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AREA CHAMBER OF COMMERCE

UnityPoint Health awarded 2022 Community Impact Award

UnityPoint Health-Marshalltown was awarded the 2022 Community Impact Award at the Marshalltown Area Chamber of Commerce 124th Annual Banquet on June 22, 2022 at the Midnight Ballroom. The award recognizes the impact Unity-Point Health has had following uncertainty in healthcare in Marshalltown several years ago, to maneuvering through a pandemic, then transitioning to a brand new facility this past year. "To see the incredible invest-

ment they continue to make and have made in our community is absolutely outstanding," said Chamber President and CEO John Hall.

Keynote speaker at the annual banquet was



banquet was Jason Duff, founder and CEO of Small Nation. Duff met with community leaders that day and toured our downtown to help imagine what the future holds for Marshalltown.

Jason Duff of Small Nation



Marshalltown Area Chamber of Commerce President and CEO John Hall presents the 2022 Community Impact Award to UnityPoint Health-Marshalltown, represented by Pam Delagardelle and Jenni Friedly.

Dufflwas part of a downtown transformation in Bellefontaine, Ohio, which faced similar challenges to Marshalltown. He said Marshalltown is on a great path and has momentum and he sensed the pride in the town from its people. Hall has visited Dufflin Bellefontaine recently to glean even more ideas on downtown rejuvenation.

Thanks to our Annual Banquet presenting sponsor Emerson, our gold & speaker sponsor Lennox and our silver sponsor Wolfe Clinic P.C.

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

www.marshalltown.org

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Thank you to our 2022-2023 Think Local First sponsors!

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 Keeping money in Marshall County

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 It helps make Marshalltown a destination
 Small businesses make our community unique

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If you are interested in becoming a Think Local First sponsor contact Membership Director, Sarah Smith. ssmith@marshalltown.org/641-753-6645

MEMBER SPOTLIGHT

BECK'S

Becks is largest family-owned retail seed company in the United States

Beck's Hybrids brings a history dating back to the early 1900s and has grown to become the largest family-owned retail seed company and the third largest seed brand in the United States.

In 1901, Lawrence Beck purchased an 80-acre farm in Hamilton County, Indiana which is the headquarters of Beck's. Then, in 1937, he and his son Francis each planted a three-acre allotment of hybrid parent seed corn offered by the Purdue Botany Department. They planted the crop with a two-row, horse-drawn planter and harvested it by hand. This became the first crop of Beck's Hybrids.

Fast forward decades later and the Atlanta, Indiana based company now has more than 800 employees with operations across multiple states in the Midwest.

The Beck family is now in its fifth generation of family members who work in the business to honor God and help farmers succeed. The Beck family and team of employees help farmers achieve success from generation to generation through authentic customer experiences, product diversity, seed quality and performance. Beck's offers corn, soybeans, wheat, grain sorghum, milo, cover crops and more.

Beck's is a proud member of the Marshalltown Area Chamber of Commerce with its Marshalltown operations located just north of town. While Beck's has a mission of helping farmers succeed, the Chamber has a mission of helping businesses succeed, and Beck's finds value in that aligned mission.

Beck's is also community-minded in many ways. One example in action is Quinn Albrecht, Beck's nursery and seed lab coordinator, who is starting a new project at BCLUW High School focused on STEM. The program will allow kids to be put into real world work situations.

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.*

WWW.MARSHALLTOWN.ORG

BUSINESS**NEWS**

Thank You Reinvesting Chamber Members

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

Alliant Energy	53
Augustine Company	34
Barr Asset Management	23
BDH Technology	19
Beck's Hybrid Seeds	2
Bickford of Marshalltown	25
Bowman & Miller, P.C.	58
Bradshaw, Fowler,	
Proctor, & Fairgrave P.C.	46
Brandenburg Tax & Acct.	15
Buena Vista University	35
Chef King	10
China Buffet	7
City of Marshalltown	30
Clapsaddle-Garber	
Associates, Inc.	51
Clemons Inc. Chevrolet	47
Con-Struct, Inc.	49
Consumers Energy	46
Electric Supply of	
Marshalltown	45
Elmwood Country Club	57
Emerson	109
Evans Abstract Company	45
Eyecare Associates	63
Feldman Financial Group	17
Git-N-Go Stores	10
Grimes, Buck, Schoell,	
Beach & Hitchins	58
H & F Distributing Co.	46
Hampton Inn & Suites	13
Hoglund Bus Company Inc.	1
Home Federal Savings Bank	53
Home Rental Center & Sales	39
House of Compassion	1
Hy-Vee Food Store	59
Iowa River Hospice	22
Iowa Valley	
Comm. College District	30
Jensen Ford-Lincoln, Inc.	55
Kenn's Transmission	38
Kimball & Beecher	
Family Dentistry	44

