



theDIGEST

distinctly different

July 2017

Volume 35, Issue 1



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Linn Creek Arts Festival July 15

Talented artists from Iowa and seven other states will be selling a wide variety of work at the 2017 Linn Creek Arts Festival (LCAF) on Saturday, July 15. The free event takes place 10:00 a.m. to 5:00 p.m. on the Fisher Community Center grounds. In addition to the 58 artists who were juried into the festival, a group of high school and college-age artists will be featured in a new “Emerging Artists” area. Pam Swarts, artist coordinator, states. “We’re thrilled to have the largest number of artists ever at this event. Not only can you expect to see a very wide range of medium and prices, the quality of art work promises to be outstanding! Find a treasure while shopping for ceramics, jewelry, glass, wood, metal, fiber, mixed media, painting, photography, and more.”

Amber Danielson, Director of the Marshall County Arts & Culture Alliance and LCAF co-chair, reports, “Festival attendees will find many favorite artists from past festivals, as well as nearly 20 artists who are new.” She says the LCAF committee is thrilled with the variety of family friendly activities, as well as diverse entertainment, food, and beverage vendors. Junior Art Lovers Gallery returns for kids under 12 to purchase original art produced by the artists on site. Activities abound for all age kids including painting a car, spin art, and face painting. For more information or to volunteer, visit www.linncreekartsfest.org, follow Linn Creek on Facebook, or call 641-752-ARTS.

Choose Marshalltown campaign

The Chamber is revamping its efforts to work with local businesses and organizations in recruiting and welcoming new residents to the Marshalltown area. Through a redesigned relocation packet, offerings of community tours (available for prospective employees of any Chamber member), and a hand-delivered welcome bag to new residents, the program attempts to showcase the best of our community. At no charge, Chamber members can provide items to be included in the welcome bags (e.g. promotional items with name/logo, free samples, or discount offers). Contact the Chamber to take advantage of this opportunity at no cost-one more benefit of Chamber membership!

2018 Experience Trips announced

The Chamber is pleased to introduce a domestic trip in late spring/early summer of 2018: Experience the Pacific Coast. This 8-day, 7-night tour will include scenic stops in Seattle, Portland, and San Francisco, in addition to Mt. St. Helens, Redwood National Park, Avenue of the Giants, and the Golden Gate Bridge.

Then, in the fall, the Chamber will offer a 7-day, 5-night trip to Iceland, an island of dramatic contrasts forged by fire and ice. Discover the spectacular landscapes and proud people of this small island nation during this journey.

Informational meetings on these two trips will be scheduled for this fall. Watch for more information coming soon!

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This direction

CURRENT RESIDENT OR

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

Downtown...the heart of a community!

Just like a strong, healthy body takes working lots of areas of both mind and body, a city's strong economic health also takes working lots of areas of the community. Marshalltown is fortunate to have a community that works together for the betterment of all. Our community values and understands the importance of each part of our community. From the revived 13th Street District to the heart of our community, our downtown, we are making economic strides which are paying dividends for all.

REALTOR®Mag recently said, "A strong, economically vibrant town center can do wonders for your real estate business." I say, a strong, economically vibrant town center can do wonders for the entire community, including the pride we have!

Our recently reaccredited National Main Street USA, Marshalltown Central Business District (MCBD), is celebrating its fifteenth year as a nationally designated Main Street Community, an honor worth proudly noting! It doesn't take long to see the energy and vibrancy taking place and gaining momentum in Marshalltown's downtown. It's the work of the MCBD in collaboration with Marshall Economic Development, the Marshalltown Convention & Visitors Bureau, the City of Marshalltown, and many others that has helped provide our downtown with a lot of redevelopment and excitement!

Since its first accreditation in 2002, MCBD has helped to facilitate more than \$29 million in downtown building renovations and \$17 million in property sales. That's downtown vibrancy...that's economic/community development! Along with the collaboration of the various organizations coming together to make for a stronger downtown (collabo-munity!), Marshalltown and MCBD have benefitted from 65,000+ volunteer hours over the years by community members who believe in MCBD and the work they are doing to strengthen our downtown.

