

# Chamber Digest

October 2014

Volume 32 Issue 5



## Upcoming Events

- October 9:** Iowa Valley Leadership Class  
**November 4:** Election Day: Get out and vote!  
**November 6:** Business-to-Business Showcase  
**November 7 - 11:** Experience Cuba trip  
**November 13:** Iowa Valley Leadership Class  
**November 19:** Business Leaders Legislative Luncheon; 11:30 a.m.; Hampton Inn & Suites  
**November 27 & 28:** Chamber office closed  
**November 29:** Shop Small Saturday

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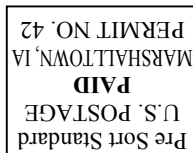
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## Coming in November

We are dubbing November "Small Business Month" at the Chamber. Next month's issue of the Chamber Digest will feature a number of small, locally-owned businesses. We will also be featuring a number of small businesses during our Shop Small Saturday event on November 29. Watch for more information coming in early November.



## Election Day: November 4

Election Day is quickly approaching! Many citizens flock to the polls during presidential election years, but voter turn-out tends to be slimmer in non-presidential years. So, why is it important to vote?

Election outcomes are determined by those who participate. Elected officials make important decisions about our cities, counties, states, and our nation. Voting does not guarantee that one's preferences will prevail, but choosing not to vote denies a person one of the key tools of having a say in a democracy.

In this year's election, three individuals are vying for two seats on the Marshall County Board of Supervisors: Sue Blaisdel (D) of Marshalltown; Bill T. Patten (R) of Clemons; and incumbent Dave Thompson (R) of Marshalltown. Incumbent Mark Smith (D) will and Jane Jech (R) will be on the November 4 ballot for Iowa State House District 71, covering all of the City of Marshalltown and portions of rural Marshall County.

2014 also marks the gubernatorial race between incumbent Governor Terry Branstad (R) and State Senator Jack Hatch (D).

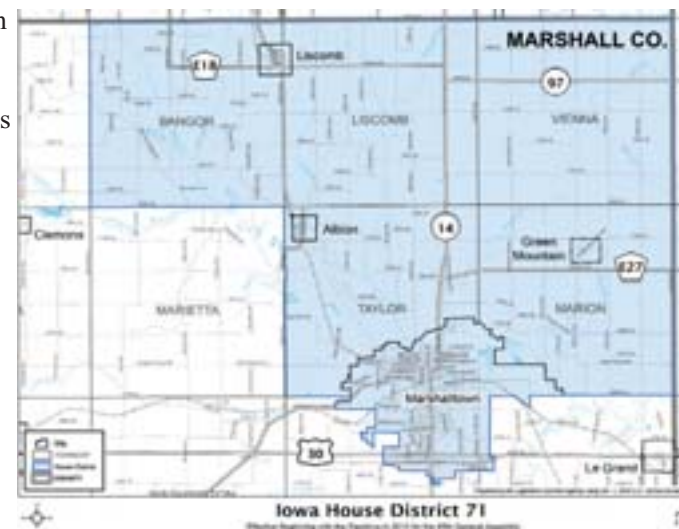
To learn more about the election process, access absentee ballot information, or find your voting location, visit:

[www.co.marshall.ia.us/departments/auditor](http://www.co.marshall.ia.us/departments/auditor).



**Tuesday,  
November 4**

Polls open in  
Marshall County  
7:00 a.m. -  
9:00 p.m.



**This direction  
Affix label here**

CURRENT RESIDENT OR

Marshalltown, IA 50158

P.O. Box 1000

Marshalltown Area Chamber of Commerce

# MEMBER SPOTLIGHT

## Farmers Savings Bank



hometown bank.” There are currently 26 employees of Farmers Savings Bank in Marshalltown and Beaman.

The bank offers a complete range of financial products, including consumer deposit and loan accounts, commercial business accounts and loans, agricultural banking services, trust and investment services, and insurance.

When asked what was the bank’s “little known secret,” Campbell responded, “While Farmers Savings Bank was built on the principles of agricultural banking, we have transcended into a full service commercial bank. Back in 1894, who knew that 120 years later there would be online banking, on-line bill pay? Changing with the times has helped us make this transformation.” He added, “But what is no secret is that our staff is knowledgeable and experienced – and our goal is to help our customers achieve their financial goals by truly getting to know them and their needs. This allows us to work as partners with our customers, sharing our expertise in a friendly hometown way. We strive to provide our customers with top-level products and services using the utmost integrity and honesty.”

Farmers Savings Bank employees are very active in the community, donating more than 2,000 hours in volunteer time each year as well as making monetary donations that can be matched by the bank. Volunteer time is with service groups – Rotary, Kiwanis, Optimists, MYP, and with community-oriented boards and committees, as well as coaching local youth, and volunteering at schools. In addition, the bank’s employees can be seen supporting various community projects with recent projects including Can Do, American Cancer Society Relay for Life, and Stuff the Bus (see pictures). This dedication to the community is part of why Farmers Savings Bank is named Best

Farmers Savings Bank is celebrating 120 years of service in 2014. “That is definitely an achievement worth celebrating!” noted Tom Campbell, President and CEO. “The bank was chartered in the town of Beaman in May 1894 and survived the many changes of the late 19th century and on through the 20th century. In October 2000 Farmers Savings Bank opened its first office in Marshalltown. The best part about conducting business in Marshalltown is that it is home. All our Marshalltown managers live in Marshalltown and we align our business decisions with what is best for a



**Can Do Sculpture 2014 (from left) Nicole Uphah, Norm Bach, Steph Choate, Tabatha Goodrich, Mike Holubar.**

of the Best local bank year after year.

