

theDIGEST

February 2026

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MARSHALLTOWN AREA CHAMBER OF COMMERCE

Economic Outlook Breakfast

March 17, 2026
Doors open at 7:30 a.m.
Program begins at 8:00 a.m.
Midnight Garden (1501 S. 17th Avenue)

Event Presented By: Alliant Energy & ITC Midwest
Gold Sponsors: MARSHALLTOWN Company, M.
Gervich & Sons

The event will consist of a light breakfast and presentation on the State of Iowa's economy for 2025 by Debi Durham, Director of the Iowa Economic Development Authority (IEDA) and the Iowa Finance Authority (IFA).

Cost is \$30/person or table of 8 for \$200.
Register online.
www.marshalltown.org/economic-outlook-breakfast



Marshalltown Area Chamber of Commerce
P.O. Box 1000
Marshalltown, IA 50158

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MEMBER SPOTLIGHT

BT Training & Coaching is a woman-owned, solopreneur business that has been serving leaders in the Marshalltown area since 2023. BT Training & Coaching helps organizations develop new and emerging leaders by teaching the essentials of leadership: clear communication, setting expectations, accountability, delegation, and leading tough conversations. Sessions are engaging and interactive, built around real-world scenarios and the conversations leaders actually have at work. Leaders leave with tools they can use the same day. BT's training is practical and hands-on, built for real work and real people.

BT Training & Coaching was founded when Owner & Certified Coach, Brittany Titcomb, noticed a common problem in the workplace. Excellent employees get promoted into leadership positions and are expected to lead a team with very little knowledge of leadership essentials. BT's training solves that problem by equipping new leaders with the necessary tools to successfully lead their team.

"I support the Chamber because it connects local businesses, creates opportunities for growth, collaboration, and community impact, and fosters a sense of community," said Brittany Titcomb, "Being a mem-

Leadership Training & Coaching

Practical, hands-on, highly interactive leadership training that builds the core skills leaders need.

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- ✓ Leadership Workshops
- ✓ Leadership Coaching
- ✓ Team Development
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Brittany Titcomb
641-352-9080
levelupwithbt.com

ber matters because relationships are everything, and the Chamber helps strengthen those relationships while supporting the businesses that keep Marshalltown moving." BT Training & Coaching is proud to be part of the Marshalltown community and loves supporting local growth through leadership development and connection.

Strong leadership impacts performance, productivity, and retention. BT Training & Coaching helps leaders build the core skills that drive those results, including clear expectations, stronger communication, and real accountability.

Chamber Bucks FAQ

How do I purchase Chamber Bucks?

Chamber Bucks can be purchased at the Marshalltown Area Chamber of Commerce office located at 34 W. Main Street.

Chamber Bucks come in \$5, \$10, and \$25 increments. We accept cash, check, or credit card for payment. Need to place a large order? You can pre-order Chamber Bucks by contacting the Chamber office (office@marshalltown.org or 641-753-6645).

Where can I use my Chamber Bucks?

Chamber Bucks can be used at most businesses or organizations that are a member of the Marshalltown Area Chamber of Commerce. In addition to redeeming Chamber Bucks at retail locations, you can use them to pay a utility bill or donate to a local charity/non-profit! Contact our office for an updated copy of the Chamber Bucks Redemption list.

How do I use my Chamber Bucks?

Chamber Bucks are treated like cash. Simply hand the Chamber Bucks over to the business or organization that you are redeeming them and that's it!

I am a Chamber member business/organization.

How do I accept Chamber Bucks?

All Marshalltown Area Chamber of Commerce members can accept Chamber Bucks just like they would cash/check.

1. If the payment is more than the amount of the bill, simply give the customer change.

2. Be sure to stamp or otherwise clearly endorse the back of the check so that your organization name is clearly visible.

3. Deposit Chamber Bucks checks along with other checks and cash in your normal bank deposit. The full amount of the Chamber Bucks check will be credited to your account.

