

Chamber Digest

April 2013

Volume 30 Issue 11



Upcoming Events

- April 4:** Business After Hours, Child Abuse Prevention Services, 5:00 - 6:30 p.m.
April 9: Restaurant Night Out, Legends, 4:30 - 7:30 p.m.
April 16: "What's the Value of Your Attitude" training, 11:30 a.m. - 1:00 p.m.
April 22: Lunch & Learn, Noon
April 23 - 25: Washington D.C. Summit

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What's the Value of your Attitude?

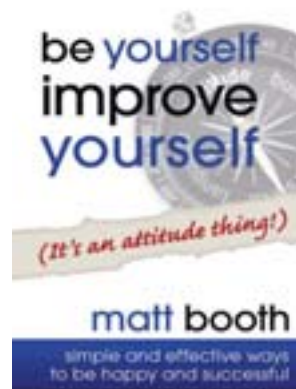
The Marshalltown Area Chamber of Commerce and presenting sponsor Emerson - Fisher are excited to bring Iowa-based trainer Matt Booth to Marshalltown for a 90-minute session called "What's the Value of Your Attitude?" on Tuesday, April 16 at the Fisher Community Center. The training will take place from 11:30 a.m. - 1:00 p.m.

"There is an old saying that says 'attitude is everything.' Is that true? I think attitude is the start of everything! Attitude determines your thoughts and ultimately your actions," stated Booth. "In this program you will find that being positive as often as possible helps you be more successful at what you do. You'll leave this program with practical take-a-ways and the motivation to implement them. What's the value of your attitude?"

Cost is \$20 for Chamber members, \$30 for non-members, which includes lunch. Attendees will have a chance to win one of ten copies of Booth's book *Be Yourself. Improve Yourself.*

Matt Booth is the attitude expert. Matt is an engaging speaker and author who encourages people to chase their dreams. He is direct, thought-provoking, and inspiring. To achieve personal satisfaction and professional success, Matt's philosophy is simple: You Must Be Yourself and Improve Yourself.

Register online at www.marshalltown.org/chamber/events.php through April 12.



Professional Development Training Opportunity Presented by Emerson - Fisher

What's the Value of Your Attitude? Matt Booth

Tuesday, April 16, 2013
11:30 a.m. - 1:00 p.m.

\$20 for employees of Chamber member businesses,
\$30 for non-members

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This direction

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Marshalltown, IA 50158
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MEMBER SPOTLIGHT

M. Gervich & Sons

M. Gervich & Sons, Inc. is a third generation scrap processing facility started in 1904 by Morris Gervich. Gervich & Sons is a direct mill shipper of both ferrous and non-ferrous scrap, including appliances and e-scrap (electronics scrap like computer components), to consumers domestic and overseas. The company specializes in handling industrial, manufacturing, and demolition scrap and can provide a variety of containers and trucks to suit any particular hauling needs. With over 100 years of experience they can offer solutions to help streamline your scrap handling while offering maximum value.

In 2005 Gervich & Sons Inc. made their most recent expansion by relocating the new steel and aluminum division to its own site just 2 blocks west of the scrap facility.



“Being a business owner definitely has its challenges but I like being in control & responsible for our own successes or failures,” said Gervich. “As a business owner in the scrap metal business its important to follow and track economic issues on a global scale whether it be Greek economic meltdown or China’s economic GDP.”



Doug and his team at M. Gervich & Sons believe it’s important to support the Chamber because the Chamber’s mission is to grow and enhance commerce in the area.

“The Chamber and MEDIC offer excellent leadership in the ongoing struggle to bring investment and jobs to the area. The Chamber keeps us informed with regard to legislative issues impacting business and, when necessary, the Chamber can provide a single voice advocating for business,” added Gervich.

For more information on M. Gervich & Sons, visit www.gervich.com or contact the staff at 641-753-3359. Chamber members will also have an opportunity to attend a Lunch & Learn event at M. Gervich later in this calendar year.