Farmers Savings Bank is an active member of the Chamber, with Campbell commenting, “All Marshalltown businesses are connected with each other and our future is dependent on one another. That is why it is important to work together, to get to know each other through various Chamber activities, and to support the Chamber.”

Farmers Savings Bank is conveniently located in historic downtown Marshalltown at 205 West Main Street, with a south-side drive-up location at 2201 South Center Street.



**“Stuff the Bus” (from left) Tabatha Goodrich, Niki Johnson, Nicole Uphah**

# LEADERSHIP

**Chamber**  
Chair: Chris Brodin



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Past Chair

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**Mayor Jim Lowrance,**

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**Dr. Marvin Wade,**

MCSD

**Julie Thomas, MCVB**

**MCVB**  
Chair: Chad Weir



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**Ex-Officio**

Vice Chancellor - IVCE

**Jacque Goodman**

State Representative

**Mark Smith**

State Senator

**Steve Soddors**

City Administrator

**Randy Wetmore**

## Thank You

### Reinvesting Members

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

Animal Medical Clinic, P.C. 27

Applebee's 17

Augustine Company 26

Ben's Tire 26

Burt Farm & Livestock Co 2

**Central IA Family Planning** 5

Hahn Roofing 14

Heartland Dental 13

Independent Insurance 38

IA Valley Comm. College 23

IA Valley Continuing Ed 22

Iowa Veterans Home 26

J&M Roofing 11

**Kapaun & Brown, Inc.** 40

Terry Kluck 1

Life Serve Blood Center 14

**Mitchell Family Funeral** 10

Moore Law Firm 21

NuCara Pharmacy - South 2

**Riverside Cemetery** 20

Subway 22

Superior Rentals 2

**Svensden Ag Co.** 15

Temp Associates 16

Wandering Creek 6

Wells Fargo Advisors 36

## Business After Hours

**November 6 2014**

Business-to-Business Showcase

Presented by Hy-Vee

at Best Western Regency Inn

4:30 - 7:00 p.m.

*Vendor tables available.*

**November 2014**

Glenwood Place

2907 South 6th Street

**December 2014**

US Bank

123 West Main Street

**January 21, 2015**

Marshalltown Community

College

3700 South Center Street

**February 2015**

Taste of Marshalltown

Presented by Marshall Town

Center

*Vendor tables available.*

**March 2015**

Marshalltown Broadcasting

123 West Main Street

**April 2015**

GNB Bank

2504 South 2nd Street

**May 2015**

Elmwood Country Club

1734 Country Club Lane

*September 2015 date available.*



[www.marshalltown.org](http://www.marshalltown.org)

**"Like" us on Facebook!**

**Follow us on Twitter:**

**@mtownchamber**

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.

# 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](mailto: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.

## www.marshalltown.org Statistics

	Aug 14	Avg/Month	YTD Total
Unique Visitors	3,064	2,662	21,295
Number of Visits	5,840	5,116	40,929
Page Views	15,394	15,846	126,764
Hits	80,450	79,382	635,054

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.

### Business-to-Business Showcase

Presented by Hy-Vee Food Store

Hosted by the Best Western Regency Inn

3303 South Center Street

Thursday, November 6

4:30 - 7:00 p.m.

*Tables available for sponsorship. Display materials and promote your business at this great networking event.*

*Good food. Good drinks. Good conversation.*

## Malltemberfest Market coming to Marshall Town Center

The Third Annual Malltemberfest Market will take place on October 4, inside Marshall Town Center. If you are looking for that "just right" item for you, your house or maybe even, that perfect early gift to help take the load off of ole St. Nick, mark the date on your calendar.

With a mixture of vendors from throughout Central Iowa, the goal of the Malltemberfest Market is to provide customers with the opportunity to shop vendors that might not have an outlet in the immediate area.

Marshall Town Center Marketing Coordinator Susan Schuett-Krough says her goal is to have a variety of vendors, but not necessarily the same ones every year. "There are so many fantastic businesses out there that rely on word-of-mouth or social media," says Krough, "that the opportunity to bring them together on one place for folks to see and shop them face-to-face benefits everyone."

The Malltemberfest Market, which will run between 10:00 a.m. and 5:00 p.m. on Saturday, October 4.

## Marshalltown Christian School auction

Marshalltown Christian School thanks the following Chamber businesses for their donations of gift certificates, coupons, and gift items given to the silent auction held this weekend during Oktoberfest: 9th Street Gallery & Frame, Action Auto Parts, Adland Engraving, Alley Automotive, American Legion, Animal Clinic-The Vet, Arby's Restaurant, Bantz Chiropractic, Ben's Tire, Big 8 Tyre Center, Calvin Rockett, Cecil's Café, Country Pine Mowers, Dairy Queen-Center Street, Designz by Dawn, El Portal, Eyecare Associates, Farmers Savings Bank, Floors and More, Great Western Bank, Greg Brown, Gym Digs, Hardee's, Helfer Auto Service, Hellberg's Jewelry, Home Federal Bank, Hy-Vee Drugstore, Jax Restaurant, Kenn's Transmission, Linn Creek Indoor Golf, Lowe's Flowers, Mama DeGrado's Pasta & Pizza, Marshall Glass, Marshalltown Community Theater, McAtee Tire, Meridian Payment Systems, Pinnacle Bank, Pizza Ranch, RACOM Corporation, Raymon/DONCO, Smokin G's BBQ Catering, SportsPlus, Stucky's Vacuum, Sub City, Super Shine Car Wash, Taco John's, Totem Bowl, United Bank & Trust, and Willard's Furs and Fashions.

