

theDIGEST

April 2023

Volume 40, Issue 10

In this Issue

Chamber News	2
Business News	3
Leadership	4
Marshalltown Area News	5
Ambassador Visits	6
Chamber News	7
Business Directory	8-9
Tourism News	10
Chamber News	11
Chamber News	12

UNITED STATES CHAMBER OF COMMERCE

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MARSHALLTOWN AREA CHAMBER OF COMMERCE

The Chamber names new Tourism Director

The Marshalltown Area Chamber of Commerce is excited to welcome Dylan Does to the team as Tourism Director.

Does comes to the Chamber from his role as Development Director of the Iowa Heartland Habitat for Humanity. Prior, Does has spent time with Heart of Iowa Big Brothers Big Sisters, Restore Church, and the Community Foundation of Marshall County. He also currently works as a Broadcaster with Trending Media part time.

"We are incredibly thrilled to have Dylan joining our team," said John Hall, President & CEO of the Marshalltown Area Chamber of Commerce. "Dylan knows Marshalltown and is incredible passionate about our community. His ability to tell Marshalltown's story in a unique and authentic way will be an incredible asset as we continue to grow and marketing Marshalltown and Marshall County as a tourist destination."

As Tourism Director, Does will serve as the primary contact for our hospitality industry in Marshalltown. This includes hotels, venues, and our restaurant and retail businesses. The Cham-

ber's goal of growing our Tourism through attraction of conferences, building unique destinations, and developing a strong retail & restaurant portfolio that becomes a regional draw will be aided by Does' passion and knowledge for our community.

"I am excited for the great honor of telling our story to people and groups, and inviting them to experience the Marshalltown that I so deeply love," said Does. "To be able to join the great team at the Chamber, and work with community partners, is truly a great opportunity."

Does will join the team on Monday, March 20th.

Dylan Does, Tourism Director

ddoes@marshalltown.org

Media inquiries:

John Hall, President & CEO

jhall@marshalltown.org



Marshalltown Day at the Capitol

April 6, 2023

Save the date for Marshalltown's Day at the State Capitol on April 6, 2023. Chamber members can RSVP to attend the day in Des Moines on the Chamber website at www.marshalltown.org/marshalltown-day-at-the-capitol. The day will consist of lunch and opportunities to meet with Senate & House leadership. For questions contact President & CEO John Hall at jhall@marshalltown.org or 641-753-6645.

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.

Blossom & Grow Childcare

Kate & Dakota Weuve, Owners
713 S. 12th Street, Marshalltown
641-758-1768

blossomgrowchildcare@gmail.com

www.facebook.com/people/Blossom-Grow-Childcare/100089372931246

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.

Iowa State Trowel Trades Apprenticeship

Chris Busch, Training Director
Ray Lemke, Chair
601 S. 12th Ave, Marshalltown
515-557-0551

Baclocal3ia.org

The Bricklayers and Allied Craftworkers Local 3 of Iowa represent craftworkers in the trowel trades across the state of Iowa including bricklayers, stone and marble masons, cement masons, plasterers, tilers, terrazzo and mosaic workers, and pointers/cleaners/caulkers.

Quality Matters Roofing LLC

Ricky Young, Commercial Roofer
515-322-1490

Ricky.Young@Qualitymattersroofing.com

www.Qualitymattersroofing.com

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Business After Hours-February 21, 2023 at Home Federal Savings Bank



Connect Marshalltown-March 1, 2023 at Smokin' G's BBQ



Caffeinated Conversations-March 8, 2023 at Iowa River Hospice

Chamber Bucks are great gifts and a perfect 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.

