

# theDIGEST

*distinctly different*

**November 2018**

**Volume 36, Issue 5**

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## REGIONAL PARTNERSHIP MARSHALLTOWN



## Business to Business Showcase November 8



This year's Business to Business Showcase, presented by Hy-Vee, will take place

Thursday, November 8 at **Elmwood County Club** (1734 Country Club Lane) from 5:00 to 6:30 p.m. The event offers a chance to make new connections as well as to learn more about participating exhibitors.

Chamber Executive Director, Lynn Olberding, says, "The Business to Business Showcase is a popular event with Chamber members. In addition to the festive atmosphere created by Hy-Vee's Floral Department, their other departments present the best of their food and bev-

erage offerings for participants to sample. It's a great place to come for inspiration in planning holiday gatherings."

Additionally, the following exhibitors will be present to share about the goods and services their businesses and organizations offer:

**Bankers Advertising Company**  
**Inner Peace Health Coach Services**  
**Iowa Kitchen Company**  
**Iowa Valley Continuing Education**  
**Simms Construction**  
**Temp Associates**      **Top Crafters**  
**UnityPoint Health - Marshalltown Dietitians**  
**Vodec**      **Wausau Homes**

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

## Shop Small Saturday November 24

While the Chamber has long promoted Shop Small Saturday, this year's event, presented by **SagePoint Financial**, has special significance for the Marshalltown community.

Chamber Executive Director, Lynn Olberding, explains, "Businesses impacted by the July 19 tornado have faced many challenges. As a community, we want to support them as well as all our area retailers and restauranteurs. Shopping locally the Saturday after Thanksgiving is a great way to do just that."

The following businesses are participating. Other local independently owned Chamber member businesses wishing to participate can sign up by contacting the Chamber office.

**Art & Frame on Main**    **aSPArations Salon & Day Spa**  
**Buzzed Bee Meadery**    **Haley's Deli, BBQ & Catering**  
**Hellberg's Jewelers**    **MAMA DiGrado's PASTA & PIZZA**  
**Smoking G's BBQ, Restaurant and Catering**    **Taylor's Maid-Rite**  
**Thompson's True Value Hardware**    **Tremont Grille**



## Iowa Valley Leadership class spotlights



**Isaac Droessler**

**Name:** Isaac Droessler

**Job:** Account Manager at **Stover Controls**

**What that means:** With a focus on midstream oil and gas, I am responsible for coordinating solutions, support, and service for the broad Emerson portfolio to ensure our customers keep their systems running safely and at peak performance.

**Best part of my job:** Each day is a new challenge. I work on everything from 48" transmission pipeline valves to the ¾" regulator supplying gas to homes.

Each day brings new problems for customers; I get to find the solutions.

**Why I am in IVL:** Marshalltown has a lot to offer, and many people don't see that looking in from the outside. I want to learn more about what different organizations in town are doing to improve the community and how we can leverage those ideas to attract new, young professionals.

**Best part about living/working in Marshalltown:** You can sense the community. I'm from a small town in northwest Iowa and grew up knowing just about everyone in town. Marshalltown has that same feeling, but also offers more restaurants, shops, and culture than most small towns.



**Bridget Itzen**

**Name:** Bridget Itzen

**Job:** Cost Accountant at **Consumers Energy**

**What that means:** I am responsible for maintaining a number of systems, including: work order, inventory record, purchase order, and accounts payable, as well as doing month-end and year-end balancing and closing plus special projects/reports as needed.

**Best part of my job:** The people and atmosphere! My boss and fellow employees are some of the nicest people with which I have worked.

**Other community involvement:** None now, but a reason I am in IVL is to see the current needs of the community and find where I might fit in.

**Why I am in IVL:** Three reasons in addition to the above: 1) My boss suggested it. 2) It sounded like a great chance to connect with community leaders and learn more about the community's current state, resources, and needs of residents, business, and industry. 3) The thought of coming together and completing a community project sounded very rewarding.