All proceeds go to the school building project currently under construction. Early shapes of the Marshalltown Christian School have emerged and the beginning structure is currently visible, which is located on nine acres of farmland in the heart of Marshalltown, just east of MHS on south 7th Avenue. The Phase I building cost is \$1.6 million, and \$1m has been secured to date, all given by voluntary community donations and contributions.

The Silent Auction is Oktoberfest weekend, located on Main Street positioned in front of SportsPlus. Hours are Friday, September 26, 5:00 - 8:00 p.m. and Saturday, September 27, 1:00 - 4:00 p.m.

## ABI Advanced Manufacturing Conference



**IOWA ASSOCIATION OF  
BUSINESS AND INDUSTRY**

*The Voice of Iowa Business Since 1903.*

The Iowa Association of Business and Industry will be hosting an Advanced Manufacturing Conference, “Navigating Uncharted Territory”, “How to be successful in manufacturing in a time of unprecedented political uncertainty”; on October 9, at the

DMACC FFA Enrichment Center in Ankeny, from 9:00 a.m. - 3:30 p.m.

In today’s global commerce environment, manufacturers face various challenges that include ever-changing government regulations. At the same time, today’s manufacturing industry is developing in an exciting era of innovation that can likely lead to unlimited possibilities and opportunities for Iowa businesses.

ABI’s Advanced Manufacturing Conference will explore what manufacturers must do to continue to be able to compete on a level playing field both domestically and internationally. ABI has lined up two impressive speakers to discuss the Advanced Manufacturing Industry in today’s Political and Manufacturing environments:

**From Politics** – The outcome of this year’s election has the potential to greatly affect the manufacturing industry and business as a whole. American political consultant and GOP strategist Frank Luntz will provide the keynote speech just three weeks before the November election.

**To Manufacturing** – National Association of Manufacturers President Jay Timmons is a leading voice on how the current political climate poses obstacles for manufacturers and how companies can continue to be successful despite those challenges.

Other highlights of the day will include a “Discussion of the Current Business and Economic Climate”, by Principal Financial Group Chairman, President, and CEO, Larry Zimbleman; and an address by U.S. Senate Candidate and Congressman Bruce Braley.

The afternoons “Manufacturing Industry – Speed Learning” Session will include the following topics:

- Creating a culture of trust in your organization.
- Diversify your sales through government contracting.
- DMACC Business Resource’s Workplace Lean Program.
- Employer-Sponsored retirement plans.
- Primer on Incentive compensation options.
- Implementing a return to work program.

Interested persons can register online at <http://bit.ly/abimanufacturing>.

### Become a fan of the Chamber on Facebook!

Help us reach our goal of over 1,000 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!



Find us on  
**Facebook**

### Peoplerides Listening Session

Peoplerides (the public transit agency for rural Marshall County) and Marshalltown Municipal Transit are holding our 5-year listening session about local public transportation needs and desires in Marshall County on October 7 at 2:00 p.m. at the Marshalltown Public Library Meeting Room 2. This is your opportunity to tell Peoplerides and Region 6 Planning Commission about your local public transportation needs and desires. All people are encouraged to attend. Free rides will be provided through Peoplerides, but you must schedule a ride at 1-888-616-4298.

## Your ad could be here.

**Want to reach Chamber  
business leaders and subscribers to  
the Times-Republican?**

**Contact your T-R rep to find out how  
you can promote your business, gain  
new clients, or advertise an event or  
sale in the monthly Chamber Digest.**