Animal Rescue League	15	Hansen Electric Inc.	1
Applebee's Neighborhood		In Stitches	8
Bar & Grill	25	Kwik Star of Marshalltown	28
Brit Marie's Country Boutique	3	Livability	1
Bruin Manufacturing Company	58	Live On Stage - Marshalltown	9
Cartwright Downtown		Man's Best Friend	35
Farmer's Market	3	Marshalltown Community	
Crosby Park of Marshalltown		College Foundation	10
MHS Properties	2	New Hope Christian Church	3
Dandy-Lion Early Childhood		Optimae LifeServices	1
Learning Place	1	Restore Church	7
Fareway Stores, Inc.	59	SportsPlus Sports	
Farm Bureau Financial Svcs.-		Medicine & Physical Therapy	23
Agent Chris Edel	1	Trinity Evangelical	
Farm Credit Svcs. of America	12	Lutheran Church	18
Goodwill of Central Iowa	4	Van-Wall Equipment, Inc.	7
H & R Block Tax and			
Business Service	16		

Feel The Love Program



The Lennox Feel The Love is a path to helping neighbors in need. Community members can nominate deserving families and individuals to receive heating and cooling equipment donated by **Lennox Industries Inc.** Local dealers, like **B&G HVAC** will donate their time, installation labor, supplies, and required permits.

On March 2, 2023 Marshalltown resident Tami Rogers received her new heating and cooling equipment. Rogers was nominated by local realtor Matt Brodin. Lennox territory manager Sam Wiese coordinated the install day with B&G HVAC.

Pictured is the B&G staff and owner Chad Gauthier with Tami Rogers, her daughter and Matt & Cindy Brodin.

JOIN THE CONVERSATION ON FACEBOOK

Introducing

The Chamber's Member Moment

Presented by Gregg Young Chevrolet of Marshalltown

The Chamber would like to introduce the new radio show, The Chamber's Member Moment presented by Gregg Young Chevrolet of Marshalltown and produced by KFJB radio. The show will air every Wednesday morning on KFJB. Chamber staff will interview and highlight a Chamber member businesses, discuss upcoming events, and opportunities associated with the Chamber and Chamber members.

Chamber members in good standing can sign up to participate free of charge. The Chamber member highlight portion of the show will consist of the Chamber member business owner or representative telling their story led by questions from the Chamber staff. These shows can be done live or pre-recorded. Shows will be preserved on 1230kfjb.com and shared to social media.

To sign up to participate or for questions please reach out to Chamber Membership Director, Sarah Smith (ssmith@marshalltown.org)

Community Shred Day

When: Saturday, April 29
9:00 a.m.-11:00 a.m.

Where: United Bank & Trust
2101 S. Center St.
Bank Parking Lot

What to Shred

- ▶ Credit Card Statements
- ▶ Documents containing social security numbers
- ▶ Paperwork containing account numbers
- ▶ Bank Statements
- ▶ Medical Records
- ▶ Pay Stubs
- ▶ Canceled Checks
- ▶ Tax Records

Shredding paper not only helps the environment, but also reduces fraud and identity theft. As a service to the community, United Bank & Trust, the Marshalltown Area Chamber of Commerce and the Marshall County Landfill are sponsoring Community Shred Day. Secure Shred Solutions will be on-site to shred your documents at no cost, with a 5-box limit.

Please call United Bank & Trust at 641-753-5900 with questions.





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Erin McGregor, Vice Chair
Damon Morrison, Treasurer
Joe Carter, Past Chair

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

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

Staff:

John Hall
President & CEO
Sarah Smith
Membership Director
Kyle Hall
Workforce Development Coordinator
Dylan Does
Tourism Director

Congrats!



Katherine Hutchison (pictured left), partner and co-owner of **Project7 Design**, made the 2023 list of the Business Record's Forty under 40 Class. Selected by past winners, This list of business leaders have demonstrated impressive career achievements and unparalleled community involvement. Kat will be recognized with the other honorees at an event on March 30.

Main Street Iowa recognized Deb Millizer Executive Director for the **Marshalltown Central Business District** on December 31, 2022 for completing 1,244 days of outstanding effort in the revitalization of Marshalltown's Main Street District. Congrats Deb!

