

# theDIGEST

**February 2023**

**Volume 40, Issue 8**

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# MARSHALLTOWN AREA CHAMBER OF COMMERCE

## Chamber office headed to historic downtown in 2023

The Marshalltown Area Chamber of Commerce is excited to announce we will be moving into our newly-renovated office at 32 W. Main St. (the Hopkins Building) later in 2023.

It is exciting news as the renovations are underway in the historical building. It will maintain its nod to history and our offices will be on the main floor with future apartments to be located above.

“One of the things we are most excited about

it is to show off the historical features of our incredible downtown,” said Chamber President and CEO John Hall.

Hall says this building will set a standard for the Chamber for years to come and he thinks it will also contribute to the growing arts scene in Marshalltown. Look for more information later this year and a ribbon cutting and open house.

“We are excited to be part of the downtown revitalization,” Hall said.



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

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## 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.

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Alexa & Myles Mitchell, Owners

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*A&M Cleaning Services offers residential and commercial cleaning to Marshalltown and the surrounding counties. Keep your free time free with cleaning excellence guaranteed by A&M Cleaning Services!*

### **Gregg Young Automotive Group**

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Christine Miller, Business Manager

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www.greggyoungautogroup.com

*Gregg Young Automotive Group proudly serves drivers throughout Nebraska and Iowa by offering a superior selection of Buick, Cadillac, Chevrolet, Chrysler, Dodge, Ford, GMC, Jeep, Mitsubishi, and Ram vehicles, as well as unbeatable automotive service departments.*

### **Maple Grove Law Firm**

Jennifer Frese, Attorney

Kelly Grossman, Attorney

309 W. Main Street, Marshalltown

641-750-3359

www.maplegrovelawplc.com

*Maple Grove Law Firm is a law practice dedicated to growing and preserving roots in our community. Areas of practice include criminal law, family law, and transactional law.*

### **Pennie Carroll & Associates Real Estate**

John Peart, Realtor

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John.penniecarroll.com

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## 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.

### **SERVPRO of Marshalltown**

Jeff Livingston, Director of Sales

Milton Anania, Sales/Account Representative

Daniel Lizarde, Operations Manager

608 Maytag Road, Marshalltown

2316 230th Street Ste. 703, Ames (mailing)

641-758-9746

www.servpromarshalltown.com

*Servpro of Marshalltown specializes in the cleanup and restoration of residential and commercial property after a fire, smoke, or water damage. Servpro of Marshalltown can also mitigate mold and mildew from your home or business.*

### **Studio M**

Amber Warnell, Cosmetologist

Rosa Madrigal, Owner/Cosmetologist

13 E. Southridge Rd, Suite C, Marshalltown

641-485-6654

www.facebook.com/studioM641

*Studio M offers a variety of services including hair coloring, perms, family haircuts, makeup, updos, and facial and body waxing.*

### **Wild Spirit Counseling**

Misty Smith, Owner/LMHC

15 E. Southridge Road

641-351-4003

www.wildspiritcounseling.com

*Wild Spirit Counseling is therapy at its best using an integrative approach with therapist who practice with integrity, consistency, and understanding for people of all walks of life. Services offered by Wild Spirit Counseling start with experienced licensed mental health therapists in Autism Spectrum Disorder and Parent Child Interaction Therapy and range from group therapy, supervised visits, and behavioral health intervention services.*

**Chamber Bucks are great way to  
THINK LOCAL FIRST!**

**Need an employee?  
Looking for an employer?  
Check out the Chamber's online  
Marshalltown Job Postings at  
[www.marshalltown.org/jobs](http://www.marshalltown.org/jobs).**





