

theDIGEST

May 2023

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UNITED STATES CHAMBER OF COMMERCE

ACCREDITED



MARSHALLTOWN AREA CHAMBER OF COMMERCE

Sandy Short named 2023 Woman in Business

Sandy Short owner of Taylor's Maid-Rite in Marshalltown, was presented the 2023 Woman in Business Award during the Marshalltown Area Chamber of Commerce Women in Business Luncheon held at Iowa Valley Business & Community Solutions DeJardin Hall on March 31.

Presenting Sandy Short with the award was Don Short, Sandy's son. It was a very special moment as Don surprised Sandy with the honor of Woman in Business 2023. Don spoke of the 95 year history of Taylor's Maid-Rite, the eatery that was started by Sandy's grandfather, Cliff Taylor.

Sandy Short became emotional when talking about the business, she reminisced growing up in Taylor's Maid-Rite and all the work that she and her family have put into the business. Sandy is well known in the community for her engagement at Chamber events and volunteering at the Binford House.

Keynote speaker during the fifth annual Women in Business luncheon was Brenda Clark-Hamilton of Fresh Coffee, Professional Growth Programs. Clark-Hamilton spoke about how to bring your "A-Game" in a very dynamic and funny keynote presentation.

Thank you to our event sponsors!

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Buena Vista University, Gregg Young Automotive Group,

Home Federal Savings Bank, MARSHALLTOWN

Company, & ServiceMaster of Marshalltown



Chamber welcomes new Administrative Assistant

The Chamber welcomed Nicole Collins to the team as Administrative Assistant on April 10, 2023. Collins graduated from East Marshall High School and has lived in Marshalltown her whole life. You may see Nicole around town either walking her dogs or at a local car show. Collins commented on her new position, "I enjoy the community I live in and see myself working for the Chamber long term."

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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.

Altar Media Central LLC

Emma Chase, Marketing Director

Erin Ryden, Executive Director

Nate Ryden, Creative Director

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www.altarmedia.co & www.facebook.com/altarmediaco

Altar Media specializes in videography & photography, website design, branding & strategy, graphic design, and digital marketing.

Hardscapes & More

Chris McWherter, Owner

305 W. State Street, Marshalltown

515-231-6720

hardscapes.cm@gmail.com

Facebook: Hardscapes & More

Hardscapes & More specializes in the installation of patios, retaining walls, decks, wood fencing, low voltage lighting, and so much more!

Marshall B-W-S

Waleed Parvez, Owner

11 N. 3rd Ave, Marshalltown

641-753-2507

Facebook: Marshall BWS-Beer.Wine.Spirits

Marshall B-W-S is your go to store for all beer, wine & spirit options.

With a convenient drive-thru Marshall B-W-S is now offering limited coffee and breakfast options as well.

Marshalltown Speedway

Jerry Vansickel, Owner/Promoter

Jackie Schmillen, Co-Owner/Promoter

1308 E. Olive Street, Marshalltown

515-231-4046

www.marshalltownspeedway.com

The Marshalltown Speedway is hosts races all summer long April-September. Races include IMCA sanctioned modifieds, stock cars, sportmods, hobby stocks, sport compacts, and mod lites.

Meskwaki Casino

Scott Sirois, General Manager

1504 305th Street, Tama

641-484-2108

www.meskwaki.com

Meskwaki Bingo Casino Hotel offers guests over 67,000 square feet of casino space with nine kinds of table games, a 10-table poker room, and a 550 seat bingo parlor. The property also features 404 hotel rooms, lounge with live music, an upscale steak house, and a food court.

MEMBER SPOTLIGHT



BDH Technology was founded in 2003, celebrating 20 years in business this year, BDH has developed a wide range of expertise in servicing business and organizations of all shapes and sizes. They opened a second location in Cedar Rapids in 2009 to better service customer on the eastern side of the state. Both offices help support a wide range of businesses across the state of Iowa.

BDH employs only 5 employees between both offices. The primary focus for the company is providing managed IT services for businesses. They take the management of IT services out of the hands of the end users to let them focus on their jobs. They provide industry-leading services and monitoring services to ensure optimal performance and eliminate down time. A little known secret about BDH is that they work with every type of business/organization and as such have developed vast troubleshooting capabilities for virtually every type of software available. They pride themselves in figuring out solutions to difficult issues.

BDH sponsors an annual scholarship for Marshalltown High-School students wanting to attend Iowa, ISU or UNI in a technology role. They also routinely donate technology assistance and monetarily to support organizations throughout the community. BDH Technology owner Chad Berg commented on the best part about conducting business in Marshalltown, "Definitely the people we work with. Everyone is friendly and helpful with a positive attitude about all of the great things going on in the community. I enjoy working in the community with other business owners and members to help solve complex technology challenges. We appreciate all of the support the Chamber provides to the community and its businesses. One of the first activities BDH did when we started was to join the Chamber." BDH is constantly working on improving services and processes to ensure they maintain top technical background and assistance they provide to clients.