“Recycling had been around for over 100 years. Morris Gervich started the business as a ‘collector’ where he traveled the countryside collecting and recycling metal, paper, rags, old bones, and buying furs,” said M. Gervich owner Doug Gervich.

The company’s 27 employees are very involved in the community including Chamber and MEDIC activities, the Marshalltown Young Professionals, 13th Street revitalization, Rotary Club, among others.

Listen weekly to
Chamber Chat
Sunday Mornings 6:30 a.m. on
99.5 KDAO FM
7:30 a.m. on 1190 KDAO AM



www.marshalltown.org Statistics

	Feb 13	Avg/Month	YTD Total
Unique Visitors	2,944	2,994	5,987
Number of Visits	8,213	7,332	14,663
Page Views	56,496	39,813	79,626
Hits	133,952	100,849	201,698

The Chamber’s website traffic continues to be strong. Is now the time to consider upgrading your listing and increasing your online visibility?

Don’t forget to check the Chamber website for business directory information, event photos, program information and calendar of events. Contact Lynn Olberding at the Chamber office for more information.

LEADERSHIP

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709 South Center Street
P.O. Box 1000
Marshalltown, IA 50158
Phone: 641-753-6645
Fax: 641-752-8373
Email:
info@marshalltown.org

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Chair: Sharon Greer



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The Chamber Digest is a monthly publication of the Marshalltown Area Chamber of Commerce, in cooperation with the Marshall Economic Development Impact Committee and Marshalltown Convention & Visitors Bureau, who collaborate in creating opportunities for businesses, residents and visitors.

Thank You Reinvesting Members

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



1st Rate Real Estate	10
AAA Ankeny	3
Accu-Tax	13
Ace Precision International	1
American Family Insurance - Otto	1
Anytime Fitness	1
Appliance Doctor	21
Atha, Bob & Donna	13
Balvanz Electric, LLC	1
Big 8 Tyre Center	13
Big Brothers/Big Sisters	11
Brandenburg Tax & Accounting	6
Cabinet Shoppe, The	9
Central Iowa Farm Store	15
Designz by Dawn	1
Downey & Gantz DDS PC	11
Fareway Stores, Inc.	49
GNB Bank	1
Griffith Home Builders	1
Gulbranson, Pat	1
H & R Block	6
Hearing Unlimited	1
Hellberg's Jewelers	19
Inman Chiropractic	1
KCRM Radio 96.7 FM	9
Kwik Star #607	19
Larry's Towing & Tire	13
Lawn Doctor	4
Linn Creek Indoor Golf	1
Marshall Glass	15
Marshalltown Christian School	7
The Optical Center	15
Professional Developers, Inc.	11
Riddle's Group, Inc.	15
Sign Creations	13
State Farm - Phyllis Mazour	18
U.S. Cellular	17
Village Cooperative	1
Windstream	10

Did you know Marshalltown Area Dollars are available all year round? They are perfect for your friends, family and coworkers! They are great gifts - always the perfect fit!

Business After Hours

April 4, 2013
5:00 - 6:30 p.m.
Child Abuse Prevention Services
811 East Main Street

May 2013
Culver's
16 Iowa Avenue West

June 6, 2013
4:00 - 6:30 p.m.
Marshalltown Broadcasting
123 West Main Street

July 17, 2013
5:00 - 7:00 p.m.
Hampton Inn & Suites
20 Iowa Avenue West

August 2013
Iowa River Hospice
502 Plaza Heights Road

September 2013
Community Foundation of
Marshall County
11 North 1st Avenue



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FACES & PLACES

Faces & Places is a monthly feature in the Chamber Digest. Each month this column will feature information about Marshalltown Area Chamber of Commerce members and volunteers. **Faces & Places** is a great way to utilize your Chamber membership.

Submissions may include grand openings, management changes, employee promotions, moves, expansions, major developments and award recognition. Submissions may include a photograph, if provided in a JPEG format.

Due to space limitations, each item for **Faces & Places** should be no more than six sentences in length. The editor reserves the right to determine what is newsworthy and included in the column. Items that will not be accepted include: email changes, seminars or special event promotions that would be better addressed through advertising venues.

