



AREA CHAMBER OF COMMERCE MARSHALLTOWN



Business to Business

This year's Business to Business Showcase, presented by Hy-Vee, will take place Tuesday, November 5 at the Best Western Regency Inn (3303 S Center St) from 5:00 to 6:30 p.m. The event offers a chance to make new connections, as well as learn more about participating exhibitors.

Chamber President and CEO, 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 beverage 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 talk about the goods and services their businesses and organizations offer:

Accura Healthcare
BMJ Insurance-Jodi Egyabroad
Dave Wright Auto Group
Iowa Valley Continuing Education
Kading Properties
KCRM Radio
Simms Construction
Wausau Homes
Wolfe Clinic P.C.



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

Shop Small Saturday

Again this year, the Chamber is partnering with American Express and local businesses to encourage holiday shoppers to **Think Local and Shop Small** on Saturday, November 30. The Chamber is seeking small, independently-owned business who would like to participate in this holiday tradition.

The first-ever Small Business Saturday took place on November 27, 2010. It encouraged people across the country to support small, local businesses. One year later, The United States Senate unanimously passed a resolution of support for Small Business Saturday. Since 2010 consumers have reported spending nearly \$103 billion during Shop Small Saturday events.

For a \$50 investment, the Chamber is offering 2019 Shop Small Saturday participants business promotional materials, advertising, and giveaways as part of the November 30 holiday event.

Presenting Sponsor: SagePoint Financial.

Participating businesses include:

Black Tire Bike Company
Haley's Deli, BBQ & Catering
Hellberg's Jewelers
Mama Digrado's Pasta & Pizza
Pentz Appliance & TV
Smokin G'S BBQ, Restaurant and Catering
Taylor's Maid-Rite
Thompson True Value Hardware
Tremont Grille



To register your business participation, please contact the Chamber office at 641-753-6645 or by emailing info@marshalltown.org.

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

www.marshalltown.org

Chamber Bucks FAQ

How do I purchase Chamber Bucks?

Chamber Bucks can be purchased at the Marshalltown Area Chamber of Commerce office located at 709 South Center Street, inside the Fisher Community Center.

Chamber Bucks come in \$5, \$10, and \$25 increments. We accept cash, check, or credit card for payment. Need to place a large order? You can pre-order Chamber Bucks by contacting Sarah Marckres at the Chamber office (info@marshalltown.org or 641-753-6645).

Where can I use my Chamber Bucks?

Chamber Bucks can be used at any business or organization that is a member of the Marshalltown Area Chamber of Commerce. In addition to redeeming Chamber Bucks at retail locations, you can use them to pay a utility bill or donate to a local charity/non-profit! Contact our office for an updated copy of the Chamber Bucks Redemption list.

How do I use my Chamber Bucks?

Chamber Bucks are treated like cash. Simply hand the Chamber Bucks over to the business or organization that you are redeeming them and that's it!

I am a Chamber member business/organization. How do I accept Chamber Bucks?

All Marshalltown Area Chamber of Commerce members can accept Chamber Bucks just like they would cash/check.

1. If the payment is more than the amount of the bill, simply give the customer change.
2. Be sure to stamp or otherwise clearly endorse the back of the check so that your organization name is clearly visible.
3. Deposit Chamber Bucks checks along with other checks and cash in your normal bank deposit. The full amount of the Chamber Bucks check will be credited to your account.

It's that simple!

Don't see your question answered here? Contact the Chamber Office for more information.



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MEMBER SPOTLIGHT

Wayward Social

Aaron and Michele Buzbee purchased the Totem Bowl in October of 2016 when the center was closing its doors. In the fall of 2017, the center was rebranded Wayward Social. Wayward Social underwent an 18 month renovation to upgrade the entire facility, equipped with state-of-the-art scoring, and AV system, and updated amenities. Wayward Social has 20 bowling lanes (14 public, 6 boutique), 18 game arcade, craft cocktail & beer bar, full-service dining room, shuffleboard court, rental space, and live music. They offer craft cocktails, local beers, made-from-scratch lunch and dinner menu, house-cured and smoked meats, hand-tossed pizzas, and vegetarian options.