# 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](http://www.VisitMarshalltown.com)

October 2014 Events	Date	Location
Bingo	Tuesdays	Senior Citizens Center
Duplicate Bridge	Wednesdays	Senior Citizens Center
Pickleball Open Gym	Thu & Sun	Veterans Coliseum
Brown Bag Bunch	Oct 1	Grammer Grove
Farmer's Market	Oct 1	Cartwright Pavilion
Art Walk	Oct 2	Main Street
Main St. Farmer's Market	Oct 2	Courthouse Square
Live at the Brewery	Oct 4	IA River Brewing Co.
Farmer's Market	Oct 4	Cartwright Pavilion
Live at the Brewery	Oct 4	IA River Brewing Co.
Dogs on Skis	Oct 5	John Ernest Vineyard
Fernando Varela	Oct 7	MHS Auditorium
Farmer's Market	Oct 8	Cartwright Pavilion
Main St. Farmer's Market	Oct 9	Main Street
Open Mic Night	Oct 9	IA River Brewing Co.
Bingo	Oct 9	Central IA Fairgrounds
Farmer's Market	Oct 11	Cartwright Pavilion
Uncle Ike Nature Program	Oct 11	GrimesFarm Conservation
Nature Story Hour	Oct 15	GrimesFarm Conservation
Farmer's Market	Oct 15	Cartwright Pavilion
Awareness Luncheon	Oct 16	Elmwood Country Club
Star Gazing	Oct 17	Green Castle Recreation
Fall Thrift Sale	Oct 17-18	Salvation Army
Back to Back BBQ Bash	Oct 17-19	Riverview Park
Farmer's Market	Oct 18	Cartwright Pavilion
Car Show	Oct 18	Riverview Park
Mushroom Foray	Oct 18	GrimesFarm Conservation
Pheasants Forever	Oct 18	Central IA Fairgrounds
Bingo	Oct 23	Central IA Fairgrounds
Harlem Gospel Choir	Oct 23	MHS/Auditorium
Gun Show	Oct 24-26	Central IA Fairgrounds
"Nunset Boulevard"	Oct 24-26	Martha-Ellen Tye
Trivia Night	Oct 25	MCC Activity Center
Craft/White Elephant Sale	Oct 25	Senior Citizens Center
Pancake Breakfast	Oct 26	Green Mountain Lions Bldg
Reader's Theater	Oct 26	Orpheum Theater Center
Trick or Treat Night	Oct 31	Marshalltown City Limits
Trick or Treat	Oct 31	Marshall Town Center
"Nunset Boulevard"	Oct 31-Nov 1	Martha-Ellen Tye

Post your 2014 events FREE on the MCVB self-posting calendar at [www.visitmarshalltown.com](http://www.visitmarshalltown.com)

## October 2014 Meetings, Conventions & Tournaments

Group	Date	Location
Iowa State Rabbit Show	Oct 3-5	Central Iowa Fairgrounds
IA Environment Health	Oct 14	Best Western Regency Inn
Pheasant's Forever Banquet	Oct 18	Central IA Fairgrounds
State Art Conference	Oct 11	Fisher Community Center

## Treasures Tour

A tour of 4 remodeled residences and 2 potential renovation opportunities will be open for the public to walk through and admire, gain inspiration and congratulate the hard work of those who have taken the challenge to renovate a historic building and make downtown Marshalltown their home.

This event was developed to inspire interest in historic buildings and provide education on the importance of preservation and renovation in our downtown district. The public will be able to tour 6 buildings in Marshalltown's historic district. The tour will highlight the incredible work that has been done in historic building restoration and the work that can be achieved through vision and determination!

This event will be kicked off with a reception, hosted by Paul and Karn Gregoire, in the newly renovated Tallcorn ballroom with keynote speaker Jim Thompson from Main Street Iowa.

Tickets on sale at: Coldwell Bank Real Estate, Farmers Savings Bank, and the MCBDB office.



MCVB Office  
Phone: 641-753-6645  
Email: [cvb@marshalltown.org](mailto:cvb@marshalltown.org)  
[www.visitmarshalltown.org](http://www.visitmarshalltown.org)

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# CONVENTION & VISITORS BUREAU

## 2013 ECONOMIC IMPACT

Assessment of Travel Impact on Iowa Counties

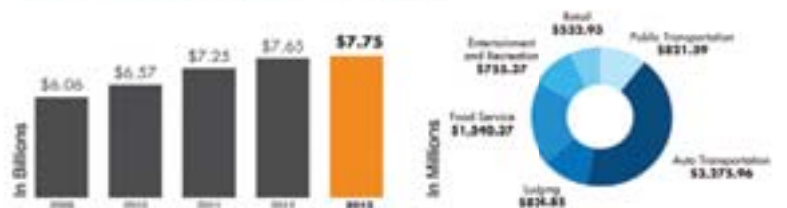


This summary presents the impact of U.S. residents (domestic) travel spending in Iowa in 2013. This report was generated by the U.S. Travel Association's Travel Economic Impact Model (TEIM), unless otherwise noted. Download the entire report, including information on each of Iowa's 99 counties, at [traveliowa.com](http://traveliowa.com).

tourism impacts all 99 Iowa counties



travel-generated expenditures in Iowa

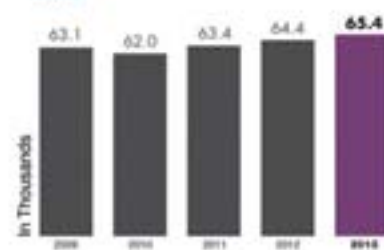


Domestic travelers spent a total of \$7.75 billion in Iowa during 2013, a 1.3 percent increase over 2012.

Several sectors increased significantly in 2013: public transportation (5.8%), lodging (5.6%), food service (3.3%) and retail trade (3.3%). Two sectors declined: auto transportation (-1.4%) and entertainment and recreation (-0.9%).

IOWA ECONOMIC DEVELOPMENT AUTHORITY  
200 East Capitol Avenue  
Des Moines, Iowa 50319 USA  
International: +1 515.275.3198  
Domestic: 1.800.245.6880

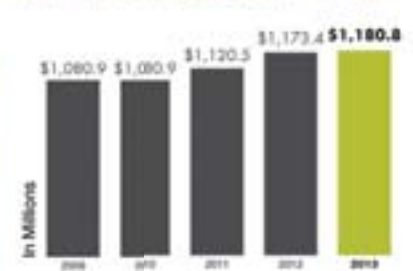
travel generated employment in Iowa



On average, every \$118,489 spent by domestic travelers in Iowa directly supported one job.

