

May 2018

V<mark>olume</mark> 35, Issue 11



Chamber Member Spotlight	2
Business News	3
Kink Leadership	4
Marshalltown Area News	5
ntering Ambassador Visits	6
Chamber News	7
Business Directory	8-9
👯 Economic Development	10
Convention & Visitors Bureau Tourism News	11
Chamber News	12
Untern States Consume or Course	int.
ACCREDITE	D



courts are thriving with tournaments beginning. Soon the Gallery Garden's fountain will flow."

"Get on your bikes and ride," encourages Ruff. "Enjoy our local assets of trails, parks, and lakes offering both outdoor recreation and public art."

Tourism has a sizeable economic impact locally according to Ruff. "In 2016, visitors spent \$89 million in Marshall County. That is significant."

REGIONAL PARTNERSHIP MARSHALLTOWN



May is tourism month!

Spring is arriving just in time for Travel & Tourism week, May 6 to 12. This marks the kick-off of tourism season. Marshalltown Convention & Visitors Bureau Executive Director, Val Ruff, says, "We're all ready to get back outside. The Marshalltown area has incredible resources. The Iowa River Trail from the Ann Keyser Trailhead (at Wilson Circle) to the Summit Street Viaduct is now open. The new 13th Street futsal

In our area!

- More than 50 recreational spaces
- Approximately 20 miles of trails
- 65+ eateries
- Over a dozen public art gems
- Fascinating historic places
- Visit marshalltown.org/visit for all the details!



Annual Banquet plans

The 2018 Marshalltown Regional Partnership Annual Banquet will take place Thursday, June 7 in Dejardin Hall on the Iowa Valley Community College District campus (3702 South Center Street). The event includes the annual meeting of the Marshalltown Area Chamber of Commerce and will celebrate the Chamber's 120 years. Presenting Sponsor is Emerson.

The keynote speaker, Aaron Kennedy, is founder of Noodles & Company, a high-growth, quick, casual restaurant with over 350 locations around the U.S. He launched the business in 1995 and handed over leadership reigns in 2008. Kennedy is also former Chief Marketing Officer for the State of Colorado where he was charged with helping the state become

Aaron Kennedy

more competitive in the global marketplace for talent, trade, and tourism. Prior to launching Noodles & Company, Kennedy worked in marketing as either director or brand manager for noteable names such as Coca-Cola, Swiss Army Products, PGA Tour, Pepsi Cola, and Kraft/General Foods' Lunchables line.

The banquet kicks off with cocktails at 6:00 p.m., a 6:30 p.m. dinner, followed by the program and keynote address. Registration is available now through the Total Resource Campaign or online at marshalltown.org/work.

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

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SPOTLIGH **Glenwood Place**

Retirement Community

The red carpet at the front door of Glenwood Place Retirement Community is just the first touch of class residents and visitors alike will find. In fact, "Rolling Out the Red Carpet" is the philosophy of how the entire stateof-the-art retirement community operates.

Community Relations Coordinator, Brooke Tice, says, "We pride ourselves in providing Red Carpet Services in every thing we do, every day! We provide the best care, not only to our residents, but also to their families."

Tice notes that the facility provides independent and assisted living, memory care, and respite care. "We provide the very best in senior living," she says. "With independent living options, it is never too early to think



Their front door boasts a red-carpet greeting.

about making a move to our community." She urges, "Start enjoying retirement now!"

Opened in 1999 with 36 apartments, the complex has grown and evolved to having 47 employees and providing 81 apartments and townhomes for retirement living. "Much like in the movie, Field of Dreams, it took an idea that wouldn't go away and plot of prime Iowa farmland to build a state-of-the-art retirement community in Marshalltown," Tice explains. "The idea began in 1995 with Dr. Drew Dillman. At the same time, the hospital was also looking into developing an assisted living facility in town. In fact, a market study revealed a demand for a community that would allow residents to 'age in place' without having to move as their needs increased."

Enter Frank and Mary Lu Takes. Their personal experiences in finding care for their aging parents spurred their interest in providing eldercare



options. "Thus began the research, development, and production of Glenwood Place," Tice concludes. Today, Glenwood Place continues to constantly grow and evolve to provide for the demand of senior living.

Social media training offered



The Chamber, in partnership with the com-**SOCIAL MEDIA** munications professionals of Wild Key Creative, will offer a "Social Media Do's & Don'ts" training session on Thursday, May 3 at 12:00 p.m. Presenters will coach businesses on how to best utilize social media platforms such as Facebook, Twitter, and Instagram. Learn how to improve a

social media footprint, as well as the all-important "do and don't" list of the popular social media world.