In February of 2019, Wayward Social was awarded a "Brunswick Crystal Pin" for industry excellence. While few Crystal Pins have been awarded, they are meant to recognize centers who are doing new and interesting things in the bowling industry.

Brunswick often brings corporate vice presidents and clients to Marshalltown to tour the facility.

Wayward Social is unique in that they have a rental space. "Rosie's, our rental space at Wayward Social, is fully equipped with conference capabilities. Hosting corporate events is one of the things we do best.

We have an elegant private space for 50 guests, wireless microphone, high-end sound system, catering options, and a 95 inch projector, perfect for presentations. When the meeting is adjourned, that projector can be flipped to the game, and the space converts into a full-service bar for happy hour", owner Aaron Buzbee commented.

Wayward Social hosts many Special Olympic groups as well as serves as the home of the Marshalltown Bobcat Bowling Team. Buzbee added, "The opportunities in Marshalltown were the biggest attraction. The opportunity to do something different in a market with growing amenities. Being in the service industry in a small town, it's great to really get to know your customers personally and hopefully help grow community bonds."





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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.

Juel Truck Line Inc.

Brian Juel - Owner/Operator

Denise Juel - Secretary

1659 Marshalltown Blvd, Melbourne, IA 50162

641-482-3147

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

A family owned business, hauling grain, fertilizer, feed ingredients, rock, sand, dirt, & custom lime application.

Riverside Cemetery

Dorie Tammen - General Manager

Jay Carollo - Board of Trustees President

611 N. Center St, Marshalltown, IA 50158

641-753-7891

Everyone welcome! Contact us for more information.

Gates open from daylight to dusk.

Feller Roofing of Marshalltown

Matt Gannaway - Regional Manager

Ami Feller - Owner

318 N Main St. Gilman, IA 50106

641-485-0267

We're committed to providing our customers with high-quality products that will make their roofs, siding, and gutters last for decades.

Thank You Reinvesting Chamber Members

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

Applebee's Bar & Grill	22	Marshalltown Dev. Foundation	10
Comfort Inn	22	Marshalltown Family Dentistry	6
Community Foundation	9	Premier	18
Elim Church/Children's Center	11	Primary Health Care, Inc.	11
Elmwood Country Club	54	Quality Service Corp.	16
Five Star Real Estate Group	25	Rainbow Car Wash, Inc.	33
Historical Soc. of Marshall Co.	13	Super 8	4
Kimball & Beecher Dentistry	41	Superior Rentals	7
Marshall County Abstract	35	TNT Price Income Tax	3
MCBD	32	Zeno's Pizza	57

AREA CHAMBER
OF COMMERCE
MARSHALLTOWN



Board of Directors

John Dawley, Chair
Jill Lutes, Vice Chair
Curt Hoff, Treasurer
Dan Moellers, Past Chair

Niko Aguirre
Paul Beals
Joe Carter
Mike Fitzgerald
Carol Hibbs
Jessica Kinser
Abigail Pelzer
Jeff Rasmussen
Todd Steinkamp
Dave Thompson
Deb Wollam

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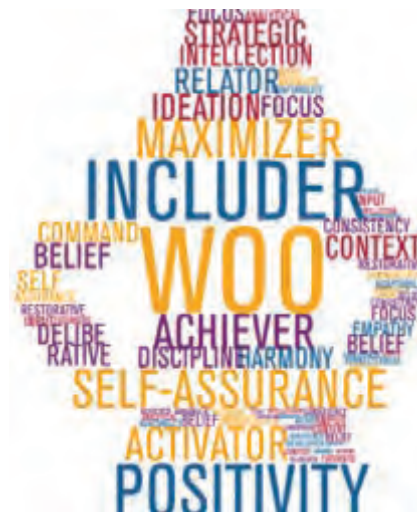
Dr. Theron Schutte, MCSD
Dr. Robin Shaffer-Lilienthal, MCC

