

theDIGEST

distinctly different

September 2018

Volume 36, Issue 3

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UNITED STATES CHAMBER OF COMMERCE
ACCREDITED

2019 Iowa Valley Leadership class begins

When participants in the Iowa Valley Leadership class of 2019 convene in September, it will mark the 31st year of the course. But after the July 19 tornado, it is likely this year’s program will be like none other.

Course facilitator Lynn Olberding, Chamber Executive Director, explains, “Course content is intentionally kept fresh and relevant. This year, for instance, it is likely that stories from the July 19 tornado be woven into class sessions. Also as a result of the storm, we will definitely be taking a class session to look at emergency management. And, I am certain class members will brainstorm project ideas that will assist with the community’s post-tornado recovery.”

Olberding’s latter comment refers to the part of the course where class members select a project to complete that will benefit the community.

In addition to choosing a class project, participants meet monthly to learn about community areas such as education, healthcare, public safety, local government, manufacturing, community history, workforce and economic development, agricultural operations, and more. As they explore these areas, class members are privileged to meet with local



The Iowa Valley Leadership class begins with a team-building retreat that includes the Iowa Valley Challenge Course.

leaders, as well as visit or experience numerous businesses and organizations in order to learn more about the community, its current needs, and opportunities.

Designed to acquaint participants with Marshalltown history, influence positive change, and develop leadership, the class is co-sponsored by the Marshalltown Area Chamber of Commerce and Iowa Valley Continuing Education.



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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.

Select Physical Therapy

Aaron Budweg, Director

55 Central Iowa Drive, Marshalltown IA 50158 641-754-6120

Our highly-qualified clinical team provides preventative and rehabilitative services, develops individualized plans, and achieves optimal outcomes.

Vodec

Jacque Evans, Human Resource Director

4406 NW 114th Street, Urbandale, IA 50322 515-777-2114

We provide life-enriching services to persons with disabilities, including day programs, employment training and residential options.

Wausau Homes Marshalltown

Mendy Bailey

609 Iowa Avenue West, Marshalltown, IA 50158 641-758-3609

Our builder's promise to you is: your way, firm price, and on time. With our process, winter builds are not only possible, but encouraged.

Rural-Urban Breakfast

Enjoy a great breakfast and learn about how the latest trends in agricultural are impacting the local area at this year's Rural-Urban Breakfast. Co-sponsored by the Marshalltown Area Chamber of Commerce, Marshalltown Rotary, and Marshall County Farm Bureau, it is scheduled for Tuesday, August 28 at Central Iowa Farm Store (203 Iowa Avenue West). A hot breakfast will be served beginning at 7:00 a.m. Then, at 7:30 a.m., those attending will hear from Iowa Secretary of Agriculture Mike Naig. There is no cost to participate; simply come and take part in learning about the all-important connection between rural and urban.

Workplace wellness tip

Hydrate, hydrate, hydrate.

Set a goal to drink 64 ounces of water per day.

Among many benefits, drinking plenty of water helps increase both mental and physical energy.

This Workplace Wellness Tip is brought to you by Marshalltown Water Works...awarded the Best Tasting Water in Iowa in 2016 (as given by the Iowa Section of American Water Works Association), that being the third time in eight years.

MEMBER SPOTLIGHT

Stover Controls

Formerly R.S. Stover, this Marshalltown-based company is celebrating 75 years of business with a name change. Now *Stover Controls*, an *Emerson Impact Partner*, the new name better reflects the company's role in industry. That role is selling, installing, and servicing Emerson products in the Central Midwest. Stover Controls is part of a North American network of 21 such local

companies, all certified to represent Emerson products.

"We are experts in process control automation," explains Jill Bidwell, Stover

Controls Communications Manager. "Our customers are companies that handle the flow of liquids, gases, air, or energy as part of their manufacturing process. For example, food & beverage manufacturers, oil & gas transmission and distribution companies, and plants handling ethanol, power, or chemicals & fertilizer are typical customers."

The overriding goal that drives Stover Controls employees is helping customers run at PEAK UPTIME, safely. "Peak means running assets to full potential," describes President John Dawley. "Uptime means preventing unexpected interruptions, while doing this safely means protecting people, the environment, and physical assets."

