

theDIGEST

distinctly different

December 2019

Volume 37, Issue 6



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AREA CHAMBER OF COMMERCE MARSHALLTOWN



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 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.

Participating businesses receive promotional materials, advertising, and giveaways as part of the November 30 holiday event.

Presenting Sponsor: SagePoint Financial.

Participating businesses include:

BeMobile Verizon
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



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Business to Business 2019 Showcase

This year's Business to Business Showcase, presented by Hy-Vee, took place Tuesday, November 5 at the Best Western Regency Inn.

**Thank you to all of our
participating businesses!**

Accura Healthcare
BMJ Insurance-Jodi Egyabroad
Dave Wright Auto Group
Fauna Nord & Kelli Thurston team
Hy-Vee
Hy-Vee Drug Store
Iowa Valley Continuing Education
KCRM Radio
Simms Construction
Wausau Homes
Wolfe Clinic P.C.





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MEMBER SPOTLIGHT

OPA! Grill

Yanni Coutsougeras, the youngest owner of OPA! Grill, has been raised in restaurants his whole life. His father, George, moved to Canada from Greece when he was 15 years old. Soon after, he came to the states to visit some family friends and decided to stay. He later met his wife Ruth at a restaurant he was working at that was run by his friend and mentor. After marrying, they decided to open a restaurant of their own. Since then they have operated many successful restaurants, but George was a "rolling stone". They always lived in small-town communities and had great experiences from all of them, but Yanni wanted more for his family. When they started searching for a town to open a restaurant, they came across Marshalltown while driving to a family Thanksgiving event. They asked friends about the town and got positive feedback, so they started looking for a location and soon after found the site they liked on Boone Street. When the tornado hit and they saw how the community came together, that's when they knew they had found the right town to settle in. OPA! Grill is a small family-owned restaurant that believes in family values. And the rest as they say, is history.



At first, they had lots of ideas for a type of restaurant and menu. But in the end, they decided to use their Greek background to add some new flavor in town. They opened the doors to OPA! Grill on March 18, 2019. Understanding though, that not all people have the same flavor palette, they decided to add diversity to their menu as to cater to everyone's taste. There's a misconception that they are solely a Greek restaurant. They have a wide variety of made-to-order pastas, burgers, sandwiches and Greek food including the best gyro in town. They invite you to come in and check out their menu to see that they have a little bit of something for everyone. OPA!!!





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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.

REM Iowa Host Home

Dede Eschen - Mentor Recruiter
1661 Boyson Square, Suite 202, Hiawatha, IA 52233
319-393-2091

The mission of REM Iowa is to offer adults, children, young people and their families innovative, quality services and supports that lead to growth and independence, regardless of the physical, intellectual or behavioral challenges they face.

Thank You Reinvesting Chamber Members

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

American Legion #46	4	Lydall Sealing Solutions	24
Animal Medical Clinic, P.C.	32	Stalzer Photography	15
Hawkins Electrical Services Inc.	14		

2020 Chamber Experience Trips

Find details at marshalltown.org/work

Washington DC & Williamsburg

May 14, 2020

- Washington DC City tour
- Arlington Nat'l Cemetery
- DC Twilight Illumination tour
- World War II Memorial
- Smithsonian Institution
- White House Photo Shop
- US Naval Academy Tour
- Annapolis, Colonial Williamsburg, Richmond, Mt. Vernon, Jamestown, & Yorktown

Thailand

October 13, 2020

- Bangkok city tour
- Grand Palace
- Emerald Buddha Temple
- Thai Dinner & Dance
- Silom Village
- Damnoen Saduak floating market
- Kanchanaburi
- Thailand-Burma Railway museum
- Bridge over the River Kwai



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Tom Deimerly
Director of Economic Development
Andrew Potter
Director of Tourism
Sarah Marckres
Office Assistant

Iowa Valley Leadership underway

The 2019/2020 Iowa Valley Leadership (IVL) class is in full swing. In September, the class of 30 spent two days getting to know one another, team-building, and exploring how they can work together throughout their 9-month long experience.

In October, the class toured the Marshall County Courthouse, did a downtown scavenger hunt, and participated in a CliftonStrengths™ training, sponsored by the Chamber and Unity Point Health-Marshalltown. November's session explored Marshalltown history with visits to the Binford House, Susie Sower House, and Taylor School #4. Additionally the class toured the Fisher Impressionist collection and learned about famous historic Marshalltown residents from Dorie Tammen. IVL's mission is to empower individuals to become active community leaders and influence positive change. The program runs September through May and is sponsored by the Chamber and Iowa Valley Continuing Education.