Pinnacle Bank is pleased to announce the addition of Stephen Valbracht to its board of directors. Valbracht has spent the last 23 years in the aviation industry in central Iowa, and the past 14 years as co-owner of Midland Aircraft, Johnson Aviation, and Marshalltown Aviation. This group of companies has been providing aircraft sales, management, maintenance, instruction, and airport services to central and eastern Iowa for 74 years. In addition, he has served as manager of the Marshalltown Municipal Airport for the City of Marshalltown during the 14-year interval.



Optimae joins NASW in Celebrating Social Work Month

Optimae Behavioral Health Services, a division of **Optimae LifeServices**, is joining the National Association of Social Workers in celebrating this year's Social Work Month in March with the theme "Social Work Breaks Barriers." The observance serves to highlight how social workers have enriched our society by empowering people and communities to overcome hurdles that prevent them from living life to the fullest.

The annual Social Work Month campaign in March is a time to inform public, policymakers and legislators about how social workers have always broken barriers when it comes to the services they provide in an array of sectors, including hospitals and mental health centers; federal, state, and local government; schools; community centers; and social service agencies.



America's Small Business Development Center Iowa (SBDC) is pleased to announce that **Tannin Wine Bar & Craft Beer** is the winner of the organization's statewide February Small Business of the Month Award.

Megan and Gary Lanfier (pictured above) said, "Our staff has worked very hard to make Tannin successful. They bring ideas to us and they see the vision of the business as well." They have needed to lean into their staff and community as they both work full-time jobs outside of running Tannin and have three daughters at home. They said that Tannin has now become a family business where you can find the oldest daughter helping the chef in the back, their middle daughter helping with dishes and stocking, and their youngest bringing waters to the table and striking up good conversation with everyone. The support of the community is something that Megan and Gary have been so appreciative towards, so they have been giving back by donating simple baskets or gift certificates to fundraisers along with participating in the community events that the local Chamber or the Business District puts on.



(we just have to *brag a little*)

Congrats!

Pinnacle Bank is pleased to announce the promotion of Amy McCready to Operations Officer, in addition to her titles of VP/Cashier/IT Security Officer/BSA Officer. Prior to her current tenure, she started as a Customer Service Representative, then served as Operations Processor, Loan Administrator, AVP/Loan Operations Manager, and VP/Cashier/Operations Manager/IT Security Officer/BSA Officer resulting in a wealth of knowledge from her experience in multiple departments. With this promotion, Amy will be overseeing the operations and loan operations departments. With the oversight of these two departments, Pinnacle Bank will be further benefitted by the combination of expertise and synergies that will provide a consistent customer and employee experience.



Pinnacle Bank is pleased to announce the promotion of Damon Morrison to President and Chief Executive Officer. Morrison joined Pinnacle Bank in May of 2015 as President and became a member of the board of directors in 2016.



"I am humbled to be a part of Pinnacle Bank's rich history serving its customers and their communities. Our board of directors, chairman, officers, and dedicated employees have been the key to the bank's growth with the objective being to help families and businesses alike achieve their financial goals. I look forward to contributing to the dynamic next chapter of Pinnacle Bank's future," Morrison commented.

Pinnacle Bank is pleased to announce the promotion of Jodi Wegner to Assistant Vice President/Operations Manager. Wegner has extensive experience in operations with her most current position being Operations Specialist. She has played a crucial role in the success of Pinnacle Bank's strong efficiency ratio while advocating for and providing the highest level of personalized customer service using her knowledge and banking expertise. With this promotion, she will have increased management and leadership responsibilities, which will solidify Pinnacle Bank's operations department for the bank's continued growth.



Congrats!

Marshall County Conservation is proud to announce Emily Herring as new Director. Herring formerly the Naturalist of the Marshall County Conservation was mentored by now retired Director Mike Stegmann. Herring says, "Everyone keeps asking me how it feels, and I can't stop saying, 'I'm excited.' Marshall County Conservation has so much potential. So many amazing parks, a passionate staff, and an awesome board, and it is exciting! It is humbling to realize that I get to be the leader and I'm grateful for the opportunity."