**Best part about living/working in Marshalltown:** In my younger days, I wanted big city life out of Iowa! Once married with kids, I learned to appreciate Iowa and Marshalltown's small town atmosphere. Though Grundy Center is home, Marshalltown provides employment, medical services, entertainment, and a variety of dining and shopping options.



## MEMBER SPOTLIGHT

### Big 8 Tyre Center

"The July 19 storm did damage to our store," says owner Jerry Angle, "but Big 8 Tyre Center's service is as strong as ever. While we are still awaiting building repairs, our team is ready and able to offer a full range of both auto repairs and tire sales/services."

Throughout the 36 years of the Marshalltown business' operation, the center has operated under one central philosophy: "You [the customer] are important to us," Angle says. "The size of Marshalltown makes doing business very personal, so we want to offer the best in service."

To Angle and co-owner Don Hans, that means keeping the warning lights off for customers. Angle says, "We are specialists in 'TPMS,' and able to trouble-shoot other warnings such as 'CEL,' 'Service Engine Soon,' and 'Brake' indicators."

For the team of technicians at Big 8 Tyre Center, offering the best also means providing a full line of service and sales including:

- Bridgestone/Firestone® tires, as well as all other tire brands
- custom tires and wheels
- tire repairs, rotations, balancing, and alignments
- all under-car repairs plus tune-ups
- brakes, shocks, and struts work
- T-Tech transmission flush
- exhaust system service
- trailer hitches and wiring
- running boards
- 4x4 lift kits



"This is not an exhaustive list of all the things we can do," Angle said. "Customers who need something else should just ask. We are able to provide many services."

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## 2019 Chamber Experience Trips



### Great Trains & Grand Canyons

The 2019 domestic trip departs April 7. Based from a picturesque resort-style property in the Sedona area, travelers will embark on two train journeys--one to the Grand Canyon and the other to the Verde Canyon.

Throughout the six-day

trip, participants will experience such sights as Grand Canyon National Park, Oak Creek Canyon, the Chapel of the Holy Cross, Montezuma Castle, and the Spanish-Mexican village of Tlaquepaque plus enjoy a Chuckwagon Supper and Show.

### Classical Greece Explorer

The 2019 international trip departs November 5 and features destinations of Athens, Olympia, Delphi, and Kalambaka. Highlights of the nine-day trip include



exploring historic Corinth, a tour of ancient Olympia (including the Olympic Stadium), tastings of locally produced wines and olive oil, and an Athens city tour--home of the Acropolis and the incredible Parthenon. All trip long, travelers can enjoy sampling authentic Greek cuisine.

*Find details on both trips at [marshalltown.org/work](http://marshalltown.org/work).*

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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.

<b>Animal Clinic - The Vet</b>	<b>30</b>	Landon-Landon	54
Applebee's	21	Live On Stage	4
Child Abuse Prevention	8	M'town Development Found.	9
Comfort Inn	21	<b>M'town Family Dentistry</b>	<b>5</b>
Community Foundation	8	Marshalltown Indoor Tennis	2
<b>Elim Lutheran</b>	<b>10</b>	McRill-Stowell-Christensen	31
Farmers Savings Bank	18	G. Ward Miller	2
Fiddle & Whistle	6	Nutrien Ag Solutions	27
Hampton Inn & Suites	9	Premier	17
Hay Construction Services	22	Ryerson	31
Historical Society	12	Stalzer Photography	14
Hy-Vee Drugstore	48	Subway	26
Image Maker Marketing	11	TNT Price Income Tax	2
<b>J&amp;M Roofing</b>	<b>15</b>	<b>Temp Associates</b>	<b>20</b>

AREA CHAMBER  
OF COMMERCE  
MARSHALLTOWN



**Board of Directors**

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Mike Fitzgerald, Past Chair  
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Niko Aguirre  
Jill Lutes  
Kristin Polley  
Gary Schaudt  
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Lisa Tharpe  
Gabriela Vargas

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Mayor Joel Greer  
Bill Patten, Marshall County  
Dr. Theron Schutte, MCSD  
Dr. Robin Shaffer-Lilienthal, MCC

