



...continued from page 1

our market. Our task is to then find or build available space, which is in the works. I was also fortunate to connect with the new ownership of the Marshalltown Mall. While we both agreed that things aren't where we want them to be, we now have some ideas moving forward that may transform the space radically from where it is at. Stay tuned.

Finally, to mention retail and not mention the restoration expected to begin this year in downtown would be a disservice. We firmly believe that by bringing about building restoration and making new retail and restaurant space available in downtown, that we will be able to attract new, vibrant businesses to our community. We are in discussions with a consultant who has this exact experience and know-how to help us achieve and realize our revitalization dream.

So, while the retail landscape may feel bleak some days, know that we are working hard to bring strong opportunities to our community. Whether it be large national chains, or small mom & pop startups, we are bullish on our market and what the residents of Marshalltown, Marshall County, and the surrounding areas can and will support. All in an effort to grow and expand our community, for we believe that "if we build it, they will come."

John Hall
President & CEO



Game Haven

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.

Mediacom Business

Jessica Guilfoyle, Sr. Marketing Manager
Holly Jacobson, Account Executive
1201 Industrial Blvd, Marshalltown
845-443-2621
www.mediacombusiness.com

Mediacom Business provides innovative broadband products for any size business. Revolutionize your business with internet speeds of 10 Gigabit and beyond plus robust voice and video solutions.

Scooter's Coffee

Stan Eilers, Owner
Dana Nuzum, Advertising Rep
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www.scooterscoffee.com
www.facebook.com/scooterscoffee

Scooters has been brewing up delicious brewed coffee, espresso blenders, smoothies and pastries since '98.

Hansen Electric Inc.

Eric Hansen, Owner
2619 Ridge Rd., Marshalltown
641-751-5320
www.hansenelectricinc.com
www.facebook.com/Hansen-Electric-106198027892950

Hansen Electric provides commercial, residential, new construction, additional/removal and 24/7 emergency services. At Hansen Electric the goal is to provide quality electrical services at an affordable cost with a priority of implementing quality and high standards at each job.

Game Haven

Scott Turner, Owner
2500 S. Center St. Suite 2370, Marshalltown
641-351-4137
www.facebook.com/gamehavenmtown

Game Haven is the place for gamers of all ages and genres. Game Haven has it all, whether you enjoy video games, card games, rpgs, or board games, you can find a safe, clean environment at Game Haven.

Fencing Solutions

Steve Slifer, Owner
3305 270th St., Marshalltown
641-750-0478
www.fencingsolutionsiowa.com
www.facebook.com/Fencing-Solutions-103559525169190

Fencing Solutions specializes in commercial and residential fencing, including chain-link, vinyl, wood, and ornamental. Fencing Solutions is family owned and operated with an extensive range of services, from installation and upgrades to maintenance and emergency repairs.

Thank You Reinvesting Chamber Members

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

American Legion #46		Maurices	1
Golf Course & Lounge	6	Mid-Iowa Community	
Animal Rescue League	14	Action, Inc.	19
Be Unique Floral Boutique, Inc.	7	New Horizons Realty	23
BeMobile Verizon	12	Nutrien Ag Solutions	30
Cartwright Downtown		Premier	20
Farmer's Market	2	Quality Service Corp.	18
Country Pine Mowers	25	Randall's Guitar School &	
Dairy Queen, Center Street	19	Music Shop	9
Downey & Gantz DDS PC	20	Rasmussen Tax & Accounting	12
Grandview Heights	26	Re/Max Partners Realty	4
Griffith Home Builders, Inc.	10	Salvation Army	24
KCRM Radio 96.7 FM	18	Stephanie's Auto Detailing	1
KDAO AM/FM/TV	43	Tele-Difference	6
Kwik Star	27	Trinity Evangelical	
Little Scholars Learning Center	1	Lutheran Church	17
Marshall County Landfill	2	Wayward Social	4

For the Love of Binford events February 11 & 12

The Binford House is hosting a Valentine dinner on the evenings of February 11 and 12, at the house located at 110 North 2nd Avenue. For the Love of Binford, is a fundraiser for the house, sponsored by the Marshalltown Federation of Women's Clubs Board, which is charged to maintain, operate, protect and decorate the home. Sweethearts, valentines and guests are asked to join a sparkling juice and charcuterie social hour beginning at 6:30 p.m. Diners may bring and enjoy their own wine or champagne, as well. Dinner will be served at 7 p.m. beginning with a mixed green salad, choice of beef tenderloin or salmon, roasted vegetables, potatoes, rolls and butter, and capped off with a delicious dessert, coffee and tea. Piano music will be played throughout the evening by Arlene Selby.