It's vital to have a robust downtown in order to attract and retain businesses and residents to our community. That provides for long-term stability and success of local employers, helping provide pay-checks and benefits which recirculate in our community. It's all about economic/community development and having a strong downtown heart which provides needed community strength.

By the way, have you seen what is happening down in the 13th Street District recently? Check it out, and let your Marshalltown Pride Shine!

#MarshalltownVibe
#MarshalltownPride

Sincerely,
David Barajas, Jr. CEO



CEO'S CORNER

Iowa Valley Leadership taking applications



2017 Iowa Valley Leadership graduating class

July 15 is the deadline to apply for the 2017-2018 Iowa Valley Leadership (IVL) program. Co-sponsored by Marshalltown Area Chamber of Commerce and Iowa Valley Continuing Education, the class is designed to empower participants to become active community leaders and influence positive change.

Members meet from September to May and are exposed to numerous businesses and organizations, as well as educational visits and experiences throughout Marshall County. For the schedule, session topics, details, and registration form, visit www.marshalltown.org/work.

Iowa Valley Leadership testimonial

I had the best time in the Iowa Valley Leadership program. All of our sessions were interactive and interesting--each one an adventure and learning experience. I encourage others to enroll in the program. If you haven't gone through the Iowa Valley Leadership program...what are you waiting for?

--Ashley Ladehoff, IVL 2017 graduate



Chamber Chat

every Sunday morning

6:30 a.m. on 99.5 KDAO FM

7:30 a.m. on 1190 KDAO AM

www.marshalltown.org Statistics

	May 17	Avg/Month	YTD Total
Unique Visitors	6,577	6,396	31,982
Number of Visits	10,038	9,053	45,266
Page Views	80,680	58,158	290,788
Hits	260,356	197,263	986,317

The Marshalltown Regional Partnership's website traffic is strong. The website includes information about each of the organizations that comprises the Partnership: the Chamber, Convention & Visitors Bureau, and Economic Development. Be sure to check the website for business news, legislative updates, event photos, program information, job postings, and the Community Calendar.

Chamber Area Dollars:

- Perfect as employee recognition, thank you, and special occasion gifts.
- Redeemable at all Chamber member businesses and organizations.
- Available at the Chamber office.

Dale Carnegie training offered

Those wanting to successfully navigate today's demanding business environment are invited to check out the Chamber's upcoming training series. The Dale Carnegie



Course: Skills for Success is designed to help participants master the all-important human relation skills needed to thrive in any setting. The series kicks off September 7 and meets for eight consecutive Thursday mornings. Open to all, a significant discount is available to representatives of Chamber members. Visit www.marshalltown.org/work for more information. Or, attend the course preview July 18 at noon at Chamber offices.

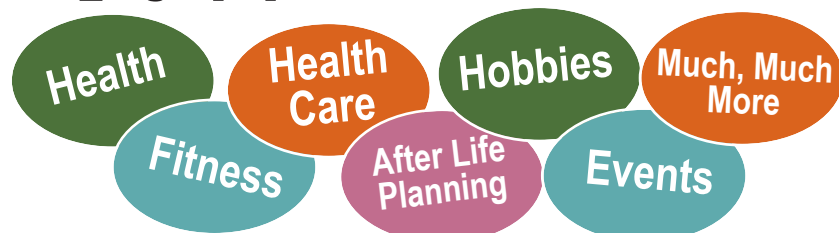
Chamber Ambassadors Golf Outing August 17

There are still sponsorships available for this popular, sell-out afternoon on the beautiful Elmwood Country Club course. It's an excellent opportunity to market your business or organization. To view available sponsorships, visit: <https://www.marshalltown.org/work/2017trc/> and look under the Chamber Ambassadors Golf Outing heading. Contact Lynn Olberding at the Chamber office (641-753-6645 by phone or email lolberding@marshalltown.org) for questions or to sign up.