To submit your news, email lolberding@marshalltown.org and put **Faces & Places** in the subject line, or mail information to **Faces & Places**, P.O. Box 1000, Marshalltown, IA 50158. Submissions must be received by the 10th of the month for inclusion in the following month's Chamber Digest.

Information printed in the **Faces & Places** section is supplied by Chamber member businesses and organizations and is not an endorsement by the Marshalltown Area Chamber of Commerce.

Earth Day Community Cleanup

Cleaniac invites the public to show pride in Marshalltown by rolling up your sleeves Saturday, April 20 and volunteering to prepare local city parks for a busy season of use as part of Cleaniac's "Earth Day Community Cleanup."

Volunteers will be picking up trash, raking leaves or other various activities at the following locations: 9:00 a.m. - 12:00 p.m. at Anson Park, 301 East Anson Street (MHS students will work this location); 9:00 a.m. at Elks Park, 516 North 3rd Street; 10:00 a.m. at Gold Finch Park, 310 West Merle Hibbs Boulevard; and 11:00 a.m. at Timber Creek Park, 609 East Southridge Road.

To participate, please send an email to info@cleaniac.org or contact Committee President Dan Engesser at 641-752-1087 and indicate which green space you would like to help refurbish, along with your name, phone number, email address, and the number of possible volunteers who may be assisting you. Gloves, trash bags and bottled water will be provided.

In the event of inclement weather, a rain date is scheduled for April 27.

For more information, visit Cleaniac's Facebook page at www.facebook.com/Cleaniac.



Community Theater production

The next production of the Marshalltown Community Theater is *Steel Magnolias*, a comedy-drama about life and relationships. The action centers on Truvy's beauty parlour and the women who gather there. The story begins on the morning of Shelby's wedding and covers events over the next three years, including Shelby's decision to have a child despite having diabetes. Although the main storyline involves Shelby, her mother and Shelby's medical battles, the underlying group-friendship among all six women is prominent. There is also a glimpse of the unlikely friendship between Clairee and Ouiser; Annelle's transformation and Truvy's relationships with the men in her family.

This production is directed by Peggy Schoer. The cast is:

Truvy - Diane Pappas
Annelle - Danica Matthews
Clairee - Julie Kruse-Brewer
Shelby - Missy Hall
M'Lynn - Brenda Jensen
Ouiser - Brenda Morris

Show dates: April 26 and 27 at 7:30 p.m., Sunday, April 28 at 2:00 p.m. May 3 and 4 at 7:30 p.m.

For tickets and more information, contact the Marshalltown Community Theater Box Office at 641-752-4164.

April Business After Hours

Thursday, April 4

5:00 - 6:30 p.m.

Child Abuse Prevention Services

811 East Main Street

Good food. Good drinks. Good conversation.

Become a fan of the Chamber on Facebook!

Help us reach our goal of over 500 fans on Facebook. "Like" the Marshalltown Area Chamber of Commerce and encourage your friends.

It's a great way to stay up-to-date on what's happening, view event photos and more!



The Chamber office is located at 709 South Center Street.

641-753-6645 • www.marshalltown.org

Normal office hours are Monday - Thursday:

8:00 a.m. - 5:00 p.m. and

Friday: 8:00 a.m. - 4:00 p.m.

**You can purchase Area Dollars during all office hours.
Have a large Area Dollars purchase? Call in advance and we'll have it waiting for you!**

New Members

Following is a list of businesses that have invested in the greater community by joining the Marshalltown Area Chamber of Commerce. Please support these businesses when making purchases and business decisions.

Anderson Funeral Homes

Jody & Amy Anderson, Owners
405 West Main Street
Marshalltown, IA 50158
641-753-5511

Anderson Funeral Homes is a family-owned business providing funeral, burial, and cremation services in a personal, professional and caring manner.

Keith Bloomquist

2313 Knollway Drive
Marshalltown, IA 50158

Hunters Point Kennel

Justin McGill, Owner
3409 Iowa Avenue West
Marshalltown, IA 50158
812-216-4119

Hunters Point Kennel provides signature started hunting dogs, as well as professional guide service for groups large or small and some training services.