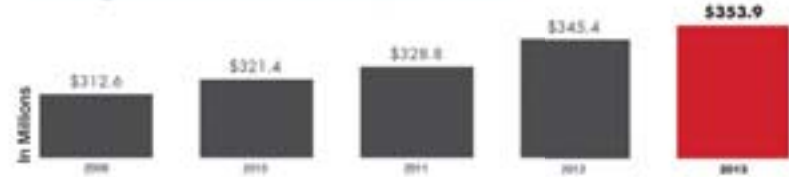
The 65,400 jobs supported by domestic travel in Iowa comprised 4.3 percent of the state's total non-agricultural employment during 2013. Tourism supported 24,800 jobs in the food sector and 12,400 jobs in the entertainment/recreation sector.

travel generated payroll in Iowa



Total payroll increased by 0.6 percent to \$1.18 billion. On average, every dollar spent by domestic travelers produced 15.2 cents in payroll income for Iowa residents in 2013.

travel generated state tax receipts in Iowa



Total tax revenues generated grew 1.9 percent over 2012 to \$857.5 million. The federal government received \$395.8 million, the state government \$353.9 million and local governments \$107.8 million.

This report was prepared by the Iowa Economic Development Authority, Tourism Office.

For more information, please contact: LuAnn Penders | [luann.penders@iowa.gov](mailto:luann.penders@iowa.gov) | 515.775.3388

## Art Walk 2014

Art Walk 2014 is just around the corner! The downtown Marshalltown event, scheduled for Thursday, October 2, 4:00 – 7:30 pm, has become a perennial favorite for art lovers, business owners, and artists alike. Engaging visitors with artists and their work is the primary goal of the evening.

Over twenty business sites will each host one or more artists from around the state. Organizers have also been working with local entertainers to participate in the event. Entertainment will be available at four different locations along Main Street.

Chairperson, DyAnne Henry, owner of In Stitches, reports that the planning team is devoted to continuously making Art Walk exciting and rewarding for everyone involved. "We business owners love to host the artists, we want to help visitors feel welcome in each of the participating businesses," shared Henry.

Art Walk takes place through the collaboration of the Marshalltown Central Business District, Convention and Visitors Bureau, and the Mar-

shall County Arts and Culture Alliance. In addition to Henry and Swarts, planners include Stephanie Bowers (Third Generation Upholstery), Lindsey Van Wyk, Jenny Etter (MCBD), Dan Engesser (MCBD), Shannon Espenscheid (MCVB), Mary Cowdrey and John Muller (Marshall Co. Arts & Culture Alliance).

There will also be prize drawings for an original piece of art and downtown business gift certificates. Thursday night will also be one of the last Farmer's Markets of the season. Mark your calendar and attend the 2014 Art Walk.

[marshalltownartwalk.weebly.com](http://marshalltownartwalk.weebly.com).



# AMBASSADORS VISITS



The Chamber Ambassadors visited Grace C. Mae Advocate Center on August 26 to celebrate the center's anniversary in their Marshalltown location (2501 S. Center Street Suite M).



The staff at Marshalltown Broadcasting welcomed the Chamber Ambassadors for a visit on September 9. Marshalltown Broadcasting is home to KIX 101.1 FM and AM 1230 KFJB.



The rain didn't scare away the Chamber Ambassadors during WHO TV's RVTV stop in Marshalltown September 9. Here they are pictured with WHO TV on-air personalities John Sears and Keith Murphy.

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](mailto:lolberding@marshalltown.org) to schedule a visit at your business.

## Wish you were here?

The Chamber 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.

Your business could be featured on the Ambassadors Visits page in the Chamber Digest and online at [www.marshalltown.org](http://www.marshalltown.org).

For more information on how to schedule a courtesy call, contact Lynn Olberding at 641-753-6645 or email [lolberding@marshalltown.org](mailto:lolberding@marshalltown.org).

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4

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# BUSINESS NEWS

## Experience Germany & Austria - September 2015

### Highlights

- 7 Nights at one hotel in Innsbruck
- Innsbruck Tour
- Neuschwanstein Castle
- Oktoberfest in Munich
- Imperial Palace "Hofburg"
- Golden Roof
- Salzburg
- Mozart's Birthplace
- Salzburg Walking Tour
- Mirabell Gardens
- Hohensalzburg Fortress

### Inclusions

- Roundtrip Airfare - DSM
- Airline Fuel Surcharges/Fees
- Air Departure Taxes/Fees
- First Class Accommodations
- 10 Meals: 7 Breakfasts & 3 Dinners
- Professional Tour Director
- Motorcoach Transportation
- Admissions per Itinerary
- Sightseeing per Itinerary
- Baggage Handling



9 days September 29, 2015

### Tour Pricing

\$3599 per person/double \$600 single supplement

After the success of the Chamber's China and Cuba trips, the Chamber staff and board of directors have selected Germany and Austria as the next destination. The trip will depart September 29, 2015.

Some of the highlights of the trip include Oktoberfest in Munich, Germany; a visit to Mozart's birthplace; and the Mirabell Gardens. Travelers will enjoy lodging in a single hotel in Innsbruck, with daytrips planned. Cost is \$3599 per person (double occupancy). Inclusions are listed.