Reservations may be made by calling 641-753-5450 and are confirmed upon receipt of payment of \$75 per person. Checks are to be mailed in advance to the Binford House, PO Box 273, Marshalltown, IA 50158. Each reservation will include a written acknowledgment of a donation of \$25. Door prizes shall be awarded each night and include gift certificates to Hellberg's Jewelers, chocolates from Lillie Mae Chocolates and crystal gift items. There is a limit of 30 reservations for each evening.

Where's Cupid?

Be on the lookout for Cupid!
Cupid is back again this year visiting participating Chamber member businesses from February 7-11.
Cupid will have his picture taken, posted on Facebook, and encourage our followers to name his location for that day.





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Sarah Smith
Membership Director
Kyle Hall
Workforce Development Coordinator
Stacy Roberts
Administrative Assistant

Greetings Marshalltown Chamber members!

New Year! New Resolutions! Fresh Starts!

What is your “one thing” you want to accomplish with your business this year?

Would you like to hire more employees...or maybe even your first employee? Would you like to add a product line to your inventory? Would an additional revenue stream be beneficial to the bottom line? Are you contemplating a second location or buying a building as your next step?

Whatever your “one thing” is, Iowa State University Small Business Development Center can help you think about what it looks like to take that step through business planning. ISU SBDC recommends and counsels in partnership with a web-based business planning program, Live Plan (partners.liveplan.com/iowa-sbdc). The program is user friendly. It syncs with Quick Books. It can easily help businesses explore the financial feasibility of the “one thing.” The program can also help prepare business owners to meet with lenders, if additional financial backing may be necessary to accomplish the growth.

Business planning is a great exercise to look at “one things” objectively, whether the business is preparing to launch, celebrating its 100th anniversary, or dancing somewhere in between. Business planning removes the mystery of feasibility. Planning can provide businesses information necessary to take the steps to move from dream to goal. Conversely, if the “one thing” isn’t

currently a healthy move for the business, planning helps an owner understand why. After completing the exercise, planners are armed with information to move along and pursue the “one thing,” or to instead ponder a new “one thing.”

ISU SBDC is here to work with you. Our services are free and confidential. How can we help? Let’s get a conversation going. We can be reached through a click or a call.

The fastest method to connect with us is to open this website: iowasbdc.org, select the request counseling button, complete the electronic form and choose Iowa State as your center of choice. Call us at 515-296-7828 or, ask a Chamber official how to reach us and they will point you in our direction.

Enjoy today-Sheri Benson, CBA, CGBP, ISU SBDC business counselor



Brit Marie’s Country Boutique is expanding at the Marshalltown location

We are excited to announce that Brit Marie’s Country Boutique of Marshalltown will be expanding their location at 13 West Main Street to include vintage, repurposed, antique, as well as new and old décor.

In August of 2021, Brit Marie’s purchased inventory located in Laurel where they continued to bring that farmhouse décor with vintage and repurposed items their customers.

Brit Marie’s plans to have their open house the first weekend in February to showcase the expansion to home décor. Hours will be Thursday noon-7p.m., Friday 10a.m.-5p.m. and Saturday 10a.m.-2p.m.



Chamber Bucks are great gifts and a perfect way to THINK LOCAL FIRST!

See a full list of our Think Local First sponsors at marshalltown.org/think-local-first



Welcome...

Brent Wiethorn has joined **Trending Media** as the new News Director for Iowa's Best Country, KIX 101.1 and News Talk 1230 AM & 93.9 FM. Brent most recently comes from KBEW in Blue Earth, Minnesota where he held the News Director position.

