

the**DIGEST**

March 2025

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3rd Annual Economic Outlook Breakfast

The Marshalltown Area Chamber of Commerce hosted its third annual Economic Outlook Breakfast on February 18 at Midnight Garden, featuring Iowa Economic Development Authority (IEDA) and Iowa Finance Authority (IFA) Director Debi Durham as the keynote speaker. Durham addressed a packed room of business and community leaders, discussing key drivers of economic growth, including workforce, infrastructure, and quality of life. She highlighted Marshalltown’s success in arts, housing, and business development while emphasizing the importance of public-private partnerships. Following the breakfast, Durham toured local businesses and projects, reinforcing IEDA’s commitment to supporting the region’s economic future.

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Marshalltown Area Chamber of Commerce

P.O. Box 1000

Marshalltown, IA 50158

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.

Cash Homes Midwest LLC

Brett Ladehoff, Owner
info@cashhomesiowa.com
515-575-4268

Cash Homes Midwest LLC is a trusted real estate investment firm that provides local homeowners with a fast, hassle-free way to sell their properties. We purchase homes in any condition (within reason), eliminating the need for repairs, agent commissions, or a lengthy closing process.

Whether you're facing financial difficulties, relocating, managing an inherited home, going through a divorce, or simply need to sell quickly,

Cash Homes Midwest ensures a smooth and transparent experience, allowing you to move forward without the stress of traditional real estate transactions.

If we're not the right fit for your situation, we'll still work with you to find the best possible solution. While we invest in properties, our main goal is to help homeowners overcome challenges and achieve the best outcome.

No Limits Real Estate

Magali Marquez, Owner/Broker/Realtor
Angie Gonzales, Owner/Realtor
Kajun Morris, Owner/Broker Associate/Realtor
Paula Price, Owner/Broker/Realtor
207 E. Church Street, Ste. 104, Marshalltown
641-758-3373

No Limits Real Estate is committed to delivering exceptional service, going above and beyond to exceed client expectations. "Our mission goes beyond transactions; it's about building trust, because your home journey deserves a Realtor you can trust!"

Raymon Enterprises Inc.

Joynell Raymon, Owner
Chad Raymon, President
300 W. Johnson St, Albion
641-488-2211
www.raymon-hvac.com

Raymon has a reputation for high quality air distribution products combined with incredible customer service. Its core values include taking care of its employees, customers and community. Sharing your challenges, earning your trust, time after time, Raymon continues to invent and reinvent industry standards for quality, reliability, service and ingenuity.

Thank you to our
2024-2025 Think Local First Sponsors!



Central Iowa Capital Advisors

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Business After Hours - Glenwood Place
January 2025



Thank You Reinvesting Chamber Members

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

1 Source Solar	2	Luethje Auto Sales	13
1st Rate Real Estate	21	Marshall County Landfill	4
Anderson Funeral Homes	12	Martha-Ellen Tye Foundation	24
Bankers Advertising Company	7	Midnight Ballroom & Midnight Gardens	7
BeMobile Verizon	15	New Hope Christian Church	5
Boy Scouts	14	Ocean City Chinese Restaurant	1
Center Associates	33	Oliver Beene Designs	5
Central Iowa Machine, Inc.	20	Pat Gulbranson	13
Comfort Inn	1	REM Iowa, Inc.	4
Douglas Reese	43	Stepping Stones	
Downey & Gantz DDS PC	23	Christian Bookstore	3
Executive Inn Motel	3	The 918	5
First Wealth Financial Group, Inc.	4	Trinity Evangelical Lutheran Church	20
Guiding Star Marshalltown	5	USCellular	2
Hansen Electric Inc.	3	Wanatee Accounting	
Harmony Marshalltown	29	Services LLC	2
Heidi Drager	4	Wayward Social	7
The Hometown Veterinarian	6	Westown Apartments	1
Legacy Real Estate	7		

Looking to volunteer?

