



March 2023

Volume 40, Issue 9



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Ladies Night Out

APRIL 20, 2023

Save the date for Ladies Night Out! This event is open to the public, all are welcome to attend. Chamber member businesses in good standing can sign up to participate by reaching out to Sarah Smith, Membership Director ssmith@marshalltown.org or 641-753-6645

1st Annual Economic Outlook Breakfast was a success

On January 25, 2023 the Chamber hosted the 1st Annual Economic Outlook Breakfast. The event included a keynote presentation from Debi Durham, Director of the Iowa Economic Development Authority (IEDA) and the Iowa Finance Authority (IFA). After the morning event, Director Durham visited many local sites with community leaders.



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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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Tim Ure, Owner
2003 S. 4th Ave, Marshalltown
515-897-0288

Mosquito-authority.com

Mosquito Authority's mission is to provide a backyard your family can enjoy with peace of mind. They strive to do things a little differently than your average mosquito control company.

Shanna Draper Photo & Video LLC

Shanna Draper, Owner
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641-750-0662

Shots.by.shanna@gmail.com
www.shannadraper.com

Shanna Draper specializes in photo, video, and branding, she truly has a passion for small business. Offering private, low stress photo shoots that truly capture your moments making them into memories.

USCellular

Eric Lopez, Store Manager
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641-751-7000

local.uscellular.com/iowa/marshalltown

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Wanatee Accounting Services LLC

Lisa Buhr, Senior Accountant
Brendan Wanatee, Senior Finance Consultant
Genesis Wanatee, Junior Accountant
Daniela Nunez Andrade, Junior Accountant
9 E. Southridge Rd, Suite B, Marshalltown
641-753-1227

www.wanateeaccounting.com

Wanatee Accounting has been providing clients in the central Iowa area with first-class accounting services since 1994. Wanatee Accounting will take care of all of your financial needs so you don't have to, leaving you free to focus on the rest of your life.



Caffeinated Conversations-January 10, 2023 at US Bank



Business After Hours-January 12, 2023 at Pinnacle Bank



Caffeinated Conversations-February 15, 2023 at the
Marshalltown YMCA-YWCA

Chamber Bucks are great way to
THINK LOCAL FIRST!



Thank You Reinvesting Chamber Members

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

Accura Healthcare of Marshalltown	26	Hometown Veterinarian (The)	4
Anderson Funeral Homes	10	MAMA DiGrado's PASTA & PIZZA	16
Binford House	19	Martha-Ellen Tye Foundation	22
Brian's Collision Clinic	9	Midnight Ballroom & Midnight Gardens	5
Center Associates	31	Mojitos Bar & Grill	1
Central Iowa Machine, Inc.	18	Pilgrim Heights	
Country Pine Mowers	26	Camp & Retreat Center	16
Fogle Brothers	3	Wells Fargo Bank Iowa, N.A.	59
Guiding Star Marshalltown	3		

Chamber Chat - Sundays

6:30 a.m. on 99.5 KDAO FM

7:30 a.m. on 1190 KDAO AM

Chamber member benefit tip

Did you know a benefit to Chamber membership is that you are able to "brag" about your business or organization in The Digest? 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. If you have Marshalltown area news to brag about, submit it to Sarah Smith via email at ssmith@marshalltown.org

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Chamber Ambassadors donate to the House of Compassion

Each year the Chamber Ambassadors choose a local nonprofit to donate to as a part of their holiday party. This year they donated a total of \$525 to the House of Compassion. We are thankful for the great things our Chamber Ambassadors do for the community. Pictured is Chad Hammar of the House of Compassion receiving the donation from Chamber Membership Director Sarah Smith.

Valencia Baryton Project



Renowned ensemble Valencia Baryton Project returns to Marshalltown!

Treat yourself to a melodic, transformative experience in the newly renovated Marshalltown Arts & Civic Center (MACC), 709 S. Center Street

Wednesday, March 29th
*Reception 5:30—7:00 pm
Concert 7:00—8:30 pm

*(Reception includes meeting the musicians, and enjoying Hors d'oeuvres. Beverages available for purchase).