Marshall County Conservation is proud to announce Emma Bruck as new Naturalist. Bruck is a recent graduate from Iowa State University with



a bachelor's degree in Global Resource Systems and Environmental Studies as well as a minor in Sustainability. Bruck said, "I enjoy teaching a variety of topics to all age groups. My goal is to connect individuals to the outdoors and get people involved and passionate about conservation. My favorite programs to lead are outdoor hikes highlighting Iowa's wildlife, pond studies, and story hour. I have always had a passion for conservation and protecting our vital natural

resources and the environment. I believe that conservation can only be achieved through continued education and outreach throughout our communities, which is why I am extremely grateful to have the opportunity to be a part of the amazing Marshall County Conservation team!"

Pinnacle Bank is pleased to announce the promotion of Laura Farrington to Chief Compliance Officer in addition to her current role as Senior Vice President/Loan Officer. Farrington has been a dedicated and crucial officer for Pinnacle Bank for many years beginning in 1999. Since her hiring, Pinnacle Bank has seen a nearly 350% increase in the Bank's asset size along with significant changes in technology, increased complexities of lending, and a sharp rise in regulatory burden.





CHAMBER AMBASSADORS VISITS



The Chamber Ambassadors held a ribbon cutting on Tuesday, February 28 at **Hitchins & Thronson PLC** to celebrate their recent name change!
Congrats Kevin & Joel!



The Chamber Ambassadors held a ribbon cutting on March 20, 2023 as part of the open house for **Blossom & Grow Childcare** at 713 S. 12th Street in Marshalltown.

UnityPoint Health and Presbyterian Healthcare Services Announce Intent to Form New Organization

New Mexico-based Presbyterian Healthcare Services and Midwest-based health system UnityPoint Health® have signed a letter of intent to explore the formation of a new healthcare organization. The proposed healthcare company would see both systems preserve their trusted brand and continue delivering care locally while collectively achieving administrative efficiencies under a parent organization.

Combined, UnityPoint Health and Presbyterian impact the lives of four million patients and members through more than 40 hospital facilities, hundreds of clinics and significant health plan operations. The two organizations collectively represent a 40,000-strong workforce including nearly 3,000 physicians and advanced practice clinicians working alongside independent clinicians, educational partners and colleges.

Goals for exploring the creation of a new healthcare organization, which would function as a parent company for not-for-profit health systems, include making greater investments in clinical excellence, digital innovation, workforce development and value-based care while lowering overall administrative costs.

Both systems will now pursue a period of greater evaluation and exploration of next steps towards a definitive agreement and regulatory approvals.

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!



MARSHALLTOWN
AREA CHAMBER
OF COMMERCE

Commercial Financing and your Business

Many small businesses boot strap their start ups or expansions by shouldering the costs themselves. Bootstrapping may include drawing on personal savings, cashing in investments, taking a home equity line of credit, utilizing personal credit cards, or even receiving a financial gift from a family member or friend.

Sometimes, business owners need the backing of a lender to launch or expand. When this is the case, understanding the commercial lending process can make all the difference. ISU SBDC highly recommends beginning to build a relationship with a local commercial lender before discovering that deeper pockets are necessary to start or expand a business. Marshalltown has several awesome commercial lenders within the banking community. These local lenders are interested and willing to invest in the community's businesses.

While each commercial lender may approach a financial request a little differently, there are some general practices, which are helpful to know. For instance, the approval process could take 60-90 days from the time the lender receives all requested information from the business owner.

If the business is a start up, anticipate providing at least two years of the owner(s) personal tax returns, other personal financial information and perhaps a resume. An owner will need strong personal credit. A business plan to describe the business case may be required. An owner investment of capital will be required. Expect to contribute a minimum of 10% of the total project if the loan is indemnified by the SBA. Without SBA support an even larger owner investment may be required. The business must be able to repay the debt in a timely manner and still generate a profit. If the business is existing, a business evaluation and/or appraisal may be requested at the expense of business owner.