Lite for Life

Kim Hanken, Manager
3109 South Center Street
Marshalltown, IA 50158
641-752-9260

Lite for Life is a weight loss consulting center and healthy food market, designed to provide customizable life-long weight loss results.

Marla's Headliner on Main

Marla Grabenbauer, Owner
118 West Main Street
Marshalltown, IA 50158
641-752-3122

Marla Grabenbauer and her staff provide full-service beauty salon and spa treatments, as well as unique gift items, including clothing and jewelry.

Marshalltown Alarm Inc

Don Anderson, President
912 South 14th Street
Marshalltown, IA 50158
641-758-3400

Marshalltown Alarm Inc specializes in security products.

Sue Martin

2349 Whispering Oak Road
Marshalltown, IA 50158

NuCara Pharmacy - North

Pamela Wong, Pharmacist/Manager
312 East Main Street
Marshalltown, IA 50158
641-752-4007

In addition to being a full-service community-based pharmacy, NuCara also specializes in custom prescription compounding, home medical equipment, ostomy and wound care, home oxygen/respiratory services, after-breast surgery products, IV services, medication packaging, and more.

Piping Engineering

John Lint, President
10550 New York Avenue, Suite 102
Urbandale, IA 50322
515-559-6228

Piping Engineering is a mechanical contractor that works closely with Marshalltown-based Emerson - Fisher.

Top Notch Tree Service

Jeremy Adkins, Owner
2101 East Nevada Street
Marshalltown, IA 50158
641-485-0552

Top Notch Tree Service specializes in tree topping, tree trimming, tree removal, storm damage cleanup, mulch deliveries, wood chipping, commercial and residential snow removal and hauling.

Urban Effects MedSpa

Susan Cross & Janet Calhoun, Owners
24 East Main Street
Marshalltown, IA 50158
641-328-1042

Urban Effects MedSpa offers tailored professional facial treatments, as well as therapeutic body treatments in a relaxing spa environment.

If you or a business owner/operator you know would like more information about joining the Marshalltown Area Chamber of Commerce, please contact Lynn Olberding at the Chamber office at 641-753-6645.

CONVENTION & VISITORS BUREAU

For the time and a description of the events below, log on to the MCVB website's Calendar of Events at www.VisitMarshalltown.com

April 2013 Calendar of Events

Event	Date	Location
Bingo	Tuesdays	Senior Citizens Center
Duplicate Bridge	Wednesdays	Senior Citizens Center
Library Storytime	Wednesday	Public Library
Kids Open Art Studio	Saturdays	Fisher Community Center
Pickleball Open Gym	Sun, Thurs	Veterans Coliseum
KFJB Radio Auction	April 1-4	1230 on your Radio
Nature Story Hour	April 3	Grimes Farm & Conservation
Marshalltown Reads Poetry	April 4	Public Library
Citizen of the Year Roast	April 4	Best Western Regency Inn
Lioness Card Party	April 5	Midnight Ballroom
'Charlotte's Web'	April 5-7	Orpheum Theater Center
Spring in Bloom Craft Show	April 6	Fisher Community Center
Home & Garden Show	April 6	Marshall Town Center
Total U Girls Conference	April 6	Dejardin Hall
Men's Chorus Concert	April 6	MHS Auditorium
Bingo	April 11	Fairgrounds
'Moby Dick'	April 12-14	Orpheum Theater Center
Uncle Ike Nature Program	April 13	Izaak Walton League
Dallas Brass	April 13	MHS Auditorium
Nature Story Hour	April 17	Grimes Farm & Conservation
Brown Bag Bunch	April 17	Grammer Grove
All Iowa Reads Book Discussion	April 18	Public Library
History Day Presentations	April 18	Historical Museum
The Grey Area	April 18	Orpheum Theater Center
Beaux Arts Ball	April 19	Knights of Columbus Hall
'Kidnapped!'	April 19-21	Orpheum Theater Center
Earth Day Activies	April 20	Grimes Farm & Conservation
Community Day Cleanup	April 20	Elks/Gold Finch/Timber Creek Park
Ames Chamber Artist	April 20	St. Paul's Episcopal Church
Bingo	April 25	Central IA Fairgrounds
Comedy Night	April 25	Orpheum Theater Center
Stand up for Children Rally	April 26	Courthouse Lawn
'Hairspray'	April 26-28	Orpheum Theater Center
Steel Magnolias Play	April 26-28	Martha Ellen Tye Playhouse
AKC Dog Show	April 27-28	Fairgrounds
Monday Movie Matinee	April 29	Public Library