## Thank You Reinvesting Chamber Members

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

Aaron's Handyman Service	2	MinuteMan	
BeMobile Verizon	13	Printing & Graphics	27
<b>Big 8 Tyre Center</b>	<b>5</b>	New Horizons Realty	24
<b>Boliver Law Firm</b>	<b>40</b>	<b>NuCara Home Medical</b>	<b>15</b>
Central Iowa Fair	18	Nutrien Ag Solutions	31
Cricket Wireless	2	Pat Gulbranson	11
<b>Dairy Queen, Center Street</b>	<b>20</b>	QPS Employment Group	8
Douglas Reese	41	<b>Randall's Guitar</b>	
Downey & Gantz DDS PC	21	<b>School &amp; Music Shop</b>	<b>10</b>
Energy 106.7 FM	28	Rasmussen Tax & Acct. Inc.	13
Executive Inn Motel	1	REM Iowa Host Home	3
<b>F &amp; J Racing</b>	<b>15</b>	<b>Salvation Army</b>	<b>25</b>
Heidi Drager	2	Scooter's Coffee	1
Isle of Green	28	<b>St. Francis Catholic School</b>	<b>15</b>
Karl Auto Group	1	Steiner & Associates PC	19
KCRM Radio 96.7 FM	19	Stephanie's Auto Detailing	2
Marshall County Landfill	2	Stepping Stones	
<b>Mid-Iowa Community</b>		Christian Bookstore	1
<b>Action, Inc.</b>	<b>20</b>	The Headliner	7
		Walmart	39

## E-billing reminder

The Chamber has switched to e-billing for membership dues, so remember to check your email for your dues billing (and check your spam/junk folder as well). For more information on your Chamber membership, contact Membership Director Sarah Smith at [ssmith@marshalltown.org](mailto:ssmith@marshalltown.org).

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## Where's Cupid?

Cupid is back visiting participating Chamber member businesses on weekdays from February 6-14. Cupid will have his picture taken, posted to Facebook, and our followers will be encouraged to name his location for that day.



Cost to participate is a \$25 gift card/certificate to your business or you may purchase Chamber Bucks.

Sign up today by contacting Sarah at the Chamber office.

[ssmith@marshalltown.org](mailto:ssmith@marshalltown.org)

641-753-6645



**MARSHALLTOWN**  
AREA CHAMBER  
OF COMMERCE



The latest Leadership Marshalltown session was held on January 19. The session focused on arts and culture with the class taking part in a tour of Marshalltown's murals and 3D art, a panel discussion with the Marshall County Arts & Culture Alliance board, preview of the future of arts in Marshalltown as well as a tour of the newly renovated Marshalltown Arts & Civic Center.



## Board of Directors

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Patrick Brue  
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Carol Hibbs  
Jessica Kinser  
Kevin Meyer  
Dan Moellers  
Abigail Pelzer  
Kristin Polley  
Todd Steinkamp  
Deb Wollam

## Ex-Officio

Dr. Theron Schutte, MCSD  
Dr. Kristie Fisher, IVCCD  
Heidi Dalal, Martha-Allen Tye Foundation

## Staff:

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

## What is your “one thing” you want to accomplish with your business in 2023?

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 SBDC 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 the “one thing” 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. Positively, 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 without cost to our client 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 [iowasbdc.org](http://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.

**Sheri Benson**

*CBA, CGBP, ISU SBDC business counselor*

## Local United Way and Applebee’s partnered for fundraiser

On November 22, Marshalltown Area United Way partnered with Applebee’s for a ‘Together We Care Tuesday’ Event. Customers could dine-in, pickup carside, or opt for delivery and if they chose from the five qualifying menu items for the fundraiser, Marshalltown Area United Way received 50% of the profits. It was a fun successful event and this week we visited in person to receive the official donation of \$1,095.

Jeremiah, Senior GM of the Applebee’s stated: “Giving back to our neighborhood is always something we have enjoyed being able to do. We recently launched our ‘Together We Care Tuesday’ program that has really allowed us to make a big impact financially to those in need. We offer this event every Tuesday, and half the sales of our TWC menu whether they be dine-in, carside, or delivery go directly to the organization, and we were delighted to partner with Marshalltown Area United Way as way to give back to the community.”

Kendra Sorensen stated that it’s wonderful to have local businesses that are enthusiastic about getting involved and supporting efforts to ensure that our beloved neighbors receive access to services and programming they need to thrive.