The one-hour-long session will take place at Fisher Community Center (709 South Center Street). There is no cost for Chamber members to attend, but pre-registration is requested. Sign up online at marshalltown. org/work. Participants are invited to bring a lunch to enjoy during the presentation.

New Chamber 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.

> **Better Business Bureau** Chris Coleman, President

2625 Beaver Avenue, Des Moines, IA 50310 515-243-8137 Helping find and recommend businesses, brands, and charities you can trust because we believe trust is vital to a healthy and productive community.

> **State Street Trading Co.** Rhetta Wenk

35 West State Street, Marshalltown, IA 50158 641-758-9355 Offering new and gently used women's and men's shirts, pants, jeans, sweaters, athletic wear, and more, as well as handbags, shoes, and accessories.

SPRING into HOT RATES! 15 months 1.71 APY* 25 months 2.12 APY* 42 months 2.27 APY* Annual Percentage Yield (APY) \$5,000 minimum INGS BANK Penalty for Early Withdrawal fsb-iowa.com 641-752-2525 Rates Effective 3/28/2018

Member FDIC





BUSINESSNEWS

Stop the burnout

Upgrade to LED lighting

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alliantenergy.com/rebates 1-866-ALLIANT (866-255-4268)

Rebates are for existing buildings only. Must be ENERGY STAR® or DesignLights Consortium® (DEC) qualified.



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REGIONAL PARTNERSHIP MARSHALLTOWN



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Business After Hours

May 17, 2018 **MEMBERS1st Community Credit Union** (910 South 12th Avenue) 4:30 to 6:00 p.m.

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

HOLIDAY **CLOSINGS**

Fisher Community Center (FCC) will be closed May 13.

Marshalltown Regional Partnership offices and FCC will also be closed May 28.

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





(we just have to brag a little)

Welcome to...

Andrew Dolfie, PA, Ryan Foulkes, ARNP, and Rachael Clark, ARNP who have joined the Emergency Department at UnityPoint Health – Marshalltown.

New Director of Business Operations for **Marshalltown Community** School District, Paulette Newbold.

Somaia Selim, MD who is joining **McFarland Clinic's** Marshalltown Pediatrics Department.

Lori Murphy-Stokes who has been appointed Vice President of Nursing with **UnityPoint Health – Marshalltown**.

Hats off to...

Jamie Miller, LPN at the **Iowa Veterans Home**, for administering CPR to a child who nearly drowned at a nearby pool, saving the child's life as reported by the **Times-Republican**.

Marshalltown Community School District's Connie Reinert, Bob Rush, and Elaine Johnson on their Employee of the Quarter awards.



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UNITED BANK & TRUST

Congratulations to...

aSPArations as they celebrate five years in business with an open house on May 10 from 4:00 to 7:00 p.m.

Marshalltown YMCA-YWCA on being chosen as the location for the 2019 YMCA State Championship Swim Meet.

Tammy Kalinay who has been promoted to Assistant Vice President at **Pinnacle Bank.**

Chelci Hiller who has been promoted to Manager in Training at the **Slumberland** in Marshalltown.

Cathy Dunham and Elisa Anderson who have been promoted to Operations Officer and Branch Manager (north location), respectively, at **United Bank & Trust.**

Kari Kerber of **GNB Bank** for completing the Iowa Bankers Association Consumer Credit School, a one-week intensive program designed to broaden the consumer credit knowledge of consumer credit officers.

Lynn Olberding, Executive Director, Marshalltown Area Chamber of Commerce, on recently completing her term as Chair of the Iowa Chamber of Commerce Executives.

Marshalltown Christian School student Brianna Hargrave who won the 1st congressional district "If I Were Mayor" essay contest and was presented her award by Governor Kim Reynolds at the Iowa State Capitol. Brianna read her essay at a City of Marshalltown Council meeting.

Park Place Computers on their 10th anniversary in business.

Announcing...

Terry Buzbee's retirement from Emerson Process Management – Fisher Controls. An open house will be held Friday, June 8 from 5:00 to 8:00 p.m. at Elmwood Country Club (1734 Country Club Lane). United Bank & Trust board member retirements: Larry Raymon, Raymon/DONCO Air Distribution Equipment, and Keith Brown, Kapaun and Brown. Both were charter board members and served more than 16 years.

Meri Edel, counselor at **Marshalltown High School**, is one of 14 members of a statewide advisory council on career and college access in Iowa.