It's that simple!

Don't see your question answered here? Contact the Chamber Office for more information.

(office@marshalltown.org or 641-753-6645)

Thank You Reinvesting Chamber Members

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

A&M Cleaning Services LLC	3	Mary Curley	3
BeMobile Verizon	16	Mary Rund	18
Comfort Inn	2	Midnight Ballroom & Midnight Gardens	8
Community Choice Credit Union	2	MinuteMan Printing & Graphics	30
Douglas Reese	44	No Limits Real Estate	1
Earl May	1	Nutrien Ag Solutions	34
Energy 106.7 FM	31	Oliver Beene Designs	6
Executive Inn Motel	4	S & S Lawn & Landscape Maintenance	1
Gregg Young Automotive Group	3	SportsPlus Sports	
Karl Auto Group	4	Medicine & Physical Therapy	26
La Carreta Mexican Grill	2	The 918	5
Lara's Bakery 3	5	Tremont on Main	31
Legends American Grill	16		

Thank you to all of our members who participated in the Macc Elf promotion in December!

Alerus
Brown's Shoe Fit Co.
Eyemart Optical Center
Farmers Savings Bank
First Interstate Bank
Grimes Farm Conservation Center
Hometown Veterinarian
House of Color - April Coulter
LifeServe Blood Center
Lillie Mae Chocolates
McGregor's Furniture & Mattress
MEMBERS1ST Community Credit Union
Midnight Ballroom
Nane's Salon & Spa
Oliver Beene Designs
QPS
Real Deals-Marshalltown
Riverside Cemetery
S&S Lawn & Landscape Maintenance
Scooter's Coffee
Shoe Sensation



Smokin' G's BBQ, Restaurant and Catering
State Street Trading Company
Sub City
Tannin
Taylor's Maid Rite
The Outlet Co-Work & Space
Tremont on Main

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.

Ryde LLC

George Valdes, CEO & Meghan Valdes

515-570-0480

www.rydefordtoddodge.com

rydefordtoddodge@gmail.com

Ryde is your go-to transportation service for all occasions—whether you're heading to the airport, a concert, a wedding, or need reliable wheelchair medical transportation.

With flexible options including one-way trips, round trips, hourly rates, or hiring for the day, Ryde makes it easy to get where you need to go—your way. Rates vary by trip, so you get exactly what fits your needs.

Grounded

Olivia Ogston, Owner

36 W. Main Street, Marshalltown

641-654-8451

groundedmtown@gmail.com

Grounded serves specialty coffee and a rotating pastry menu with items like cookies, scones, cinnamon rolls and more! Enjoy everything in a cozy, inviting space designed for connection, complete with a fun kids' area, handmade gift items, and local art for sale. Be sure to stop by, support local, and experience everything Grounded has to offer!





Board of Directors

Zach Stahlin, Chair
 Deb Wollam, Vice Chair
 Damon Morrison, Treasurer
 Erin McGregor, Past Chair
 Amanda Accola
 Michelle Burgess
 Aimee Deimerly-Snyder
 Mark Doland
 John Gervich
 Kevin Harken
 Carol Hibbs
 Heather Knebel
 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
Jake Buchanan
 Tama County Economic
 Development Director
Brittany Sichra
 Event & Tourism Coordinator
Jenna Dooley
 Administrative Assistant

Congrats!

Pinnacle Bank announces the election of Damon Morrison to Chairman of the Board. Morrison is the President & CEO of Pinnacle Bank and joined the organization in 2015 serving on the Board of Directors since that time.

Morrison graduated from Culver-Stockton College with a Bachelor of Science Degree in Business Administration and later graduated from the Graduate School of Banking at the University of Wisconsin. He has accumulated over 30 years of banking experience in various departments and leadership roles all with an emphasis on community banking. Damon and his wife Heather are the proud parents of Brian, Kaitlyn and Emily and reside in Marshalltown.

