


theDIGEST











distinctly different


March 2019

Volume 36, Issue 9



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REGIONAL PARTNERSHIP MARSHALLTOWN



Chamber legislative forums begin



The first Friday Forum of 2019 was held February 15 and included updates from Senator Jeff Edler plus Representatives Mark Smith and Dean Fisher. The three elected officials shared happenings from the legislative session to date. Two more forums are scheduled: March 1 and April 5. They will be held at Fisher Community Center auditorium (709 South Center Street) and begin at 12:00 p.m.

“This is a chance for Chamber members to hear first hand about developments at the State House, and be able to ask questions

directly,” says Executive Director Lynn Olberding. The forums are free and open to the public.

Des Moines Summit & Legislative Day

This year’s Des Moines Summit will take place on Wednesday, March 20. The annual trip to the State Capital allows participants to meet with not only the area’s elected officials, but also typically includes meetings with Majority and Minority Leaders of either house, as well as the Governor and Lieutenant Governor. Chamber members and community leaders are invited to attend to discuss legislative issues impacting our community.

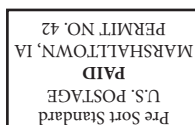
Cost to attend is \$25/person and includes Taylor’s Maid-Rite lunch. Transportation may be provided, depending on number of attendees. Registration is necessary. Please email lolberding@marshalltown.org.



Accessing legislative information

Chamber members wanting to stay up-to-date on current legislative topics and lawmakers’ progress on those issues can do so multiple ways. First, the Chamber’s 2019 legislative positions are posted on the Chamber’s website

at marshalltown.org/work/chamber-events. Second, a daily summary of action in the two houses of the state legislature is available online at legis.iowa.gov. Both offer an overview of current political issues.



Iowa Valley Leadership class spotlights



Sam Upah

Name: Sam Upah

Job: Commercial Lender at United Bank & Trust

What that means: I work with individuals and businesses to provide any financing needs they may have.
Best part of my job: The best part of my job is working with people. I enjoy figuring out what needs a customer has and coming up with a solution that works for them.

Other community involvement: I am not currently involved with much in the community, but I hope to

use this class as a tool to learn about opportunities that are out there.

Why I am in IVL: I want to learn about the city of Marshalltown and find out what opportunities there are to participate in the community.

Best part about living/working in Marshalltown: The best part of living in Marshalltown would be the small town feel. I enjoy being able to go places and run into people you know.



Katie Fink

Name: Katie Fink

Job: Public Services and Technology Manager at the Marshalltown Public Library

What that means: I manage library services for adults in the community, including choosing which fiction and nonfiction books for adults we buy for the library and planning, promoting, and carrying out fun and educational programs for adults. I also manage the library's technology services—everything from troubleshooting our computers and other devices to

managing the library's social media and website.

Best part of my job: Getting to interact with many of the awesome members of our community and being able to learn something new every day.

Other community involvement: I'm on the boards of the Community Foundation of Marshall County and the Marshalltown Area United Way.

Why I am in IVL: I want to make a difference in my community and connect with other people who want to do the same.

Best part about living/working in Marshalltown: The people of Marshalltown are very giving—they give of their time to volunteer in different agencies around town and give back in other ways. This was especially evident after the tornado—neighbors helped neighbors and people helped those that they didn't even know!

Chamber Chat - Sundays

6:30 a.m. on 99.5 KDAO FM

7:30 a.m. on 1190 KDAO AM

MEMBER SPOTLIGHT

Animal Rescue League

Provide housing and care to homeless companion animals in the community. That's the mission of The Animal Rescue League of Marshalltown (ARL) since their inception in 1948. Seventy+ years later, they are carrying out that mission with impressive results. "We adopt between 500 and 600 pets into new homes and reunite approximately 200 lost pets with their owners each year," says Executive Director Shelly Deal.

An example came in the aftermath of last July's tornado. While ARL was fortunate not to receive damage, they quickly had a full house and stayed that way for months. "We did temporary housing," Deal recounts. "There were so many animals surrendered to us because of homes lost. We found so many strays roaming the rubble, too." She recalls a similar instance the year before when ARL rescued 15 dogs from the path of Hurricane Irma.

"Both instances meant increased expenses," Deal said. "We reached out for help and the community was there for us with donations. We are fortunate to be surrounded by loving, supportive, generous people!"