ECONOMIC  
DEVELOPMENT  
MARSHALL



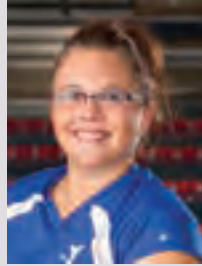
**Board of Directors**

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Curt Hoff, Treasurer  
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Dan Moellers, Chamber Chair  
Bryan Amundson  
Ellen Bergman  
Mayor Joel Greer  
Miguel Gutierrez  
Steven Shupp  
Dave Thompson  
Mary Wertzberger

**Ex-Officio:**

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

CONVENTION &  
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**Board of Directors**

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Heidi Drager, MCVB  
Matt Garber, Econ. Dev.  
Sharon Greer, At-Large  
Jessica Kinser, City  
Shelley Lechnir, MCVB  
Jerrold 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

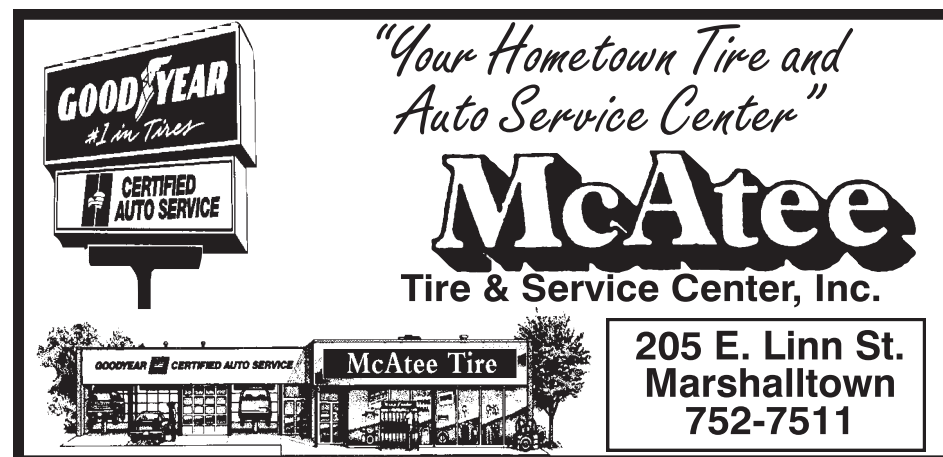
**Thursday, November 8, 2018**  
**Business to Business Showcase**  
presented by Hy-Vee  
(at Elmwood Country Club -  
1734 Country Club Lane)  
5:00 to 6:30 p.m.

**Thursday, November 15, 2018**  
**Hellberg's Jewelers**  
(13 West Main Street)  
4:30 to 6:30 p.m.

**Thursday, December 6, 2018**  
**Pinnacle Bank**  
(2206 South Center Street)  
4:30 to 6:30 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...



McGowan

Deanna Davis McGowan who has been promoted to Advertising Director for the **Times Republican**.

Casee Veren of the **Marshalltown Police Department** who has been promoted to the position of Patrol Sergeant.



Veren

Andrea Jordan of **Wells Fargo Home Mortgage** who earned Iowa Finance Authority's (IFA) 2019 Preferred Partner designation. IFA Preferred Partners are experts for Iowa home buyers seeking assistance with the homeownership process and are expertly trained in IFA mortgage and down payment assistance programs.



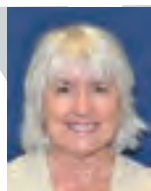
Jordan

**Iowa Valley Community College District (IVCCD)** on being awarded a 2018 Top Workplaces honor by The Des Moines Register. The award is based solely on employee feedback gathered through a third-party survey administered by research partner Energage, LLC, and anonymously measures aspects of workplace culture.

**First Congregational Church** on celebrating the 150th anniversary of their founding.

Larry Kadner, **Marshalltown High School** Industrial Arts educator, on being recognized for outstanding contributions to Fish Iowa! in 2018. The Fish Iowa! program is administered by the Iowa Department of Natural Resources and is designed to get students outside and fishing. Kadner teaches design to 140 students by building lures and hosts an after-school fishing club with 27 members.