Post your 2013 events FREE on the MCVB self-posting calendar at www.visitmarshalltown.com

April 2013 Meetings & Conventions

Group	Date	Location
Total You Girls Conference	April 6	IA Valley Continuing Ed
Iowa Student Council Conference	April 10	IA Valley Continuing Ed
MAT Tumbling Invitational	April 13-14	IA Valley Continuing Ed
USSSA	April 13-14	South 6th Street Complex
NAPUS	April 26-29	Best Western Regency Inn
American Kennel Club Dog Show	April 27-28	Central IA Fairgrounds
USSSA	April 13-14	South 6th Street Complex

Marshalltown Speedway racing season begins

The Marshalltown Speedway kicks off its 49th season on Friday, April 5 with the Tri-County Heating Frostbuster. Race promoter Toby Kruse has commitments from drivers throughout Iowa as well as from the four states surrounding Iowa. Fans are welcome to come to the Speedway as early as 5:30 p.m. and racing starts at 7:30 p.m.. You won't want to miss the 7th Annual World Nationals on Friday, September 20 and Saturday, September 21.

Race fans can purchase tickets at the Speedway. Children 11 and under are \$2.00, adults are \$9.00, seniors 65+ are \$7.00 and pit passes are \$22.00 per race.

For a complete race schedule go to www.marshalltownspeedway.com



Go to www.visitmarshalltown.com for a list of lodging, shopping, dining, recreation, attractions and more!



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752-5500
2110 South Center



Karri Henning, Broker/Owner
Valerie Bellile ★ Kristin Polley
Janet Miller ★ G. Ward Miller
Martha Garcia ★ Moises Garcia
Joan Johnson ★ Connie Mogard
Jane Chizek ★ Reed Riskedahl

CONVENTION & VISITORS BUREAU

Iowa State Barbeque Championships

The 15th Annual Iowa State Barbeque Championships are slated for June 21 and 22 at Riverview Park in Marshalltown, Iowa.

Events kick off Friday afternoon with a classic car show, BBQ samples for sale, baggo, disc golf and other entertainment. Minor Night, Richard Arnt and Loose Neutral will all take the stage throughout Friday evening.

Friday also features the Iron Skillet and Kid's Que competition. These contests are open anyone. In the Iron Skillet competition each team receives a mystery protein, fruit and vegetable on the day of the contest with two hours to create a dish using the food provided. Participants in the Kid's Que will receive a small grill to create their own BBQ masterpiece. Contest entry forms are available at www.marshalltownbbq.com.

Saturday afternoon the BBQ contest officially begins. Winners will be announced at 4:00 p.m.

Throughout the two-day event patrons will be able to sample amazing BBQ from the best cooks around.

The Iowa State Barbeque Championships are sponsored by the Iowa Barbeque Society.

For more information visit www.iabbq.org/marshalltown.



www.visitmarshalltown.com

Linn Creek Arts Festival



Festival co-chairs Brittany Mangan and Paige Scott.

The Linn Creek Arts Festival is a juried show featuring artists from around Iowa and the Midwest, along with food, wine, children's activities and music from 10:00 a.m. - 4:00 p.m. at the Fisher Community Center in Marshalltown.

In 2012, the Linn Creek Arts Festival entertained nearly 3,000 visitors with 60 artists, three stages of entertainment, beer, wine and food vendors and fun children's events.