She continued, "Generosity headlined again when Corey Brown's

family requested donations be directed to ARL in his memory. The community showed so much love and respect--over \$15,000! We will be using those funds to create something very special."

The community's generosity is likewise shown during ARL's yearly fundraisers. "Whiskers, Wine & Somthing Divine is our large annual event," Deal says. "It's coming up April 4 and tickets will be available soon." (See details, left.)

ARL welcomes volunteers. New volunteer coordinator, Jessica Slifer, is the point person for those interested. Call her at 641-753-9046 or by email at: volcoord@arlmarchalltown.com.



What about time limits?
People often ask how long we'll keep an animal not adopted right away.
The answer is: until they are adopted!
Recent facility additions mean we do NOT have to euthanize for space reasons. Our animals don't have 'time limits' here either.

-Shelly Deal, Executive Director



Member Appreciation Luncheon

As a thank you to its members, the Chamber invited employees to have lunch on the Chamber.

Presenting Sponsor **Emerson**; Gold Sponsors **JBS** and **Lennox**; and, Banner Sponsors **Animal Medical Clinic**, **Culver's**, **M. Gervich & Sons**, **Spahn & Rose**, **St. Francis Catholic School**, and **Wells Fargo Bank** made the event possible. Chamber Ambassadors and other volunteers served foods from five different Chamber member restaurants: **Chef King**, **Culver's**, **Hy-Vee Bakery**, **Jack's Pho' House**, and **Pizza Ranch**.



Participants registered to win Chamber Bucks, then were treated to lunch.



Thank you to the volunteers who helped serve lunch.

Business Leaders Legislative Luncheon held



Iowa Chamber Alliance Executive Director John Stineman (shown above) addresses participants at the recent 2019 Business Leaders Legislative Luncheon. Sponsored by the Marshalltown Area Chamber of Commerce, the event offered insight into the topics and issues of the current state and and national legislative sessions.

Bringing the national perspective to the gathering was presenter John Kirchner, Regional Director for the U.S. Chamber of Commerce. Lennox Industries was Gold Sponsor of the luncheon.

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State Representative Mark Smith

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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, February 28, 2019
Animal Clinic - The Vet
(507 West High Street)
5:00 to 7:00 p.m.

Thursday, March 7, 2019
Clapsaddle-Garber Associates
(16 East Main Street)
4:30 to 6:00 p.m.

April, 2019
BeMobile Verizon
(3109 South Center Street, Suite 101)
(Date and time to be determined)

*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...



Jacobson

Dr. Grant Jacobson of **The Hometown Veterinarian** on being elected recently to the board of directors for the Independent Veterinary Practitioners Association (IVPA). The IVPA is a national organization working to promote and support independently owned veterinary practices.

Clapsaddle-Garber Associates on their 60th anniversary as a civil engineering and land surveying firm.

Randy Kessler who was recently recognized for his 30 years of service with the **Marshalltown Police Department**. He also serves as Commander of the **American Legion #46 Golf Course & Lounge**.

Dawn Allison who was recently recognized for five years of service in the **Marshall County Attorney's Office** as Collections Coordinator of the Fines Recovery and Driver's License Reinstatement Program.

New Fireman Christian Case and new Fire Marshall Josh Warnell both of the **Marshalltown Fire Department**.



Allison

Welcome to...

Sarah Gerstandt, new Retail Banking Officer at **United Bank & Trust**.

Emily Carson, new Executive Director of **Iowa River Hospice**.

Hats off to...

Marshalltown Community College (MCC) on being named to VIQTRY's 2019-2020 Military Friendly® Schools list of higher education institutions providing best opportunities for veterans and their spouses. MCC has received this honor for five out of the past six years.

Great Western Bank for being named a Top 10 Best National Bank in GOBankingRates seventh annual Best Banks series. This is the second year Great Western Bank was named to the list.

Primary Health Care (PHC) on opening a new Specialty Health Clinic for their PHC OB-GYN, prenatal care, and family planning team at 704 May Street. The clinic provides affordable, comprehensive, and confidential care for clients in Marshalltown and surrounding areas.



Hy-Vee

Hy-Vee for receiving the Food Marketing Institute's 2018 Community Outreach Award in the Program Addressing Hunger category. Hy-Vee received the award for its response of donating meals, snacks, and beverages to impacted residents and emergency workers following the destructive tornados that touched down in Marshalltown in July 2018.



