



theDIGEST

September 2025

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Marshalltown’s Momentum Is Real and Just Beginning

I now have passed the four-year mark leading the Marshalltown Area Chamber of Commerce. On August 2nd, I marked that milestone, a reminder of how long economic development can take to gain traction yet how worthwhile that persistence is once momentum builds. Today the economic energy in Marshalltown is palpable. Walk around town and you will see construction happening everywhere, visible signs of investment growth and opportunity blooming across our community.

A prime example is the expansion by MARSHALLTOWN Company. In May the community gathered for a groundbreaking at their South 8th Avenue campus for a roughly 170,000 sq ft expansion, their third major expansion in Iowa in six years, set to bring their facility to 350,000 sq ft. Earlier this year they also added second story offices and are reconfiguring older buildings now to make room for a new entrance, break room, and expanded manufacturing space helping them support future hiring here in town.

At the same time JBS is investing significantly in a new cold storage warehouse onsite strengthening their long-term commitment to our community, even amid broader uncertainty in the meat-packing industry across the state. JBS has shown that in those times they are willing to grow and expand their investments and have stepped up, not only in Marshalltown to invest and grow, but throughout Iowa we see their investments continuing to manifest.

Another local success story is The Integration Group (TIG). Just three weeks ago the City Council heard about the project and moved forward with bringing back proposed terms for a Tax Increment Financing (TIF) agreement to support their upcoming expansion, a \$15 million investment to add 90,000 sq ft and create 50 new jobs. This expansion highlights the fact that without proactive efforts such as those by the Chamber and City, TIG might have chosen growth elsewhere, showing just how crucial local support and persistence are in keeping businesses rooted here.

CO₂ Refrigeration Systems, which began their project last year, is now ramping up hiring. Their manufacturing space is built out, sales are growing, and their presence is firmly established in Marshalltown.

Reserve Development’s Shops at Marshalltown project is transforming the Marshalltown Mall. With the support of City Council for a \$7.2 million TIF Agreement to support their nearly \$43 million redevelopment, we expect to see new retail, restaurant, and entertainment options emerge by mid-2026, that will recement Marshalltown as a regional shopping destination.

Creekside Estates is a townhome project just north of Wayward Social that has been under construction for the past year. Phase one of 24 market rate townhome units is coming to completion with occupancy already beginning to ramp up.

Just to the north of Creekside Estates, the Linn Creek District projects are under active construction. That includes the Ann C. Keyser Trailhead, the Emerson Bridge, *continued on page 2...*

Marshalltown Area Chamber of Commerce
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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.

Ameritax/Hamilton Tax Solutions

Mike Hamilton, Owner/Enrolled Agent

302 S 3rd Ave, Marshalltown

641-753-4905

mike@hamiltontaxsolutions.com

hamiltontaxsolutions.com

At Hamilton Tax Solutions, their passionate team of tax experts is dedicated to guiding you through every step of tax resolution, preparation, and business formation.