“I am honored to have been elected Chairman of the Board of Directors of Pinnacle Bank. I extend my appreciation to the retiring Chairman, the dedicated Board Members, the hard working and forward-thinking Executive Management Team, all of Pinnacle Bank’s tremendous officers and employees and the Meskwaki community that I have had the honor of serving over the last decade. I am humbled at the continuing support and patronage of our customers in all the communities we serve. Pinnacle Bank’s promise is to serve our customers with authenticity and care by connecting them with financial solutions that will help them in Reaching New Heights.”

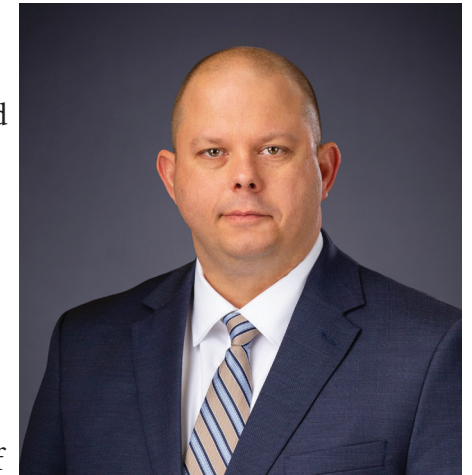


David Burrell, Chairman of **Pinnacle Bank**, announced his retirement from Pinnacle Bank effective January 9, 2026 after nearly 18 years of dedicated service. Burrell was instrumental in the acquisition of the bank in 2009 and has provided vision and leadership to transform Pinnacle Bank into a leading community bank with a promise to serve our customers with authenticity and care, connecting them with financial solutions to help them reach their financial goals. “It has been an honor and a privilege to work with all the employees, associates, and clients of Pinnacle Bank for almost 18 years. I will miss the partnerships I have forged, but I know that Pinnacle will continue to grow and succeed,” stated Burrell. Pinnacle Bank would like to wish Burrell well in retirement as he concludes his 50-year banking career.

Connie Allen has been promoted to Commercial Banking Compliance Manager at **First Interstate Bank**. In this new role, Allen is responsible for ensuring commercial banking processes meet the highest standards of quality and adhere to regulations.

Allen has been with First Interstate for 30 years, serving in multiple roles, including Branch Manager, Consumer Protection Consultant, CRA Analyst, and, most recently, Compliance Officer. “I am excited to collaborate with not just our Commercial Banking team, but the entire bank, to continue meeting the needs of our communities,” Allen said.

Allen has volunteered at several organizations, including the Iowa Veterans Home, where she helped organize the many donated books, movies, and audio tapes. She enjoys spending her free time with her family and her two horses. Allen can be reached at connie.allen@fib.com.





(we just have to *brag a little*)

Congrats!

Laurin Goecke and Josh Hespen, Business Development Officers at **GNB Bank's Marshalltown** location, have successfully completed the 2025 Iowa Bankers Association Introduction to Commercial Lending School.

The school is an intense three-day program sponsored by the Iowa Bankers Association. The purpose of the IBA Introductions to Commercial Lending School is to give students a basic understanding of the principles and concepts of commercial lending.

The curriculum for the school involves an extensive case study, as well as classroom lecture and problem loan exercises.

Goecke joined GNB in late summer. She earned her bachelor's degree in Agricultural Business and Agricultural & Rural Policy Studies from



Iowa State University and is currently pursuing her MBA with a specialization in Finance from the University of South Dakota. She assists with her family's farming operation, when she isn't busy studying.

Hespen started with GNB this fall. He earned his associate's degree in business from DMACC and brings valuable experience from his previous roles as a Personal Banker and Branch Manager at GreenState Credit Union. He is excited to continue to



grow his banking knowledge, serve our communities, and help customers achieve financial success.

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.

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

Welcome!

Elmwood Country Club is excited to welcome Jaylynn Haertel as General Manager. She grew up in Arvada, Colorado before attending Iowa State University, graduating with degree's in Business Management and International Business. Throughout her life she has been passionate about both golf and hospitality.