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.

5



CHAMBER | AMBASSADORS**VISITS**



Left: On March 27, Chamber Ambassadors hosted a courtesy call at the MEMBERS1st Community Credit Union main office (910 South 12th Avenue).

Right: Chamber Ambassadors met with PGA professional Jay Giannetto, owner of the **Jay Giannetto Pro Shop** (1734 Country Club Lane) during a courtesy call on March 27.



Left: Justin Thiele, general manager of Elmwood Country Club (1734 Country Club Lane) visited with Chamber Ambassadors during a March 27 courtesy call.

Right: Chamber Ambassadors hosted a courtesy call on April 10 with board members from the **Central Iowa Fair** (1308 East Olive Street).







Visit www.marshalltown.org for all the latest Chamber news and upcoming events. Left: On April 10, Chamber Ambassadors visited with Arlene McAtee, Executive Director of Mid-Iowa Community Action (1001 South 18th Avenue), also known as MICA, during a courtesy call. Right: Chamber Ambassadors and staff members of State Street Trading Co. (35 West

State Street) celebrated their grand opening with a ribbon cutting on April 14.

Thank You Ambassadors!





WWW.MARSHALLTOWN.ORG

AREA CHAMBER OF COMMERCE

MARSHALLTOWN

CHAMBER**NEWS**

49th Annual Scholastic Banquet

In conjunction with presenting sponsor, Lennox Industries, the Chamber is pleased to announce the 49th Annual Scholastic Banquet on May 2. This event will honor the top 5% of graduating seniors from East Marshall, GMG, Marshalltown, and West Marshall High Schools.

Marshalltown High School

Ryan Bohan

Sam Irwin

Regan Mazour

Keynote speaker for the event will be Grant Mattox who is a graduate of Marshalltown High School and owner/operator of the Calvin Rockett restaurant.

Those area students to be honored at the event include the following: **East Marshall High School**







Emily Terrones









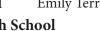




Brenden Taul













Kyla Wilkening

West Marshall High School



Haley Stahl





Taylor Brown

THANK YOU SCHOLASTIC BANQUET SPONSORS!

Presenting Sponsor: Lennox Industries Flower Sponsor: Lowes' Flowers

Friends of Education: Animal Rescue League; Clapsaddle-Garber Associates; Edward Jones Investments - Bruce Wirin; Eyecare Associates; Hammer Medical Supply; Interface Sealing Solutions; Iowa Valley Community College District; Lennox Employee's Credit Union; Marshalltown Company; Mitchell Family Funeral Services; R.S. Stover; SportsPlus Sports Medicine & Physical Therapy; Taylor's Maid-Rite; Times-Republican; US Bank; Zeno's

Student Sponsors: Ace Precision International; Animal Clinic - The Vet; Bowman & Miller; Cartwright, Druker & Ryden; Dr. David Clark; Dr. John Collison; Evans Abstract; Great Western Bank; Grimes, Buck, Schoell, Beach & Hitchins; Hermanson Orthodontics; Interface Sealing Solutions; Lennox Employee's Credit Union; M. Gervich & Sons; Marshall County Abstract; Marshalltown Broadcasting; McFarland Clinic; Premier Real Estate; RACOM; Steve & Mary Rund; Smokin' G's BBQ, Restaurant and Catering; St. Francis Catholic School; Stalzer Photography; Phyllis R. Mazour State Farm Insurance Agency; Times-Republican; Walmart; Wells Fargo Bank





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BUSINESSDIRECTORY





ECONOMIC DEVELOPMENT

Business development guidance

Small business development services are available right here in Marshalltown. Brian Tapp, Regional Director with America's Small Business Development Center Iowa at Iowa State University, has semi-monthly office hours at the Fisher Community Center (709 South Center Street).

Services that Tapp offers include: assistance with feasibility studies; financial analyses; assistance in advising entrepreneurs and existing business owners through start up, expansion and acquisition service; succession planning; and, more. Marshall Economic Development Executive Director, Tom Deimerly, says, "There is no charge for Tapp's consulatations. Simply contact our office at 641-753-6645 for information on how to set up an appointment."

Housing study conclusion:

"The most active segments of the for-sale housing market...have been at middle price points ranging from \$100,000 to \$200,000; however, all segments of the market appear healthy and supportive of additional growth."