(we just have to *brag a little*)

## Welcome!

**Lennox** is pleased to announce that Charles Hairston has joined the organization effective January 3 as Director of Operations at the factory in Marshalltown. Charles will report directly to Craig Fairley, Vice President of US Residential Operations.

Charles is an operations executive with over 25 years of experience of manufacturing management. He joins Lennox after most recently serving as General Manager for Venture Metals International. He has held leadership roles at both the Executive and Plant level across a number of industries including Tier 1 and Tier 2 Automotive, supplying OEMs such as John Deere and CAT, Mining, HVAC, Recycling and Foundry.



**UnityPoint Health Marshalltown** is excited to welcome India Warren, PA-C, to its family medicine clinic located at 303 Nicholas Drive in Marshalltown.

She becomes the fifth provider at that clinic, joining Thai Nguyen, MD, Jaime Hooley, PA-C, Abbie Sharp, ARNP, and Sherri Stebniski, PA-C, as family medicine providers in the Marshalltown clinic.

Warren, who completed her undergraduate degree at Iowa State, earned her medical education at Des Moines University.

"I chose family medicine because I truly enjoy treating the whole patient," Warren says. "I believe it's more fulfilling to treat patients' individual concerns when you can be a part of maintaining their general health. I like to address every aspect of health to encourage optimal well-being."



If you have Marshalltown area news to brag about, submit it to The Digest via email to [office@marshalltown.org](mailto: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.

## Congrats!

Megan Edel has joined **Guiding Star Marshalltown** as its new marketing director. Megan is a wife and mother from the Marshalltown area. She graduated from UNI with a master's degree in Speech Language Pathology. After a few years of volunteering for Guiding Star Marshalltown by helping with social media, marketing materials, and fundraising, she joined the GSM team at the start of 2023 as the marketing director. Megan is passionate about serving the women and families in the community through natural and authentic care and support.



**Clapsaddle-Garber Associates, Inc. (CGA)** would like to congratulate Reese Hageman on his recent passing of the Iowa FE exam to receive his engineer-in-training (EIT) certificate.

Hageman has been a part of the CGA team since 2020 as an intern and graduated from Iowa State University with a Bachelor of Science degree in Civil Engineering this past December.

As an Engineer Intern (E.I.), Hageman will receive four additional years of experience working alongside a licensed Professional Engineer (P.E.) at CGA. After these four years, he will be eligible to apply for his P.E. license.



## Legends expands burger contest to Marshall County

Starting January 30 and running until April 16, Legends American Grill will be doing "Battle of the Burgers" which pits Marshalltown's "Bobcat Burger" up against East Marshall's "Mustang Burger" and West Marshall's "Trojan Burger." During this time frame, Legends will be doing the same \$1 back to the schools for every one of their burgers sold.

Legends is planning on having a traveling trophy presented to the winning school (the school with the most burgers sold) and we will have a plaque at the restaurant.





# CHAMBER AMBASSADORS VISITS



The Chamber Ambassadors held a ribbon cutting to celebrate the new location of **Primary Health Care** on December 20, 2022.



The Chamber Ambassadors helped celebrate the new owners of **Tannin**, Megan and Gary Lanfier, with a ribbon cutting on January 4, 2023.



The Chamber Ambassadors held a ribbon cutting on January 10, 2023 at the Marshalltown Mall to celebrate Cherie Wacha taking the helm at **The Headliner** from her mother Marla Grabenbauer.



The Chamber Ambassadors held a ribbon cutting on January 10, 2023 for **AR Auto Detailing LLC**.

Visit [www.marshalltown.org](http://www.marshalltown.org) for all the latest Chamber news and upcoming events.

## Thank You Ambassadors!



**MARSHALLTOWN**  
AREA CHAMBER  
OF COMMERCE



[WWW.MARSHALLTOWN.ORG](http://WWW.MARSHALLTOWN.ORG)





## Marshalltown Central Business District (MCBD) appoints Brittany Tow to the board of directors

Marshalltown Central Business District (MCBD) announced the appointment of a new member to the board of directors.

Brittany Tow will serve as Retail Promotions Chair, leading the way on the creation and implementation of a monthly retail Main Street event.