3	Lamar Advertising	26
4	M. Gervich & Sons, Inc.	58
3	Manatts, Inc.	5
9	Marshall County Abstract	38
	Marshall County	
5	Arts & Culture Alliance	17
8	Marshall County Farm Bureau	58
	Marshall County Supervisors	30
5	Marshalltown Aviation, Inc.	48
5	Marshalltown Community	
5	School District	30
0	Marshalltown Company	63
	Marshalltown Senior	
0	Citizens Center	3
	Marshalltown YMCA-YWCA	45
1	Martin Marietta	45
7	McAtee Tire Sales & Service	37
9	McFarland Clinic	24
5	Mid-Iowa Workshop, Inc	38
	Mitchell Family Funeral Svcs.	18
5	Moore, McKibben,	
7	Goodman, & Lorenz	29
)9	Nagle Signs, Inc.	36
5	NuCara Pharmacy	10
3	Peglow, O'Hare & See, P.L.C	49
7	Premier Real Estate	45
0	RACOM Corporation	42
	Roseland, Mackey,	
8	Harris Architects	20
5	SagePoint Financial	32
3	ServiceMaster of Marshalltown	37
	SportsPlus Sports	
3	Medicine & Physical Therapy	22
9	Structural Engineers P.C.	35
	Taco John's	46
9	Tannin, Inc.	4
2	Taylor's Maid-Rite	62
	Tele-Difference	6
0	Terry Kluck	9
5	Thrivent Financial	4
8	TIG Distributing, Inc.	11
	Trending Media (KFJB/KXIA)	47
4	Union Pacific Railroad	12

New Chamber Member

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

Iowa Home Care

Kasi Wares, Chief of Organizational Performance Alisha Neuroth, Clinical Manager Andrea Curtis, Clinical Manager 104 W. Southridge Rd., Marshalltown 641-752-5545 www.iowahomecare.com

Iowa Home Care is a full service Medicare/Medicaid certified home health care provider. We provide clients and their families with home care and care management services to best ensure a sense of security and peace of mind.

Celebrating the beauty of Central Iowa-Photo Contest

In collaboration with Marshall County Arts & Culture Alliance, Mc-Farland Clinic is conducting a photography contest to showcase our community and provide an inspiring and healing environment in the new facility. Area residents and photographers are encouraged to submit digital images which capture the beauty of Central Iowa.

The contest is seeking photos taken of Central Iowa in three different categories: Scenic Landscapes & Nature, Native Wildlife & Plants and Iconic places. A total of 25 photos will be selected by the McFarland Clinic Facilities Committee for permanent photographic art installations in the new facility. A \$100 stipend per image will be awarded to the photographers of the selected photos.

Artist applications are due on Sunday, August 7 and final selections will be decided by mid-September. The facility is currently planning for an early 2023 opening. More details about the application requirements can be found at artsandculturealliance.org/artist-opportunities

United Way	54	Thank You
Venture Management & Realty	19	
Wandering Creek Golf Course	14	Reinvesting
Wells Fargo Bank Iowa, N.A.	58	U
Willows, The	5	Chamber Members!





AREA CHAMBER



Board of Directors Mike Miller, Chair Erin McGregor, Vice Chair Damon Morrison, Treasurer Joe Carter, Past Chair

> Patrick Brue Pam Delagardelle Carol Hibbs Jessica Kinser Kevin Meyer Dan Moellers Abigail Pelzer Kristin Polley Todd Steinkamp Dave Thompson Deb Wollam

Ex-Officio

Dr. Theron Schutte, MCSD Dr. Kristie Fisher, IVCCD Amanda Accola, Alliant Energy

Staff:

John Hall President & CEO Andrew Potter Tourism Director Sarah Smith Membership Director Kyle Hall Workforce Development Coordinator

Welcome!

UnityPoint Health-Marshalltown welcomes dermatology provider Rosa Stocker, ARNP, of Dermatology Central Iowa. Stocker will see patients in the Multi-Specialty Clinic on the second and fourth Wednesdays of each month. The Multi-Specialty Clinic is located at 51 UnityPoint Way, which is in the clinic addition on the north end of the new hospital situated just south of the intersection of Highways 30 and 14.



who has specialized in dermatology since 2011. She has years of experience in the diagnosis and treatment of skin cancers, precancerous lesions and many other skin disorders.