Chamber Chat

every Sunday morning

6:30 a.m. on 99.5 KDAO FM

7:30 a.m. on 1190 KDAO AM

Thank You Reinvesting Chamber Members

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

Ace Precision International	11	Morgan-Hauser Steel Inc.	27
Ann's Alterations	8	Northwestern Mutual Financial -	
Assistance League	6	Krough & Leth	34
Bankers Advertising Company	5	Oliver Beene Designs	3
Beane, Dr. Joel	26	Optical Center	25
Calvin Rockett Bar & Grill	11	Pinnacle Bank	27
Chicano Auto	2	Redeemer Lutheran Church	4
Fencing Solutions	1	REM Iowa, Inc.	2
GNB Bank	11	Rube's Steakhouse & Lounge	9
Heart of Iowa Big Brothers/ Big Sisters	21	Sentry Plumbing LLC	1
Journey Church	25	Sign Creations	23
Lara's Bakery 3	2	Simms Construction	11
Luethje Auto Sales	11	SNT Trucking & Warehouse	11
Marshall Co. ISU Extension	30	State Street Trading Company	5
Marshalltown Alarm Inc	10	Superior Cleaning, Inc.	25
MEMBERS1st Community Credit Union	7	UScellular-Next Generation	1
Midland Concrete Products	23	Wireless	1
Midwest Merchant Processing	10	Vaughn's Pub	19
		Woodruff Construction	6



Business After Hours-March 24, 2023 at **Karl Auto Group**



Caffeinated Conversations-April 11, 2023 at **OPA Grill**

125th Chamber Annual Banquet

The Marshalltown Area Chamber of Commerce hosts the 125th Annual Banquet on June 29, 2023 at Midnight Gardens. The event will include cocktail hour, dinner, annual report, and keynote address from Jeff Siegler of Revitalize or Die. For additional information on this event visit the Chamber website at www.marshalltown.org/annual-banquet.

This is a Chamber member only event.

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The Flying Elbow wins Iowa's Best Pulled Pork

The Flying Elbow took home the honors of Iowa's Best Pulled Pork Sandwich in the sixth annual Pulled Pork Madness contest from the Iowa Pork Producers Association. Nearly 160 pork fans nominated 63 Iowa restaurants at the beginning of the competition. The two restaurants with the most votes in each of the Iowa Pork Producers Association's eight districts made up the Sweet 16 bracket with a winner selected on March 30. The Flying Elbow's pulled pork was once just a rotating special on the menu. The cherry-wood smoked pulled pork comes with barbecue sauce and pickles served on either a Hawaiian-style sesame seed bun or Texas toast.

Lennox Employees Credit Union celebrates 75 years!

Lennox Employees Credit Union is celebrating their 75th Anniversary May 2023! Congrats!



Board of Directors

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

Amanda Accola
Patrick Brue
Pam Delagardelle
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-Ellen Tye Foundation

Staff:

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

Ritchie Industries Inc. chosen as the Iowa SBA and Region 7 Small Business Exporter of the Year

The U.S. Small Business Administration has announced the selection of **Ritchie Industries, Inc.** in Conrad as the 2023 SBA Small Business Exporter of the Year for the state of Iowa. In addition, the company was also selected as the SBA Regional Exporter of the Year winner for SBA's Region 7, which includes the state of Iowa, Kansas, Missouri, and Nebraska.

Ritchie Industries President & CEO Robert Amundson commented on the honor, "We are super excited to have been chosen as the Iowa SBA and Region 7 Small Business Exporter of the Year. This means so much to our Ritchie team and validates the hard work they have put in during these extremely challenging past couple of years. We are very proud of our business and are grateful to be part of a community and state that is so driven to help direct and guide businesses to achieve success in exporting. We're also proud to be an Iowa small business and appreciate the opportunity to showcase our small business that does business worldwide."



Marshall County Landfill promotes recycling to students at local elementary

On March 24th Jennifer Clemann, the Recycling Education Coordinator for the **Marshall County Landfill**, presented a check to East Marshall Elementary during an all-school assembly for \$995.45 to purchase recycling bins for every classroom. Student Jayda Larson accepted the check on behalf of the school. Jayda a 5th grader at East Marshall won the landfill Annual Poster Calendar Contest in November 2022. Along with winning a cash prize for herself she won up to a \$1,000 grant for her school to promote recycling. Jayda and her peers decided to purchase recycling bins and start collecting recycling at the school.



