

theDIGEST

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October 2019

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UNITED STATES CHAMBER OF COMMERCE

ACCREDITED



AREA CHAMBER OF COMMERCE MARSHALLTOWN



Strengthsfinder Training

The Chamber is partnering with UnityPoint Health-Marshalltown to bring the CliftonStrengths™ Assessment to Marshalltown. The Chamber is committed to leadership development for its members and partners and excited to bring this training to the community. The event will be honest, inspiring, humbling, and productive.

Carson Tigges, UnityPoint Health Marketing and Communications Manager, gave us some great insight about how the training will benefit those who attend, “Every person or business will encounter challenges. The way we lead during those difficult times or lead through change will make the difference. Many agree with me when I say CliftonStrengths™ is one of the more valuable leadership development tools out there, and investing in the way we lead is important when change is inevitable.”

The training will be facilitated by certified coaches Samantha Deines and Kendra Richman. The duo will bring individual’s strengths to life during the afternoon training on Thursday, October 17. The training is designed to maximize strengths, rather than improve weaknesses. Tigges weighs in with a great example, “One of the foundations of this training is that there is more potential in maximizing strengths than improving weaknesses. Quarterbacks shouldn’t worry much about how well they can catch, while receivers don’t need to spend time improving their throwing ability. If they both focus on what they already do well and maximizing potential that way, the team will find a higher level of success.”

Cost for the training is \$25 per person or \$150 for team of eight. The event will run from 1:00-4:00 p.m. at DeJardin Hall on the Iowa Valley Campus. Register online: marshalltown.unitypoint.org/about/strong-leaders

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**Strong Leaders.
Strong Teams.
Strong Community.**



UnityPoint Health

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Marshalltown Area Chamber of Commerce

Annual Rural-Urban breakfast held



In partnership with the Marshalltown Rotary Club and Marshall County Farm Bureau, the Chamber hosted the annual Rural-Urban breakfast on August 27. The event featured keynote address by Kevin Kimle, Director of the Agricultural Entrepreneurship Initiative and Senior Lecturer in the Department of Economics for Iowa State University.

Kimle shared stories from the Agricultural Entrepreneurship Initiative of Iowa State students doing amazing things in regards to technology and innovation in the ag field. His presentation was titled “The Iowa Way,” and focused on how these former students thought of new and exciting opportunities in the agricultural field, growing their businesses in the state of Iowa. His four key points were:

- Make mistakes, but learn from them.
- Solve problems and use the right people to help you.
- Be innovative: Produce items in unique ways.
- Create value that makes other people’s lives better.

Iowa Valley Leadership class of 2019-2020



Thirty local community members kicked off their IVL experience on September 19 and 20. The program is co-sponsored by the Chamber and Iowa Valley Continuing Education.

MEMBER SPOTLIGHT

Wolfe Eye Clinic

Wolfe Eye Clinic was established in 1919 when Otis R. Wolfe M.D. moved his specialty ophthalmology practice to Marshalltown, reportedly because it was located along a busy railroad line in a central location in the state. Early on, Dr. Wolfe’s son’s, Otis and Russell, both ophthalmologists, and son Henry, an optometrist, joined him in practice. Together, they became one of the first clinics in the country



to practice an integrated model of delivering medical and surgical eye care in which ophthalmologists and optometrists throughout the state worked shoulder to shoulder together.

As the organization developed over the years, many ophthalmology firsts and innovations have occurred in Marshalltown. Marshalltown has a rich innovative history, passionate community, and central location making it the perfect place for Wolfe Eye Clinic to bring premier subspecialty eye care to patients who may not otherwise have access.

Wolfe Eye Clinic has become a nationally recognized ophthalmologic diagnostic and surgical center offering a broad range of

medical and surgical eye care services. The company employs nearly 500 personnel including twenty-seven ophthalmologists, eighteen optometrists and two audiologists across the state of Iowa in their 20 locations. Wolfe Eye Clinic is proud of its long history in Marshalltown. Their mission is to provide excellent health care – Bringing together service, technology, value, and compassion, to help patients enjoy a better quality of life.