Jaylynn has previous experience in private clubs bringing an extensive understanding of customer service. "My goal is to provide a place where everyone is welcome. I want to create a place for families to create new memories that will last a life time" says Haertel. "I am excited to be a part of the Marshalltown community. Country Clubs are not only for those who golf but, an exclusive atmosphere to enjoy a meal, lounge by our newly renovated pool, and make new lifelong relationships. I welcome everyone to our upcoming open houses at Elmwood".



McFarland Clinic is pleased to announce that Larissa Smith, ARNP joined McFarland Clinic's Family Medicine Department in Marshalltown on January 1, located at 421 East Merle Hibbs Boulevard.

Larissa received her Bachelor of Arts in Biology from the University of Northern Iowa in Cedar Falls, Iowa. She received her Bachelor of Science in Nursing from Colorado Technical University in Colorado Springs, Colorado. Larissa received her Master's of Science in Nursing from Clarkson College in Omaha, Nebraska.

As a Family Medicine provider, Larissa will provide services such as acute care for short-term illnesses, preventative care, health screenings and physical exams for all ages, immunizations, and treatment of complex/long-term medical conditions.





CHAMBER AMBASSADORS VISITS

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www.wanateeaccounting.com

Wanatee Accounting Services has been committed to helping individuals and businesses navigate their financial journeys with accuracy, integrity, and personalized support for 32 years.

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

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 more information on advertising in the Chamber Digest contact Chamber Vice President

Sarah Smith.

641-753-6645

ssmith@marshalltown.org

5 YEARS FREE MAINTENANCE

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RETIRING?**

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can put your financial future
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Thank you to all of our mem-
bers who participated in Small
Business Saturday 2025!

Brown's Shoe Fit Co., Grounded,
Happily Ever Crafted - In Stitches,
Lillie Mae Chocolates, Mariscos El
Capitan 2.0, Nane's Salon & Spa,
Oliver Beene Designs, Real Deals
- Marshalltown, Shoe Sensation,
Smokin' G's BBQ, Restaurant and
Catering, Stepping Stones Chris-
tian Bookstore, Taylor's Maid Rite,
Tremont on Main, and Tremont
Grille.

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Sean K. Heitmann
Brandon J. Buck
Ian J. Buchwald
Patrick C. Streit

26 S. 1st Avenue Suite 302
Marshalltown
641-752-4271
www.marshalltownlaw.com



Our second Spectacular Savings Chamber Bucks Sale Presented by
Gregg Young Marshalltown Chevrolet happened on December 5th.
Thank you to Gregg Young for this sponsorship! We sold \$25,000 in
Chamber Bucks that day!



Central Iowa Capital Advisors

Gary Schaudt

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Marshalltown, IA
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Other Services: Share Draft (checking), Safety Deposit Box Rental, Direct Deposit of payroll, Recurring payments, On-line Banking, E-Statements, Mobile Banking, On-line bill payment, VISA Gift Cards, Debit Cards, Money Orders, Wire Transfers, ATM at Lennox Industries, Notary Public, Drive-Up Window (2 lanes), UPS Overnight Service, Education Scholarship Programs, Photocopy services, Family Membership



**December 2025 Business After Hours
at Pinnacle Bank**



**January 2026 Business After Hours
at Glenwood Place**



www.marshalltown.org Statistics

	December '25	Avg/Month	YTD Total
Unique Visitors	12,292	12,134	145,608
Number of Visits	21,088	35,913	430,943
Page Views	227,442	259,278	3,111,331
Hits	644,073	669,026	8,028,307

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.



"Serving Our Community Since 1863"
Riverside Cemetery

611 North Center St
Marshalltown, Iowa
641-753-7891

Headstone sales - Burial spaces available
caring for generations with dignity.