Brent very much enjoys being a part of community groups and looks forward to immersing himself into Marshalltown. Brent's extensive news background will be a true asset to the Marshalltown and Marshall County area.



Coffee with a Cop returns Jan. 31

The **Marshalltown Police Department** is excited to announce Coffee with a Cop will be hosted at the Marshalltown YMCA-YWCA, located at 108 Washington Street, on January 31, from 8-10a.m. All community members are invited to attend. "We are excited to have our first Coffee with a Cop event of the new year," said Sergeant A.J. Accola. "I'm personally excited for the opportunity to see new faces and interact with new people as well as giving Marshalltown citizens the opportunity to see and get to know some of the new faces on the department."

(we just have to *brag a little*)

Home and Garden Show returns March 19

The 2022 Home & Garden Show presented by the Times-Republican will be from 10 a.m. to 3 p.m. on Saturday, March 19 at the Marshalltown High School Roundhouse. The show is perfect for those getting ready for spring plantings, home improvements and more. Admission is free. For more information contact the Times-Republican at 641-753-6611.

Reminder! We have temporarily relocated.

The Chamber is located in the lower level of Trinity Lutheran Church at 1011 S. 3rd Ave.

Please mail payments and correspondence to P.O. Box 1000.

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**PARK PLACE
CONDOMINIUMS**

PARK PLACE BY KADING in Marshalltown, Iowa - Opening Spring 2022

Kading is excited to expand our footprint in the Marshalltown, Iowa community through the addition of 79 homes for rent at Park Place by Kading, located at 1010 Washington Street. Park Place by Kading backs to a serene greenspace full of lush vegetation, offering a bit of country living in the heart of Marshalltown. Residents can make a comfortable home in one of two ranch-style floorplans, the Villa or the Bradford. Enjoy your own private front entrance and attached garage! We anticipate homes to be available in spring, 2022.



CHAMBER AMBASSADORS VISITS

Chamber Ambassadors donate to Child Abuse Prevention Services

The Chamber Ambassadors held their Annual Holiday party in early January. Each year the Ambassador group chooses a non-profit organization or good cause to donate to. This year the Ambassadors chose to support “The Nest” at Child Abuse Prevention Services.

Child Abuse Prevention Services or CAPS is a non-profit whose mission is to prevent child abuse in Marshall County and the surrounding area. “The Nest” at CAPS is a store setting that provides eligible Marshall County families access to necessary baby items by redeeming points. The Nest serves families prenatal through the child’s second birthday that are at or below 185% of poverty. Participants earn points by participating in health care and educational services.

The Chamber Ambassadors provided CAPS with \$500 in monetary donations and six boxes of diapers (880 diapers).



Child Abuse Prevention Services

811 E. Main St. Marshalltown, IA

www.caponline.us 641.752.1730



Wish List

Please Donate NEW

- | | |
|--------------------------------------|-----------------------------|
| Diapers (Size newborn through 5) | Safety First thermometers |
| Baby wipes | Infant sleepers/sleep sacks |
| Bottles & bottle brushes | Infant socks |
| Diaper rash ointment | Infant wash cloths |
| Baby wash, shampoo, and lotion | Infant fingernail clippers |
| Rattles and small infant toys | First spoons and bowls |
| Developmental toys (up to 36 months) | First-Aid kits |
| Teething rings | Formula (Similac brand) |
| Pacifiers | Sippy cups with handles |

Cash donations are also appreciated!



The Chamber Ambassadors stopped by Chicano Auto on December 15, 2021. Chicano Auto is located at 308 S. 3rd. Ave.

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 Pat Gulbranson Joe Hannam
Denny Hass Andrea Jordan Kari Kilstrom
Terry Kluck Tom Mack Dan Moellers
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Chamber Bucks are available year-round and make great gifts!

To order call or email

641-753-6645

office@marshalltown.org

Chamber welcomes new staff members

Kyle Hall is the new Workforce Development Coordinator for the Marshalltown Chamber of Commerce. Kyle brings lifelong knowledge of living in and around the community as well as many years of sales and volunteer experience to the role.