Check out the Chamber volunteer page on our website:
business.marshalltown.org/volunteer-opportunities

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Leadership Marshalltown class tours Lennox Industries

In February the Leadership Marshalltown class had the opportunity to tour Lennox Industries in Marshalltown. The class was guided through the manufacturing facility seeing how heating and cooling units are made and repaired. In addition the class was able to explore the museum.



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.



(we just have to *brag a little*)

Congrats!

Doug Husak, Commercial & Ag Lender at **United Bank & Trust** announces his upcoming retirement on March 7, 2025.

United Bank & Trust invites you to an open house celebration of Doug's career on Friday, March 7 from 11:00am – 2:00pm at United Bank & Trust, 2101 S. Center St.

Doug would also like to personally invite the public to attend his retirement party that same evening at Wayward Social from 6:00 - 9:00 pm. Attendees will enjoy drinks, appetizers and live music from The Fabulous Trutones blues band.



ImOn Communications Grows Fiber Internet Footprint in Six Communities, Gives Back \$580,000 in 2024

ImOn Communications, a leading provider of fiber Internet services, announced today that the company significantly expanded its fiber Internet footprint and gave back over \$580,000 to non-profits, community programs, and initiatives across its six service areas in 2024.

The 2024 expansion efforts involved laying 265 miles (1.4 million linear feet) of fiber Internet cables in both new and existing service areas, representing a \$67 million investment.

More than half of the fiber laid last year (168 miles) was used to continue expanding ImOn's existing network in the Cedar Rapids metro and the Greater Dubuque area.

The company also invested in new metro areas, including Siouxland, which encompasses the communities surrounding Sioux City. Much of this expansion took place in South Sioux City, marking ImOn's first Nebraska network.

ImOn also grew in the east, bringing fiber Internet to Clinton, Iowa and Camanche, Iowa for the first time. The Camanche network was completed in early January 2025; Clinton will be built out in spring 2025. In addition, the company began building fiber Internet in Marshalltown, Iowa, in 2024 and will begin serving customers this spring.

"2024 was an incredibly pivotal year for us," said Patrice Carroll, President and CEO of ImOn. "We continued our rapid growth, both in our own backyard and in new communities—even new states. I'm immensely proud of the entire ImOn team, and our contractors, partners, and vendors, whose hard work made this possible. We are also deeply grateful to our customers—their demand for fast, reliable, high-quality Internet is what inspires us to keep expanding our fiber network each year."

ImOn plans to continue its fiber Internet expansion in 2025, focusing on bringing cutting-edge connectivity to underserved communities across the Midwest in need of enhanced, modernized Internet infrastructure.

Interested in becoming a Chamber member?
Contact Sarah Smith, Vice President to learn more
about our membership options!

(ssmith@marshalltown.org)

To learn more about the Chamber visit
our website at www.marshalltown.org

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 billing, contact office@marshalltown.org.

Listen to Chamber Member Moment every Wednesday morning at 8:35 a.m. on News-Talk KFJB 1230 AM or 93.9 FM. To sign up to participate in the Chamber Member Moment email ssmith@marshalltown.org.



CHAMBER AMBASSADORS VISITS

Thank you to this incredible group of volunteers: our Chamber Ambassadors!

Each month, the following individuals give their own time to visit 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 Jenny Meling Melanie Messerli Dan Moellers Kris Naughton Mary Rund
Gary Schaudt Roger Schoell Andy Schwandt Sandy Short Thanasy Telios Kevin Vaughn Tom Wahl

To view images from past ribbon cuttings & courtesy calls visit our website at
www.marshalltown.org/ribbon-cuttings-courtesy-calls

If you would like to schedule a visit with the Chamber Ambassadors contact Vice President Sarah Smith.
ssmith@marshalltown.org/641-753-6645

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

Thank You Ambassadors!