Invenergy LLC

David Vollmar, Manager of Community Affairs

Brett Gallahan, Associate, Renewable Development Manager

641-485-3771

www.invenergy.com

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FDIC

Ag Lending

**Commercial
Lending**

**Real Estate
Lending**



Cindy Parks



Jon Pierce



Andrea Jordan
NMLS 400140



Thank You Reinvesting Chamber Members

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

13th Street District	2	Lennox Employees	
Abarrotes La Salud, Inc.	13	Credit Union	41
Action Auto Parts/Krantmans	39	LifeServe Blood Center	25
Alliant Energy	56	M. Gervich & Sons, Inc.	61
Arby's Restaurant	35	Main Street Dental	5
Assistance League	8	Marshall County Farm Bureau	61
BDH Technology	22	Marshall County Supervisors	33
Brandenburg Tax & Accounting	18	Marshalltown Area United Way	57
Central Iowa Capital Advisors	35	Marshalltown Community School District	33
Clapsaddle-Garber Associates, Inc.	54	Marshalltown Senior Citizens Center	6
Con-Struct, Inc.	52	Marshalltown Water Works	44
Consumers Energy	49	Mid-Iowa Community Action, Inc.	22
Culver's of Marshalltown	23	Nied's Pharmacy	2
Dr. David Clark, D.D.S.	42	NuCara Pharmacy	13
Edward Jones - Elisabeth Bieber	4	OnMedia Ad Sales	37
Electric Supply of Marshalltown	48	Prairie Waste Solutions	20
Evans Abstract Company	48	Premier Real Estate	48
Happy Tails Pet Grooming	11	Rock Island Inn & Suites	50
Hay Construction Services, Inc	29	S & S Autobody & Frame	11
Hermanson Orthodontics, P.C.	50	Soul or System Photography	2
Holiday Inn Express & Suites Marshalltown	5	Starnes TV & Appliance	36
Hy-Vee Food Store	62	State Farm Insurance-Tyler Peschong	4
Iowa Valley Community College District	33	Superior Rentals	13
Jensen Ford-Lincoln, Inc.	58	Taco John's	49
Joel Greer	2	Tannin, Inc.	7
Kading Properties	6	Thrivent Financial	7
Kapaun & Brown, Inc.	51	TIG: The Integration Group	14
		Timber Creek Enterprise, Inc.	39
		Williams Plumbing	2
		Wolfe Ranch/Quakerdale Family Services	5

Looking to volunteer?

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



Board of Directors

Zach Stahlin, Chair

Deb Wollam, Vice Chair

Damon Morrison, Treasurer

Erin McGregor, Past Chair

Amanda Accola

Michelle Burgess

Aimee Deimerly-Snyder

John Gervich

Kevin Harken

Carol Hibbs

Robert Maharry

Luisa Ortega

Kristin Polley

Carol Webb

Ex-Officio

Dr. Theron Schutte, MCSD

Dr. Anne Howsare Boyens, IVCCD

Staff:

John Hall

President & CEO

Sarah Smith

Vice President

Dylan Does

Tourism Director

Kate Bowermaster

Workforce Development Director

Alex Ferneau

Marshall County Economic

Development Director

Brittany Sichra

Event & Tourism Coordinator

Jenna Dooley

Administrative Assistant

Bruin Manufacturing Company featured on Fox Business Network's national segment, Manufacturing Marvels!



years and counting!

Founded over 75 years ago, Bruin Manufacturing is a family-owned plastic injection molding company that has remained in the same location in Marshalltown since its inception, recently expanding with a second production facility in Newton, IA. Originally established as a machine shop, Bruin quickly expanded into die casting before shifting exclusively to plastic injection molding in the late 1950's.

Bruin offers a full suite of design and engineering services, along with a full-service tool room. Since Bruin designs, builds, and maintains their client's molds onsite then produces the parts, they can immediately solve any production issues that may arise. This hands-on approach ensures fast turnaround times, lower costs, and precise molds meeting the customer's exact specifications.

Bruin uses premium steel to build durable molds, backed by a lifetime warranty at no extra cost. With full control from design to production, they ensure every part meets or exceeds expectations. At Bruin, they utilize robotics and automation enabling faster production, improved consistency, reduced waste and high-quality output around the clock. With lights-out manufacturing, machines operate continuously across three shifts, while only requiring one shift of personnel to maintain operations allowing Bruin to fulfill requirements across a broad spectrum of demanding industries.

Bruin Manufacturing Company was featured on Fox Business Network's national segment, Manufacturing Marvels! The segment aired on August 20th, showcasing Bruin's commitment to not only American manufacturing, but also Iowa manufacturing and innovative work being down right here in Iowa for 76

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 or questions on your Chamber membership billing, contact our office at office@marshalltown.org.

Riverside Cemetery



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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.



Congrats!

Heart of Iowa Big Brothers Big Sisters is pleased to announce that Brookelyn Schlawin has been named the new Executive Director. Brookelyn comes with a strong background in youth development and education, having been a first-grade teacher and, most recently, serving as a Match Support Specialist. This hands-on experience has given her a deep understanding of the Big Brothers Big Sisters program and the specific needs of young people in our community. A natural leader and effective communicator, she is excited to bring her skills to this new position.



Brookelyn, who has called Marshalltown home since 2019, was drawn to the diversity and resources available in town. She is eager to connect with even more of the community in this position. Brookelyn is especially looking forward to cultivating an alumni group and finding ways to reduce the Little's waitlist. In her free time, you might find her enjoying the outdoors, expressing her creativity, or listening to music with her husband, Max, and their 4 cats.