The Festival Committee is working tirelessly to finalize plans for the 2013 Festival and make it bigger and better than before.

"The goal this year of the 2013 Linn Creek Art Festival is to continue to expand the number of artists, authors and entertainers we have present in order to give to the community a sense of a big-city art festival in small-town Iowa," said Brittany Mangan, festival co-chair. Mangan and Paige Scott are steering the festival committee for 2013.

"We'll be expanding upon the arts this year and are moving forward with online recruitment of artists, as well as improving upon our current web-based marketing to enable us to reach out to a larger number of individuals," Scott said.

Look for more information soon about the 2013 festival, including details about entertainment and the art raffle.



www.everydaychampions.org

AMBASSADORS VISITS



Matthew and Cassandra Gerstandt, owners of Mike's Bikes (117 West Main Street) received a courtesy call visit from the Chamber Ambassadors on February 26. The Gerstandts purchased the business in 2012.



Marla Grabenbauer, owner of Marla's Headliner on Main (118 West Main Street) prepares to cut the ribbon celebrating her salon relocation to Main Street during a visit with the Chamber Ambassadors on February 26.



Mike Marquess of Marquess Law Firm (8 N. 1st Ave, Suite 20) stands with the Chamber Ambassadors during a visit on March 12. Marquess recently joined the Chamber during the Total Resource Campaign.



Dean and Denise Stucky, owners of Stucky's Vacuum Store (119 East Main Street) cut the ribbon celebrating the grand opening of their new location during a ceremony on March 12.

**See pictures of past
Ambassadors ribbon cuttings and
courtesy calls on the Chamber
website at www.marshalltown.org.**

The Ambassadors are the goodwill arm of the Chamber. Their scheduled time for courtesy calls and ribbon cuttings are at 4:30 p.m. and 4:45 p.m. on the second and fourth Tuesday of the month.

Contact 641-753-6645 or lolberding@marshalltown.org.

BUSINESS NEWS

Chamber TRC runs through April 10

In February, the Chamber kicked off their 2nd Annual Total Resource campaign, a program utilizing Chamber volunteers who meet with businesses about sponsorships of Chamber events, as well as recruitment of new members into the Chamber. The theme "Unmask the Possibilities" highlights the potential for Chamber members to get involved with and support the myriad of Chamber events, programs and initiatives available throughout the year.

"We are set another 80% of the way to our goal for this year," said Ric Anderson, Store Manager of Hy-Vee and one of this year's TRC Co-Chair. At press time, there were fifteen new businesses who have joined the Chamber during the campaign.

The campaign funds support the Chamber programs throughout the year, including the Educator Appreciation Breakfast, Chamber Ambassadors Golf Outing, Chamburrrrr Scurry 5K & Wellness Fair, Scholastic Banquet, among other programs and events.

The campaign is co-chaired by Anderson and Marshalltown Broadcasting General Manager Clark Wideman. Both Anderson and Wideman are former Chamber Board members, as well as Past Board Chairs.

Team Captains include Norm Bach (Farmers Savings Bank), Jeff Badger (US Bank), Nick Barnes (Independent Insurance Services), John Goerd (Hy-Vee), Jenny Hansen (Great Western Bank), Janelle Holmgren (Emerson - Fisher), Curt Hoff (United Bank & Trust), Susan Krough (Marshall Town Center), Robin Shaffer Lilienthal (Iowa Valley), Doug McDaniel (Lennox), Don Turbiville (R.S. Stover), and Liz Wilke (Hampton Inn & Suites).

Businesses wanting to be contacted about sponsorships should notify the Chamber office.



Chamber hosts training with MPD

Protect yourself and your business from violent intruders.

There are numerous examples of active shooter instances that occur every year in the United States. A university, a movie theatre, a place of worship and an elementary school are places most people typically feel safe and would never expect someone to suddenly start shooting people. Active shooter events can and do occur anywhere, anytime for any reason. Active shooter incidents are difficult to predict since they often occur without warning and are typically over within minutes. There are, however, ways you can help prepare your organization for an event like this and potentially save lives.