> Housing Market Assessment by Real Property Research Group Effective Date: November 30, 2017

Economic Statistics

Employment – Marshall County - February	2018	2017
(Source: Iowa Workforce Development)		
Labor force	18,190	19,100
Unemployed	1,160	1,130
Percent unemployed	6.4	5.9
Total employment	17,040	17,980
Marshall County Construction - February	2018	2017
(Source: Marshalltown Building Department)		
Building permits	13	11
New Residential Construction	\$77,000	\$848,000
Residential Addition/Remodeling	\$45,000	\$47,000
New Commercial/Industrial Const.	\$0	\$6,664,000
Commercial/Industrial Remodeling	\$149,000	\$0
Housing Sales Data - March	2018	2017
(Source: Mid-Iowa Regional Board of Realtors)		
Single family home sales	30	52
Average sale price	\$101,408	\$87,549
Median sale price	\$90,000	\$79,000



A "win" and kudos for our town! CONVENTION & VISITORS BUREAU

When the Marshalltown YMCA-YWCA was announced as having been awarded the 2019 YMCA State Championship Swim Meet, both the Y and their volunteers were paid multiple compliments. Donald Pirrie, Iowa YMCA Competitive Swimming League Chair, and committee members (who were present at both State and Regional Swim Meets this year) overwhelmingly decided on the Marshalltown YMCA-YWCA location.

Pirrie writes, "While cost was a factor in the decision, it was not the main reason why Marshalltown was selected as the host site. Members of the committee felt that the Marshalltown YMCA was better equipped to host a meet of this size citing adequate public access to restrooms, exceptional spectator seating, skilled meet management staff, and free parking facilities as some of the reasons. Additionally the committee felt that the staff and volunteers at Marshalltown went above and beyond, helping in every aspect of the meet from swimmer supervision, free access to copiers/printers, and managing the coaches volunteer room for the duration of the meet, all of which led to an exceptional meet experience for swimmers, parents, coaches and volunteers."

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Camping kick-off weekend

Save the date! May 4 to 6 is Camping Kick-Off Weekend. The annual event jump-starts the camping season with dozens of activities in more than 30 state parks.

Campers are encouraged make reservations now at iowastateparks. reserveamerica.com.



Most web visits via mobile devices

In 2017, a majority (65%) of traveliowa.com visitors used the site on a mobile device. Mobile device usage is increasing for every age range.

Takeaway: If your website is not yet responsive or mobile-friendly, consider making some updates. Learn how Google uses mobile-first ranking and indexing and make sure you can serve travelers using their Source: Travel IOWA Research & Insights April, 2018 phones to search.

Leadership Iowa Institute 2.0



Val Ruff, Executive Director of Marshalltown Convention & Visitors Bureau (MCVB), recently completed the second course in a series of three by the Iowa

Ruff (2nd from left) and fellow graduates. Tourism Leadership Institute. The program provides Iowa tourism executives a platform for learning, networking, and growing in leadership skills.

Marshalltown's May Visitors

Date	Group	Location
May 4-6	Marshalltown Little League	MLL Diamonds
May 10-11	Infection Prevention Training	IVH
May 11-13	Marshalltown Little League	MLL Diamonds
May 11-13	Iowa High School Rodeo Association	Fairgrounds
May 18-20	Marshalltown Little League	MLL Diamonds
May 19-20	Sid Roseland Memorial Rodeo	Fairgrounds
May 25-27	Marshalltown Little League	MLL Diamonds
May 25-28	Iowa High School Rodeo Association	Fairgrounds
May 29-30	IGHSAU Class 1A State Golf	Amer. Legion
May 29-30	IGHSAU Class 4A State Golf	Elmwood



CHAMBER**NEWS**

State of the Schools Breakfast

Experience Trip



The Chamber's 5th annual State of the Schools event was presented by JBS and held at Legend's American Grill. Gold sponsor was Lennox Industries. Featured speaker, Dr. Theron Schutte, Superintendent of the Marshalltown Community School District and proud 1981 Marshalltown High School graduate, updated attendees on the latest initiatives in the district.



There is still time to join the Chamber's 7-day, 5-night trip to Iceland September 19-25. Meet Iceland's proud people, and view the country's spectacular landscapes of dramatic contrasts forged by fire and ice. Contact the Chamber office to register.

MAY/JUNE

May 2: 49th annual Chamber Scholastic Banquet May 3: Social Media Do's & Don'ts training session May 13: Fisher Community Center closed for the holiday May 17: Business After Hours at MEMBERS1st Community Credit Union May 28: Partnership offices and

Fisher Community Center closed June 7: Marshalltown Regional Partnership Annual Banquet