Hy-Vee

The **Times-Republican** (TR) staff on receiving numerous awards from both the Iowa Newspaper Association (INA) and the Iowa Associated Press Media Editors (AMPE) contests, including: INA-1st: Best Special Section – Editorial, Best Breaking News Story; INA-2nd: Best News Story, Best Sports Story (Ross Thede), Best Sports Photo (Thorn Compton); INA-3rd: Community Leadership, Coverage of Government and Politics (Mike Donahey); Jay P. Wagner Prize for Young Journalists (Adam Sadders); APME-1st: Business Story (Sara Jordan-Heintz), Editorials, Picture Story (Emily Barske); AMPE-2nd: Sports Spot News (Ross Thede); AMPE-3rd: Spot News Reporting, Feature Photo (Emily Barske), Spot News Photo (Emily Barske).

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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.

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

Each month, the following individuals give their own time to visit 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

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.

The Hometown Veterinarian

Dr. Grant Jacobson

101 Iowa Avenue West, Suite 300, Marshalltown, Iowa 50158
641-758-3333 www.hometownveterinarian.com

The community's newest locally owned, full service animal hospital practicing high-quality small animal medicine and surgery with compassion and more than 20 years experience (19+ of them in Marshalltown). The Doctor is in!

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

Thank You Ambassadors!

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2019 Chamber Experience Trips

Registrations for the 2019 domestic trip, **Great Trains & Grand Canyons**, departing April 7 are full. However, those interested in traveling to this Sedona-area destination have a couple other options. “They can place their name on a wait list in case an opening occurs,” explains Chamber Executive Director Lynn Olberding. “Or, there may be room on another trip following the same itinerary (see details at marshalltown.org/work) but departing at a later date.” Interested parties should contact the Chamber office at 641-753-6645.



Great Trains & Grand Canyons



Classical Greece Explorer

explore historic Corinth, take a tour of ancient Olympia (including the Olympic Stadium), taste locally produced wines and olive oil, and tour Athens--home of the Acropolis and the incredible Parthenon.

The early bird discount for the 2019 international trip, **Classical Greece Explorer**, expires March 31. Travelers must register and pay the deposit by that date in order to take advantage of the savings.

The excursion departs November 5 for nine days and features destinations of Athens, Olympia, Delphi, and Kalambaka. Travelers will

Thank You Reinvesting Chamber Members

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

Anderson Funeral Homes	6	KCRM Radio 96.7 FM	15
Animal Medical Clinic	32	MAMA DiGrado's	13
Bankers Advertising	1	Martha-Ellen Tye Found.	18
Bruin Manufacturing	55	MICA	16
Create-a-Keepsake	12	Midland	19
Dairy Queen, Center Street	16	Pizza Hut Delivery	26
Conrad DeJardin	21	Pizza Ranch	9
JCPenney	27	TIG Distributing	8

Manufacturers Appreciation Luncheon



The Chamber's 7th annual Manufacturers Appreciation Luncheon presented by Iowa Valley Continuing Education paid tribute to the community's rich manufacturing heritage. Iowa Economic Development Authority & Iowa Finance Authority Director Debi Durham gave the keynote address. Gold Sponsors were Alliant Energy, JBS, and Woodruff Construction. Flower Sponsor was It's Unique.

Manufacturing represents 17% of Iowa's GDP and 14% of Iowa's total workforce.

-Debi Durham

Did you know?

- **Marshalltown Public Library** card holders have a world of information at their fingertips via access to great digital services! Use Consumer Reports online. Read the New York Times from home. Or, try out the library's new digital service--Hoopla. Through Hoopla, patrons with library cards can borrow eBooks, audiobooks, and comics or stream movies and TV shows plus more.

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www.marshalltown.org Statistics

	Jan '19	Avg/Month	YTD Total
Unique Visitors	6,068	6,068	6,068
Number of Visits	12,484	12,484	12,484
Page Views	94,966	94,966	94,966
Hits	261,687	261,687	261,687

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.



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Workplace wellness tip

Experts recommend a 20-8-2 formula:

**For every 30 minutes of work,
spend 20 minutes sitting,
8 minutes standing,
and 2 minutes moving around.**

*This Workplace Wellness Tip is brought to you by
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Another post-tornado “win” for the community

By Tom Deimerly, Executive Director, Marshall Economic Development

While the July 19, 2018 tornado left destruction and devastation in its path, opportunities and positive things have also occurred as a result of the storm. One of those happened the end of January when the Iowa Economic Development Authority (IEDA) awarded tax benefits to RACOM's \$6.3 million capital investment project. The company plans to rebuild, repairing significant damage from the devastating weather event that hit Marshalltown. Simultaneously, they also have plans to modernize their facility, incorporating a more efficient floorplan. With all of this, the project is expected to create five new jobs.