The Chamber has partnered with the Marshalltown Police Department to provide a violent intruder training for businesses on Monday, April 22 from noon - 1:00 p.m. at the Fisher Community Center. This program will help you understand active shooter events and how your organization can begin the process of preparing your workplace and staff for violent intruder events.



Cost is \$10 per person, which includes lunch. Please RSVP to lolberding@marshalltown.org on/before April 19. Sorry, but registrations for this event cannot be accepted via phone.



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Times-Republican

Saturday, April 6th, 10 am - 5 pm
at the Open, Anchor Store (formerly Menards)
at **Marshall Town Center**
Please contact us regarding more
information about booth rental.
641-753-6611 or desiree@timesrepublican.com

Times-Republican

ECONOMIC DEVELOPMENT

Where do new business leads come from?

In today's environment, projects and new opportunities come from a variety of sources. In our office we partner with multiple organizations to generate leads.

There has been a realization that no community can continue to stand alone on the marketing front and that because of the mobile nature of our workforce, what happens down the road can have a positive impact on our local economy. Communities are beginning to band together to pool marketing resources. For that reason, MEDIC is a member of the Greater Des Moines Partnership. Through that relationship, we are represented at multiple tradeshows, sell trips and events in addition to receiving national media exposure through their marketing department. They also forward to us all prospect leads they receive from site selectors or individual businesses looking for a site. We are given the opportunity to submit our community/county information to those prospects. During our brief affiliation with the Greater Des Moines partnership, the number of prospect leads we receive has grown ten-fold.

And when discussing where leads come from, we cannot forget those we receive from the Iowa Department of Economic Authority and our utility partners.

Another major source of lead generation comes from more of a grass-roots approach. That is through the relationships our local businesses and industries have on the state and national level. Through your network you are hearing about expansions and new business opportunities that often find their way to the MEDIC office for follow up. As local business people, you can be the best representative of our community and often times the best generator of new opportunities. These are often realized through supply chains and vendors. So, the next time you are talking with a business partner, ask yourself if they would be a good neighbor. If you think there is an opportunity, let us know and we will roll out the red carpet.

Lastly, sometimes leads just find you. It is for that reason we are constantly reviewing and updating our website to create a more inviting web presence for prospective companies looking to locate in Central Iowa.

Economic Statistics

December 2012	2012	2011
Employment – Marshall County		
Labor force	19,660	20,240
Unemployed	1,400	1,520
Percent unemployed	7.1	7.2
Total employment	18,270	18,720
Marshalltown Construction		
Building permits	5	7
Residential dwelling units	0	0
New residential construction valuation	\$0	\$0
Residential addition/remodeling valuation	\$8,000	\$39,000
New commercial/industrial permits	2	0
New commercial/industrial valuation	\$139,000	\$0
Remodeling commercial/industrial value	\$3,000	\$169,000
Marshall County Construction		
Building permits	6	5
New Residential dwelling units	3	4
New Residential construction value	\$234,715	\$139,000
Residential addition/remodeling valuation	\$40,000	\$139,000
New commercial/industrial permits	1	0
New commercial/industrial valuation	\$105,000	\$0
Housing		
Single family home sales	45	41
Average sale price	\$113,024	\$63,776
Median sale price	\$109,900	\$65,000

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**For additional
economic development
information,
please visit**

www.marshalltownworks.com.

**It is a great resource for current demographic information about
Marshalltown, Marshall
County and the state of Iowa.**

BUSINESS NEWS

Scholastic Banquet

The Chamber will be hosting the annual Scholastic Banquet on May 1, 2013, honoring the top five percent of graduating seniors from the Marshall County High Schools. East Marshall, GMG, Marshalltown and West Marshall scholars will be recognized. If you would like to support a student to attend this event, please contact Lynn Olberding at the Chamber office or ask a TRC volunteer for sponsorships information. Pictures of scholars will appear in the May or June issue of the Chamber Digest.