UnityPoint Health Named 'Top Place to Work in Healthcare' for Second Consecutive Year

For the second consecutive year, **UnityPoint Health®** has been recognized as one of the top places to work in healthcare in the country by a national industry publication.

This week, Becker's Healthcare included UnityPoint Health on their 2023 list of "150 Top Places to Work in Healthcare". The list highlights hospitals, health systems and healthcare companies that are committed to advocating for diversity in the workplace, promoting work-life balance, and boosting employee engagement.

Dandy-Lion Early Childhood Learning Center Recieves Level 4 IQ4K rating

Dandy-Lion Early Childhood Learning Center is proud to announce they have reached a level 4 IQ4K rating. This is a reflection of the high quality care they provide.

BeMobile Receives 2022 Verizon Agent of the Year Award

BeMobile Verizon, is proud to announce that it has been awarded the prestigious "Verizon Agent of the Year" award for 2022. This award recognizes the outstanding achievements and contributions of BeMobile in providing exceptional services to its guests and driving significant growth in Verizon's mid-major segment.



(we just have to *brag a little*)

Congrats!

Clapsaddle-Garber Associates, Inc. (CGA) is pleased to announce Adam Daters, P.E., has been elected to their Board of Directors. Daters has 14 years of service with the firm and is a licensed Professional Engineer (P.E.). He graduated from the University of Iowa with a B.S. in Civil Engineering in 2002.

In his new role on the Board of Directors, Daters will be involved more heavily in overseeing corporate growth and strategic development.

Daters will continue to lead the CGA Land Development service line and enjoys mentoring other engineers and project managers throughout the company.



Mary Coughenour, RN, in the emergency department at **UnityPoint Health – Marshalltown** is the latest recipient of the prestigious DAISY Award.

Coughenour was nominated by a patient's wife, who praised Mary's experience, compassion and consistency during a difficult situation over three days in the ER.



Robert Thomas, President of **United Bank & Trust**, announces the appointment of Gabriela Vargas-Avalos to the bank's Board of Directors.

Vargas-Avalos received her bachelor's degree in Finance and Banking from Buena Vista University. She is the owner of Abarrotes La Salud in Marshalltown and has over 16 years retail-banking experience from a local financial institution.



Robert Thomas, President of **United Bank & Trust**, announces the appointment of Sam Upah to the bank's Board of Directors.

Upah received his Bachelor of Arts Degree in Business Administration from Wartburg College. His banking career began in 2016 as a credit analyst for another financial institution before joining United Bank & Trust in 2018 as a commercial/ag lender. In 2022, he was promoted to Senior Loan Officer, overseeing lending and operations for the loan department.

Congrats!

Geoff Hubbard, **City of Marshalltown Parks and Recreation** Director, was recently honored with the Slattery/Trueblood Professional award, which is the Iowa Parks & Recreation Association's (IPRA) highest professional award.

Geoff started as Parks & Recreation Director with the City of Marshalltown in January 2019, but brought many years of experience from other Iowa communities with him.



The Board of Directors of **MEMBERS1st** is excited to share that Iowa native Nick Tonelli will become the credit union's next CEO, starting in mid-to-late April. Tonelli's new role follows four years as CEO of one of the fastest growing credit unions in the country, Germania Credit Union in Brenham Texas.

Tonelli's April 2023 start coincides with the retirement of CEO Janet Borer, who has led the credit union for the last nine years.

UnityPoint Health – Marshalltown Wound Clinic Earns Three National Honors

The wound healing center at **UnityPoint Health – Marshalltown** has earned three national awards from Healogics, the nation's largest provider of advanced wound care services, for its performance in 2022.

The center received the prestigious President's Circle Award for the fifth time in the last six years, while also being recognized as a Center of Distinction and earning the Clinical Excellence Award.





CHAMBER AMBASSADORS VISITS



The Chamber Ambassadors held a ribbon cutting on March 21, 2023 with Adam & Sadeigh at **Fiddle & Whistle Irish Pub** as they recently celebrated 6 months open for business!



The Chamber Ambassadors stopped by **Glenwood Place** on March 28, 2023 for a courtesy call visit.



Alliant Energy and the **Marshalltown YMCA YWCA** held a ground-breaking ceremony on March 29, 2023 for the new solar project at E Main & 18th Ave. The solar project will host 1,200 panels and power 95 homes.



A ribbon cutting was held on April 11, 2023 with the Chamber Ambassadors at **Premier Office Equipment** to celebrate their new office space located at 2110 S. Center Street.

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

Thank You Ambassadors!



MARSHALLTOWN
AREA CHAMBER
OF COMMERCE



WWW.MARSHALLTOWN.ORG



The Chamber Ambassadors held a ribbon cutting at **Hospice of the Midwest** on April 11, 2023 to celebrate their move to Marshalltown!