A message from the ISU Small Business Development Center:

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

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



December 2025 Connect Marshalltown Ugly Sweater Party at Wayward Social



Need an employee? Looking for an employer?
Check out the Chamber's
Marshalltown Job Postings
at www.marshalltown.org.

RAGBRAI Announces a Return to Marshalltown!

On Saturday, January 26th, at 8 PM at the Vibrant Music Hall in Waukee, Marshalltown was announced as the RAGBRAI overnight stop on July 22nd. This is the first time RAGBRAI has returned overnight since 2012. The RAGBRAI was marked by the torrential rain and the “Red Solo Cup”.

The shortest route in RAGBRAI history will begin in Onawa and end in Iowa’s oldest city, Dubuque, with overnights in Harlan, Guthrie Center, Boone, Marshalltown, Independence, and Dyersville.

This will be an incredible opportunity to showcase all our progress, our community, and our hospitality. For more information on the overall RAGBRAI ride, you can go to www.RAGBRAI.com. For local vendor, band, volunteer opportunities, and information go to www.marshalltown.org/ragbrai

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

Like us on Facebook & Instagram

@mtownchamber

@meetinmarshalltown

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 Chat - Sundays

6:30 a.m. on 92.9 KDAO FM

7:30 a.m. on 1190 KDAO AM



July 22nd, 2026

DAY 4

62.2 MILES 1,563 FT




MARSHALLTOWN



January 2026 Caffeinated Conversations at US Bank



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 for the public and members to view on our website, www.marshalltown.org under the Work in Marshalltown tab.



The Main Event is the official branding for Marshalltown's comprehensive downtown streetscape redesign. This multi-year, community-led transformation will make our downtown more accessible, more attractive, and more connected for everyone. The Main Event project is divided into three major phases over two years

to minimize disruption and keep downtown accessible. Phase 1 is complete, Phase 2 finalization work needed to be cut short for the season, those final touches will resume alongside Phase 3 when construction starts back up this spring. Stay up to date on all things reconstruction at www.marshalltown.org/main-event.

Chamber member benefit tip

Did you know a benefit to Chamber membership is that you are able to "brag" about your business or organization in The Digest? Grand openings, management changes, employee promotions, moves, organization name changes, expansions, accomplishments, awards, and major developments all qualify. Space is limited, so please keep submissions to a maximum of six sentences. Photos should be sent in JPEG format. The editor reserves the right to determine what is included. If you have Marshalltown area news to brag about, submit it to Sarah Smith via email at ssmith@marshalltown.org.

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.

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



Economic Statistics

Employment – Marshall County - September	2025	2024
<i>(Source: Iowa Workforce Development)</i>		
Labor force	19,800	17,010
Unemployed	950	800
Percent unemployed	4.8	4.7
Total employment	18,850	16,210

Marshall County Construction - November	2025	2024
<i>(Source: Marshalltown Building Department)</i>		
Building permits	14	4
New Residential Construction	\$745,341	\$9,240
Residential Addition/Remodeling	\$40,315	\$42,000
New Commercial/Industrial Const.	\$0	\$0
Commercial/Industrial Remodeling	\$40,373	\$162,639

Housing Sales Data - November	2025	2024
<i>(Source: Mid-Iowa Regional Board of Realtors)</i>		
Single family home sales	34	16
Median sale price	\$147,500	\$222,050

Upcoming Chamber Events

February 18 - 7:30 - 9:00 AM

Caffeinated Conversations at **United Bank & Trust**

February 24 - 4:30 - 6:00 PM

Business After Hours at **Alerus**

March 17 - 7:30 - 10:00 AM

Economic Outlook Breakfast

Register online at www.marshalltown.org/economic-outlook-breakfast

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

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

To order call or email
641-753-6645/office@marshalltown.org



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
Processor



Daria Rowley
Agent-CSA



Carla Nordstrom
Agent-CSA



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Office Manager



Matt Roelsgard
Information Systems



Denice Vega
Agent-CSA