Employees are key to the company's success. "What differentiates Stover Controls and makes it special are our people," says Dawley. "They are hard-working, family oriented, and driven to help our customers."

Beyond their work ethic and pride in a job well done, the 62 Stover Controls employees also serve in various leadership capacities throughout the community, such as civic organizations, school boards and committees, church groups, and volunteer-driven festivals.

Quality of life for those employees is one of many reasons that Stover Controls supports the Chamber. "The Chamber helps connect and coordinate quality-of-life initiatives throughout the community," Bidwell notes. "It's all about making Marshalltown a good place to live, work, and play. These features help keep employees local."

In conclusion, while their name is changing, Stover Control's dedication to their customers and Marshalltown community isn't. As the company's employees like to say, "We'll be known as Stover Controls, but our friends still call us 'Stover.'"

**Learn more about Stover Controls
through their corporate [video](https://www.youtube.com/watch?v=rgOvgREIPQU).**

(<https://www.youtube.com/watch?v=rgOvgREIPQU>)



3rd annual Tiger Appreciation

The Chamber, Presenting Sponsor **Lennox**, and Gold Sponsor **SagePoint Financial** welcomed back faculty and staff of Marshalltown Community College recently. The event kicked off the academic year with a breakfast, after which key administrators and leaders addressed the group.

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2019 Chamber Experience Trips



Departing March 31, the Great Trains & Grand Canyons trip weaves through breathtaking parts of the southwest U.S.

The Marshalltown Area Chamber of Commerce is once again offering two Experience Trips in 2019. The international trip, **Classical Greece Explorer**, features Athens, Lympia, Delphi, and Kalambaka and is planned for an early November departure. The domestic trip, **Great Trains & Grand Canyons**, will experience Arizona destinations including Grand Canyon National Park, Montezuma Castle, and two rail journeys--one through the Grand Canyon and the other through the Verde Canyon. That excursion has a late March departure date.

"Chamber Experience Trips offer travelers a unique experience," explains Chamber Executive Director, Lynn Olberding. "Our focus is

familiarization with different parts of the country and world in order to foster a deeper understanding of people groups, economies, and other cultures."

For details on either travel itinerary, contact Olberding at lolberding@marshalltown.org. or by phone at 641-753-6645.



The 2019 Classical Greece Explorer trip takes place November 5 through 13 of 2019.

**In observance of Labor Day,
Partnership offices and
Fisher Community Center (FCC)
will be closed Monday, September 3.**

Chamber Chat

every Sunday morning

6:30 a.m. on 99.5 KDAO FM

7:30 a.m. on 1190 KDAO AM

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Shelley Lechnir, MCVB
Jerrod Leffler, At-Large
Kevin Meyer, At-Large
Dan Moellers, Chamber
Dave Thompson, County
Steve Valbracht, Econ. Dev.

Staff:

Lynn Olberding, Chamber Executive Director
Barbara Johnson, Chamber Executive Assistant
Tom Deimerly, MED Executive Director
Val Ruff, MCVB Executive Director
Shauna Banks, MCVB Executive Assistant

Business After Hours

Friday, August 24, 2018
Stover Controls
(3809 South Center Street)
5:00 to 6:00 p.m.

Thursday, September 6, 2018
**Glenwood Place Retirement
Community**
(2907 South 6th Street)
4:30 to 6:30 p.m.

Thursday, October 18, 2018
Great Western Bank
(11 North 1st Avenue)
4:30 to 6:00 p.m.

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

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.



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MARSHALLTOWN NEWS

(we just have to *brag a little*)

Congratulations to...

Iowa Veterans Home and **Southridge Specialty Care** in Marshalltown for both being named to the National Nursing Home Quality Care Collaborative Honor Roll, recognizing their performances on the Nursing Home Compare long-stay quality measures.



Dr. Randy Swarts of **Kimball & Beecher Family Dentistry** and Tami Lichtenberg of **Iowa River Hospice** who were both recently re-elected to serve on the Board of Directors for **MEMBERS1st Community Credit Union**.



Andy Schwandt who has been named Local Sales Manager for **Mediacom/OnMedia**.

Buzzed Bee Meadery on the honors they received at the 12th Annual Mid-American Wine Competition held recently, including a gold medal and sweepstakes nomination for its Honey Wine-Meads, as well as a silver medal, and two bronze medals.