Staff:

Lynn Olberding
President & CEO
Tom Deimerly
Director of Economic Development
Andrew Potter
Director of Tourism
Ashley Pool
Director of Membership Services
Sarah Marckres
Office Assistant

CliftonStrengths® Training

On October 17, the Chamber and Unity Point Health-Marshalltown partnered to bring CliftonStrengths® to Marshalltown for a half-day session with Certified strengths coaches Samantha Deines and Kendra Richman from UnityPoint Health Organizational Development. Sam and Kendra made the audience members' individual strengths come to life with an afternoon that was honest, inspiring, humbling and productive. Nearly 60 people attended, including teams from many Marshalltown businesses and the Iowa Valley Leadership class.



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Upcoming Business After Hours

November 5, 2019
Business to Business Showcase
presented by Hy-Vee Food Store
Best Western Regency Inn
(3303 S Center St)
5:00-6:30 p.m.

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

December 10, 2019
Strand's
(11 E Meadow Ln)
4:00-6:00 p.m.

*2020 dates are available!
Contact the Chamber office
for more details.*

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Welcome to...



McFarland Clinic is pleased to announce that Jeffrey Dikis, DPM has joined McFarland Clinic's Podiatry Department in October.

Dr. Dikis completed his Foot and Ankle Surgery Residency at the University of Pittsburgh Medical Center. He served as Chief Resident Physician of Foot and Ankle Surgery in the Department of Orthopaedic Surgery; Foot and Ankle Division. Dr. Dikis received his Doctorate of Podiatric Medicine at Des Moines University. He received his Bachelor of Science in Integrative Physiology at the University of Iowa.

As a Podiatrist, Dr. Dikis will provide services including diabetic foot care, ulcer and wound healing, palliative care for corns, callus and nail debridement, surgical reconstruction of foot deformities, surgical repair of fractures or tendon injuries, comprehensive foot care, biomechanical assessment and treatment with orthotics and bracing.

Congratulations to...

Pinnacle Bank is pleased to announce the addition of Dirk Whitebreast to its board of directors. Whitebreast has been employed by Meskwaki Bingo Casino Hotel for 12 years and is currently the co-general manager. He has also held positions in players club, surveillance, and digital marketing at the casino.

"I'd like to thank the Pinnacle Bank Board as well as bank leadership for their vote of confidence. I see this is yet another opportunity to serve our local and regional community. I'm looking forward to working with both new and existing partners and contributing to Pinnacle's continued success," Whitebreast commented.

"We are very pleased to have Dirk Whitebreast join Pinnacle Bank's Board of Directors," stated David Burrell, Chairman/CEO. "Dirk brings exceptional leadership skills and business acumen to our board which will further support Pinnacle Bank's strong growth and profitability within a very sound risk profile."

Whitebreast and his wife Lannesse reside in Marshalltown and have two young children.



Marshalltown Municipal Transit for receiving Award of Excellence from Federal Transit Administration. The Transit team was recognized with an Award of Excellence by Region 7 of the Federal Transit Administration at a recent conference. This award comes after the Iowa Public Transit Association

recognized Kevin Pigors, Transit Administrator, and Marshalltown Municipal Transit for the same achievement earlier this year.

The award comes after a growth in ridership of more than 9,000 riders between October 1, 2017 and September 30, 2018. This was the highest percentage increase in ridership of rural transit providers at 11%. This change comes after a team from Iowa State University helped identify areas where gaps in service existed through the use of data. However, Pigors, was quick to act to areas where he felt Marshalltown Municipal Transit could do more to offer services to the public.