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Upcoming Business After Hours

December 10, 2019

Strand's

(11 E Meadow Ln)

3:30-6:30 p.m.

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

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MARSHALLTOWN NEWS

(we just have to *brag a little*)

Congratulations to...

Dr. Milt VanGundy retiring from Wound Healing Center, to be replaced by Dr. J. Michael McCune

After 45 years as a physician, including many at UnityPoint Health–Marshalltown, Dr. Milt VanGundy is retiring as Medical Director of the Wound Healing Center on December 4.

The public is invited to a reception for Dr. VanGundy on Tuesday, December 3, from 4-6 p.m. in the front atrium of the UnityPoint Health Medical Park at 55 Central Iowa Drive in Marshalltown.

Dr. VanGundy has been a key member and leader of the medical community in Marshalltown for 45 years. He started in family practice in 1974 and moved to the emergency room for more than a decade before beginning the Wound Healing Center.

In conjunction with the retirement, Dr. VanGundy's position in the Wound Healing Center will be filled by Dr. J. Michael McCune, a general surgeon in our Multi-Specialty Clinic. Dr. McCune has been practicing general surgery since 1985 and has been with UnityPoint Health – Marshalltown for 22 of those years.

Don Woodruff Recognized as 'Outstanding Alumnus'

Don Woodruff recently received the 2019 College of Engineering and Science Outstanding Alumnus in Engineering Award from his alma mater, Florida Institute of Technology.

Woodruff Construction, founded in 1956, provides construction services throughout the state of Iowa with offices in Fort Dodge, Ames, Waterloo/Cedar Falls and the Iowa City/Cedar Rapids corridor.



Need an employee?

Looking for an employer?

Check out the Chamber's online Marshalltown

Job Postings at:

www.marshalltown.org/work

Welcome to...



Dr. Collin Edwards with Eyecare Associates. Dr. Edwards will be joining Dr. Abie Chadderdon, Dr. Connie Feldman, and Dr. Kreg Harper in practice at Eyecare Associates.

Dr. Edwards is from Spencer, Iowa. He graduated from the University of Iowa in 2015 with a Bachelors of Science Degree in Human Physiology. He attended the University of Missouri-St. Louis College of Optometry completing externships at OMNI Eye Services in Atlanta, Saint Louis University Ophthalmology, and

Vance Thompson Vision in Sioux Falls. These externships provided him the opportunity to work closely with cornea, cataract, oculoplastic, glaucoma, and retina specialists performing evaluations and post-operative examinations while also observing surgical procedures. He graduated from the University of Missouri-St. Louis College of Optometry in 2019 with a Doctorate of Optometry.

He is interested in expanding his skill set to include neuro-optometric rehabilitation for patients suffering from vision difficulties due to traumatic brain injury or stroke. He has spent time learning from Dr. Fitzgerald, Vice President of the Neuro-Optometric Rehabilitation Association, at Fitzgerald and Associates/Vision in Motion in Cedar Rapids, Iowa. Dr. Edwards is a member of the American Optometric Association and Iowa Optometric Association.

He is a devoted fan of Iowa Hawkeye basketball and football. He enjoys playing tennis, basketball, and weightlifting in his free time as well as spending time with his dog Chief.

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.

Chamber Bucks make great gifts!



CHAMBER AMBASSADORS VISITS



A ribbon cutting for the Northeast Iowa Area Agency on Aging (123 W. Main St.) was held on October 22.



On October 22, Chamber Ambassadors held a courtesy call at the Fisher Governor Road Operations (1702 S 12th Ave).



The Chamber Ambassadors held a ribbon cutting on November 12 at Corey's Puppy Park at the Animal Rescue League (1921 Taylor Ave). The new park was dedicated to the memory of Corey Brown and paid for by memorials made in his honor.

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
OF COMMERCE
MARSHALLTOWN





Fill the Rig!

UnityPoint Health – Marshalltown Area Paramedic Service is partnering with **Theisen's** and the **Salvation Army** to host the annual Fill the Rig event on Saturday, November 23, and Saturday, December 14, from 10 a.m. to 6 p.m. each day.

UnityPoint Health – Marshalltown is collecting toys, puzzles, clothes and other children's items this holiday season for the Salvation Army. Your donations help "Fill the Rig" and can make the holidays brighter for children. The event will be held inside the Theisen's store at 602 Iowa Ave West in Marshalltown.