Interested parties can be placed on an informational list by emailing Olberding at [lolberding@marshalltown.org](mailto:lolberding@marshalltown.org). Brochures are available by request.

Spots are already filling up. Your deposit reserves your spot. Take advantage of a \$100 booking discount if deposit is made by March 29, 2015 (or as seats remain available).

## Member Appreciation



A great crowd gathered on August 27 at the Fisher Community Center for the Chamber's 3rd Annual Member Appreciation, presented by Emerson - Fisher. The event's "fun" sponsors were Hy-Vee, JBS, and Lennox. Banner sponsors included: Animal Medical Clinic, Energy 106.7 FM, Hampton Inn & Suites, M. Gervich & Sons, Spahn & Rose, St. Francis Catholic School and Wells Fargo Bank.

Door prizes, courtesy of Mediacom/OnMedia and Hardee's were given away. Meal was catered by Hy-Vee.

"This event is held each year in late summer as a way for the Chamber to simply say 'thank you' to our members for their continued support," said Chamber Board Chair Chris Brodin.



# [www.marshmed.com](http://www.marshmed.com)

# ECONOMIC DEVELOPMENT

## MEDIC Web Site: A Data Source for Decision Makers

By Tom Deimerly, MEDIC Executive Director

The Marshall Economic Development Impact Committee (MEDIC) web site located [www.marshalltownworks.com](http://www.marshalltownworks.com), is a great resource for current demographic information about Marshalltown, Marshall County and the State of Iowa. It also includes many links to other professional resources and free documents to download.

The backbone of the MEDIC web site is Location One Information System (LOIS), a state-of-the-art on-line application that is currently utilized by more than 6,500 communities in 12 states. This online tool showcases economic development data and available property including demographics, transportation, environment, labor force, average wage, taxation, building size & type and much more. MEDIC updates and maintains the Marshall County and Marshalltown information as well as the information for all the incorporated communities within Marshall County.

LOIS offers a unique platform that allows MEDIC to share that information in "real time" with their economic development allies such as Alliant Energy and the Iowa Economic Development Authority, as well as the opportunity to publish building, site, interactive maps (GIS) and community information on their own web site. As an added benefit, this information is displayed on the Internet at [LocationOne.com](http://LocationOne.com), which is targeted to site selection consultants nationwide.

The variety of other resources featured on the MEDIC web site include the downloadable community information related to demographics and employment characteristics, labor and commuter data, a business plan template and financial ratios for entrepreneurs, the most recent retail trade analysis for Marshalltown and Marshall County, and other reports and resources from the Iowa State University Regional Economics & Community Analysis Program.

In addition, every page of the MEDIC web site has links to our strategic partners including the City of Marshalltown, Marshall County, the Marshalltown Area Chamber of Commerce, Marshalltown Convention & Visitors Bureau, Iowa Economic Development Authority, Marshalltown Water Works, and our utility partners at Alliant Energy and Consumer's Energy. MEDIC aims to serve a broad audience with access to the wide-range of professional resources, reports, information and the database available through LOIS. If you don't find what you need, you can email MEDIC directly using the form on the "Contact Us" or call our office directly at (641) 753-6645.

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

## Economic Statistics

### July 2014

Employment – Marshall County	2014	2013
Labor force	20,380	19,800
Unemployed	1,020	1,120
Percent unemployed	5.0	5.6
Total employment	19,360	18,680
<b>Marshalltown Construction</b>		
Building permits	14	7
Residential dwelling units	10	3
New residential construction valuation	\$21,000	\$736,000
Residential addition/remodeling valuation	\$204,000	\$76,000
New commercial/industrial permits	3	0
New commercial/industrial valuation	\$0	\$0
Remodeling commercial/industrial value	\$245,000	\$1,059,000
<b>Marshall County Construction</b>		
Building permits	5	2
New residential dwelling units	5	1
New residential construction valuation	\$76,075	\$0
Residential addition/remodeling valuation	\$7,000	\$14,000
New commercial/industrial permits	0	1
New commercial/industrial valuation	\$0	\$52,000
<b>Housing</b>		
Single family home sales	51	50
Average sale price	\$100,040	\$132,241
Median sale price	\$91,000	\$113,750



For additional  
economic development  
information, please visit  
[marshalltownworks.com](http://marshalltownworks.com).

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

Phone: 641-753-6645

## Your ad could be here!

Promote your business to the nearly 500 Chamber member businesses and organizations, as well as Times-Republican readers each month. Contact your TR ad rep for more information.

## Receive Total Home Comfort At

KAPAUN & BROWN, Inc.

A Premier Lennox Dealer



1002 West Lincolnway

753-3563



## Quarterback Club

Chamber members are invited to the weekly Bobcat Quarterback Club each Fridays at noon at the Best Western Regency Inn. Schedule for October is as follows:

10/3: Coach Westendorf (volleyball) & Coach Johnson

10/10: Coach Nelson

10/17: Coach Bacon

10/24: Coach Westendorf

10/31: Coach Nelson & one of the cross country coaches.

Attendees will also hear from one of the football coaches about the past week's game, as well as the upcoming evening's game.

## Chamber offers Contacts & Contracts networking group



Last August, the Chamber kicked off a new networking group, open to any employee of a Chamber member business or organization called "Contacts & Contracts."