If you do not have a working relationship with a commercial lender, there is no time like the present to introduce yourself and learn how Marshalltown lenders can support your business.

ISU SBDC is here to work with you. Our services are without cost and confidential. Call us at 515-296-7828 or visit iowasbdc.org.

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




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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

	February '23	Avg/Month	YTD Total
Unique Visitors	8,500	11,079	22,157
Number of Visits	21,426	30,572	61,143
Page Views	1,050,655	41,650	83,300
Hits	1,333,160	966,310	1,932,619

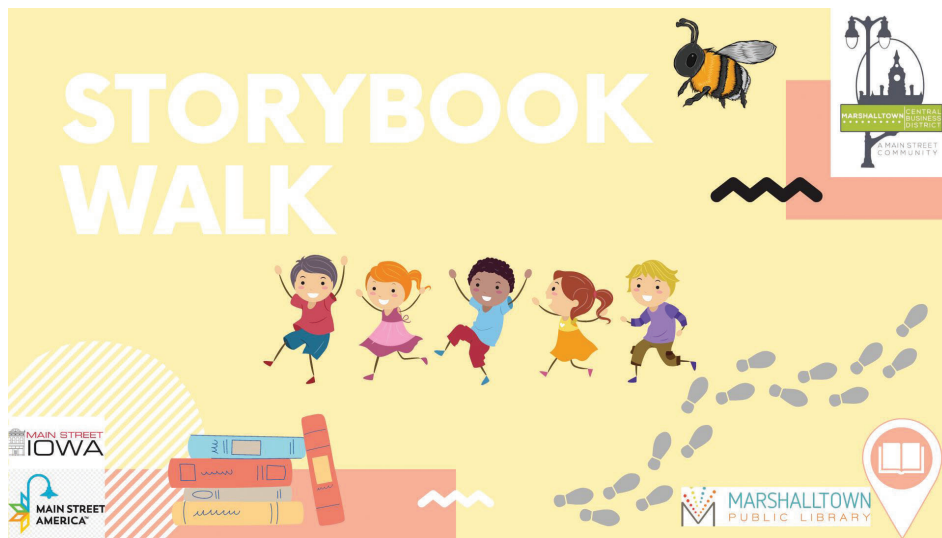
The Marshalltown Area Chamber of Commerce's website traffic is strong.

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.

3rd Annual Storybook Walk

The Marshalltown Central Business District has partnered with the Marshalltown Public Library to celebrate Dia de los Ninos / Dia de los Libros (Children's Day / Book Day) which celebrates the importance of books and reading in the lives of children in our community. This scavenger hunt activity runs from April 1st to May 5th. Kids and families can pick up the worksheets from the youth desk at the Marshalltown Public Library starting Saturday April 1st. The goal is to find all of the book titles at the participating downtown businesses and complete the worksheet. Once completed turn them in to the youth desk by Friday May 5th to receive a free book and a chance to win the grand prize!



Marshalltown Home & Garden Show



The Marshalltown Home & Garden Show hosted by the Times-Republican will be held on Saturday, April 15 from 10 a.m. - 3 p.m. at the Marshalltown High School Roundhouse. Stop by to learn about the products and services that local businesses offer.