Dr. Chris Duree, **Iowa Valley Community College District** Chancellor, on receiving the Iowa Association of Community College Trustees 2018 Iowa Outstanding Diversity/Equity Award.



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Welcome to...



Shrivastava

Two providers who have joined **McFarland Clinic's** 312 East Main Street location: Shilpi Shrivastava, MD (Pediatrics Department) and Erik Close, DO (Orthopedic Surgeon).

Stefanie Smith, **Hampton Inn & Suites** new general manager.

Hiedi Moorman, new marketing coordinator for **DirecTech/Hanson Directory**.

Dex Walker, the new Executive Assistant to the Commandant at **Iowa Veterans Home**.

Dr. Pankaj Nagaraj and Callie Williams, Pediatric Nurse Practitioner, who will provide neonatal and pediatric services in **UnityPoint Health - Marshalltown's** Newborn Nursery and Pediatric Department.



Dierks

Dawn Dierks who is joining **United Bank & Trust** as a Personal Banker.

Jeff Rasmussen who recently joined the **Bergman CPA Tax and Accounting** as a CPA and partner. He was most recently Chief Financial Officer of **Marshalltown Company**.



Close



Williams



Rasmussen

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.



The Iowa Veterans Home celebrated the opening of their deluxe new laundry facility with a "clothespin scissor" ribbon cutting August 10.

CHAMBER | AMBASSADORS VISITS



Left: On July 24, Chamber Ambassadors hosted a courtesy call with the managers of **Dave Wright Auto Buick-GMC-Honda** (located at 1000 North 3rd Avenue).

Right: The management of **Dave Wright Chrysler-Dodge-Jeep** (located at 908 North 3rd Avenue) met with Chamber Ambassadors during a courtesy call on July 24.



Left: Director Bianca Greazel, staff of **Bickford of Marshalltown** (101 Newcastle Road), and Chamber Ambassadors celebrated recent renovations with a ribbon cutting on July 31.

Right: On August 14, Chamber Ambassadors, manager Judy Broyles, and the staff of **Temp Associates** (307 West Main Street) celebrated the firm's 20th anniversary in Marshalltown during a courtesy call.



Left: Chamber Ambassadors and the staff of **Wausau Homes Marshalltown** (609 Iowa Avenue West) celebrated the business' grand opening with a ribbon cutting on August 14.

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

Doug Beals 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
Reed Riskedahl 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!

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Thank You Reinvesting Chamber Members

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

Augustine Company	30	M. Gervich & Sons, Inc.	54
B & G HVAC	12	Marshall County Abstract	34
BDH Technology	15	Marshall Cty. Arts & Culture	13
Ben's Tire	30	Marshall Cty. Farm Bureau	54
Brown's Shoe Fit Co.	11	Marshall County Supervisors	26
Buena Vista University	31	Marshalltown School District	26
Central Iowa Art Association	17	Marshalltown Company	59
CIRSI	37	Marshalltown Water Works	37
City of Marshalltown	26	Marshalltown YMCA-YWCA	41
Clapsaddle-Garber Assoc.	47	Martin Marietta	41
Consumers Energy	42	McAtee Tire Sales & Service	33
Dave Wright Buick	59	McDonald's	46
Dave Wright Chrysler	53	McFarland Clinic	20
DirecTech/Hanson Directory	34	McGregors Furniture	55
Domino's Pizza	35	Mediacom/OnMedia	30
Elmwood Country Club	53	Mid-Iowa Workshop	34
Emerson - Fisher	105	Moore Law Firm	25
Feldman Financial Group	13	Nagle Signs, Inc.	32
Great Western Bank	55	PennySaver	47
Colene Grecian, D.D.S.	10	Premier Real Estate	41
Grimes Law Firm	54	Primary Health Care, Inc.	10
H & F Distributing Company	42	RACOM Corporation	38
Hermanson Orthodontics	43	Rainbow Car Wash, Inc.	32
Home Federal Savings Bank	49	ServiceMaster	33
Home Rental Center & Sales	35	Starnes TV & Appliance	29
Iowa River Brewing	5	Strand's	42
Iowa River Hospice	18	Taco John's	42
Iowa Valley Continuing Ed	26	Tele-Difference	2
Iowa Veterans Home	30	Timber Creek Enterprise	32
Iowa Wholesale Supply	44	Times-Republican	57
JBS Swift & Company	59	US Bank	54
Kapaun & Brown, Inc.	44	Union Pacific Railroad	8
Kimball & Beecher	40	UnityPoint Health	92
Lamar Advertising	22	Weidner Construction, Inc.	40
Lennox Industries	89	Wolfe Clinic P.C.	26
Joe Leonard	2		