Kyle states "This role is one that is and will continue to be ever changing and growing with the Marshalltown workforce. What we do today can and will affect how things continue to look in the future. I want to help Marshalltown be a place people want to work as well as a place to call home."

Kyle is a 2004 graduate from neighboring GMG School District and a 2017-2018 graduate of the Chamber-led Iowa Valley Leadership class. In this role he looks to continue on the positive things the community is doing while doing his best to continue helping the community continue to grow.



Stacy Roberts is the new Administrative Assistant for the Marshalltown Area Chamber of Commerce. Stacy has lived in Marshalltown her entire life and with that, has had many roles during her career working with the public in office settings.

"Working with people is what I enjoy the most," Roberts said. "It is very satisfying to help others and to work with a team that feels the same way."

She feels that the Marshalltown Area Chamber of Commerce is going to be a great fit for her, to continue her career in helping the public and helping Marshalltown grow.



Did you know?

Did you know that the **Marshalltown Area United Way** funds 28 Partner Agencies that provide 34 programs locally? Each Partner Agency's program(s) supports at least one if not more of the three core United Way focal points of Education, Health, and Financial Stability.

98.5% of contributions from donors stay in Marshall County.

Would you like to see your business or organization featured in the "Did you know?" section?

Chamber members can send their "Did you know?" tidbits to Membership Director, Sarah Smith at ssmith@marshalltown.org.

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


Like us on Facebook & Instagram

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Visit our Community Events Calendar

business.marshalltown.org/community-events



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www.marshalltown.org Statistics

	December '21	Avg/Month	YTD Total
Unique Visitors	8,761	8,255	99,057
Number of Visits	28,715	23,289	279,467
Page Views	893,096	327,205	3,926,460
Hits	1,274,443	620,723	7,448,678

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.



Find Marshalltown Area Jobs
www.marshalltown.org/jobs

Journey Church to host marriage conference, expected to draw hundreds to town

Does your marriage need a jolt of refreshment? Are you single and wanting to learn more about the differences between men and women to be more prepared for marriage? Do you love Tasha Layton's music and just need to laugh? Hopefully, this covers everyone by now!

The Love & Laughter Marriage Conference will be held on Friday, April 22 (starting at 6:30 p.m.) and Saturday, April 23 (ending at 4 p.m.) at Journey Church in Marshalltown. The main speaker will be Phil Gungor known for his presentation "Laugh Your Way to a Better Marriage". Worship will be led by the husband-wife duo Tasha Layton and Keith Everette Smith (who have hit Christian music songs "Love Lifting Me" and "Look What You've Done").

Why is this event called the "Love and Laughter" Marriage Conference? When the church started researching what marriage expert to bring in, they not only wanted someone who we believed their message, but also someone who could capture and hold a large audience. Phil Gungor is an expert at this.

In 2001, he started working full-time in church ministry, and is currently an associate pastor at Celebration Church in Green Bay, Wisconsin. In 2013, Phil joined his father, Mark Gungor, in full-time marriage ministry with "Laugh Your Way To A Better Marriage." Phil has been married to his wife Kirsty for 21 years and has 4 children. He has spoken at marriage events all over the world.

The husband-wife duo of Tasha Layton and Keith Everette Smith have circled the globe sharing their story. Deeply transparent, they are the kind of people whom you might instantly connect as she exudes a humble strength as inviting as her voice.

In a career that includes placing in the Top 60 on American Idol Season 9 to spending four years as a backup singer to Katy Perry, most singers

would already consider that a success. Tasha left all of that behind though, to do what she truly loves- leading worship. Their hit songs include "Into the Sea (It's Gonna Be Okay)," the #1 hit "Look What You've Done," and her first hit "Love Lifting Me." The latter of which inspired the "Love" in our marriage conference's title.

Journey Church is excited to bring this two-day marriage conference to our community. In addition to the sessions led by Phil Gungor and Tasha Layton, the weekend will also include breakout sessions, as well as breakfast and lunch on Saturday. Visitors will be excited that Chris Cakes, popular with the town's Oktoberfest, will be providing the pancake breakfast. Food trucks will be available on Friday night. Journey Church still has a lot of planning left to do, and they are currently looking for businesses that might be interested in sponsoring the weekend. If interested in teaming up with Journey Church as a sponsor, please contact Pastor Jacob Rahrig at jacob@journeymtown.com. For tickets and more information, please visit journeymtown.com.