April 2023 Events

April 1-Cartwright Indoor Market

St. Francis Catholic School from 10 AM-2 PM

April 1-Sip N Shop with Live Music

Oliver Beene Designs from 1-3:30 PM

March 31/April 1-MHS Presents The Humans

Marshalltown Performing Arts Center at 7 PM

April 5-Pottery Class

Marshalltown High School from 6:30-9:30 PM

April 6-Annual Egg Hunt

Marshalltown Learning Academy from 6-7 PM

April 7-Easter Egg Hunt

Accura Healthcare of Marshalltown from 2-3 PM

April 8-Waterfowl Watch

Grimes Farm & Conservation Center from 8-10 AM

April 8-Easter Eggstravaganza

Journey Church from 9-11 AM

April 13-United Way Trivia Night

Marshalltown Arts & Civic Center at 5:30 PM

April 15-Cartwright Indoor Market

St. Francis Catholic School from 10 AM-2 PM

April 15-Team Up to Clean-Up

Downtown Marshalltown from 10 AM-12 PM

April 15-Times-Republican Home & Garden Show

MHS Roundhouse from 10 AM-3 PM

April 16-Freewill Donation Sunday Brunch

American Legion Post 46 from 9 AM-1 PM

April 20-Ladies Night Out

Marshalltown from 4-7 PM

April 22-Adventures on Iowa's Historic Lincoln Highway

Marshalltown Public Library from 2-3:30 PM

April 24-Film Series for Adults

Marshalltown Public Library from 2-4:30 PM

April 25-Brown Bag Bunch, Spring Ephemeral Walk

Grammer Grove Recreational Area from 11:30 AM-12:30 PM

April 29-Community Shred Day

United Bank & Trust from 9-11 AM

April 29-Cartwright Indoor Market

St. Francis Catholic School from 10 AM-2 PM

April 29-Concert

Midnight Ballroom at 5 PM

For information on these events and more visit

www.marshalltown.org/events. Some events may require registration or fees.

WWW.MARSHALLTOWN.ORG

Livability Marshalltown Magazine

The next Livability Marshalltown magazine will be out this summer. Livability is helping the Marshalltown area attract new business and talented professionals through print and digital assets. Don't miss your chance to be a part of this issue. Contact Jonathan Davis at jdavis@livmedia.com or call 615-656-6663.

Job Posting

Did you know that included with your membership you can post jobs to the Chamber website for free? Posting jobs with the Chamber is simple, email office@marshalltown.org for a template. Job postings are available to for the public and members to view on our website, www.marshalltown.org under the Work in Marshalltown tab.

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Marshalltown Central Business District

TEAM UP TO CLEAN- UP



The **Marshalltown Central Business District** and downtown businesses would like to invite you to a community clean-up day on April 15th from 10 a.m. – 12 p.m.

Please bring your family, friends, or organization to help beautify our downtown. This is a great volunteer opportunity and a way to show pride in our community.

Meet at the City Centre Building starting at 9:30AM. From there the clean up will focus on the streets, curbs, and terraces along Main, State, and Church Streets from 3rd Avenue to 3rd Street.

The Marshall County Landfill will provide trash bags, gloves, and trash pickers. We welcome volunteers to bring rakes, garden clippers, brooms, leaf blowers, etc. to help with the efforts.



Economic Statistics

Employment – Marshall County - January	2023	2022
(Source: Iowa Workforce Development)		
Labor force	17,900	18,070
Unemployed	1,720	1,880
Percent unemployed	9.6	10.4
Total employment	16,180	16,180
Marshall County Construction - January	2023	2022
(Source: Marshalltown Building Department)		
Building permits	4	4
New Residential Construction	\$0	\$0
Residential Addition/Remodeling	\$14,560	\$6,000
New Commercial/Industrial Const.	\$0	\$0
Commercial/Industrial Remodeling	\$132,319	\$2,906,000
Housing Sales Data - February	2023	2022
(Source: Mid-Iowa Regional Board of Realtors)		
Single family home sales	16	25
Average sale price	\$187,350	\$168,558
Median sale price	\$158,500	\$155,000

Upcoming Chamber Events

April 5-Connect Marshalltown Social Gathering

Elmwood Country Club (open to the public)

April 11-Caffeinated Conversations

OPA Grill

April 26-Business After Hours

The Willows (open to the public)

May 3-Connect Marshalltown Social Gathering

Buzzed Bee Meadery (open to the public)

May 11-Caffeinated Conversations

Trending Media

June 1-Business After Hours

KFJB (Trending Media) Celebrating 100 years

*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.



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



Bonnie Oht
Processor



Kristi Carlson
Office Manager



Darla Rowley
Agent-CSA



Jodi Eygabroad
Agent-CSA

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Robin Angstman
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Heather Hanus
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LeAndrea Abel
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