Tickets: Reception & Concert \$30 / Students Reception & Concert \$20

Tickets available at the Marshalltown Arts & Civic Center 709 S. Center Street
Phone: 641-758-3005 Email: director@maccia.org



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Heidi Dalal, Martha-Ellen Tye Foundation

Staff:

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President & CEO
Sarah Smith
Membership Director
Kyle Hall
Workforce Development Coordinator

Hiring as told by the Small Business Development Center

Perhaps, your business began as a one person show. Now, you are a few years on the other side of your start up and you have discovered there just is not enough of you to meet all of the needs of your business. The resolution to this stretch is more person power. You know this. The thought of even stepping into the arena of more people working in your business haunts your dreams. Perhaps, you revisit “hiring horror stories” another has shared with you. Or, you tried hiring once, and it wasn’t for you, or so you thought. And, yet, if you want your business to continue growing, hire you must! GULP!!

There are three primary investments a business owner makes when adding staff. The first is a financial investment. It is important to review the business’s financial position. Is there revenue to cover this new long term expense? How will staff contribute to additional revenue? Are there other expenses that can be cut or reduced to offset staff expense?

Next an owner weighs the time investment of hiring. This can be overwhelming when it already seems like there is not enough of you to go around. Such thoughts mean this front- loaded investment of time is even more important and must be made. Appropriately invested, the time should pay great dividends.

Finally, an owner must consider people management. Bringing new members onto the team requires business owners to provide training, support and leadership. It is a critical shift to create a culture of “our” business, when for so long it has been “my” business.

Fortunately, our friends at SCORE have developed a fantastic e-guide to help small business owners conquer HR management. Check it out! (<https://www.score.org/resource/eguide/so-you-want-be-boss>) It may be just the resource you have been looking for, so that you can get back to work on growing your business...with a little help from your staff.

ISU SBDC is here to work with you. Our services are without cost 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, 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

Vaughn's Pub celebrates 30th Anniversary

Join us in congratulating Chamber member Vaughn's Pub for celebrating 30 years in business. The 30th Anniversary celebration will take place on Saturday, March 4. Vaughn's Pub will honor the day with specials.

Sign up for ‘This Week in Marshalltown’ weekly events newsletter

Don’t miss out on upcoming community events! Sign up for the weekly event email newsletter “This Week in Marshalltown” and receive a listing of upcoming events via email each Monday. To sign up for the newsletter contact the Chamber office at office@marshalltown.org. You can also submit community events to office@marshalltown.org.

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



(we just have to *brag a little*)

Congrats!

Brooke Davis, community relations coordinator at **Glenwood Place**, was the recipient of the Jay-bird Senior Living Dare to Dream award. Davis has launched a series of videos on TikTok featuring Glenwood residents which have received thousands of views and provided plenty of fun for the residents.



Amber Danielson, executive director of the **Marshall County Arts & Culture Alliance**, received the outstanding service award from YSS of Marshall County at the YSS Recognition Luncheon on January 26, 2023. David Hicks of YSS presented Danielson with the award.

Pinnacle Bank would like to congratulate Jane Heatwole on her recent retirement. Heatwole began her career with Pinnacle Bank in March of 1989 when the bank was chartered as Tama State Bank. During her 34-year tenure, she began in customer relations, became a proof operations coordinator, book-keeping supervisor, assistant cashier, vice president/operations manager then to her position of vice president/cashier/operations manager/compliance officer/IT security officer. She experienced the bank's main office relocating twice, a rebranding to Pinnacle Bank, a bank sale, and a branch purchase.

"I feel so fortunate to have worked for a company that has provided the opportunity for a rewarding career. I am excited for the next phase of my life, but will miss the daily work routine and time spent with my colleagues," Heatwole commented.



Eastern Communications Acquires RACOM, Establishes Nationwide Mission Critical Communications Platform

On February 16, **RACOM Corporation** announced their acquisition by Eastern Communications Ltd. Together, the companies comprise one of the largest service and distribution platforms in the critical communications industry, establishing a truly national presence spanning 16 service locations from Seattle to New York City.