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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 '25	Avg/Month	YTD Total
Unique Visitors	8,583	8,583	8,583
Number of Visits	15,348	15,348	15,348
Page Views	119,038	119,038	119,038
Hits	439,316	439,316	439,316

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's Favorite Athletes Hit the Pool in Marshalltown & Racing Returns

The Special Olympics of Iowa will hold its State Swim Meet at the Marshalltown YMCA-YWCA on Saturday, March 29th. Hundreds of Special Olympians and fans will pack the Linda Bloom Natatorium to experience competition and camaraderie.

Marshalltown boasts a robust and talented Special Olympics community and invites the community to come out and cheer on all of Iowa's favorite athletes. This will be Marshalltown's 1st Special Olympics State Meet, following many years of hosting district events.

As we are experiencing the death throes of Winter before Spring takes its turn, it's not too early to turn our eyes and ears to the Friday night dirt track lights and the whirring of tires making left turns at the Marshalltown Speedway. On Friday, April 4th the Marshalltown Speedway season kicks off with the IMCA Frostbuster 505 Extravaganza.

You can join the over 1500 spectators, drivers, and pit crews by purchasing tickets at www.marshalltownspeedway.com.



**Special
Olympics**



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

Like us on Facebook & Instagram

@mtownchamber

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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

Workforce Tours

The Marshalltown Area Chamber of Commerce offers guided tours around our community to showcase local industries and businesses, housing options, and places to eat as well as many unique and fun activities. When you go on a tour of Marshalltown with the Chamber, you get a customized experience with a professional tour guide who brings firsthand experience with enthusiasm and authenticity. You will get exclusive access to local businesses, and you will learn some of the history of our town, as well as current and future projects.

This is a chance to learn more about the place you thought you already knew everything about! Tours are typically offered Monday – Friday during business hours. If you are interested in setting up a time to tour Marshalltown, you can reach out to Kate at kbowermaster@marshalltown.org.

Chamber Bucks are great gifts and a perfect way to THINK LOCAL FIRST!

Connect Marshalltown tours the Marshall County Courthouse

Our Connect Marshalltown group toured the Marshall County Courthouse in February, thank you to the county staff for a great tour and unique experience! After the tour we headed over to Zeno's for delicious pizza and networking! If you are interested in our next Connect Marshalltown event email office@marshalltown.org to be added to our email list. Connect Marshalltown is sponsored by Alerus, Emerson, and MARSHALLTOWN Company.



Small Business Development Center: Staffing

Let's talk staff!

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! (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

**Listen to Chamber Chat every Sunday morning at
6:30 a.m. on 92.9 KDAO FM and 7:30 a.m. on 1190 KDAO AM**

Economic Statistics

Employment – Marshall County - December		
(Source: Iowa Workforce Development)		
Labor force	2024	2023
	17,190	17,160
Unemployed	1,100	1,140
Percent unemployed	6.54	6.7
Total employment	16,090	16,010
Marshall County Construction - December		
(Source: Marshalltown Building Department)		
Building permits	2024	2023
	5	10
New Residential Construction	\$0	\$0
Residential Addition/Remodeling	\$65,044	\$72,180
New Commercial/Industrial Const.	\$412,292	\$0
Commercial/Industrial Remodeling	\$176,954	\$3,705,981
Housing Sales Data - December		
(Source: Mid-Iowa Regional Board of Realtors)		
Single family home sales	2024	2023
	34	27
Average sale price	\$177,755	\$166,533
Median sale price	\$150,500	\$147,000

Upcoming Chamber Events

March 11 - 4:00 - 6:00 PM

Business After Hours at **Karl Auto Group**

March 25 - 7:30 - 9:00 AM

Caffeinated Conversations at **Child, Adolescent, and Parent Support (CAPS)**

April 11

Women in Business Luncheon

More information to come!

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



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Agent



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Agent-CSA



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Agent



Pat Hageman
Agent



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