RACOM Corporation designs, installs, and maintains technologies involved in emergency response situations. Their work includes engineering and designing large-scale public safety communication networks through integration of phone systems, radios, warning lights, sirens, and dispatch systems.

IEDA administers the High Quality Jobs (HQP) program designed to provide qualifying businesses assistance to off-set some of the costs incurred in locating, expanding, or modernizing an Iowa facility. This flexible program includes loans, forgivable loans, tax credits, exemptions and/or refunds. The program's purpose is to promote growth in businesses that employ Iowans in jobs defined as high-quality by state statute.

After assessing the significant damage created by the storm, RACOM made application to the IEDA board in order to leverage unique provisions within the HQJ program for the purpose of rebuilding and modernizing their facility. Marshall Economic Development assisted in the application process and the City of Marshalltown was the ultimate sponsor. In a first-of-this-kind disaster relief assistance via HQJ, the IEDA board awarded tax benefits to the RACOM project. Three of the five anticipated new jobs are incented at a qualifying wage of \$18.51 per hour.

Thanks to all who helped create this “win” for Marshalltown.



This is an electronic rendering of the completed RACOM building currently under construction.

Economic Statistics

Employment – Marshall County - December	2018	2017
(Source: Iowa Workforce Development)		
Labor force	18,010	18,700
Unemployed	920	990
Percent unemployed	5.1	5.3
Total employment	17,090	17,710
Marshall County Construction - January	2019	2018
(Source: Marshalltown Building Department)		
Building permits	37	3
New Residential Construction	\$465,000	\$185,000
Residential Addition/Remodeling	\$271,000	\$10,000
New Commercial/Industrial Const.	\$0	\$0
Commercial/Industrial Remodeling	\$167,000	\$10,000
Housing Sales Data - January	2019	2018
(Source: Mid-Iowa Regional Board of Realtors)		
Single family home sales	23	15
Average sale price	\$116,152	\$120,252
Median sale price	\$113,000	\$119,900

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CONVENTION & VISITORS BUREAU

SO MUCH to do!



The Marshalltown Community Theater presents

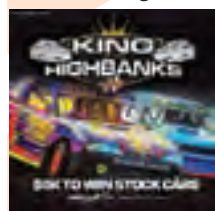
Murder on the Nile March 1-3 and 8-10. Friday and Saturday performances are at 7:30 p.m. while Sundays performances are at 2:00 p.m., all at the Martha-Ellen Tye Playhouse (709 South Center Street).

Just before Mardi Gras, Orpheum Theater Center presents the New Orleans style entertainment of **NOLA Jazz Band**. Scheduled for March 2 at 7:00 p.m. in Iowa Valley's DeJardin Hall (3702 South Center), tickets are \$12.50 and available through the Orpheum by calling 641-844-5920 or 641-844-5921.



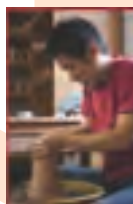
Live on Stage presents **Ilya Yakushev**, an award-winning Russian pianist, on March 9 at 7:00 p.m. at the MHS/Community Auditorium (1602 South 2nd Avenue). His program--featuring compositions by Beethoven, Tchaikovsky and Gershwin as well as Mussorgsky's Pictures at an Exhibition--will be a visual and technical spectacular. Limited individual tickets available at losmarshalltown.org.

A great way to kick off St. Patrick's Day festivities, the Orpheum Theater Center presents **Socks in the Frying Pan** in concert on March 15 at 7:00 p.m. in the Fisher Community Center Auditorium (709 South Center Street). This grand group of musicians is right out of Ireland. Tickets are \$12.50 and available through the Orpheum by calling 641-844-5920 or 641-844-5921.



Marshalltown Speedway (1308 East Olive) presents the inaugural 5K **King on the Highbanks** IMCA Stock Car event March 21 to 23 at 7:30 p.m. nightly. A \$5,000 winning is on the line. Also racing during the event will be IMCA Hobby Stocks, SportMods and Modifieds.