The purpose of this group is for lead-generation, business contacts, and expanding

individuals' network of business associates. This group meets on the third Wednesday of each month over the lunch hour.

The group has been so popular, a second group has been added. In response to the interest, the Chamber is launching a second Contacts & Contracts group that will meet on the third Thursday of each month over the lunch hour at the Fisher Community Center beginning in August.

Both groups are open to one employee per business and one business per industry (i.e. one realtor, one insurance agent, etc.) Each networking group is open to the first 20 individuals who sign up. Spots are currently available in both groups.

If your business would like to participate, email Lynn Olberding (lolberding@marshalltown.org).

## Area Dollars make great gifts all year round

Each year, the Chamber sells more than \$130,000 in Area Dollars (Chamber Bucks) to residents, businesses and visitors. That's \$130,000 that is spent with Chamber member businesses!

Area Dollars make great gifts for birthdays, anniversaries, or other special events; employee recognition; bonuses or giveaways. They are available in \$10 and \$25 increments and can be redeemed at any Chamber member business/organization. You can spend them at retail stores, make a donation to a local non-profit organization or church, or pay your utility bill.

Area Dollars are available at the Chamber office Monday - Thursday 8:00 a.m. - 5:00 p.m. and Friday 8:00 a.m. - 4:00 p.m. Cash, check, Visa, MasterCard, American Express, and Discover Card accepted for payment.

**The Chamber office will be closed  
November 27 & 28.**

**Normal office hours:**

**Monday - Thursday: 8:00 a.m. - 5:00 p.m.**

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

**[www.marshalltown.org](http://www.marshalltown.org)**

## Your ad could be here!

Have you considered advertising your business in the Chamber Digest? Do you have a special event, sale, or promotion you want to let people know about?

The Chamber Digest is distributed directly to over 900 Chamber member representatives and inserted in the Times-Republican monthly.

Contact your TR ad rep for more information.

*"Your Hometown Tire and Auto Service Center"*

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752-7511

# BUSINESS DIRECTORY

## ADVERTISING SPECIALTIES

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135 W. Main  
Marshalltown  
753-6611

## APARTMENTS

### SOUTHERN HILLS APARTMENTS

753-4533  
BOULDER PROPERTIES

1 & 2 Bedroom Apartments  
641-752-7767  
[www.venturellc.com](http://www.venturellc.com)

## ART

### CENTRAL IOWA ART ASSOCIATION

- Adult & Child Art Instruction
- Art Supply Store
- Monthly Art Exhibits In Fisher Auditorium

709 S. Center St., Marshalltown



753-9013

[www.centraliowaartassociation.com](http://www.centraliowaartassociation.com)

## ATTORNEYS AT LAW

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John F. Veldey  
Joel T.S. Greer  
Sharon Soorholtz Greer  
Alex E. Grasso

112 W. Church St. Marshalltown  
641-752-5467, [www.cdrlaw.com](http://www.cdrlaw.com)

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Suite 302  
Marshalltown  
641-752-4271  
[www.marshalltownlaw.com](http://www.marshalltownlaw.com)

### PEGLOW, O'HARE & SEE

118 East Main Street  
Marshalltown  
752-8800

## AUTOMOTIVE

### ARNOLD MOTOR SUPPLY

116 E. Anson St.  
Marshalltown  
753-5533

## BUILDING SUPPLIES

### SPAHN & ROSE LUMBER CO.

110 W. Madison St.  
Marshalltown  
752-1541

## CARPET CLEANING

### SERVICEMASTER

Carpets • Upholstery  
Duct Work  
Commerical  
Janitorial Services  
752-3956

## CONTRACTORS

### LANDON-LANDON & ASSOC.

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Marshalltown, IA 50158  
[www.landon-landon.com](http://www.landon-landon.com)



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# BUSINESS DIRECTORY

## ENGINEERING & LAND SURVEYING

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752-6701

## HEATING & COOLING

**KAPAUN &  
BROWN**  
1002 W. LINCOLNWAY  
MARSHALLTOWN  
641-753-3563

## INSURANCE

**PENN MUTUAL LIFE  
INSURANCE CO.**  
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Marshalltown  
753-4762

## MUSIC Instruction & Sales

**Randall's**  
guitar school & music shop  
Lessons On Guitar • Bass & Piano  
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Repairs • School Band Supplies  
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www.randallsguitarschoolandmusicshop.com

## HEARING AIDS

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AID Centers**  
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Marshalltown, Iowa  
641-753-1426

## INSURANCE

**CHASE  
INSURANCE  
SERVICES**  
105 A. Westwood Dr.  
Marshalltown  
752-5733

## MANUFACTURER

**RYERSON TULL  
COIL PROCESSING**  
1107 E. Main St.  
Marshalltown  
753-3511

## NURSING HOMES

**GRANDVIEW  
HEIGHTS**  
910 E. Olive St.  
Marshalltown  
752-4581

## MISCELLANEOUS

**INDEPENDENT  
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SERVICES**  
11 E. Church Street  
Marshalltown  
752-4618

**AUGUSTINE  
COMPANY**  
1210 Industrial Blvd.  
Marshalltown  
753-3875

**SOUTHRIDGE NURSING  
& REHAB CENTER**  
309 W. Merle Hibbs Blvd.  
Marshalltown  
752-4553

## HEATING & COOLING

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HVAC**  
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Marshalltown  
641-752-3429