"For nearly fifty years, we have worked alongside Eastern through multiple generations of leadership for both companies," said Mike Miller, President of RACOM. "I cannot imagine a more perfect union of two organizations that helps ensure a cutting-edge career path for current and future employees while also scaling our ability to deliver industry leading service and technology to our customers."



Michael Orzetti CEO of Eastern Communications and Mike Miller, RACOM Network Operating Center

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.



CHAMBER AMBASSADORS VISITS



The Chamber Ambassadors hosted a ribbon cutting on February 14, 2023 for new Chamber member **A&M Cleaning Services LLC**.



The Chamber Ambassadors visited new Marshalltown business **Maple Grove Law Firm** at 309 W. Main Street for a ribbon cutting on February 14, 2023.



The Chamber Ambassadors held a ribbon cutting on February 14, 2023 as part of the open house for **Wild Spirit Counseling** at 15 East Southridge Road.

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
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

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

Thank You Ambassadors!



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MCBD 2023 Events



5

STORYBOOK WALK
April 1-May 5

29

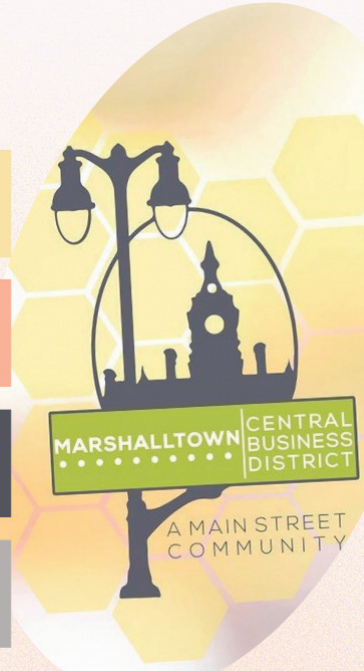
BEE RIDICULOUS DAY
Saturday July 29

26

HAUNT THE BLOCK
Thursday October 26

18

HOLIDAY STROLL
Saturday November 18



SAVE THE DATE!

healthy family
Fair



Saturday, March 11th

10:00 am to 1:00 pm

at the Marshalltown High
School Roundhouse

1602 S. 2nd Ave., Marshalltown

The concession stand will be open
to purchase snacks and food!

More details to come!

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Interested in becoming a Chamber member?

Contact Sarah Smith, Membership Director to learn more about our membership options! (ssmith@marshalltown.org)
To learn more about the Chamber visit our website at www.marshalltown.org

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 Rhonda James at the Times-Republican.

641-753-6611 ext. 240
rjames@timesrepublican.com

www.marshalltown.org Statistics

	January '23	Avg/Month	YTD Total
Unique Visitors	13,657	13,657	13,657
Number of Visits	39,717	39,717	39,717
Page Views	356,714	356,714	356,714
Hits	599,459	599,459	599,459

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.

Iowa YMCA state championship swim meets are March 4 & 5 in Marshalltown

The Marshalltown YMCA-YWCA will again host the youth Iowa YMCA state swimming championships on March 4 and 5. The girls competition will be March 4 and the boys will take to the pool for their contest on March 5.

It is expected to draw hundreds of youth swimmers and even more fans to Marshalltown for the festivities. This event brings in thousands of dollars of economic impact in our area and is sure to help fill our hotels and bring increased business to our restaurants.



MCSD youth art show is March 4



The annual Marshalltown Community School District youth art show will be on display for one day at the Marshalltown Performing Arts Center at MHS on March 4. The public is invited to the reception and to view the art from 1 to 3 p.m. that day. Student artwork from grades K-12 and from all nine Marshalltown Community Schools will be on display, totaling close to 400 pieces packed into the show.

Chamber Chat - Sundays

6:30 a.m. on 99.5 KDAO FM

7:30 a.m. on 1190 KDAO AM

Live On Stage Marshalltown presents Divas3 on March 6



Powerhouse pop vocal trio, Divas3, will be performing all of your favorite hits by some of the most famous female singers in music history in a live concert at Marshalltown Performing Arts Center (formerly Marshalltown High School Auditorium) on Monday, March 6, 2023 at 7:00 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, email losmarshalltown@gmail.com, or call 641-328-9445.