Ann Rubenbauer, **IVCCD** Coordinator of Creative Services, on receiving a Bronze Medallion Award from the National Council for Marketing & Public Relations for promotional materials developed for the Orpheum Theater Center's annual "18 Men Who Cook" fundraiser.



Rubenbauer

Terry Buzbee on receiving **IVCCD's** Ambassador of the Year Award.



Buzbee

**Assistance League** on serving the Marshalltown community for the past 80 years.

**New Horizons Realty** on celebrating their 20th anniversary in business in the community.

**Marshalltown High School** instructional coach Brad Weidenaar who received the Distinguished Service Award from the Iowa Council of Teachers of English--the highest honor given by the group.



Weidenaar

## Welcome to...

The new Circulation Director for the **Times-Republican**, Jay Gillispie.



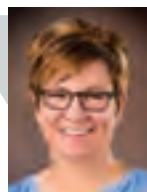
Gillispie

Dr. Khawar Warraich, MD, who has joined **UnityPoint Health - Marshalltown** as a hospitalist, specializing in caring for patients admitted to the hospital.



Warraich

## Announcing...



Fishel



Schmoker



Koch

Three practitioners from the former **Women's Care Group** have joined the **UnityPoint Health - Marshalltown's Women's Care**. Certified midwives, Christine Fishel, Autumn Schmoker, and Melissa Koch provide services at both the clinic (407 East Main Street) and the UnityPoint Health - Marshalltown hospital (3 South 4th Avenue).

If you have Marshalltown area news to brag about, submit it to The Digest via email to [bjohnson@marshalltown.org](mailto: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 Chat

every Sunday morning

6:30 a.m. on 99.5 KDAO FM

7:30 a.m. on 1190 KDAO AM

Partnership offices and  
Fisher Community Center (FCC)  
will be closed November 22-23 for  
the Thanksgiving holiday.

# CHAMBER | AMBASSADORS VISITS



On September 25, Chamber Ambassadors hosted a courtesy call with **Pinnacle Bank** (2206 South Center Street), visiting with Damon Morrison, President, and staff members.



Owners Kelly and Mike Steffen and Chamber Ambassadors celebrated the opening of the new location for Steffen & Associates (902 South 12th Avenue) with a ribbon cutting on October 9.



Chamber Ambassadors, President Ben Daniels, and Executive Director Liz Zuercher of **The Willows of Marshalltown** (2315 Campbell Drive) cut the ribbon on the new facility on October 9.

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

Each month, this group of volunteers visits Chamber member businesses and organizations to say “thank you”. We’d like to take this opportunity to thank them!

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](http://www.marshalltown.org) for all the latest Chamber news and upcoming events.

**Thank You Ambassadors!**

AREA CHAMBER  
OF COMMERCE  
MARSHALLTOWN



## Chamber holds candidate forum

On October 23, community members had a chance to hear from the candidates who will be on the November 6 election ballot. Hosted by the Marshalltown Area Chamber of Commerce and open to the public, opportunity to participate was extended to:

- Marshall County Attorney incumbent candidate, Jennifer Miller
- Marshall County Treasurer incumbent candidate, Jarret Heil
- Marshall County Auditor incumbent candidate, Nan Benson
- Marshall County Supervisor candidates Sue Blaisdell, Bill Patten (incumbent), Dave Thompson (incumbent), and Thomas Thurston.
- State Representative District 71 candidates: James Perez and Mark Smith (incumbent)
- State Representative District 72 candidate: Mindy Benson and Dean Fisher (incumbent).

October 27 is the final day to pre-register in order to vote in the November 6, 2018 General Election. The Election Department of the County Auditor/Recorder located at the Annex Building (101 East Main Street) will be open until 5:00 p.m. on that Saturday for eligible electors to register in person. Early voting is available at that same location through Monday, November 5 during regular business hours (8:00 a.m. to 4:30 p.m.). On election day, November 6, polling places will be open from 7:00 a.m. to 9:00 p.m. The Chamber encourages all eligible voters to cast a ballot.



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### Did you know?

- **Temp Associates** is an extension of a business' HR department. They advertise position openings, interview/screen applicants, and refer only qualified candidates for the openings.