Marshalltown Christian School is pleased to announce that Matthew Hoven has recently been installed as school board president at its annual school board meeting.

"As MCS grows and matures, I am excited to see what God has planned for it and what His plans will mean for its role in Marshalltown," said Hoven. Hoven joined the MCS Board of Directors and Building & Grounds Committee in 2021 and served as vice president during the 2024-25 school year.



Passing the torch was Justin Goodwin, outgoing board president, who will remain on the Board of Directors as board treasurer and chairman of the Finance Committee. "Matthew is a proven and strategic leader with a passion for advancing the mission of MCS. I'm excited to have him take up this new leadership position on the MCS Board," said Goodwin.

Other officers selected were Mikki Johnson, vice president, and Marilyn Downs, secretary. Board members include Michelle Brown, Penni Chadderdon, and Nick SyWassink.

(we just have to *brag a little*)

Welcome!

McFarland Clinic is pleased to announce that Amy Epstein, CNM, ARNP, will join McFarland Clinic's Obstetrics & Gynecology (OB/GYN) Department in Ames on August 1. Amy will see patients at McFarland Clinic in Ames and in Marshalltown.

Amy received her Bachelor of Science in Nursing from Chamberlain Nursing University in Champaign, Illinois, and her Master of Science in Nurse Midwifery from Frontier Nursing University in Versailles, Kentucky.

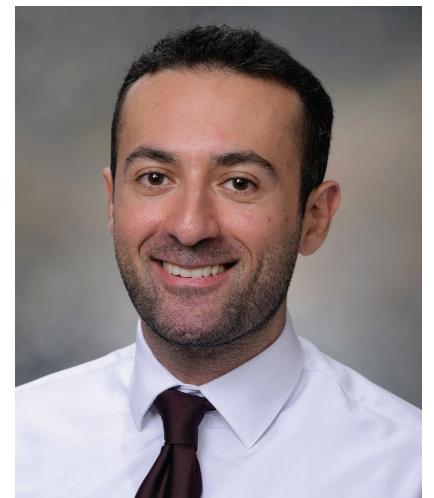
As a Certified Nurse Midwife, Amy will provide services for annual exams, STI testing, problem gynecology treatment, contraceptive counseling and prescriptions, prenatal care, labor and delivery support, and post-delivery support.



McFarland Clinic is pleased to announce that Suhail Haddadin, MD, has joined McFarland Clinic's Nephrology & Hypertension Department in Ames. Dr. Haddadin will also see patients at McFarland Clinic in Marshalltown (421 East Merle Hibbs Blvd.) and at McFarland Clinic in Carroll (1214 South Grant Road).

Dr. Haddadin received his Doctor of Medicine from The Hashemite University in Zarqa, Jordan, and completed his General Medicine internship at Royal Medical Services in Amman, Jordan. He completed his Internal Medicine Residency at Icahn School of Medicine at Mount Sinai in New York, New York. Dr. Haddadin completed his Nephrology and Hypertension Fellowship at the University of Minnesota in Minneapolis, Minnesota.

As a Nephrologist, Dr. Haddadin will provide services such as hemodialysis and peritoneal dialysis. Dr. Haddadin will also provide treatment and management for chronic kidney disease, anemia, electrolyte imbalance, end-stage renal disease, hypertension, and evaluation of proteinuria and hematuria.





CHAMBER AMBASSADORS VISITS



On August 1st we celebrated the Grand Opening of the Green Castle Campground. Green Castle Recreational Campground (2891 Green Castle Rd, Gilman, IA) provides electric hook-up sites with access to water, as well as ADA-accessible sites. Campsites operate on a first-come, first-served basis and feature self-registration. Campground includes playgrounds, picnic tables, fire rings and includes a shower house with restrooms.



The new Sport Courts at Riverview Park (402 Woodland St, Marshalltown) are officially open! Riverview Park located on the north edge of Marshalltown offers many amenities. Specifically at the sport courts you can find pickleball, volleyball, and basketball courts along with horse-shoe pits!

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

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

Thank You Ambassadors!



MARSHALLTOWN
AREA CHAMBER
OF COMMERCE



August 2025 Business After Hours at
Midnight Garden



August 2025 Caffeinated Conversations at
Guiding Star Marshalltown



www.marshalltown.org Statistics

	July '25	Avg/Month	YTD Total
Unique Visitors	11,909	10,102	70,712
Number of Visits	47,701	32,644	228,505
Page Views	371,205	230,807	1,615,650
Hits	912,480	617,871	4,325,098

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.