Finalist Selected for Public Art at Police and Fire Building

The Marshall County Arts and Culture Alliance is excited to announce the selected finalist, Frank Swanson of Littleton, Colorado. Frank is a stone sculptor who is known for his unique method of stone cutting. The selected artwork of Frank is called Symbiosis, defined as a mutually beneficial relationship between different people or groups. The Marshalltown Police and Fire Departments work in a symbiotic partnership with the community to ensure the safety, security and well-being of the city. His sculpture is designed to reflect this relationship between the three groups as they work together to make Marshalltown a thriving and flourishing community.





CHAMBER AMBASSADORS VISITS



Community members joined Chamber Ambassadors on September 24 for a ribbon cutting at the new Marshalltown Police & Fire station (909 S 2nd St).



A ribbon cutting for Crosby Park-Apartment & Condo Buildings (1203 S 6th St) was held on October 8.



On October 8, Chamber Ambassadors welcomed Kading Properties of Urbandale to the Fisher Community Center for a courtesy call.

Thank you 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 for all the latest Chamber news and upcoming events.

Thank You Ambassadors!

AREA CHAMBER
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Andrew Potter has been named the Director of Tourism for the Marshalltown Area Chamber of Commerce

Potter is coming from a five-year stint as Communications Director for the Marshalltown Community School District and previously served for seven years as a reporter at the Times-Republican newspaper. He was named the Iowa School Public Relations Association Communicator of the Year in 2018.

"Having lived in Marshalltown for 12 years I know what a special place this is," Potter said. "I look forward to being able to share that sentiment with many others in this role."

A native of Ottawa, Illinois, Potter received his bachelor's degree in Communications from Bradley University in Peoria, Illinois.

He and his wife Mary have three children. Mary is an instrumental music teacher at Miller Middle School in Marshalltown. Andrew likes to spend his free time hitting area hiking trails and bike riding with his family, jogging, coaching youth sports and volunteering in many ways in the community, especially for human service agencies.

He starts his new duties on November 1. "I look forward to working together with other community members to draw more interest and people to the area," Potter said.



Jessica Kinser named winner of the Rhonda Wood Smith Award

Congratulations to Marshalltown City Administrator Jessica Kinser, who was named Rhonda Wood Smith award winner from the Iowa League of Cities. The Rhonda Wood Smith Award was created to recognize exemplary work of young city officials and those new to city government. The criteria included innovation, bold leadership, commitment and sacrifice. The award was named for Rhonda Wood Smith, a single parent who served as mayor of Garner while working as a municipal consultant. She succumbed to cancer early in 1997 after establishing an outstanding reputation as a civic minded person committed to her community.



Chamber Chat - Sundays

6:30 a.m. on 99.5 KDAO FM


7:30 a.m. on 1190 KDAO AM

2020 Chamber Trips

Washington D.C. - May 14, 2020

Thailand - October 13, 2020


For more information on upcoming Chamber trips. Contact Lynn at the Chamber office (lolberding@marshalltown.org or 641-753-6645)



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Seminar: Income for What's Next

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Erik Nilius
Investment Representative
641-352-2058
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Thursday, November 14
5:30pm - 7:00pm
Zeno's (pizza provided)
109-111 E Main St
Marshalltown, IA 50158



Jim De Kruif
Investment Representative
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Jim.DeKruif@LPL.com

Presented by: Jim De Kruif

Contact Erik Nilius to RSVP

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www.marshalltown.org Statistics

	Sept '19	Avg/Month	YTD Total
Unique Visitors	9,014	11,562	69,369
Number of Visits	22,738	23,808	142,849
Page Views	317,092	255,203	1,531,215
Hits	591,060	634,958	3,809,745

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.



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www.marshalltown.org/jobs

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641-752-1553

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752-4581
Where Our Family Takes Care of Yours!

**The Chamber office will be closed in
observation of Thanksgiving
November 28 & 29.**

Chamber Bucks make great gifts!