• **SAVE THE DATE** •
TUESDAY, JULY 11TH
12:30 PM - 4 PM
MARSHALLTOWN MALL

**A Fun & Informational
Afternoon!**



We invite you to promote your business to seniors and their families at the 2017 Senior Expo!
Please contact us about booth rental.
641-753-6611 or ddavis@timesrepublican.com

Times-Republican

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.

The Willows of Marshalltown

Ben Daniels, President
2315 Campbell Drive, Marshalltown, IA 50158
(641) 451-0898

Currently under construction, The Willows will offer 40 assisted-living apartments plus 18 memory-care apartments. Opening Summer, 2018.

Radiant Complexions Dermatology Clinic

Chad Stocker, D.O.
26 South 1st Avenue, Suite 100, Marshalltown, IA 50158
(641) 753-2150

Convenient, personalized service and flexible, same-day appointments, offers dermatological care when it's needed most. New patients welcome.

AREA CHAMBER OF COMMERCE MARSHALLTOWN



CONVENTION & VISITORS BUREAU MARSHALLTOWN



ECONOMIC DEVELOPMENT MARSHALL



REGIONAL PARTNERSHIP MARSHALLTOWN



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Dan Moellers, Vice Chair
Jeff Rasmussen, Treasurer
Gary Schaudt, Past Chair
Matt Garber, Econ. Dev. Chair
Pete Charboneau
Laura Farrington
Deirdre Gruendler
Kristin Polly
Todd Steinkamp
Gabriella Vargas
Deb Wollam

Ex-Officio

Jenny Etter, MCBDB
Mayor Jim Lowrance
Bill Patten, Marshall County
Dr. Theron Schutte, MCSD
Dr. Robin Shaffer-Lilienthal, MCC



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Rich Heckner, Vice Chair
, Secretary
Jessica Vint, Treasurer
Tyler Wollam, Past Chair
Heidi Drager
Al Hoop
Shelley Lechnir
Annemarie Selness
Mark Shaffer
Julie Thomas
Bob Untiedt

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Ellen Bergman
Miguel Gutierrez
Mayor Jim Lowrance
Steven Shupp
Dave Thompson
Steve Valbracht

Ex-Officio:

Jacque Goodman, IVCE
Jessica Kinser, City Administrator
State Representative Mark Smith
State Senator Jeff Edler



Board of Directors

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Paul Beals, At-Large
Dennis Drager, Chamber
Matt Garber, Econ. Dev.
Sharon Greer, At-Large
Miguel Gutierrez, At-Large
Jessica Kinser, At-Large
Gary Schaudt, Chamber
Julie Thomas, MCVB
Dave Thompson, At-Large
Mary Wertzberger, Econ. Dev.
Tyler Wollam, MCVB

Business After Hours

Thursday, July 20, 2017

Home Federal Savings Bank
(303 West Main Street)
4:30 to 6:00 p.m.

Wednesday, August 9, 2017

Assistance League of Marshalltown
(Fisher Community Center -
709 South Center Street)
4:00 to 7:00 p.m.

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

**In observance of
Independence Day,
Partnership offices and
Fisher Community
Center will be
closed July 4.**

Staff:

David Barajas, Jr., CEO Marshalltown Regional Partnership
Lynn Olberding, Executive Director Chamber
Barbara Johnson, Executive Assistant Chamber
Val Ruff, Executive Director MCVB
Shauna Banks, Executive Assistant MCVB
Tom Deimerly, Executive Director Marshall Economic
Development

The Digest is a monthly publication
of the Marshalltown Regional
Partnership which is comprised of
the Marshalltown Area Chamber
of Commerce, Marshalltown
Convention & Visitors Bureau, and
Marshall Economic Development
who collaborate in creating
opportunities for business, residents
and visitors.

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MARSHALLTOWN NEWS

(we just have to *brag a little*)

Congratulations to...



Schlesinger

Mike Schlesinger, publisher of the **Times-Republican** (T-R), who recently celebrated his 40th year with Ogden Newspapers, the parent company of the T-R. Schlesinger has been in his current position at the T-R for 32 years. Prior to that, he was in management of The Fort Dodge Messenger, also part of the family-owned Ogden Newspapers group.