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Joel T.S. Greer  
Sharon Soorholtz Greer  
Christopher R. Wertzberger  
Nicholas P. Crosby  
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# BUSINESS DIRECTORY

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### HARTWIG PLUMBING & HEATING INC.

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**752-5707**

## www.marshalltown.org Statistics

	Sept '18	Avg/Month	YTD Total
Unique Visitors	5,985	7,820	70,382
Number of Visits	9,782	11,528	103,756
Page Views	78,777	64,108	576,970
Hits	248,900	241,210	2,170,894

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.

## JOB POSTING

Find Marshalltown Area Jobs  
[www.marshalltown.org/jobs](http://www.marshalltown.org/jobs)

## NURSING HOMES



Of Marshalltown  
"Partners in Care, Family for Life"  
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641-752-1553



### GRANDVIEW HEIGHTS

Rehab & Healthcare  
910 E. Olive St. Marshalltown  
752-4581  
Where Our Family Takes Care of Yours!

## Workplace wellness tip SEVEN.

That's the magic number for the optimum hours of sleep per night. Extend a 30-day challenge to co-workers and celebrate successes.

*This Workplace Wellness Tip is brought to you by Bergman CPA Tax & Accounting.*

## Marshall Economic Development and Partners

### Make First Disaster Loans

By Tom Deimerly, Executive Director, Marshall Economic Development

This month we send our sincerest appreciation to our partners on the disaster loan fund. Both Consumers Energy and Heart of Iowa Communications under the guidance of Iowa Area Development Group (IADG) have graciously provided up to \$300,000 to match Marshall Economic Development's (MED) remaining \$40,000 in our revolving loan fund to create a total of up to \$340,000 in small microloans for businesses impacted by the July 19 storm. Eligible recipients can receive up to \$10,000 at no interest payable over seven years with a two-year deferred payment period. Through a strategic partnership, Farmers Savings Bank has graciously agreed to service the loans on behalf of the participating partners at no cost to the lenders or borrowers.

The fund has been up and running for six weeks. In that time we have worked with a number of applicants and funded our first seven loans totaling close to \$75,000 in funded projects. Eligible businesses and building owners are those who have a defined financial impact from the storm

and intend to remain in business or are building owners allowing their tenants to continue business into the future. If you or someone you know could benefit from the fund, request an application by contacting the MED office at 641-753-6645 or by emailing MED Loan Administrator Jim Lowrance at [lowrance@marshalltown.org](mailto:lowrance@marshalltown.org) or MED Executive Director Tom Deimerly at [deimerly@marshalltown.org](mailto:deimerly@marshalltown.org).



Pictured above are the first two of seven loan recipients: (left) Garrett Goodman, owner of The Flying Elbow and (right) Sub City owners, Brian and Jeannie Ferneau.

### Economic Statistics

Employment – Marshall County - August (Source: Iowa Workforce Development)	2018	2017
Labor force	18,410	18,760
Unemployed	1,010	700
Percent unemployed	5.5	3.7
Total employment	17,400	18,070
Marshall County Construction - September (Source: Marshalltown Building Department)	2018	2017
Building permits	91	12
New Residential Construction	\$217,000	\$41,000
Residential Addition/Remodeling	\$342,000	\$137,000
New Commercial/Industrial Const.	\$297,000	\$0
Commercial/Industrial Remodeling	\$3,026,000	\$759,000
Housing Sales Data - September (Source: Mid-Iowa Regional Board of Realtors)	2018	2017
Single family home sales	38	37
Average sale price	\$143,647	\$113,342
Median sale price	\$123,000	\$104,900

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

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# CONVENTION & VISITORS BUREAU

Experience live entertainment!

## IGHSAU 2018 State Swimming & Diving Championship

With this year's new two-day format, the State Swim and Dive Championships, hosted by the Marshalltown YMCA-YWCA, will welcome approximately 3,000 visitors to our community November 2 and 3. Be sure to extend a warm Marshalltown welcome when you meet them!