Brittany started Brit Marie's Country Boutique in 2018, then moved its location to downtown Marshalltown in 2020, right as the pandemic was hitting. Brittany started her boutique as she saw a need to help women find affordable, comfortable and stylish clothes of all sizes. Brittany's business has expanded to a couple storefronts, including the addition of home décor.

"I'm excited to be part of the board to help grow our downtown and to be a part of revitalizing the Main Street district," Tow said. "I feel my background and retail experience can help with promoting downtown and what shoppers are looking for when coming downtown."

## 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!

Don Albert   Doug Beals   Cindy Brodin   Joe Demonte  
Heidi Drager   Amy Feisel   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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**752-4618**

### SHOMO-MADSEN

### INSURANCE

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## Chamber Members Advertise Here!

Did you know that as a member of the Marshalltown Area Chamber of Commerce you are able to advertise in the Chamber Digest newsletter for a reduced price?

For more information on advertising in the Chamber Digest contact Malette Glader at the Times-Republican.

641-753-6611

[mglader@timesrepublican.com](mailto:mglader@timesrepublican.com)

## www.marshalltown.org Statistics

	December '22	Avg/Month	YTD Total
Unique Visitors	14,060	9,440	113,277
Number of Visits	38,182	28,964	347,569
Page Views	202,667	427,982	5,135,785
Hits	612,175	716,964	8,603,571

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.



## Live on Stage to welcome Seraph Brass on February 8

Seraph Brass, comprised of five of America's top female brass players, will be showcasing their talent and captivating repertoire in concert at Marshalltown Performing Arts Center (formerly Marshalltown High School Auditorium) on Wednesday, February 8, 2023 at 7 p.m. as part of Live On Stage Marshalltown's current performance season.

All regular members can attend free of charge as part of their annual membership. Individual tickets can be purchased for \$25 at the Will Call Table the evening of the concert. For more information, or to purchase season memberships or individual tickets, visit [www.losmarshalltown.org](http://www.losmarshalltown.org), email [losmarshalltown@gmail.com](mailto:losmarshalltown@gmail.com), or call 641-328-9445.

Seraph Brass is a dynamic ensemble of America's top female brass players. Winners of the 2019 American Prize in Chamber Music, Seraph Brass has made a name for themselves in the chamber music industry.



## Snowshoe rentals through Marshall County Conservation Board

Chase away the winter blues by getting outside. The Marshall County Conservation Board has snowshoes available for rent at \$5 a day plus a \$50 deposit per set. A waiver of liability must be signed. The deposit will be returned when the equipment is returned in good condition within 72 hours. The Marshall County Conservation Board offers many trails where snowshoes are allowed including Grimes Farm, Green Castle, Timmons Grove, and Grammer Grove.

"It's a great feeling to be burning off that energy and getting that fresh winter air," said Emily Herring, director of the Marshall County Conservation Board.


To use the snowshoes there needs to be at least 4 inches of snow on the ground. For more information contact the MCCB at (641) 752-5490. Herring talks more about snowshoeing in a new video on the Marshalltown Area Chamber of Commerce YouTube channel.



# COUNTY LINE RD

By Michael Rothmayer

Some unexplained events  
are better left that way.



**February 24 & 25**

**March 2 - 4**


**7:30 p.m.**

**Tickets**

**\$15**

**Iowa Veterans Home**

**Whitehill Auditorium**





## Kim Hanken exhibit in MCC Ray Frederick Gallery through February 17

Marshalltown resident, Kim Hanken has opened 2023 as the next featured artist in the Ray Frederick Gallery, on the Marshalltown Community College campus. The exhibit is open until noon on Friday, Feb. 17.

Hanken considers herself a mixed media artist and her exhibit will reflect that. She has been an artist since she was a child and had some great mentors. "First it was my grandfather. He realized I had talent as a child. He wanted me to send him anything I painted or drew. When I would go to his house, he would have them on display in his garage."