Marshalltown High School (MHS) is hosting a ceramic workshop with **Shumpei Yamaki** on March 23 from 9:30 a.m. to 4:00 p.m. in the MHS pottery room (1602 South 2nd Avenue). Yamaki is a Japanese-born potter and current resident artist in West Branch, Iowa. After graduate work at University of Iowa, he was also tutored by several respected ceramic artists. Cost is adults-\$45 adults, students-\$35, and at the door-\$55.



"**Trees to Table Pancake Feed**," sponsored by Marshall County Conservation takes place on March 30 from 7:00 to 10:00 a.m. at GrimesFarm & Conservation Center (GFCC) (2349 233rd Street). Taste real Marshall County maple syrup. Tickets are \$6 ahead (\$7 at the door) at GFCC and the Chamber or Board of Supervisors offices.

MCVB's new visitors guide

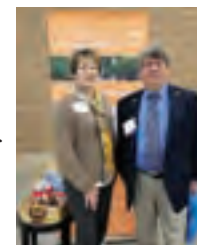


The digital technology of the new MCVB visitors guide is incredible! It's a unique opportunity to put your business in front of hundreds of visitors electronically in addition to traditional print. The **GoGuide®** will appear on MCVB's website. Plus, with a half page or more ad, your business will be listed on the iMap with a link direct to your website. What's more, a complete analytics reporting package is included to track website traffic. All this for an entire year PLUS placement in the printed publication.

The window of opportunity closes the beginning of March. Contact the MCVB office to participate.

Recent tourism travels

MCVB Executive Director Val Ruff was an exhibitor at and Representative Dean Fisher visited (right) the Travel Federation of Iowa Legislative Showcase. Afterwards, Ruff attended three days of intensive professional development and training at the Iowa Tourism Conference.



Welcome March visitors!

Weekend	Meeting or Tournament	Visitors
March 2	Y Girls State Swim Meet	1,100
March 2	AAU Volleyball	375
March 3	Y Boys State Swim Meet	1,100
March 3	Youth Volleyball	275
March 5	Heart of Iowa Telecommunications	250
March 6-8	Iowa Water Environment Association	220
March 8-10	Marshalltown Little League	1,000
March 9	AAU Volleyball	375
March 10	Youth Volleyball	275
March 15-17	Marshalltown Little League	1,000
March 16-17	Area 24	100
March 17	Youth Volleyball	275
March 19	High School Mock Trial Regionals	200
March 22-24	Marshalltown Little League	1,000
March 23	AAU State Volleyball Tournament	375
March 24	Youth Volleyball	275
March 26-28	Iowa Department of Revenue	80
March 29-31	Marshalltown Little League	1,000

Inaugural Women in Business Luncheon has new event date



Christina Moffatt

The first-ever Women in Business Luncheon will now be held on Friday, March 8 from 11:30 a.m. to 1:00 p.m. The location remains at Iowa Valley Continuing Education (3702 South Center Street).

New to the Chamber's event calendar this year, the event is designed to celebrate the many women in the Marshalltown area community who are working to make it better.

Following lunch, keynote speaker, Christina Moffatt, will address participants. Moffatt is Director of Small Business Resources for the Greater Des Moines Partnership and founder of Crème Cupcake + Dessert, an award-winning dessert bar. Also during the event program, one local female business leader will be recognized for her contributions to the Chamber, her business or organization, and the community.

Sponsors are **Emerson** (Presenting); **McGregors** (Awards); **Farmers Savings Bank**, **Lennox**, and **Trending Media** (Gold).

Registration is available at marshalltown.org/ work. The cost is \$30 per person or \$140 per table of 6.

FEBRUARY/MARCH

February 28: Business After Hours at Animal Clinic - The Vet

March 1: Friday Legislative Forum

March 7: Business After Hours at Clapsaddle-Garber Associates

March 8: Inaugural Women in Business Luncheon

March 20: Des Moines Summit & Legislative Day

upcoming EVENTS



Nick Diers
Agent



Pat Hageman
Agent



Maria Mitchell-Buller
Agent-CSA



Lance Horbach
Agent



Paul Beals
Agent



Tyler Siegel
Agent



Mark Ronde
Agent



Dan Mead
Agent
Claims Administration



Rich Mahon
Agent



Doug Joslin
Agent



Bonnie Ohl
Producer



Robin Angstrom
Agent-CSA



Dana Kowley
Agent-CSA



Linda Nordstrom
Agent-CSA



Kathy Miniel
Administrative
Assistant



Joann Cismore
Administrative
Assistant



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