Connect Marshalltown Social Gathering meets Flower Bar: Build Your Own Bouquet

Monday, September 22, 2025

4:30 PM Networking begins, each person gets a free drink and appetizers are provided

5:00 PM Flower Bar Begins: Cost for the flower bar = \$15/person

Register online by September 15th, or \$20 day of the event (please note limited availability the day of) www.marshalltown.org/connect

Location: Tannin Wine Bar (125 E. Main Street)

Flower bar not your thing? Grab your friends and come by for a free drink, appetizers, and networking starting at 4:30 PM! Tannin will have the kitchen open, be sure to stick around for dinner.



CONGRATS!

**Celebrating 2
years with the
Chamber!**



**Kate Bowermaster
Workforce Development Director**



Central Iowa Capital Advisors



Gary Schaudt

**25 S. Center Street
Marshalltown, IA
641-752-2041**

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A message from the ISU Small Business Development Center:

Let's talk about customers....

Customers are faced with an abundance of choice to meet their needs in today's marketplace. Just like business owners they are, also, moving through an ever changing marketplace and have become more conscious about how they spend their dollars. We may not be able change the economic cycle, but we can manage customer experience.

If the business has a customer relationship management (CRM) system, this is a great time to see what the data is saying. Information to consider includes customer frequency, purchasing preferences, average sale. This data can help the business focus marketing efforts toward opportunities to encourage more customers and sales similar to those already occurring. If the business does not have or utilize a CRM system, it may be time to learn more about a CRM system and how it could help the business.

Next, understanding the business's unique customer information can be very helpful in retaining existing customers. For instance, perhaps we notice that a once regular customer is absent and a look at the CRM verifies the observation. The data probably doesn't say why. Why is helpful! A customer retention strategy to reach out to the client or clients for feedback would help. The change in use may be due to a previous poor experience, lack of product availability or simply a change in need on the part of the client. Armed with information we know whether effort should be spent reengaging the customer or developing a new one.

Finally, we should explore methods to keep our business top of the customer's mind. We could pursue free publicity, volunteer for activities that are meaningful to us, schedule an open house and invite, invite, invite. We could offer coupons or discounts for return visits, ask a customer what they like about our business, ask the customer about complimentary products that they would consider.

No doubt, many of us have already incorporated these ideas or similar ones into our business practices. And, if you are like me, when the business is humming I become lax with the customer focused activities. No worries! We can begin again!

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

Annual Educator Appreciation

Thank you to our sponsors!

2025 Educator Appreciation was presented by **Gregg Young Automotive Group!**

Gold Sponsors: **M. Gervich & Sons, Pinnacle Bank**

Silver Sponsors: **Bowman & Miller, P.C., Iowa Valley Community College District,
ITC Midwest, Marshalltown YMCA/YWCA**

Bronze Sponsors: **GNB Bank, McFarland Clinic, RACOM Corporation, Taylor's Maid-Rite**



The Marshalltown Area Chamber of Commerce was excited to help welcome back our local educators with delicious treats! First stop was Marshalltown Community College/Iowa Valley Community College District on August 13th with cookies from **Ma Brown's Cookies & More**. We then made some deliveries of muffins from **Salina's Small Cakes** to Marshalltown Christian School and St. Francis Catholic School on August 20th. To finish out the Educator Appreciation events we visited Marshalltown High School to provide paletas from **La Michoacana Xtra** to all of the Marshalltown Community School District employees on August 21st.

Nos Vemos en Marshalltown goes to the Iowa State Fair

We had a great two days at the Iowa State Fair! Sunday, August 10th, Nos Vemos en Marshalltown was the Presenting Sponsor of the Latino Celebration Night at the Iowa State Fair. Magali Marquez, of No Limits Real Estate, welcomed people on behalf of Nos Vemos en Marshalltown.

Thank you to our Nos Vemos en Marshalltown team sponsors!