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INSURANCE**  
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Marshalltown  
753-6691

**SALVATION ARMY**  
107 W. State St.  
Marshalltown  
753-5236

**VILLA DEL SOL**  
2401 S. 2nd Street  
Marshalltown  
752-1553

# BUSINESS DIRECTORY

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641-752-7896  
www.profinishiowa.com

## **PLUMBING & ELECTRIC**

### **ELECTRIC SUPPLY OF MARSHALLTOWN**

1008 S. 12th Ave.  
Marshalltown  
752-4672

### **HARTWIG PLUMBING & HEATING INC.**

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Marshalltown  
752-5707

## **RADIO**

### **KFJB-KXIA**

123 W. Main St.  
Marshalltown  
753-3361

## **TAX SPECIALISTS**

### **H&R BLOCK**

Tax & Business Services

204 E. Linn, Suite C  
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752-4418

### **ACCU-TAX**

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22 E. Main St. • Marshalltown**

## Cuba or Bust!

Over forty people are headed on the Chamber's Experience Cuba trip, departing November 7 from Miami, Florida. The trip, which features stop at Ernest Hemmingway's farm, a rum factory, Old Town Havana walking tour, and much more, is the second international trip offered by the Chamber.

"We want to provide a unique experience to travelers," said Chamber Executive Director Lynn Olberding. "Our travel program is a mixture of tourism, culture, and education. The trips are meant to be an opportunity to experience the people, the sights, and the culture."

The Chamber's first international trip was to China in October 2014. 93 people participated in that trip, experiencing the Great Wall of China, Forbidden City, and the bustling city of Shanghai, to name a few highlights.

For more information about the Chamber's Experience travel program, please contact the Chamber office.

## Are you ready to join MYP?

Do you want to meet new people? Want to be more involved in the community? Would you like to have access to professional development opportunities? Maybe it's time to join the Marshalltown Young Professionals. The Marshalltown Young Professionals (MYP) organization was founded in 2005 and works to promote an environment that attracts and retains young professionals in the community. MYP also creates oppor-



tunities for individuals to interact with other people in Marshalltown. The mission of the Marshalltown Young Professionals is to engage its members in individual growth and the success of the community. We are looking for individuals who have a desire to participate in Marshalltown Young Professionals events and to help promote the growth and strengthening of our community. If you are one of those individuals, contact the Chamber office at 641-753-6645, email [info@marshalltownyp.com](mailto:info@marshalltownyp.com) or visit the MYP website at [www.marshalltownyp.com](http://www.marshalltownyp.com). Cost for membership is just \$50 per year. Must be an employee of a Chamber member business to participate.



Have you visited the  
Chamber website lately?

Go online to  
[www.marshalltown.org](http://www.marshalltown.org) for the  
online directory, Chamber news  
and upcoming events.

## Business-to-Business Showcase

Looking for a way to promote your business? Want to be part of an event that draws a huge crowd of Chamber members? Interested in making new contacts? Yes? Then you should consider participating in the Chamber's 2014 Business-to-Business Showcase, presented by Hy-Vee.

The annual Business-to-Business Showcase is a hybrid event, combining elements of a Business After Hours and a Business Expo. Participating businesses will receive a banquet table to use as a display to promote their business/organization to the crowd of more than 250 that attends each year.

"The B2B event is one of our most popular events each year," said Chamber Board Chair Chris Brodin. "There are always great businesses you can speak with and learn more about, good food and drink to enjoy, and many new people to meet."

The Chamber is currently looking for businesses or organizations interested in being a table sponsor for the event. Cost is \$75 and allows your business to showcase your products and services during the duration of the event.

"It's always a lot of fun," said Chamber Executive Director Lynn Olberding. "We look forward to it every year. Mark your calendars for Thursday, November 6 from 4:30 - 7:00 p.m. at the Best Western Regency Inn!"

For more information, please contact the Chamber office.

## Shop Local!

Again this year, the Chamber is partnering with American Express to promoting "shopping small" on Saturday, November 29. The Chamber will host a Shop Small Saturday event with participating Chamber member businesses.

If your business is interested in participating, please contact Lynn Olberding at the Chamber office. Specifics of the Shop Small Saturday event and promotion will be featured in the November issue of the Chamber Digest.

Additionally, this holiday season, the Chamber has teamed up with Mediacom/OnMedia for a holiday campaign featuring locally-owned Chamber member businesses. From November 11 - December 23, ads will run on over 23 cable networks in the Marshalltown zone promoting shopping locally. If your business or organization is interested in participating, please contact Andy Schwandt with OnMedia.

Last, the Chamber is looking for information on holiday specials, Black Friday deals, discounts, offers, or deals local retailers are planning for the holiday season. Please watch for communication coming from the Chamber in the upcoming weeks or send your holiday information to lolberding@marshalltown.org. Inclusion is subject to availability and editor's discretion.

Shop locally...not just this holiday season, but all year long!



Robin Angliman  
Agent-CSA



Pat Hagaman  
Agent



Lance Horbach  
Agent



Lora Neuroth  
Agent



Paul Beals  
Agent



Mark Kohde  
Agent



Don Mead  
Agent  
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