Erica Finders, who was named Curriculum and Professional Development Leader for preschool through grade six in the **Marshalltown Community School District**.



Currie

Bethany J. Currie, attorney with **Peglow, O'Hare and See, PLC**, who has been appointed as a **Marshall County** magistrate judge.

UnityPoint Health – Marshalltown's Wound Healing Center on receiving the Center of Distinction Award for the second consecutive year, as well as the Center of Excellence award from Healogics, wound care equipment supplier.



Finders

Brian Ferneau, the new owner of **Sub City**.

Pinnacle Bank as they celebrate their 90th year of serving customers and communities since 1927.

UnityPoint Health – Marshalltown EMS crew, Marshall County First Responders, and the entire Marshall County EMS System for receiving the American Heart Association's 2016 Mission: Life-line Silver Award. This award is given to EMS programs that meet or exceed the national benchmarks in regard to pre-hospital care of those who have heart attacks.



Marshalltown's EMS crew



Mares

Wendy Mares who was recently promoted to Teller Supervisor at **United Bank & Trust**. She began her banking career in 2011 as a teller for the bank. In her new role, she will oversee teller operations and continue assisting customers with their banking needs.

Robert Thomas, Senior Vice President of **United Bank & Trust**, on his appointment to the bank's board of directors.



Thomas

NuCara Pharmacy & Home Medical on their recent acquisition of **Hammer Medical Supply**. The business names and locations will all remain the same.

Welcome to...



Dr. Adams

Dr. Russell Adams, MD, who has been named Chief Medical Officer of **UnityPoint Health – Marshalltown**. In this role, he will be responsible for patient safety as well as overseeing programs and strategies designed to promote and improve quality, while reducing the cost of care delivered.

Andy Randall who has joined the staff of **United Bank & Trust** as Commercial Loan Officer to manage a portion of the current commercial loan portfolio and build relationships with customers and community members.



Randall

Dr. Lindsey Heinrichs, new veterinarian at **Animal Clinic – The Vet**.

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If you have Marshalltown area news to brag about, submit it to The Digest via email to bjohnson@marshalltown.org or via mail to P.O. Box 1000, Marshalltown, IA 50158. Grand openings, management changes, employee promotions, moves, organization name changes, expansions, accomplishments, awards, and major developments all qualify. Space is limited, so please keep submissions to a maximum of six sentences. Photos should be sent in JPEG format. The editor reserves the right to determine what is included. All information in this section is supplied by Chamber member businesses and organizations and is not an endorsement by Marshalltown Regional Partnership.

CHAMBER | AMBASSADORS VISITS



Left: The staff of **Land Home Financial** (126 West Main Street) and Chamber Ambassadors celebrate the new office's opening with a May 23 ribbon cutting.

Right: On May 24, **Marshalltown Mall** staff, vendors, and Chamber Ambassadors cut the ribbon on Marketplace at the Mall (2500 South Center St.), open Wednesdays 4:00 to 7:00 p.m. through October 11.



Left: **Consumers Energy** leadership, local and state officials, and Chamber Ambassadors cut the ribbon on the Consumers Energy Marshalltown Gateway Centre Solar Array (2074-242nd Street) on May 25.

Right: Chamber Ambassadors hosted a courtesy call on June 13 with representatives of Marshalltown's historic **Binford House** (110 North 2nd Avenue) which is listed on the National Register of Historic places.



Left: On June 13, Chamber Ambassadors hosted a courtesy call with the owners of **Sub City** (8 East Main Street).

Thank you to this incredible group of volunteers: our Ambassadors!

Doug Beal Cindy Brodin Joe Demonte Heidi Drager Dean Fogarty
 Dennis Grabenbauer Pat Gulbranson Joe Hannam Denny Hass
 Andrea Jordan Kari Kilstrom Terry Kluck Joe Leonard Tom Mack
 Deanna McGowan Dan Moellers Kris Naughton Mark Osmundson
 Jon Pierce Mary Rund Gary Schaudt Roger Schoell
 Andy Schwandt Kevin Vaughn Tom Wahl

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

Thank You Ambassadors!