*Available at the Chamber office.
Redeemable at any Chamber member.*



Marshalltown Hosts Governors Future Ready Iowa Summit

On October 10, Marshalltown played host to Iowa State Director of Workforce Development Beth Townsend as she presented information and received feedback from over 35 attendees representing private business, education and business service providers related to Governor Reynolds Future Ready Iowa Initiative. Future Ready Iowa connects Iowans to the training and education required for good paying jobs and careers to improve people's lives. The goal of Future Ready Iowa is for 70 percent of Iowa's workforce to have education or training beyond high school by 2025. Alliant Energy and JBS both provided presentations on their apprenticeship programs and partnership with Iowa Workforce Development. Three programs make up the backbone of the program:

Employer Innovation Fund

The Future Ready Iowa Employer Innovation fund is a grant opportunity for business partners to carry out creative solutions that address local workforce issues. It encourages employers, community leaders, and others to lead efforts for developing regional workforce talent pools. Employers can promote credit and non-credit education and training opportunities in high-demand jobs. The fund can be used in innovative ways to help Iowans achieve their training and education goals. The program requires a 1:1 match and has up to \$50,000 available for each individual program.

Last Dollar in Program

This program, as the name implies, is intended to cover any remaining gap between federal and state grants/scholarships and tuition and qualified fees. Credentials include postsecondary certificates, diplomas and associate degrees. The Last-Dollar Scholarship became in the fall of 2019. Eligible applicants include new high school graduates and adult learners over the age of 20 who enroll in a qualified program of study full-time for the fall immediately following high school graduation, apply for all other available state and federal grants and scholarships, and meet ongoing requirements.

Future Iowa Student Grant

Students can receive the Future Ready Iowa Grant for up to four full-time semesters as long as they are making progress toward their first bachelor's degree. To be eligible for the Future Ready Iowa Grant, students must have previously earned at least half the credits

necessary for an eligible bachelor's degree that leads to a high-demand job and enroll in at least six semester hours (unless they can complete a degree in less than six semester hours). Students must not have been enrolled in college for two academic years before receiving the Future Ready Iowa Grant. They must also apply for all other available state and federal financial aid.

*More information about the programs can be found at
www.futurereadyiowa.gov*



Economic Statistics

Employment – Marshall County - August	2019	2018
(Source: Iowa Workforce Development)		
Labor force	18,120	18,410
Unemployed	610	1,010
Percent unemployed	3.4	5.5
Total employment	17,510	17,400
Marshall County Construction - September	2019	2018
(Source: Marshalltown Building Department)		
Building permits	N/A	91
New Residential Construction	N/A	\$217,000
Residential Addition/Remodeling	N/A	\$342,000
New Commercial/Industrial Const.	N/A	\$297,000
Commercial/Industrial Remodeling	N/A	\$3,026,000
Housing Sales Data - September	2019	2018
(Source: Mid-Iowa Regional Board of Realtors)		
Single family home sales	29	38
Average sale price	\$109,959	\$143,647
Median sale price	\$99,000	\$123,000

Join us for the Holidays in Marshalltown!

28th Annual Holiday Stroll & Festival Of Trees

The 28th Annual Holiday Stroll theme this year is “Deck the Halls; A vintage Christmas in the Historic District.” Food, entertainment, Santa’s Workshop, Festival of Trees, parade, horse drawn carriages, free kids carnival, live entertainment, carolers, train display, and much more are planned for the November 23 event.

Take a stroll through downtown Marshalltown seeing all the lights and festivities that occur as the stores and businesses prepare for the holiday season. Whether it’s strolling through the Festival of Trees, the Christmas Village of Crafters, or enjoying the window displays of the downtown businesses as you shop, the Holiday Stroll is an event that all generations can enjoy. Festivities kick off at 4 p.m.