Marshalltown Company announces release of second book

Marshalltown Company announced that its second construction-based children's book *Marshall T. Trowel and Family – Drywall – You Can Be Anything You Want to Be*, written by President and CEO Joe Carter and illustrated by his daughter, Hanna Carter, was released on November 19th. The success of the first book helped to raise \$1,000 split between the Marshalltown High School's vocation-technical program and the tornado recovery effort in Marshalltown. For the second book, a portion of the proceeds will be donated solely to the MHS vo-tech program.

The second book fits into Marshalltown Company's strategy of raising awareness of and inspiring young people to pursue a career in the trades. Children will see the value of practice, patience, and dreaming big.

"That's what the book is all about—bringing kids to the trades," said Joe Carter. "We had a great response to our first book. People were sharing pictures and stories of their kids engaging with the characters and showing interest in the trades. Mixing that response with helping the community, I feel it was a huge success. With this book, we wanted to see if we could do even more."

The book will be available on marshalltown.com, Amazon, and local Marshalltown businesses.



Introducing...

MACC, Our Holiday Elf

We are looking for Chamber member businesses to participate in a new promotion this holiday season! Weekdays December 2-20, participating Chamber member businesses can have a visit from MACC, the elf. MACC will have his picture taken in your business and posted on Facebook. Where Facebook followers will name his mystery location for a chance to be in a weekly drawing for a \$100 in participating businesses' giftcards.

Cost to participate is a \$20 gift card/certificate to your business!

Space is limited! Contact Sarah Marckres at the Chamber office to reserve your spot today!
(641-753-6645 or info@marshalltown.org)



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)

Happy Holidays!

**from the staff of the
Marshalltown
Area Chamber of Commerce**

*Fisher Community Center and
our offices will be closed
December 24-25 and December
31-January 1 in observance of
the holidays.*



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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.

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

Chamber Bucks make great gifts!

*Available at the Chamber office.
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Strategic partnerships bring business planning services to Marshall County

The central Iowa Small Business Development Center (SBDC) provides a vast array of technical assistance to small businesses and aspiring entrepreneurs. By supporting business growth, sustainability and enhancing the creation of new business entities, Iowa SBDC foster local and regional economic development through job creation and retention. As a result of the no-cost, extensive, one-on-one, long-term professional business advising, low-cost training and other specialized services SBDC clients receive, the program remains one of the nation's largest small business assistance programs in the federal government. The SBDCs are made up of a unique collaboration of SBA federal funds, state and local governments, and private sector resources.

The SBDC provides guidance through professional business advisors for services such as development of business plans, financial packaging and lending assistance including SBA loan packaging, exporting and importing support, disaster recovery assistance, government procurement and contracting assistance, market research services, and human resources assistance. Based on client needs, local business trends and individual business requirements, the SBDC can modify their services to meet the evolving needs of the hundreds of small businesses in the community which they are situated. Through a strategic partnership between the Chamber and the SBDC, these services are available locally on the 2nd and 4th Wednesday of every month by appointment at the Chamber offices. Dave Biedenbach, Director of the Iowa State University SBDC, provides counseling in multiple languages to meet the needs of our diverse population with the assistance of interpreters.

If you are interested in meeting with Dave or wondering if the SBDC can help you, contact the Chamber office at (641) 753-6645 or Dave directly at 515-296-7828 or by email dbieden@iastate.edu.



Economic Statistics

Employment – Marshall County - September (Source: Iowa Workforce Development)	2019	2018
Labor force	18,060	17,920
Unemployed	510	670
Percent unemployed	2.8	3.7
Total employment	17,510	17,250
Marshall County Construction - October (Source: Marshalltown Building Department)	2019	2018
Building permits	48	101
New Residential Construction	\$105,000	\$777,000
Residential Addition/Remodeling	\$223,000	\$259,000
New Commercial/Industrial Const.	\$912,000	\$422,000
Commercial/Industrial Remodeling	\$2,310,000	\$1,678,000
Housing Sales Data - October (Source: Mid-Iowa Regional Board of Realtors)	2019	2018
Single family home sales	52	48
Average sale price	\$145,119	\$122,950
Median sale price	\$134,000	\$110,00



Promoting Marshalltown Together

A note from Andrew Potter, Director of Tourism

Since I started in this role on November 1, I've had many people ask me what my plans are as Director of Tourism for the Marshalltown Area Chamber of Commerce.

While there are certain built-in duties that I will be glad to take on, I'm also excited to make this role my own and use my social media, writing and video skills to benefit Marshalltown.