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New Members

The following businesses/organizations have invested in the greater community by joining the Marshalltown Area Chamber of Commerce. Please support them with your patronage.

MosaicChurch
Steve Bensema-Lead Pastor
641-750-2992
www.mosaicmtown.com

With an anticipated launch date of Easter 2020, this church will have similar values and vision to the Cornerstone Church of Ames.

Thank You Reinvesting Chamber Members

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

AAA Septic Service Inc.	12	Ritchie Industries	5
BDH Technology	16	SagePoint Financial	29
C Eye Care	2	Southridge Specialty Care	51
Child Abuse Prevention	9	Spahn & Rose Lumber Co.	18
Farmers Savings Bank	19	Subway	27
H & F Distributing Company	43	Tannin, Inc.	1
Hartwig Plumbing & Heating	61	Temp Associates	21
Healing Hands Chiropractic	3	UPS Store	15
Iowa Wholesale Supply	45	Wells Fargo Advisors	41
J&M Roofing & Maintenance	16		



Chamber President & CEO Lynn Olberding accepts \$1,000 donation from the Marshalltown Rotary Club. The donation will support scholarships for students in the Iowa Valley Leadership class.

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Business After Hours is our monthly after work, fun and low-key event that lets you mix, mingle and meet other business people, potential clients and new friends. Enjoy personal interaction with community-focused and driven professionals. As a Business After hours host, you get to showcase your business venue, products and services and introduce your staff to an engaged audience.

For questions or host information contact Ashley Pool (apool@marshalltown.org) at the Chamber at 641-753-6645.

Upcoming Business After Hours

October 24, 2019
Great Western Bank
(3 E Southridge Rd)
4:30-6:00 p.m.

November 5, 2019
Business to Business Showcase
presented by Hy-Vee Food Store
Best Western Regency Inn
(3303 S Center St)
5:00-6:00 p.m.

November 21, 2019
Hellberg's Jewelers
(13 W Main St)
4:30-6:00 p.m.

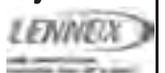
All employees of Chamber member businesses & organizations are invited and encouraged to attend.

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(we just have to *brag a little*)

Congratulations to...

Alyce May Quastad for recently being promoted to **Branch Manager** at the **Great Western Bank** Downtown Marshalltown location. Alyce has been with Great Western as a Personal Banker since December 2017. Prior to that, she was an Investment Ops Specialist for Great Western Bank Investments for approximately 10 years.



Cesar Galvan who has joined the **Great Western Bank** Downtown Marshalltown location as **Personal Banker**. Cesar joined the bank in August 2018 and previously served as a Personal Banker at the Southridge branch. Cesar's strong people skills will be a great addition to the downtown retail banking staff.

Samantha Vanderah who was recently promoted to **Personal Banker** at the **Great Western Bank** Marshalltown Southridge Office. Sam originally joined the bank 7 years ago as a teller and most recently served as Teller Supervisor. Sam's attention to detail and her dedication will lend themselves well to her new role.



McFarland Clinic Rated #1 In Quality and Value For Third Consecutive Year

McFarland Clinic was rated #1 in quality and value by Wellmark Blue Cross and Blue Shield, making it the third year of receiving the title.

Since 2016, McFarland Clinic was rated #1 as determined by Wellmark's 3M Value Index Score among participating Accountable Care Organizations (ACO). The VIS rating is based on scientific principles and a set of measures developed from research about health care quality.

A few of the factors of the VIS scores include health screenings for disease prevention, supporting the health of patients with chronic conditions, the efficient use of drugs, and avoiding unnecessary medical tests or services.

"I see the McFarland Marshalltown team of providers and staff work hard every day to provide compassionate, cost-effective, and patient-centered care to the Marshalltown community," said McFarland Clinic provider Lynne DeSotel, MD. "We will continue to strive to be a trusted choice for excellent patient care here in Marshalltown for years to come."

Announcing...

Pinnacle Bank is pleased to announce the addition of **Misty Bunn** to its staff as Operations Processor. Bunn graduated from MCC with an AA in Business Administration and has 3 years of banking experience. She most recently worked for McFarland Clinic as an Ophthalmic Assistant (COA).