This is Iowa

The new "This is Iowa" guide is out and is a print and digital magazine which promotes the state of Iowa as a place to live, work and play. Marshalltown is featured in a full-page advertisement in the guide. To receive a copy of the guide, stop by the Chamber office at 1011 S. 3rd Ave. (south entrance of Trinity Lutheran Church). Check out a digital copy of the guide at www.livability.com/this-is-iowa.





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Missoula Children's Theatre auditions Feb. 7, show is Feb. 12

The Assistance League of Marshalltown is bringing Missoula Children's Theatre back to Marshalltown. Students will have the opportunity to audition for parts and/or attend this year's performance of Rumpelstiltskin's, Monday, February 7 at First Presbyterian Church at 101 S. Center St. at 4 p.m.

Those who wish to audition must arrive and be registered by 4 p.m. and plan to stay for the full two hours. Approximately, 50-60 kindergarten through 8th grade students will be cast to appear in the show. Rehearsals will run from Monday, February 7 through Thursday, February 10 from 4 p.m. to 8 p.m. at First Presbyterian Church with dress rehearsal on Friday, February 11 from 4 p.m. to 8 p.m. at the Marshalltown Performing Arts Center.

The show will be held on Saturday, February 12 at 1 p.m. at the Marshalltown Performing Arts Center. Tickets are at the door and \$5 for students and \$10 for adults.

About the show:

Rumpelstiltskin is an original adaptation of the classic children's story.

A strange little gnome appears from here, there and everywhere. He will spin your straw into gold...for a price. If his price is too steep, you must guess his name... Rumpelstiltskin! Join in the fun of Festival Time and help Clara guess the mischievous little gnome's name. You will also encounter a Jester, Villagers, Wizards, a Queen, a King, Knights and a band of busy little Bees. This heart-warming tale of mischief and friendship answers more questions than just "What is that little man's name?"



Young professionals social gathering Feb. 2

The next young professionals social gathering happy hour will be from 4:30 p.m. to 5:30 p.m. on Wednesday, February 2 at Legends American Grill at 2902 S. Center Street. There will be a complimentary first drink and appetizers. For more information about the group contact Kyle Hall at the Chamber at khall@marshalltown.org.



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Upcoming Chamber events

Economic Statistics

Employment – Marshall County - November	2021	2020
(Source: Iowa Workforce Development)		
Labor force	16,730	16,570
Unemployed	660	720
Percent unemployed	3.9	4.4
Total employment	16,070	15,710
Marshall County Construction - November	2021	2020
(Source: Marshalltown Building Department)		
Building permits	10	18
New Residential Construction	\$43,000	\$34,000
Residential Addition/Remodeling	\$27,000	\$166,970
New Commercial/Industrial Const.	\$2,717,000	\$1,176,000
Commercial/Industrial Remodeling	\$95,000	\$19,029,000
Housing Sales Data - December	2021	2020
(Source: Mid-Iowa Regional Board of Realtors)		
Single family home sales	47	45
Average sale price	\$141,219	\$127,468
Median sale price	\$123,000	\$110,000

February

Manufacturer's Appreciation Luncheon

March

Women in Business Luncheon

April

Ladies Night Out

Business After Hours: Binford House

May

Scholastic Banquet

Business After Hours: Wandering Creek Golf Course

June

124th Annual Banquet

Business After Hours: RACOM Corporation

Exact event dates TBD. If you are interested in sponsorship for any of our upcoming events contact Membership Director Sarah Smith at ssmith@marshalltown.org



Pat Hageman
Agent



Mama Mitchell-Buller
Agent-CSA



Lance Horbach
Agent



Tyler Siegle
Agent



Paul Beals
Agent



Mark Rohde
Agent



Austin Blum
Agent



Rich Mahon
Agent



Doug Joslin
Agent



Bonnie Ohrt
Processor



Jodi Eggabrood
Agent-CSA



Dana Rowley
Agent-CSA



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