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www.marshalltown.org Statistics

	July '18	Avg/Month	YTD Total
Unique Visitors	11,484	8,246	57,725
Number of Visits	15,775	11,907	83,352
Page Views	67,911	62,594	438,161
Hits	326,582	237,420	1,661,943

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



Sign up to participate in the Chamber's Facebook Shout Out program at: marshalltown.org/facebook, then watch for the Chamber members featured on the Chamber's Facebook page.

**Chamber Bucks make great gifts
and are a perfect way to
THINK LOCAL FIRST!**



Small businesses play a critical role in our local economy

By Tom Deimerly, Executive Director, Marshall Economic Development

Small businesses present new employment opportunities and serve as the building blocks of the United States' largest corporations. Small businesses contribute to local economies by bringing growth and innovation to the community in which the business is established. Small businesses also help stimulate economic growth by providing employment opportunities to people who may not be employable by larger corporations. Small businesses tend to attract talented people who invent new products or implement new solutions for existing ideas. Larger businesses also often benefit from small businesses within the same local community, as many large corporations depend on small businesses for the completion of various business functions through outsourcing.

At Marshall Economic Development (MED), we are committed to our existing business base (small and large) during this difficult period. This includes existing businesses looking to continue operations, businesses looking to transition to new ownership, and businesses looking to capitalize on this opportunity to expand. We understand that navigating the alphabet soup of business assistance programs is difficult at best--let alone when put into the stressful situation created by natural disasters.

Over the past month, we have put together business advisory response teams comprised of Iowa Economic Development Authority staff, Iowa

While it's too early to discuss details, we're proud to partner with area utility providers to look at special financing methods to assist impacted businesses through this time. More details to come soon.

Utility Partners, Iowa State Small Business Development Center (SBDC), and the Small Business Administration (SBA). While it's still early to discuss the details, we've been proud to partner with our area utility providers to look at special financing methods to assist impacted businesses through this time. More details will come on that very soon. Be sure to check MED's website and Facebook page to learn more as that rolls out.

Meanwhile, please do not hesitate to contact our office to access any of these partners and resources for assistance navigating the various programs to assist you with your business needs during this difficult time.

Housing study findings:

"Roughly one-third of all households in Marshalltown contain children and 34.2 percent of all renter households contain at least three people, making the lack of three-bedroom rental units for moderate-income families problematic."

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

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

Economic Statistics

Employment - Marshall County - June

(Source: Iowa Workforce Development)

	2018	2017
Labor force	18,260	19,020
Unemployed	630	760
Percent unemployed	3.5	4
Total employment	17,620	18,260

Marshall County Construction - July

(Source: Marshalltown Building Department)

	2018	2017
Building permits	17	9
New Residential Construction	\$22,000	\$665,000
Residential Addition/Remodeling	\$14,000	\$0
New Commercial/Industrial Const.	\$2,246,000	\$6,000
Commercial/Industrial Remodeling	\$443,000	\$0

Housing Sales Data - July

(Source: Mid-Iowa Regional Board of Realtors)

	2018	2017
Single family home sales	45	53
Average sale price	\$130,707	\$120,064
Median sale price	\$127,000	\$115,500



MCVB Director elected to regional tourism board

Val Ruff, Executive Director of Marshalltown Convention & Visitors Bureau, was recently elected to the Central Iowa Tourism Region (CITR) board of directors.

"We are delighted to have Val serving on the region's board of directors," said Ann Vogelbacher, Executive Director of CITR. "Her enthusiasm, creativity and leadership skills are exactly what we look for in members of the board."



Ruff

Ruff was nominated by her industry peers to serve on the board and was elected at the CITR annual meeting. "Board members represent the diverse interests of those involved in Iowa's tourism industry and are responsible for setting goals and policy for the region, along with our annual plan of work," commented Vogelbacher. "We are fortunate to have such talented professionals serving on the region board of directors."