McFarland Clinic is pleased to announce that **Amber Kramer, ARNP** joined the Gerontology Department in August. Amber received her Master of Science in Nursing at Walden University, her Bachelor of Science in Nursing at Allen College, and her license in Practical Nursing at Hawkeye Community College.

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If you have Marshalltown area news to brag about, submit it to The Digest via email to lolberding@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; it is not an endorsement by the Chamber.

Listen to Chamber Chat every Sunday morning at 6:30 a.m. on 99.5 KDAO FM and 7:30 a.m. on 1190 KDAO AM



CHAMBER AMBASSADORS VISITS



Chamber Ambassadors hosted a courtesy call with staff of Hy-Vee (802 S Center St.) on August 27.



A ribbon cutting for the Marshalltown Senior Citizens Center was held at their new location (709 S Center St.) on August 27.



On September 6, Chamber Ambassadors, staff, and family gather at Thompson True Value Hardware (106 S Center St.) for a ribbon cutting at their new store.



Chamber Ambassadors hosted a courtesy call on September 10 at Legends with new manager Brady Ridout.

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

Thank You Ambassadors!

AREA CHAMBER
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**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



On September 10, Chamber Ambassadors hosted a courtesy call with Kent Reed of Nagle Signs. (605 Iowa Ave W)

**Chamber Experience Greece Trip
Departs November 5**
Find details at marshalltown.org/work

2020 Chamber Trips Planned

The Chamber is hosting two trips in 2020 to provide educational and cultural opportunities to local residents.

In the spring, travel with the Chamber to Washington D.C. Visit the Capitol building, monuments and memorials, Mount Vernon, Jamestown, Yorktown, and colonial Williamsburg, and more! Cost is \$3,055 per person.



In the fall, you have the opportunity to visit exotic Thailand. Enjoy Bangkok, a Thai dinner and dance show, the Damnoen Saduak Floating Market, and Bridge Over the River Kwai, among others. There is an optional 2-night extension to Chiang Mai. Cost is \$3,695 per person and \$750 for the Chiang Mai extension.

Early bird discounts available. The next informational meetings are scheduled for Wednesday, October 16 at 8:30 a.m. and Noon.

For more information or to get signed up, stop by the Chamber office (709 S. Center Street) or email Lynn Olberding.



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www.marshalltown.org Statistics

	Aug '19	Avg/Month	YTD Total
Unique Visitors	7,994	10,059	60,355
Number of Visits	16,684	20,019	120,111
Page Views	180,100	202,354	1,214,123
Hits	441,818	536,448	3,218,685

The Marshalltown Area Chamber of Commerce's website traffic is strong. The website includes information about the Chamber's departments: government affairs/advocacy, economic development, education and workforce, membership services, and quality of life and tourism. Be sure to check it for business news, legislative updates, event photos, program information, job postings, and the Community Calendar.

The Chamber office will be closing at noon on Thursday, October 17 for staff professional development.

The Chamber office will be closed on Wednesday, October 23 for staff professional development.

JOB POSTING

Find Marshalltown Area Jobs
www.marshalltown.org/jobs

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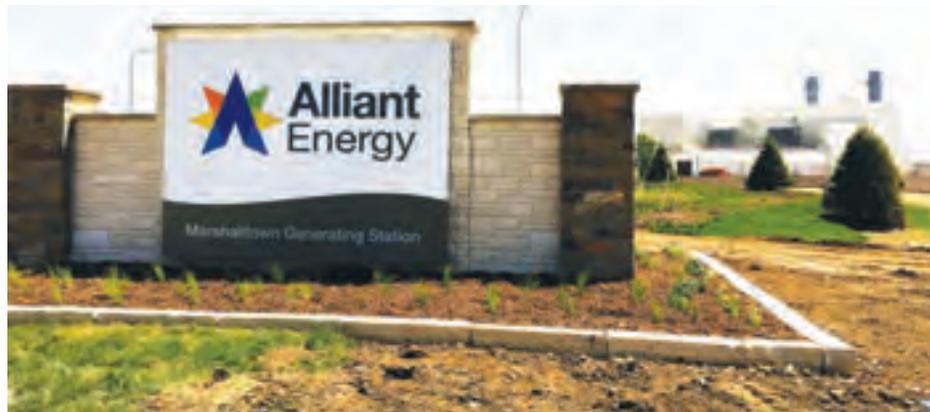
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ECONOMIC DEVELOPMENT