**Do you have an employee who would benefit from joining the Marshalltown Young Professionals?
A new & improved MYP is coming in June - watch your mailbox for more information.**

Increase your online visibility

Research shows that over half of professionals search the web when looking to relocate or find a business. The Chamber's website's most viewed pages are the Online Business Directory, where all Chamber members are listed, and the relocation information.

For as little as \$132 per year, your business can upgrade your online listing to include multiple categories, searchable key words, web link and email links. Being connected to a strong website like the Chamber's gives your website more power when online visitors search for your business on a search engine like Google.

This is a great time to increase your online visibility and promote your business. Let the Chamber help! Contact Lynn Olberding at the Chamber office for more information and discuss options at 641-753-6645.

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Chamber Restaurant Night Out

Legends American Grill
2902 South Center Street

Tuesday, April 9
4:30 - 7:30 p.m.

Enjoy 20% off the 2 for \$25 menu or Free Appetizer* with the purchase of 2 entrees (*excludes full order of nachos).

Chamber Restaurant Night Out is a way for the Chamber to promote local Chamber member restaurants.

Shop local. Eat local.

Did you know?

Chamber memberships are tax-deductible for most businesses as a "regular and necessary" business expense?

Contact Lynn Olberding if you or someone you know could benefit from membership in the Marshalltown Area Chamber of Commerce.

641-753-6645

lolberding@marshalltown.org

500 fans on Facebook

The Chamber has set a goal of reaching 500 or more fans on Facebook by May 1, 2013. If you have a Facebook account, please "like" the Chamber and keep up to date on events, information, and event photos. Please help us reach 500 fans by May 1!



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Community Shred Day

Avoid becoming a victim of identity theft!

United Bank & Trust and the Marshalltown Area Chamber of Commerce are once again partnering to offer "Community Shred Day." This event will be held at United Bank & Trust, 2101 S. Center Street on Saturday, April 21 from 9:00 a.m. to 11:00 a.m. in the bank's parking lot. The public is invited to bring their confidential, personal information to the bank to be shredded by On-Site Information Destruction Inc. This is offered at no cost to the public; however, there is a 5-box limit.

The public will have the opportunity to properly dispose of documents containing personal information such as bank statements, tax records, and other paperwork that may include personal data including account numbers or social security numbers. "Identity theft is one of the fastest rising types of crime today. Shredding your documents before throwing them away can reduce your risk of becoming a victim of identity theft", said Jennifer Hass, Marketing Officer at United Bank & Trust.

In addition to protecting a consumer's identity, shredding paper is also environmentally responsible as the paper that is shredded at the event will be recycled into tissue paper. "With Earth Day right around the corner, it's important to participate in activities that help protect the environment", said Lynn Olberding,

Vice President for the Marshalltown Area Chamber of Commerce. "The Chamber appreciates partnering with United Bank & Trust on this event again this year," added Olberding.

Consumers can obtain valuable information about identity theft from www.ubtna.com or visit the Federal Trade Commission website at <http://www.ftc.gov/bcp/edu/microsites/idtheft/>. For additional ways consumers can help protect the environment, visit <http://www.epa.gov/earthday/tips.htm>.

Contact United Bank & Trust at 641-753-5900 or info@ubtna.com for more information about Shred Day.



UNITED BANK & TRUST

BUSINESS NEWS

Marshalltown goes to Washington

The annual Washington D.C. Summit is slated for April 23 - 25. Each year, the Chamber and MEDIC take 20 - 25 community and business leaders to our nation's Capitol to speak with elected officials, staff members, and outside resources about issues important to the Marshalltown community.

This year's trip is co-chaired by Paul Beals (Independent Insurance Services, Chair-Elect for the Chamber Board) and Paul Gregoire (Emerson - Fisher, Chair-Elect for the MEDIC Board). Issues that will be discussed include business regulations, education, healthcare, immigration, and transportation.

The group will meet with Senators Charles Grassley and Tom Harkin,

Representative Bruce Braley, and staff at the U.S. Chamber of Commerce, and representatives of Union Pacific Railroad.

This year marks the 22nd annual Washington D.C. Summit trip.



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Loras Neunoth
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