Ruff remarks, "I was humbled and honored to be asked to serve on the CITR board of directors. This leadership opportunity allows me to broaden my tourism perspective at a regional level while also giving me the chance to network with other tourism colleagues on best practices to advance tourism. It's a win-win for tourism when visitors choose to come to Iowa whether at the local, regional, or state level. So encourage your friends and relatives to come for a visit to your community and support your local economy."



iowatourism.com

#marshalltownstrong

3rd annual Monarch and Milkweeds



On September 15, join the City of Marshalltown's Parks and Recreation Department, Marshall County Conservation, and the Marshalltown Convention & Visitors Bureau to learn about the amazing monarch butterfly and receive a seed packet to start a pollinator patch. The interactive learning activities start at 1:00 p.m. at the Grimes Farm (2349 - 233rd Street). There is no charge to participate. The afternoon includes an opportunity to tag and release monarch butterflies.

World Nationals are coming!

Head out to the Marshalltown Speedway September 13-15 for the 2018 World Nationals. Practice sessions take place Thursday evening with qualifying for modifieds plus competition for both stock cars & sport mods, and hobby stock classes to follow on Friday evening. Competition ramps up on Saturday night when the \$10,000 modified winner is decided. Catch details on the upcoming action at marshalltownspeedway.com.

Oktemberfest 2018 continues!

Not to be daunted by the July 19 tornado, the Oktemberfest board has rallied to determine the show must go on. The Central Iowa Fair Board has graciously come alongside to sponsor this year's Oktemberfest and offer the fairgrounds as the venue for the event. Grounds logistics determined that the festival dates will now be September 27-29 (no Sunday activities). The committee has unanimously decided the theme for 2018 Oktemberfest is MARSHALLTOWN STRONG. They continue to work out details of the parade, events, and layout of the festival, and will provide updates as available. Look for them at oktemberfest.com

Marshalltown Restaurant Week



Calling all foodies! Enjoy the world of flavors available right here in Marshalltown during this year's restaurant week September 14-23. Stop

by participating eateries during the 10-day promotion to discover their specialties. Visit Marshalltown Restaurant Week's Facebook page for a list of participants, then take the trek that's sure to make your tastebuds smile.

This promotion is brought to our community locally by Marshalltown Central Business District, Marshalltown Convention & Visitors Bureau, and Marshalltown Area Chamber of Commerce with support from Iowa Restaurant Association, Main Street Iowa, and Travel Iowa.

Save the Date - 2018



*Grab your shopping buddies
and get ready to hit the trail!*

Find details at:

<https://www.facebook.com/BackRoadsJunkItTrail>

Chamber Ambassadors Golf Outing



It was a perfect day start to finish as teams took to the course at **Elmwood Country Club**. Congrats to the winning team: **B & G HVAC** (right). Thank you to Chamber Ambassadors (lower left) and Presenting Sponsor **Lennox**.



AUGUST/SEPTEMBER

August 24: Business After Hours at Stover Controls

August 28: Rural-Urban Breakfast at Central Iowa Farm Store

September 3: Fisher Community Center/Partnership offices closed

September 6: Business After Hours at Glenwood Place Retirement Community

September 13-14: Iowa Valley Leadership class of 2019 retreat

September 19: Chamber Experience Trip to Iceland begins

upcoming EVENTS



Heck Dein
Agent



Pat Hageman
Agent



Maria Mitchell-Sulist
Agent-CSA



Lance Harbach
Agent



Paul Ivers
Agent



Mark Konde
Agent



Dan Mead
Agent
Claims Administration



Rich Mohr
Agent



Doug Joslin
Agent



Bonnie Orl
Processor



Eileen Angstrom
Agent-CSA



Dana Rowley
Agent-CSA



Carla Nordstrom
Agent-CSA



Kathy Minkus
Administrative
Assistant



Jamin Cansins
Administrative
Assistant



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LOCAL CLAIMS SERVICE

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Matt Riedinger
Information Systems



Earl Canton
Office Manager



Vivian Caron
Agent-CSA



Heather Harris
Agent-CSA



Samantha Gamson
Agent-CSA



LeAndria Ables
Administrative
Assistant