Alliant Energy named a “Top Utility in Economic Development” *Site Selection magazine ranks Alliant Energy in top 20*

Alliant Energy has been recognized as a “Top Utility in Economic Development” by Site Selection magazine. The magazine bases the ranking on corporate project investment, job creation figures and utility service area populations. In 2018, they had 49 new industrial, warehouse and office projects, \$1.438 billion in new capital investment and 3,667 new jobs across Alliant Energy’s Iowa and Wisconsin service area.

John Larsen, Chairman, President and CEO at Alliant Energy. “Our teams have worked to raise our profile among site selectors and targeted industries nationally. This recognition showcases our progress in those efforts as we fuel growth for our customers and communities.” Our peers also recognized by Site Selection include: Duke Energy, ComEd, Consumers Energy Company, Georgia Power and Tennessee Valley Authority.

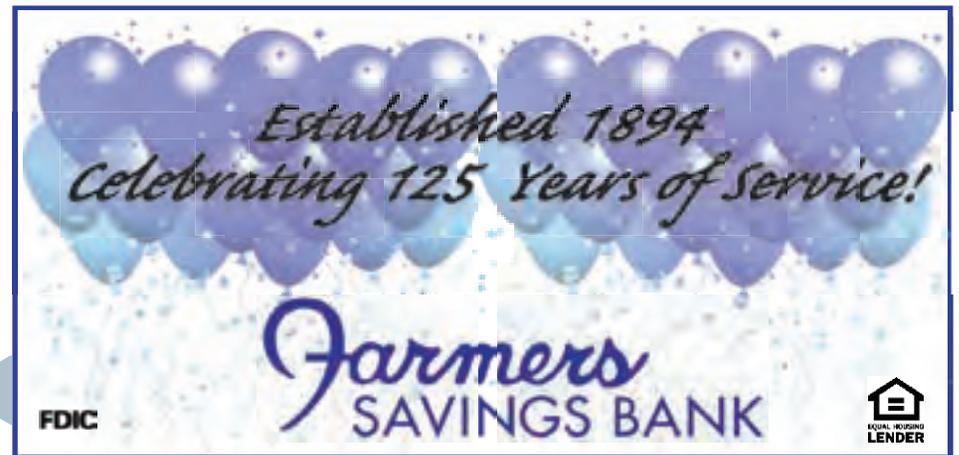


Alliant Energy is focused on growing both existing and new customers. Energy is a big factor in the selection of a site and the energy solutions we provide impact high-dollar expansion and construction decisions for manufacturers.

“Being classified as a top utility by Site Selection shines a light on what we have to offer for executives of targeted industries. It places us in a different category with site selection consultants representing large industrial projects. We’re excited about the progress we’ve made and are already working hard to build on that success,” said Mark Seckman, Senior Business Attraction Manager.

This is an award that we are proud to share with all of our community economic development partners. We realize that our success is directly linked to strength of our partner economic development organizations and the communities you represent.

Marshall Economic Development is a proud partner with Alliant Energy.



Economic Statistics

Employment – Marshall County - July	2019	2018
<small>(Source: Iowa Workforce Development)</small>		
Labor force	18,240	18,370
Unemployed	650	610
Percent unemployed	3.6	3.3
Total employment	17,590	17,760
Marshall County Construction - August	2019	2018
<small>(Source: Marshalltown Building Department)</small>		
Building permits	27	99
New Residential Construction	\$102,000	\$264,000
Residential Addition/Remodeling	\$342,000	\$256,000
New Commercial/Industrial Const.	\$0	\$4,579,000
Commercial/Industrial Remodeling	\$9,000	\$7,554,000
Housing Sales Data - August	2019	2018
<small>(Source: Mid-Iowa Regional Board of Realtors)</small>		
Single family home sales	51	26
Average sale price	\$161,106	\$128,792
Median sale price	\$137,500	\$127,500

Celebrate Fall in Marshalltown!