I plan to spotlight a wide range of area attractions moving forward in an effort to grow interest in our community.

The first video that you may have viewed involves the historical artifacts on display at the Iowa Veterans Home in Marshalltown. From a Civil War cannon to discharge papers from 1864 with a stamped signature of President Abraham Lincoln, the facility has some very cool items on display in a hallway in Malloy Hall.

It was enjoyable to talk with Dex Walker at IVH about these items as it's apparent he has a passion for the history of the Iowa Veterans Home. To schedule a tour, or for more information, call the Iowa Veterans Home at 641-752-1501 or visit ivh.iowa.gov.

This just the start. To keep these moving forward I'm going to need your help.

What are some areas of Marshalltown that might be of interest to visitors? What attractions do you feel deserve attention that may have been previously overlooked?

I'm always open to ideas. Let's work together to draw more interest in our community for visitors, and potential residents and to help build pride for those of us who do reside here.

If you have any ideas feel free to call me at the Marshalltown Area Chamber of Commerce office at 641-753-6645 or email me at apotter@marshalltown.org.



December : Things to do as the weather turns cold!

- | | |
|--|------------------|
| 3: Irish Jams - Fiddle & Whistle Irish Pub | 7:00-9:00 pm |
| 6: Old Fashioned Christmas on Main - State Center | all day |
| 6: The OK Factor Christmas - Orpheum Theater | 7:00-9:00 pm |
| 7: A Conrad Country Christmas - Conrad | all day |
| 7: Winter Holiday Craft Show - Central Iowa Fairgrounds | 9:00 am-3:00 pm |
| 7: Craft Bazaar - Fisher Community Center | 9:00 am-3:00 pm |
| 7: Holiday Bliss Spectacular Craft Show - Best Western Inn | 10:00 am-5:00 pm |
| 11: Paint & Sip - Bickford of Marshalltown | 6:30-8:30 pm |
| 14: Live Music - American Legion Golf Course | 3:00-11:00 pm |
| 14: Waltzing in a Winter Wonderland - Remix Dance Academy | 8:00 -9:30 pm |

For more details on these and other local events, go to marshalltown.org/events.

Add 2020 events to the calendar

It's already time to put 2020 events on the Community Calendar! Our calendar is a tourism-focused calendar and should follow these guidelines:

- Open to the public
- Free to public or you must provide admission information.

Link to a website for tickets sales or more information as necessary.

- The event must be within Marshall County.

Please note: Events on the online calendar do not imply inclusion on the Chamber's electronic message board (located in the Hy-Vee parking lot).

To add an event to the Community Calendar:

1. Start at www.marshalltown.org/events
2. Scroll to the bottom of the calendar page; click "Add New Entry"
3. Fill out the online form as applicable
4. Click "Submit Entry"

Posting events to the online community calendar is FREE and can be done 24/7. Passwords are not required. All events should be of interest to visitors and open to the public. Marshalltown Area Chamber of Commerce reserves the right to determine what events are included.

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



Classical Greece Explorer



Lynn Olberding, Chamber President and 23 explorers departed on November 5 to Greece. The group visited destinations in Athens, Olympia, Delphi, and Kalambaka. Highlights of the eight-day trip included exploring historic Corinth, a tour of ancient Olympia (including the ancient Olympic Stadium), tastings of locally-produced wines and olive oil, and an Athens city tour--home of the Acropolis and the incredible Parthenon. Throughout the trip, travelers enjoyed sampling authentic Greek cuisine and networking.

*For more information on our upcoming Chamber trips.
Contact Lynn at the Chamber office 641-753-6645.*

DECEMBER/JANUARY

Nov 28 & 29: Closed in observation of Thanksgiving

Dec 10: Business After Hours-Strand's

Dec 24-Dec 25: Office closed

Dec 31-Jan 1: Office closed

*We are currently looking for
Business After Hours hosts for
2020!*

upcoming EVENTS



Nick Diers
Agent



Pat Hagaman
Agent



Marna Mitchell-Butler
Agent-CSA



Lance Horbach
Agent



Paul Beals
Agent



Tyler Slagle
Agent



Mark Ruhde
Agent



Dan Mead
Agent
Claims Administration



Rich Mohon
Agent



Doug Joslin
Agent



Bonnie Oehl
Processor



Robin Angstrom
Agent-CSA



Darla Rowley
Agent-CSA



Carla Nordstrom
Agent-CSA



Kathy Minkel
Administrative
Assistant



Jasmin Cisneros
Administrative
Assistant



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