A ribbon cutting was held on April 19, 2023 at the **Marshalltown Municipal Airport** to celebrate the new hangar & terminal! This facility is such a great asset to the Marshalltown area!

Iowa Small Business Development Center warns business owners about scams

Do you remember the news story which broke in late February of this year sharing the plight of Big Acai? The businesses in Des Moines and Ames owned by the same franchisee were stripped of cash in the registers and safes by well meaning employees, who believed a fake IRS agent's story. You're probably thinking, "Well...this couldn't happen to me." Or could it?

Fortunately for us, scammers don't want to work too hard and have a general set of tricks. What should we look for? We should keep an eye out for fake invoices, unordered supplies or inventory, directory listing and advertising scams, utility company imposters, government agency imposters, tech support imposters, social engineering, phishing, ransomware, business promotion or coaching scams, changing online reviews, credit card processing equipment and phony check scams. Whew...that's a lot of opportunities to deceive!

What's a business owner to do? As always, the best defense is a good offense. Train and dialogue with employees often. Help them to identify potential threats. Verify invoices and payments. Be tech savvy or know someone who can help cover this base. Know who you are dealing with. Visit ftc.gov for a brochure on scams and your small business. Finally, notify the FTC and the Iowa Attorney General if you have been scammed and get the word out.

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

Thank you 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!

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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

	March '23	Avg/Month	YTD Total
Unique Visitors	8,902	10,353	31,059
Number of Visits	19,825	26,989	80,968
Page Views	137,370	37,342	112,027
Hits	393,678	775,432	2,326,297

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.

16" Clincher Classic - June 2-4th

Marshalltown Softball Association is hosting the 24-team 16" Clincher Classic on June 2-4th. The gloveless classic will feature teams from throughout the state and region at the South 6th Street Softball Complex. The public is invited to come out and enjoy the games Friday night through Sunday.



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Bob Dorr
June 15



Royce Johns
July 20



Flash in a Pan
August 10



Dueling Fiddles + Band
September 14



Marshalltown Speedway - May Races

The Marshalltown Speedway season has kicked off their 2023 season. Each week, the speedway is host to 1000+ people from drivers, pit crews and spectators. The May schedule is chocked full of weekly races on Friday nights. The month concludes with the API Solutions Salute to Military Night on Friday, May 26th. Gates open at 5:30pm with hot laps at 6:55pm and racing begins at 7:30pm. For more information check out www.marshalltownspeedway.com.



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

Like us on Facebook & Instagram

@mtownchamber

Visit our Community Events Calendar
business.marshalltown.org/community-events

Sign up for 'This Week in Marshalltown'
weekly events newsletter

To sign up for the newsletter contact the Chamber
office at office@marshalltown.org

Chamber Bucks are available year-round and make great gifts!

To order call or email

641-753-6645

office@marshalltown.org

Optimae Lifeservices Joins Iowa Businesses Against Trafficking

Optimae LifeServices is pleased to announce it has joined a statewide coalition to end human trafficking in Iowa. The Iowa Businesses Against Trafficking (IBAT) initiative is spearheaded by the Iowa Secretary of State's Office.

Businesses that join IBAT are asked to complete two tasks each year: "Learn Something" and "Do Something." Optimae, like other businesses across the state, will commit to "Learn Something" by educating employees, customers and industry partners on the signs and impact of human trafficking in Iowa. The "Do Something" task will be lived out by empowering more people to take action to prevent human trafficking in Iowa.




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Economic Statistics

Employment – Marshall County - February	2023	2022
(Source: Iowa Workforce Development)		
Labor force	18,040	17,920
Unemployed	1,590	1,600
Percent unemployed	8.8	8.9
Total employment	16,450	16,320
Marshall County Construction - February	2023	2022
(Source: Marshalltown Building Department)		
Building permits	4	6
New Residential Construction	\$0	\$0
Residential Addition/Remodeling	\$38,371	\$10,640
New Commercial/Industrial Const.	\$0	\$677,340
Commercial/Industrial Remodeling	\$0	\$249,883
Housing Sales Data - March	2023	2022
(Source: Mid-Iowa Regional Board of Realtors)		
Single family home sales	20	30
Average sale price	\$153,848	\$144,645
Median sale price	\$132,500	\$131,450

Upcoming Chamber Events

May 3-Connect Marshalltown Social Gathering

Buzzed Bee Meadery (open to the public)

May 11-Caffeinated Conversations

Trending Media

May 23-Business After Hours

Marshall County Abstract

June 1-Business After Hours

KFJB (Trending Media) Celebrating 100 years

June 29-125th Chamber Annual Banquet

Midnight Gardens

August 18-Chamber Ambassadors Golf Outing

Elmwood Country Club

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
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Agent-CSA



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