

# CHAMBER UPDATE

The mission of the Ames Chamber of Commerce is to provide our members services that strengthen the economic vitality in Ames and enhance the quality of life in our community.

## 2008 Board of Directors

### Executive Committee

#### Chair

Darryl Bennett  
Ames Bulletin Board &  
Championship Productions

#### Chair-Elect

Cozette Hadley Rosburg  
Becker Underwood

#### Vice Chair, Community Development

Becky Barclay  
Hunziker & Associates

#### Vice Chair, Government Affairs

Scott Sanders  
First American Bank

#### Vice Chair, Membership

Bob Anders  
U.S. Bank

#### Treasurer

Maureen Dockstader  
LWBJ, LLP

#### Immediate Past Chair

Scott Bauer  
First National Bank

#### President/CEO

Dan Culhane

### Board Members

Chad Copley  
Northwestern Mutual Financial Network

Brian Dieter  
Mary Greeley Medical Center

Carol Kisling  
KASI/KCCQ

Lisa M. Kollasch  
Individual Member/YPA

Jolene Randall  
Knapp-Tedesco Insurance

Matt Randall  
Randall Corporation

Mark Reinig  
Iowa State University

Bill Talbot  
Newbrough Law Firm

The Chamber Update newsletter is published by  
the Ames Chamber of Commerce  
1601 Golden Aspen Drive, Suite 110,  
Ames, IA 50010  
www.ameschamber.com  
t: 515.232.2310 | f: 515.232.6716

## 2008 Ames Chamber & AEDC Annual Event with the Capitol Steps

On February 7, 2008, the Ames Chamber and the Ames Economic Development Commission (AEDC) will celebrate their 2007 accomplishments and look ahead to 2008 at their Annual Event. This year's program will feature entertainment from the *Capitol Steps* comedy troupe.



Enjoy the comedy of the nationally recognized Capitol Steps at our 2008 Annual Event

We hope to see you at the Annual Event! Ames Chamber and AEDC members who RSVP through our website or at our office will receive premium seating for the entertainment at Stephens Auditorium. Non-members may purchase tickets for the *Steps* through TicketMaster or at the Iowa State Center Box Office.

The 2008 Annual Event is brought to you by our Capitol Sponsor, Bankers Trust.



### RSVP ON-LINE

by Friday, January 25:  
www.ameschamber.com

**\$60\*/ticket**

\*Full event including dinner at Scheman is only open to Ames Chamber and AEDC members

### RSVP IN PERSON

by Monday, January 28:  
1601 Golden Aspen Drive, Suite 110  
Please have payment and guest names ready when you RSVP

## Register Now for 2008 Professional Development Series

Taught by professional trainers and business coaches, our Professional Development Series is a great way to develop new knowledge and skills during lunch! Held on the second Tuesday of the month from 11:30 a.m. to 1:00 p.m., each program is divided into two parts to allow for in-depth exploration of the topic. The second portion of each program will include a guest speaker from the business community. A special one-part program in December concludes our series.

### Business Leadership

**January 8 & February 12, 2008**

**11:30 a.m. • Holiday Inn**

Building a World-Class Business starts with the leader. We'll explore the differences between a business owner, a manager, and a leader; how and what a leader communicates to the team and to the customers; and how a good manager can move up to leader of a world-class team. *Presented by Teresa Propes, Action Coach with February guest speaker Marvin J. Walter, President, Dayton Road Development Corporation.*

### Getting Results with SMART Goals

**March 11 & April 8, 2008**

**11:30 a.m. • Green Hills Retirement Community**

Successful managers begin the goal setting process with their organization's mission and vision elements. This program will allow you to review your goal setting skills so you can identify specific action steps, accountabilities and time lines for developing organizational, department and personal goals. *Presented by Todd McDonald, PHR, ATW Training & Consulting, Inc. with April guest speaker Jeff Johnson, President, ISU Alumni Association.*

