000	\$78,000
Residential Addition/Remodeling	\$75,000	\$0
New Commercial/Industrial Const.	\$0	\$1,313,000
Commercial/Industrial Remodeling	\$207,000	\$0
Housing Sales Data August		
<small>(Source: Iowa Association of Realtors)</small>		
Single family home sales	59	38
Average sale price	\$123,678	\$124,188
Median sale price	\$124,900	\$125,500

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.

Thank You Reinvesting Members

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

Applebee's	19	Next Generation	5
Hawkeye Care Center	20	Nikkel & Associates, Inc.	12
Hawkeye Stages/Marshall Coaches	24	Starnes TV & Appliance (formerly	
J&M Roofing & Maintenance, Inc.	13	Denny's Hometown TV)	27
		Subway	24

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.

Marshalltown Indoor Tennis

Bill Fitzgerald, Owner

1734 Country Club Lane, Marshalltown, IA 50158

(641) 750-5707

Offering rent-by-the-hour tennis courts, plus tennis lessons and ball machine. Open to the public. Make reservations at the online calendar on Facebook.

TNT Price Income Tax

Tim Price, Owner/Agent

810 Warren Street, Marshalltown, IA 50158

(641) 752-5115

20 years experience in preparing income taxes. And, pleased to have joined with AFLAC insurance to now also offer benefits consulting.



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Sharon Soorholtz Greer
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PEGLOW, O'HARE & SEE
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AUTOMOTIVE

ARNOLD MOTOR SUPPLY

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Marshalltown, IA 50158
www.landon-landon.com



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**
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Marshalltown
753-3875

NURSING HOMES

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

HEARING AIDS

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

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

SALVATION ARMY

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Marshalltown
753-5236

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Southridge Specialty Care
309 W. Merle Hibbs Blvd.
Marshalltown
752-4553

INDEPENDENT INSURANCE SERVICES

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Marshalltown
752-4618

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

HAWKEYE CARE CENTER MARSHALLTOWN

2401 S. 2nd Street
Marshalltown
752-1553

HEATING & COOLING

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

SHOMO-MADSEN INSURANCE

22 E Main St.
Marshalltown
753-6691

Business Directory

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PRO FINISH
COMMERCIAL & INDUSTRIAL
PAINTING
641-752-7896
www.profinishiowa.com

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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

Iowa Valley Leadership

Class Spotlights



Name: Annemarie Rose Selness

Title: Marshalltown Parks Recreation Director

What that means: I supervise personnel and financial activities; direct planning and construction of parks and facilities; and offer recreational programs and activities for all ages in sports, aquatics, nature, cultural arts, fitness, day trips and special events.

Best part of my job: Partnering with organizations to provide unique recreational opportunities for all

Anne Selness ages and abilities in our community. Also, collaborating with parks and recreation staff, department directors and city council. **Other community involvement:** Marshalltown Convention & Visitors Bureau, M-PAC, International Market Planning Committee.

Why I am in IVL: I am new to Marshalltown and look forward to meeting people, forming new friendships and networking with others to help make Marshalltown one of the healthiest cities in Iowa.

Best part about living/working in Marshalltown: Marshalltown is just the right size. We like all the activities and recreational opportunities available plus great restaurants and shopping. Everyone is friendly. I am constantly amazed at the level of volunteerism going on across the city.



Name: Ashley Ladehoff

Title: Veterinarian at Animal Clinic – The Vet

What that means: I do preventive care for cats and dogs (including vaccinations and deworming), medical care for sick animals, and soft tissue surgeries (including spays and neuters).

Best part of my job: I love getting to meet new furry family members, as well as helping a sick animal heal and return home. Pets are part of the family, and it is such an amazing feeling to see the joy on every-

one's faces when a pet is healthy and heads home from a hospital stay.

Why I am in IVL: To learn: how to be a better leader within my profession and community, how to work smoothly with large groups, and how to reach out of my comfort zone and network with other amazing professionals. Also, to create new friends and connections in the community.

Best part about living/working in Marshalltown: Marshalltown has a very large and healthy pet population. We get to see so many amazing owners and their pets every day. There are also so many great opportunities for pet owners and their pets, including the dog park and the vast array of trails.

Ribbon Cutting



On September 16, management of Bratney Companies, Chamber Ambassadors, and community leaders celebrating the opening of the new manufacturing facility (Highways 30 & 330) with a ribbon cutting.

Partnership to present new brand image

The Marshalltown Regional Partnership (MRP) will reveal the much anticipated results of their recent re-branding process on September 28. 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.

Business News

Board governance training event on October 27

Marshalltown Regional Partnership is offering “Get on Board” training targeted to boards of directors. Those considering joining a board and looking for an orientation, as well as those currently serving on a board and simply wanting a refresher will find this training both informative and useful.

Brad Little, President of the Ottumwa Regional Legacy Foundation, is the presenter. He will cover topics such as board versus staff roles and being an engaged board member.

The session will take place on Thursday, October 27 from 1:00 to 3:15 p.m. There is no charge for Chamber members to attend. Non-members can attend for \$20/person or \$150 for the entire organization’s board. Contact the Chamber office to register.

“This is a great training opportunity,” says Lynn Olberding, Chamber Executive Director. “We encourage all Chamber member organizations to take advantage of it.”



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