Melisa Fonseca- Broker/Owner, Realtor Alta Vista Real Estate - Centro de Bienes Raíces*

No Limits Real Estate*

Ay Caramba

Mariscos El Capitan 2.0 Marshalltown*

Fuzzy Flower Face Painting

Midnight Garden*

Dave's Coffee Cake

MEMBERS1st Community Credit Union*

El Portal Mexican Restaurant*

Zamora Fresh Market*

Guadalupe Gomez, Realtor RE/MAX Precision*

America Angelica Zaragoza, Realtor RE/MAX Precision*

Hola America

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A & A Concrete

**Denotes Chamber member*



September is for Celebrating!

Marshalltown will be bursting at the seams for community celebrations as we enter the Fall. This month, the 13th Street District's community favorite, Harvest Market, returns. Bobcat pride will be in full effect during Homecoming week. The month will be capped off with Iowa's Favorite Family Festival, Oktoberfest.

Harvest Market returns on Friday, September 5th. 13th Street District Harvest Market 2025 will feature 30+ unique vendors, food trucks, and live musical performances featuring Not Quite Brothers in West End Park pavilion main stage as well as an acoustic stage with a line-up of regional performers. This fun, family-friendly event will host vendors hand-picked from around the Midwest with an assortment to interest all! This event brings something magical to our district! If there is an event to attend, this is it!

September 8th kicks off Bobcat Homecoming Week! The parade will happen WEDNESDAY night at 6p. Thursday, September 11th, Marshalltown hosts the state's largest cross-country race (2400 runners!!!!) at the Bobcat Invite. Top teams from across the street will be in attendance. The week is capped off with the Homecoming Game against our rivals from the north, Mason City.

Finally, Oktoberfest will fill the downtown, Thursday, September 25th through Saturday, September 27th. Kid's Night again highlights Thursday night. Food trucks, live music, and events will happen throughout the weekend, with 10-12k people expected to watch the parade Saturday morning.

For details from all events, check out www.meetinmarshalltown.com or Meet in Marshalltown on Facebook and Instagram.



13th STREET DISTRICT

HARVEST MARKET

FRIDAY, SEPTEMBER 5, 2025
N 13TH STREET & WEST END PARK 220 N 13TH ST. MARSHALLTOWN, IA

MARKET & KIDS ACTIVITIES 5:00-7:30P
MUSICAL PERFORMANCES 5:00-9:00P

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OKTEMBERFEST BAND LINEUP

FRIDAY, SEPT. 26TH
TREVOR PARRISH

SAT, SEPT. 27TH
BLACK TOP BAND

Downtown Marshalltown
7PM NIGHTLY

BLACKTOP

Oktemberfest 2025
Marshalltown, IA



Economic Statistics

Employment – Marshall County - June	2025	2024
(Source: Iowa Workforce Development)		
Labor force	20,245	17,250
Unemployed	1,253	990
Percent unemployed	6.2	5.8
Total employment	18,992	16,260

Marshall County Construction - June	2025	2024
(Source: Marshalltown Building Department)		
Building permits	15	6
New Residential Construction	\$0	\$0
Residential Addition/Remodeling	\$50,474	\$17,880
New Commercial/Industrial Const.	\$0	\$0
Commercial/Industrial Remodeling	\$6,380,828	\$0

Housing Sales Data - June	2025	2024
(Source: Mid-Iowa Regional Board of Realtors)		
Single family home sales	40	27
Median sale price	\$166,000	\$218,000

Upcoming Chamber Events

September 17 - 4:00 - 6:00 PM

Business After Hours at **The Outlet Co-Work & Space** hosted by **Century21 Signature Real Estate-The Polley Team**

September 23 - 7:30 - 9:00 AM

Caffeinated Conversations at **Alerus Financial Corporation**

November 6- Ladies Night Out

Chamber Members can get registered to participate by emailing Vice President, Sarah Smith (ssmith@marshalltown.org)
Ladies Night Out is open to the public.

November 13 - 11:00 AM - 1:00 PM

Member Appreciation Luncheon at the Chamber office

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



Lance Horbach
Agent



Marna Mitchell-Butler
Agent-CSA



Ryan Larmore
Agent



Pat Hageman
Agent



Paul Beals
Agent



Tyler Slagle
Agent



Mark Rohde
Agent



Rich Mohon
Agent



Heather Hanus
Agent-CSA



Jeni Chavarria
Administrative Assistant



Bonnie Ohrt
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Darla Rowley
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Carla Nordstrom
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Office Manager



Matt Roelsgard
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