AREA CHAMBER
OF COMMERCE
MARSHALLTOWN





Thank You Reinvesting Chamber Members

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

Barr Asset Management	18	Hoglan's Pro Shop	1
Bickford of Marshalltown	20	Moler Sanitation	5
Fiddle & Whistle	5	Nourish	4



Sign up your business or organization to participate in the Chamber's Facebook Shout Out program by contacting the Chamber office. Be sure to watch for the Chamber members featured on the Chamber's Facebook page.

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Would you like to have your Chamber Business listed?

**Contact your
Times-Republican
Sales Representative to
have your Chamber
Business Listed on this
Chamber Directory.**



SBA Lender Roundtable



Photo credit: Adam Sodders, Marshalltown Times Republican

Marshall Economic Development (MED) along with Marshalltown Regional Partnership (MRP) members were pleased to host a roundtable forum with area lenders and small business service providers on May 19. The session featured input from the Small Business Administration (SBA), Small Business Development Center (SBDC), and Service Corps of Retired Executives (SCORE). Presenters included the SBA State Director Jayne Armstrong, SBDC State Director Lisa Shimkat, and local SCORE service provider Lyle Niemeyer.

Additionally, MED Executive Director Tom Deimerly updated participants on MED's efforts to work with lenders as a frontline contact for area retailers, manufacturers, and commercial small businesses in regard to financial packaging and technical service support.

MED established a partnership with the Iowa SBDC in 2013 resulting in establishing 10 new local businesses and assisting eight more local businesses in refining their business plans. MED and MRP are proud to serve as a satellite office of the SBDC, assisting in business, marketing, and succession plan development and other business services on behalf of Marshalltown area residents and small business owners. Those services are multilingual through a partnership with Iowa State University Extension Service.

Need an employee? Looking for an employer?
Check out Marshalltown Job Postings at:
www.marshalltown.org/work.

Leadership award



Special thank you from the Marshall Economic Development board and staff to Mary Wertzberger for her leadership this past year. Also, thank you to RACOM president, Mike Miller, for hosting the May board meeting and allowing Mary time to provide her key leadership.

Economic Statistics

Employment – Marshall County - April	2017	2016
(Source: Iowa Workforce Development)		
Labor force	18,820	19,140
Unemployed	820	950
Percent unemployed	4.4	5.0
Total employment	18,000	18,190
Marshall County Construction - May	2017	2016
(Source: Marshalltown Building Department)		
Building permits	19	19
New Residential Construction	\$480,000	\$1,915,000
Residential Addition/Remodeling	\$47,000	\$30,000
New Commercial/Industrial Const.	\$7,520,000	\$130,000
Commercial/Industrial Remodeling	\$230,000	\$182,000
Housing Sales Data - May	2017	2016
(Source: Mid-Iowa Regional Board of Realtors)		
Single family home sales	47	58
Average sale price	\$113,423	\$114,712
Median sale price	\$118,000	\$109,500



CONVENTION & VISITORS BUREAU



It's fair time!!

Have yourself a lemonade-sipping, ice cream-licking, cookie-stacking great time at this year's Central Iowa Fair, July 12 to 16. Held on the Central Iowa Fair grounds, you can experience all this and more:

Special police car
Firefighter water fights
Rodeos
Heart of Iowa Chorus
Parachuters
Horse shows
Bags tourney
Woodcarving
Movie night
Barbecue
Petting Zoo
Stock car races
Cupcake challenge
Cornflake cloggers
Blank Park Zoo
Science Center of Iowa
Oreo-stacking contest
Truck Pull
Bingo

Putt-putt golf
Spin art
Inflatables
Races
Crash simulations
Pony rides
Kiddie Tractor pull
Ice Cream Social
Fair Queen & Princess crowning
Concerts including: JJ Ace and Presley & Taylor
4-H competitions
Livestock showmanship
Healthy snack challenge
Art/Photography exhibits
Vegetable/Fruit exhibits
Horticulture exhibits
Culinary competition
Textiles & Clothing exhibits

Don't miss central Iowa's largest attraction because nothing compares to the Central Iowa Fair!