Back Roads Junk-It Trail : October 4-6

Grab your shopping buddies and get ready to hit the trail! Three full days of antique, vintage, rustic, primitive, retro, rusty goodness along a back roads trail in Central Iowa. There will be more than 25 stops that include brick and mortar shops, barns, pop-ups and occasional sales! Maps are available on the Facebook page and at all the participating businesses. The Junk-It Trail runs in Central Iowa as far south as Colfax and north to Eldora and lots of places in between!
<https://www.facebook.com/BackRoadsJunkItTrail/>



Park Apocalypse Zombie Run 5K



The Park Apocalypse has begun and Grimes Farm will be infested with zombies on October 19, 2019. Put on your running shoes for this spine tingling 5K. Runners will brave the oncoming night and undead creatures lurking the trails, which will try to steal their brains. If runners cross the finish line they will be declared a survivor. Registration is \$30 and includes: swag item, finisher metal, walking "dead" taco meal, zombie antidote (Gatorade), and a zombie cookie. A showing of Ghostbusters in the Leonard Grimes Memorial Amphitheater will

be open to the public starting at 8:00pm. Register online at Eventbrite.

For details on these and other events, visit marshalltown.org/events.

Lots going on at Grimes Farm and Conservation Center!

- Oct 3: Art in the Park-Halloween Wine Bottles
- Oct 6: Hunter Safety Field Day
- Oct 19: Zombie Run
- Oct 19: Ghostbusters showing
- Oct 22: Brown Bag Bunch- Spiders
- Oct 28: Cast Iron Cooking class
- Nov 5: Brown Bag Bunch-Acrylic Pour
- Nov 21: Artifact Road Show

For more information and how to register for these events call (641)752-5490 or email mccb@marshallcountya.gov

LIVE MUSIC

- | | |
|--|---|
| Oct 1: Irish Jam
Fiddle & Whistle Irish Pub | Nov 16: Loren & Mark
MHS/Community Auditorium |
| Oct 5: Django Shredders
Orpheum Theater | Nov 23: The Kay Brothers
Orpheum Theater |
| Oct 12: Hunter & Cassidy
Fiddle & Whistle Irish Pub | |
| Oct 17: M5 Mexican Brass
MHS/Community Auditorium | |
| Oct 19: Adam Gaffney & The Highway Saints
Fiddle & Whistle Irish Pub | |



BUSINESS-TO-BUSINESS SHOWCASE

November 5 is the date for the Chamber's annual Business to Business Showcase, presented by HyVee. This event combines the best part of a Business After Hours with a business expo atmosphere in a shortened format. Your business can participate for just \$75. Your investment gets you mention in pre- and post-event promotion, a table to display your products/services, and opportunity to connect with huge crowd that attends this event each year. Mark your calendars now!

To reserve your spot, please contact Ashley Pool
(apool@marshalltown.org or 641-753-6645) at the Chamber office.

OCTOBER/NOVEMBER

- Oct 16: 2020 Trip (Washington D.C. & Thailand) Informational meetings
- Oct 17: Chamber Office closing at noon for staff professional development
- Oct 23: Chamber Office closed for staff professional development
- Oct 24: Business After Hours at Great Western Bank
- Oct 31: Trick-or-Treat night
- Nov 5: Business-to-Business Showcase

upcoming EVENTS



Nick Diens
Agent



Paul Hageman
Agent



Marna Michel-Buller
Agent-CSA



Lance Harbach
Agent



Paul Bratt
Agent



Tyler Sage
Agent



Mark Kohde
Agent



Dan Mead
Agent
Claims Administration



Rich Mahon
Agent



Doug Joslin
Agent



Bonnie Orst
Processor



Robin Angstrom
Agent-CSA



Matt Roetgard
Information Systems



Kristi Carlson
Office Manager



Dana Rowley
Agent-CSA



Dana Nordstrom
Agent-CSA



Vivian Ceron
Agent-CSA



Heather Harus
Agent-CSA



Kathy Mizel
Administrative Assistant



Joann Givens
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