United Bank & Trust is pleased to announce the recent addition of Jordan Pope as our First Point Investment Representative/Wealth Advisor.

Jordan is a native of southern Iowa and a graduate of Simpson College. He has worked in the financial industry since 2015, with a background in financial and tax planning. At United Bank & Trust, he will be responsible for managing investment and trust account relationships. Jordan holds his Series 7 and Series 66 licenses

and the State of Iowa Life and Variable Life Insurance Licenses.



If you have Marshalltown area news to brag about, submit it to The Digest via email to office@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.



Bravo!

Adland Engraving & Screen Print Co. recently raised over \$1,000 for Heart of Iowa Big Brothers Big Sisters through their sales of Top Gun (Marshalltown) movie T-shirts, which highlight Cecil's Café and the Johnson family that ran it for several decades.

One of Adland's next targeted donations involve free T-shirts to help publicize the restoration of Little Soldiers Field on the IVH campus.

Marshalltown Central Business District has been designated as an Accredited Main Street America[™] program for meeting rigorous performance standards. Each year, Main Street America and its partners announce the list of Accredited programs to recognize their exceptional commitment to preservation-based economic development and community revitalization through the Main Street Approach[™].

The Marshalltown Central Business District's performance is annually evaluated by Main Street Iowa which works in partnership with Main Street America to identify the local programs that meet rigorous national performance standards. Evaluation criteria determines the communities that are building meaningful and sustainable revitalization programs and include standards such as, fostering strong public-private partnerships, supporting small and locally owned businesses, and actively preserving historic places, spaces, and cultural assets.



MARSHALLTOWNNEWS (we just have to brag a little)

Congratulations!

United Bank & Trust Bank President, Robert Thomas, announces the promotion of Sarah Gerstandt to Assistant Vice President & Retail Banking Officer. Gerstandt has been with the bank since 2019 as their Retail Banking Officer, managing the deposit side of the bank. She helps customers with transactions, deposit needs, and digital banking services.

In her role, Sarah has played an integral part in the introduction of new products and services that benefit customers, including mobile wallet,

Relationship Rewards Checking accounts, online account opening, and an enhanced business online banking platform.

United Bank & Trust Bank President, Robert Thomas, announces the promotion of Sam Upah to Vice President & Senior Loan Officer. Upah has been with the bank since 2018 as a Commercial/Ag lender. In his new role, he is responsible for managing the loan department, while continuing to service the lending needs of customers.



"We are excited for Sam to expand his leadership role with the bank. Sam has helped business owners and farmers over the years either start or grow their operation, and he has been an outstanding leader in the community. During the pandemic, Sam helped numerous local small businesses and non-profit organizations weather the economic impact through Paycheck Protection Program loans," stated Robert Thomas.



"Fountain, Frames & Fun"

The Grand Opening of the Marshalltown Arts & Civic Center Home to The Fisher Art Museum and Martha Ellen Tye Playhouse

Sunday, September 18th from 1:00 p.m. to 4:00 p.m.

Bring your learn chart and a pone to enjoy this territy frendly events to embrane one of murooms extent grantest transvert. Front trucks and retentivement fre its ages trace of the newly renovement Manshaltown Art & Cast, Denter and the world-cast Fisher Art Museum.





Congratulations!

Kaleb Pe of the Mar Board of D meeting. P in April of Committee mittee's mi and staff w fiscal stews MCS's Fina a strategic

Kaleb Pergande was installed as president of the **Marshalltown Christian School** Board of Directors at their recent annual meeting. Pergande joined the MCS board in April of 2020 and serves on the Finance Committee as its chairman, leading the committee's mission to provide MCS students and staff with financial support through wise fiscal stewardship. In the past year and a half, MCS's Finance Committee has implemented a strategic financial management model as

the basis of fiscal planning and financial aid. He participated in MCS's professionally led strategic planning team that created a 5-year strategic plan for the school.

Kaleb and his wife, Kate, and their 3 children reside in Marshalltown where their children attend Marshalltown Christian School and will enter kindergarten, second, and fourth grades at the beginning of the 2022-23 school year.

Clapsaddle-Garber Associates, Inc. (CGA) is pleased to announce Cameron LaGrange has passed the Iowa FE exam to receive his engineer-in-training (EIT) certificate.

LaGrange joined the CGA team in May 2022 after he graduated from Iowa State University with a Bachelor of Science degree in Civil Engineering.

As an Engineer Intern (E.I.), LaGrange will receive four additional years of experience

working alongside a licensed Professional Engineer (P.E.) at CGA. After these four years, he will take the P.E. exam.