## Figge Day Tour

Join the Marshalltown Convention & Visitors Bureau and Marshalltown Public Library on a November 8 day trip to view the French Modern art display at the Figge Art Museum in Davenport, Iowa. Spend the morning strolling the exhibition of 60 priceless masterworks of Monet to Matisse, 1850 to 1950, organized by the Brooklyn Museum. Lunch on your own, then group tour the Isabelle Bloom Studio and Showroom.

Cost is \$50 and covers transportation, driver gratuity, and museum admission. Sign up by October 31 at the Marshalltown Public Library or MCVB office (Fisher Community Center, 709 South Center Street).

## Disaster relief art auction

Central Iowa Art Association will hold both silent and live auctions on Friday, November 16 from 5:00 to 8:00 p.m. at Elmwood Country Club (1734 Country Club Lane). More than 200 one-of-a-kind items including paintings, pottery, prints, jewelry, sculpture, and photography will be sold with all proceeds going to disaster relief to benefit victims of Marshalltown's July 19 tornado. Admission is **free**, along with musical entertainment and hors d'oeuvres. (Cash bar available.)

## Holiday Stroll

The Holiday Stroll must go on. . . and it will! Though downtown is in a current state of rebuilding, on November 17 the traditional kick-off to the holiday season will take place. Festivities will stretch from 3rd Avenue to 3rd Street along Main Street and will include live entertainment, food vendors, and children's activities. Downtown businesses will offer extended hours. So, come enjoy refreshments and browse merchandise. For more information, visit [marshalltownmainstreet.org/holidaystroll](http://marshalltownmainstreet.org/holidaystroll).

## Falliday tastings

Buzzed Bee Meadery is participating in this two-day, nine-winery tasting tour that takes place November 10-11 from 11:00 a.m. to 4:00 p.m. each day. Each winery will serve up three of their wines paired with a food recommendation. Visit [buzzed-bee-meadery.com](http://buzzed-bee-meadery.com) for ticket and event details.

Evil Dead the Musical  
(Marshalltown Community Theatre)



Crystal City



The Addams Family  
(MHS Fall Musical)



Live at the Brewery-Bruce Jordan



Bluegrass Music Festival



Irish Christmas in America



Live on Stage - My Funny Valentine



Live at the Brewery-  
Kevin Boehnke and Nick Knudsen



For dates, times, locations, and details of all these events and more, visit the Community Calendar at [marshalltown.org/events](http://marshalltown.org/events) or [facebook.com/marshalltownconventionandvisitorsbureau/](https://www.facebook.com/marshalltownconventionandvisitorsbureau/).



## Iceland Chamber Experience Trip



Thirty-two travelers with Marshalltown connections embarked on this year's trip to Iceland, led by Chamber Explorations. Among a number of the group's highlights were seeing breathtaking waterfalls, walking through a glacier, and witnessing a full 30-minute+ natural display of the Northern Lights.

### NOVEMBER/DECEMBER

**November 8:** Business to Business Showcase presented by Hy-Vee  
**November 15:** Business After Hours at Hellberg Jeweler's  
**November 22-23:** Partnership offices & Fisher Community Center closed for holiday  
**November 24:** Shop Small Saturday  
**December 6:** Business After Hours at Pinnacle Bank  
**December 24-25 & 31:** Partnership offices & Fisher Community Center closed for holiday

### upcoming EVENTS



Nick Diers  
Agent



Paul Hogeman  
Agent



Maria Mitchell-Luffer  
Agent-CSA



Lance Harbach  
Agent



Paul Beale  
Agent



Mark Kufide  
Agent



Don Mead  
Agent  
Claims Administration



Rich Mahan  
Agent



Doug Jolin  
Agent



Bonnie Orl  
Producer



Robin Angstrom  
Agent-CSA



Matt Rossgard  
Information Systems



Kristi Carlson  
Office Manager



Dana Krasny  
Agent-CSA



Dana Northrup  
Agent-CSA



Yvonne Larson  
Agent-CSA



Heather Harris  
Agent-CSA



Kathy Merrill  
Administrative Assistant



JoAnn Lishorse  
Administrative Assistant



Stephanie Gannon  
Agent-CSA



Stephanie Abel  
Administrative Assistant

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