This unparalleled vocal trio has held multiple residencies in Las Vegas, and has performed on many popular cruise lines for audiences all around the world. Their three-part harmony arrangements joined by piano and tracks pays tribute to some of the biggest divas in music history including Cher, Dolly Parton, Whitney Houston, and more! Spanning four decades of chart-topping music, this high-energy, high caliber talent show will entertain audiences of all ages.

Marshalltown to be host community for WHO Tractor Ride June 19-21

Hundreds of tractors and their riders will make the Central Iowa Fairgrounds their home base and travel to surrounding communities and back to Marshalltown for three days from June 19-21, 2023.

"It's an opportunity for us to experience a new part of Iowa and some of the most beautiful agricultural landscape," said Scot Knock, organizer of the event. "We are excited to bring our group to Marshalltown and the surrounding communities as part of our 26th annual event."

This will have a huge economic impact to Marshall County as many of the riders will stay overnight in our hotels and visit our restaurants and businesses.



Blame Not the Bard returns to Fiddle & Whistle on March 24

Blame Not the Bard, a four-person, storytelling Irish band, returns to the Fiddle & Whistle Pub at 7 p.m. on March 24. The band is on a mission to bring alive the songs and stories of Ireland. They expertly blend their captivating storytelling and historical knowledge with fiery instrumentals and musical prowess, Blame Not the Bard's high-energy show will get your hands clapping and feet tapping.

Gail Hashemi-Toroghi exhibit in MCC Ray Frederick Gallery begins Feb. 27



The beauty and creativity is obvious when looking at Gail Hashemi-Toroghi's art work but what makes them even more entertaining and intriguing is what is used to create them. The use of melted crayons is present and primarily used in each piece of the untitled exhibit at the upcoming Ray Frederick Gallery, on the Marshalltown Community College campus. The exhibit will open with a public reception on Monday, Feb. 27 from 12:15 – 1:30 pm and will be on display until Friday, March 31 at noon.

Hashemi-Toroghi started using crayons in her art by fluke. Anyone that knows her knows that she is always doing some type of construction or demolition. Almost two years ago she was working in her basement and came across a box of crayons that her grandchildren had been using and allowed to sit out and melt. First thought, was what a mess but then she started looking at it and discovered the beauty of the melted crayons. People that have seen Hashemi-Toroghi's art don't realize what the media is at first sight. She uses a heat gun in one hand while she is creating and in the other holding the melting crayon. Portions of the art pieces may have small amounts of outline in dimensional painting but otherwise crayon is used throughout and a paint brush to apply details also in crayon.

Some 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.



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Economic Statistics

Employment – Marshall County - December	2022	2021
(Source: Iowa Workforce Development)		
Labor force	17,250	16,910
Unemployed	1,320	980
Percent unemployed	7.7	5.8
Total employment	15,930	15,940
Marshall County Construction - December	2022	2021
(Source: Marshalltown Building Department)		
Building permits	5	17
New Residential Construction	\$0	\$28,000
Residential Addition/Remodeling	\$0	\$84,000
New Commercial/Industrial Const.	\$8,115,531	\$590,000
Commercial/Industrial Remodeling	\$146,934	\$364,000
Housing Sales Data - January	2023	2022
(Source: Mid-Iowa Regional Board of Realtors)		
Single family home sales	18	24
Average sale price	\$144,344	\$162,271
Median sale price	\$139,000	\$140,500

Upcoming Chamber Events

March 1-Connect Marshalltown Social Gathering

Smokin' G's (open to the public)

March 8-Caffeinated Conversations

Iowa River Hospice (open to the public)

March 24-Business After Hours

Karl Auto Group of Marshalltown

April 5-Connect Marshalltown Social Gathering

Elmwood Country Club (open to the public)

April Caffeinated Conversations (Date TBD)

OPA Grill

April 26-Business After Hours

The Willows

*For more information on these Chamber events visit our website at
www.marshalltown.org/chamber-events*

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



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Agent



Ryan Larmore
Agent



Pat Hageman
Agent



Tyler Slagle
Agent



Paul Beals
Agent



Mark Rohde
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