Marshalltown Area United Way is happy to announce the addition of Shannon Johnson to the organization as the Events & Marketing Coordinator.



CHAMBER AMBASSADORS VISITS



The Chamber Ambassadors held a ribbon cutting on June 24, 2022 to celebrate the grand opening of the **Champion Xpress Carwash**. It is located at 2401 S. Center Street.



The Chamber Ambassadors held a ribbon cutting on June 28, 2022 to welcome **Ryan Timm-American Family Insurance** to the Chamber.



On June 28, 2022 the Chamber Ambassadors held a ribbon cutting to celebrate the transition to **First Interstate Bank** at the Southridge Road location.



On June 28, 2022 the Chamber Ambassadors held a ribbon cutting to celebrate the transition to **First Interstate Bank** at the downtown location on 1st Avenue.

Thank You Ambassadors!

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

WWW.MARSHALLTOWN.ORG

OMMERCE





The Chamber Ambassadors did a courtesy call visit at **Vaughn's Pub** on June 28, 2022.



On June 30, 2022 the Chamber Ambassadors helped celebrate the new Scherzo sculputure with a ribbon cutting.

If you would like to schedule a visit with the Chamber Ambassadors contact Chamber Membership Director Sarah Smith, ssmith@marshalltown.org or 641-753-6645.

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 Kris Naughton Mark Osmundson Jon Pierce Mary Rund Gary Schaudt Roger Schoell Andy Schwandt Kevin Vaughn Tom Wahl

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SALVATION ARMY 107 W. State St., Marshalltown 753-5236	jobs find your careers	HARTWIG PLUMBING & HEATING INC. 1002 W. Lincolnway Marshalltown 752-5707	GRANDVIEW HEIGHTS Rehab & Healthcare 910 E. Olive St. Marshalltown 752-4581 Where Our Family Takes Care of Yours!
TAX SPECIALISTS	TELEPHONE SYSTEMS	www.marchallto	own.org Statistics
H&R BLOCK Tax & Business Services 204 E. Linn, Suite C Marshalltown 752-4418	Tele-Difference Telephone Sales & Installation Phone & Data Cabling Specialists 641/753-6422 telediff@heartofiowa.net Steve Hubbard • Adam Grant	June '22AUnique Visitors9,086Number of Visits32,094Page Views329,356Hits584,931The Marshalltown Area Chamber of	vg/MonthYTD Total8,98253,89428,447170,682378,4742,270,844629,7673,778,602Commerce's website traffic is strong.
ACCU-TAX 1302 W. Main St. Marshalltown 752-6033	Facebook SHOUT OUT!	government affairs/advocacy, econ workforce, membership service Be sure to check it for business new program information, job postin	about the Chamber's departments: nomic development, education and s, and quality of life and tourism. ws, legislative updates, event photos, gs, and the Community Calendar. HEATING & COOLING
		The Exclusive Premier Lennox Dealer	Best
JQB P	OSTINC	LENNOR HERNOR HERNOR HERNOR Generation of Excellence!	Beat 17 yrs.
	town Area Jobs Itown.org/jobs	KAPAUN & BROWN, Inc. "Where Quality is a Promise for 46 Year	1002 W. Lincolnway, Marshalltown 641-753-3563
JOIN THE CONVERSATION ON	• •		



The Wall That Heals coming to Tama August 4-7

The Wall That Heals honors the more than three million Americans who served in the U.S. Armed forces in the Vietnam War and it bears the names of the 58,281 men and women who made the ultimate sacrifice in Vietnam.

The three-quarter scale Wall replica is 375 feet in length and stands 7.5 feet high at its tallest point. Visitors will experience The Wall rising above them as they walk towards the apex, a key feature of the design of The Wall in D.C. Visitors are able to do name rubbings of individual service member's names on The Wall.

It will be on display at Meskwaki Settlement School in Tama August 4-7. For more information visit www.twthtama.org.

The Iowa Veterans Home in Marshalltown will play host to a private showing and then it will be transported to Meskwaki at 2 p.m. on August 2. Marshalltown residents are asked to wave flags downtown as it will be joined by veterans on motorcycles on its way to Meskwaki.



Travel bloggers descend on Marshalltown, spreading positive messages

As part of our community marketing effort, travel bloggers have been visiting, and loving, Marshalltown. A series of three different bloggers are spending time in Marshalltown this summer and helping spreading the positive messages about our community across the region.

One blogger from Minnesota is Kelly Ratclifflfrom the DiningDuster. com. Kelly and her husband Dusty had a great time at Wayward Social, Tremont, Tannin, Grimes Farm, Jack's Pho House, the Gallery Garden and more.