Fun at the IVCCD Orpheum Theater Center

Saturday, November 9

Swingin’ 60s Seberg FUNdraiser to benefit the Jean Seberg Endowment Fund and future JS Festivals. Live music, silent auction, Jean “look alike” contest, hors d’oeuvres and more from 7:00-10:00 p.m. in the Black Box Theater. Dig out your love beads and bell bottoms and join us! Tickets available now.

Friday, November 15

Wine Tasting (Champagnes & Sparking Wines for the Holidays) at 7:00 p.m. in the Black Box Theater. Tickets are \$20. Because there will be great appetizers to accompany the wine, you must pre-order tickets by Wednesday, Nov. 13, by calling 641-844-5920.

Saturday, November 23

The Kay Brothers at 7:00 p.m. Give a listen to their “Find Your Love” video. These fantastic musicians play what is known as ‘Ozark Stompgrass.’ They’re really good folk music players, and this will be a lively, amazing show! Tickets are \$12.50.

Friday, December 6

The OK Factor Christmas at 7:00 p.m. in the Black Box Theater. Ring in the holiday season as two classical musicians, violin and cello, perform a heartwarming celebration of Christmas. You’ll not want to miss this ... great for the whole family! Check their website to learn about the artists and hear their music. Tickets are \$12.50.



Shop Small Saturday
November 30
 Watch for details of
 participating Chamber members!

Stay connected to events & activities in Marshalltown and the surrounding areas.

- Like us on Facebook

- Community Events Calendar

www.marshalltown.org/events

641-753-6645

Chamber to host local candidate forums

The Marshalltown Area Chamber of Commerce will host two candidate forums on Tuesday, October 29 for candidates running for Marshalltown Community School District (MCSD) board and Marshalltown City Council. The forums will be held at the Fisher Community Center (709 South Center Street) and are open to the public.

Five candidates for four positions on the MCSD School Board will participate in a forum, beginning at 5:30 p.m. Sara Faltys, Jan McGinnis, and Robert (Bob) Untiedt join incumbents Nicolas (Niko) Aguirre and Sean Heitman on the ballot on November 5. All candidates for MCSD School Board will participate in the forum.

The School Board forum will conclude by 6:30 p.m., when the City Council Candidate forum will commence. The City Council Candidate forum will begin with the three candidates who will appear on the ballot for one At-Large seat: Bruce McConnell, Gary Thompson, and Dex Walker. Following the At-Large candidates will be incumbent Gabriel (Gabe) Isom and challenger Tyler Johnson for Ward 2. Al Hoop, who is running unopposed for Ward 4 will have an opportunity to address the crowd.

Additionally, Dr. Kristie Fisher, Iowa Valley Community College District Chancellor will briefly present information regarding the District's \$32 million bond referendum, which also appears on the November 5 ballot.

Questions will be accepted from the audience in writing. Voting is currently available at the Marshall County Annex Building (101 E Main Street). On November 5, voters must go to their precinct polling place. Election Day voting hours are 7:00 a.m. – 8:00 p.m.

NOVEMBER/DECEMBER

Nov 5: Business-to-Business Showcase

Nov 21: Business After Hours-Hellberg's Jewelers

Nov 28 & 29: Closed in observation of Thanksgiving

Dec 10: Business After Hours-Strand's

upcoming
EVENTS



Nick Diers
Agent



Pat Hageman
Agent



Marna Mitchell-Butler
Agent-CSA



Lance Horbach
Agent



Paul Beals
Agent



Tyler Slagle
Agent



Mark Rohde
Agent



Dan Mead
Agent
Claims Administration



Rich Mohan
Agent



Doug Joslin
Agent



Bonnie Ohrl
Processor



Robin Angstman
Agent-CSA



Matt Roelsgard
Information Systems



Kristi Carlson
Office Manager



Daria Rowley
Agent-CSA



Carla Nordstrom
Agent-CSA



Vivian Ceron
Agent-CSA



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