Hanken's other mentor was her art teacher from 7th grade until graduation. Both people recognized her artistic talent and encouraged her. After high school Hanken attended the University of Northern Iowa. "I had some great professors that taught me so much. I learned about texture and color and break up of space; all of which is very important in creating a painting." After deciding to go a different direction with her education and career, most of what she learned from there was gained through experimentation. "Over the years I have experimented through trial and error with many types of mediums and found objects and have watched

how these items create texture and movement which provide a place for the paint to entangle itself."

Painting was Hanken's primary media for a good portion of her life but the last 7 years she has started working with more mixed media, using objects that she finds in nature. "I find treasures that the earth provides and interject them into my art. All of the waste products and earth treasures used in my art were at the end of their life and chances are they would have been discarded and not thought of again. My hope is that my art creates awareness around bringing these things back to life; sometimes in a conventional way, other times very abstractly".



After being on a four-year waiting list, this will be Hanken's first exhibit at MCC. "That in and of itself is super cool. Who wouldn't want to sit on a 4-year waiting list. It shows how important this is."

The biggest thing that Hanken is hoping people will take away from the exhibit is to get people to fall in love with our amazing earth. "The art I am creating today speaks of our planet and all that it provides on many levels. There are so many things in our world to reuse, repurpose, and recycle, and my hope is that through my art I can get people to fall in love with the earth and create awareness on being better stewards of our planet."

Through her involvement in the Marshalltown Mural committee, Hanken feels that the new murals have provoked the community to talk more about art. She feels that art is very personal to everyone and not everyone likes the same thing. "We want people to talk about whether they like it or not, but the important thing is that they do talk about it."

All of the pieces on exhibit will be for sale. The Ray Frederick Gallery is open weekdays from 9 am to 5 pm. For more information contact MCC Art Professor Tim Castle at 641-844-5776 or [Tim.Castle@iavalley.edu](mailto:Tim.Castle@iavalley.edu).



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## Economic Statistics

<b>Employment – Marshall County - November</b>	<b>2022</b>	<b>2021</b>
(Source: Iowa Workforce Development)		
Labor force	16,850	16,730
Unemployed	730	660
Percent unemployed	4.3	3.9
Total employment	16,120	16,070
<b>Marshall County Construction - November</b>	<b>2022</b>	<b>2021</b>
(Source: Marshalltown Building Department)		
Building permits	12	10
New Residential Construction	\$402,411	\$43,000
Residential Addition/Remodeling	\$56,100	\$27,000
New Commercial/Industrial Const.	\$539,841	\$2,717,000
Commercial/Industrial Remodeling	\$103,415	\$95,000
<b>Housing Sales Data - December</b>	<b>2022</b>	<b>2021</b>
(Source: Mid-Iowa Regional Board of Realtors)		
Single family home sales	27	47
Average sale price	\$165,671	\$141,219
Median sale price	\$152,500	\$123,000

## Upcoming Chamber Events

### February 1-Connect Marshalltown Social Gathering

Tannin Wine Bar (open to the public)

### February 15-Caffeinated Conversations

Marshalltown YMCA-YWCA (open to the public)

### February 21-Business After Hours

Home Federal Savings Bank

*Chamber Events are open to Chamber members only unless otherwise noted.*

## Chamber Chat - Sundays

6:30 a.m. on 99.5 KDAO FM

7:30 a.m. on 1190 KDAO AM



Lance Horbach  
Agent



Ryan Larmore  
Agent



Pat Hageman  
Agent



Tyler Slagle  
Agent



Paul Beals  
Agent



Mark Rohde  
Agent



Austin Illum  
Agent



Rich Mohon  
Agent



Doug Joslin  
Agent



Marna Mitchell-Butler  
Agent-CSA



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LOCAL CLAIMS SERVICE

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Darla Rowley  
Agent-CSA



Jodi Eygabroad  
Agent-CSA



Carla Nordstrom  
Agent-CSA



Robin Angstman  
Agent-CSA



Bonnie Ohrt  
Processor



Kristi Carlson  
Office Manager



Matt Roelsgard  
Information Systems



Heather Hanus  
Agent-CSA



Vivian Ceron  
Agent-CSA



LeAndrea Abel  
Administrative Assistant