"Marshalltown has beautiful historic buildings and lots of character," Kelly wrote in her blog about Marshalltown. "You'll notice patriotic symbolism and pride throughout town. Marshalltown is a wonderful place to visit and is perfect for a couple's getaway." Read more about their adventures in Marshalltown at www.diningduster.com

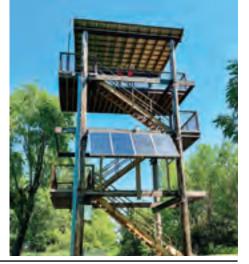
Erin Huiatt, who runs the Des Moines Parent blog, also visited recently and her family they had a great time at Smokin' G's, Grimes Farm, Create-a-Keepsake, the YMCA-YWCA, the aquatic center and more.

"We kicked offlthe morning exploring and hiking at Grimes Farm and Conservation Center," wrote Huiatt in a Facebook post on her Des Moines Parent page. "Such a beautiful place in Iowa!" Read Erin's report at www.desmoinesparent. com/10-best-ways-experience-marshalltown-iowa-as-a-family.

The Chamber will welcome another travel blogger later this summer with plans to give a millennial's perspective on our area.







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Iowa Small Business Development Center Blog

Let's talk about exiting your business.

We all recognize that as a small business owner we consider our business an extension of our self. Staff is extended family; customers are dear friends; and our community is home. No wonder letting go can be so difficult and painful when we think about leaving it behind.

Did you know that the number one reason that a business fails to transfer in the United States is because the seller gets cold feet? More importantly is why this happens. It happens because the owner(seller) has not developed a plan for life after business. It also happens when an owner needs a particular sale amount for the business, but has not been preparing the business to reflect that value at the time of sale. These topics are a lot to think about. Businessowners will find the most satisfaction with exiting their business if they have begun to consider and plan for a future outside of business.

From a personal perspective, begin contemplating what you will do once you exit this business. Is it golf every day, volunteering, moving to a vacation destination, starting another business? Include the key people in your life in conversations about the next chapter. Hire a financial planner, with whom you are comfortable sharing your intimate financial dreams and current financial position. Most business owners have 80% of their wealth wrapped up in their business. Begin exploring how you will put that wealth to work for you, once you and the business part.

Then, take some time to work on your business and prepare it to be the best it can be when you are ready to sell. What will you be selling? How much is the business worth? How do you know? How much of your business is tangible versus intangible? Should you consider upgrading hard assets? Is the inventory fresh? What is the real value of blue sky? Do you have contracts in place for repeat orders? Is there a business without you? Who will buy your business? These are great questions to wrangle with your business leadership, your accountant and commercial banker.

Exiting a business is a deeply emotional endeavor. Begin exploring the topic of business exiting in the years before you are ready to leave your business. Doing so will allow you to be more informed and prepared with regard to options presented to you when you actually do exit.

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 visit our website at 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

Chamber Chat - Sundays 6:30 a.m. on 99.5 KDAO FM 7:30 a.m. on 1190 KDAO AM





CHAMBER**NEWS**

Economic Statistics

Employment – Marshall County - May	2022	2021
(Source: Iowa Workforce Development)		
Labor force	17,040	17,020
Unemployed	720	920
Percent unemployed	4.2	5.4
Total employment	16,320	16,100
Marshall County Construction - May	2022	2021
(Source: Marshalltown Building Department)		
Building permits	6	24
New Residential Construction	\$66,080	\$56,000
Residential Addition/Remodeling	\$53,280	\$1,853,000
New Commercial/Industrial Const.	\$0	\$0
Commercial/Industrial Remodeling	\$134,804	\$330,000
Housing Sales Data - June	2022	2021
(Source: Mid-Iowa Regional Board of Realtors)		
Single family home sales	37	38
Average sale price	\$159,537	\$159,103
Median sale price	\$138,000	\$150,750

New networking events: Caffeinated Conversations

Caffeinated Conversations are new informal networking events that offer a way to make new connections and get to know your fellow Chamber members. This is similar to the popular Business After Hours, but these will be held in the morning. All employees of Chamber member businesses/organizations encourage to attend.

Upcoming Chamber Events

August 12-Caffeinated Conversations Animal Rescue League of Marshalltown (8:00-9:30 a.m.) September 13-Business After Hours ServiceMaster of Marshalltown (4:30-6:30 p.m.) September 20-Caffeinated Conversations Home Federal Savings Bank (7:30-9:00 a.m.)