Linn Creek Arts Festival raffle

Just \$5 per ticket gives the purchaser two chances to win one of two raffle items: Daniel Marks' 30x30-inch acrylic print OR David Leeper's 10-inch steel sculpture. Items are on display at Art & Frame on Main. Tickets are available there, Fisher Community Center, or at the festival.

Welcome new MCVB board members



Mark Shaffer

The Marshalltown Convention & Visitors Bureau (MCVB) is pleased to welcome Heidi Drager and Mark Shaffer to the MCVB board of directors.

Drager was born and raised in Marshalltown. She has spent 25 years working in the veterinary industry, including working as a Veterinary Prac-



Heidi Drager

tice Manager at Animal Clinic - The Vet, in sales for a veterinary supply company, and as Director of the Animal Rescue League of Marshalltown. A Chamber Ambassador and American Legion Rider, Drager is a supporter of anything Marshalltown.

Shaffer has lived in Marshalltown since 1989 when he became employed by Marshalltown Broadcasting, Inc. He is currently General Sales Manager for KFJB-KXIA. He holds a Bachelor of Arts from University of Northern Iowa's School of Business and is married to Terry Shaffer.

MCVB Chair, Ken Huge, says, "We thank these two for volunteering their time and talent for board service. They are joining a stellar group of committed board members. We look forward to their contributions and a great year ahead."

4th of July celebration and fireworks



The Central Iowa Fairgrounds is the place to be this Independence Day. Join the 4:00 p.m. on celebration (including food and entertainment), culminating in a spectacular fireworks display.

Annual Banquet & Community Impact Award



The well-attended event was held at DeJardin Hall on the Iowa Valley campus.

Marshalltown Regional Partnership, along with Gold Sponsor Lennox, celebrated the 2016-2017 progress and successes of the Marshalltown Area Chamber of Commerce, Marshall Economic Development, and Marshalltown Convention & Visitors Bureau. CEO David Barajas, Jr. spoke of the team's greatest strength: trust.

Chamber Executive Director Lynn Olberding presented the 2017 Community Impact Award to Don and Sue Turbiville. The annual award recognizes outstanding individuals, businesses, or organizations whose work has changed the Marshalltown community landscape.

Keynote speaker, Kent Stock, coach of the state champions Norway baseball team during their final season, urged attendees to build relationships with every person and through every interaction. The evening was additionally sponsored by Independent Insurance Services, Animal Clinic - The Vet, JBS, Wolfe Clinic, Farmers Savings Bank, It's Unique, and Lowe's Flowers.



Don & Sue Turbiville were presented this year's award.

JULY/AUGUST

July 4: Partnership offices and Fisher Community Center closed for Independence Day
July 18: Dale Carnegie course preview (noon at Chamber offices)
July 20: Business After Hours at Home Federal Savings Bank
August 9: Assistance League of Marshalltown Business After Hours
August 17: Chamber Educator Appreciation Breakfast
August 17: Chamber Ambassadors Golf Outing

upcoming EVENTS

 Nick Diers Agent	 Pat Hageman Agent	 Martha Mitchell-Sullivan Agent-CSA	 Lance Horbach Agent	 Paul Beas Agent	 Mark Ronda Agent	 Don Mead Agent Claims Administration	 Jill Gansswey Agent-CSA	 Rich Mahon Agent	 Doug Joslin Agent
 Jannet Gilt Processor	 Robin Angstrom Agent-CSA	  				 Matt Roebigard Information Systems	 Erin Corbin Office Manager		
 Dana Rowley Agent-CSA	 Samantha Carlson Agent-CSA					 Megan Wells Agent-CSA	 Heather Harris Agent-CSA		
 Kathy Minkus Administrative Assistant	 Jasmin Cisneros Administrative Assistant	<p>THE POWER OF CHOICE!</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>				 LeAndrea Aber Administrative Assistant			