### HR Law & Hiring

**May 13 & June 10, 2008**

**11:30 a.m. • Hickory Hall**

This interactive program will discuss employment laws and focus on the application of each in your business. We'll talk about employment posting requirements, job descriptions, interviewing, offer letters and much more. *Presented by Tammy Verbrugge, HR Systems, Inc. with June guest speaker Frank Hardy, Caremoli USA, Inc.*

### World-Class Communication

**August 12 & September 9, 2008**

**11:30 a.m. • Location will be announced**

World-class businesses focus on effective communication. Learn the basic skills to share world-wide. *Presented by Ann Henderson Kennedy, PhD, Crossroads Consulting with September guest speaker from Innova Ideas & Services.*

### A Passion for Customer Service

**October 14 & November 11, 2008**

**11:30 a.m. • F & M Bank**

There is only one reason to be in business and that is to have customers. In this program we will draw out what it means to be truly passionate about serving your customers, and we will explore the impact of customer service on growing your business. *Presented by Nick Reddin, Manpower with November guest speaker Tom Gard, Hy-Vee.*

### Series Conclusion: Building A World-Class Business

**December 9, 2008**

**11:30 a.m. • Green Hills Retirement Community**

**Registration: \$10 Members/\$50 Non-members**

Roger Underwood will share his journey in building a world-class business at Becker Underwood.

### REGISTRATION

Registration fees include lunch. To register, go to our website, [www.ameschamber.com](http://www.ameschamber.com), and click on "Calendar of Events" to find the Professional Development Series. Contact Beth ([bosowski@ameschamber.com](mailto:bosowski@ameschamber.com) 232-2310) with questions or to request a registration form.

**Members.** Complete series (5 programs plus conclusion):

\$120/person; Individual programs: \$30/person

**Non-Members.** Complete series (5 programs plus conclusion):

\$220/person; Individual programs: \$50/person

*Sponsored by: Manpower*

## Lighten Up Ames 100-Day Challenge

Lighten Up Iowa (LUI) is a team-based program that helps Iowans make positive health changes through a 100-Day Challenge! Our local program is called Lighten Up Ames.

Registration is now available at [www.lightenupiowa.org](http://www.lightenupiowa.org) (enter group code LUIAMES) for teams of up to 10 people. The registration fee is \$15 per person (look for \$5-off coupons at Hy-Vee stores in January). Participants can also receive incentives such as t-shirts and choice of fitness magazine subscriptions. The Challenge begins on January 16.

Anyone can form a team – businesses, churches, schools, families – so get your team together today and help us Lighten Up Ames! E-mail Mallory Kock ([lightenupames@gmail.com](mailto:lightenupames@gmail.com)) for more information about the program.



## Promote Your Business...At Breakfast!

Thursday, January 24, 2008 at 7:30 a.m.

Boys' and Girls' Club of Story County, 210 S. 5th St

Join us for Business At Breakfast on the 24th to give a two-minute "shameless plug" for your organization while handing out business cards and/or any other promotional materials. It's a great event for new AND veteran members!

The Ames Chamber would like to give special thanks to Kingland Systems for hosting the October breakfast and Starbucks Coffee for hosting the November breakfast. If you did not attend, you missed hearing about upcoming community events, how to network by paying it forward, advertising opportunities for your business and caucus training.

We purposely keep this event small to insure great one-on-one interaction, so your RSVP is very important. Please contact



the Chamber no later than noon on Wednesday, January 23 to attend (232-2310). A free continental breakfast is provided, but we do require an RSVP to participate.

See you at Breakfast!

## Mark your calendar...

### Coming up in February at the Chamber

- 02.07.08 | 5:30 p.m. | Chamber Annual Event
- 02.20.08 | 8:00 a.m. | Leadership Ames
- 02.21.08 | 7:30 a.m. | Business Improvement Forum
- 02.21.08 | 5:00 p.m. | Business After Hours
- 02.28.08 | 7:30 a.m. | Business At Breakfast
- 02.29.08 | 12:00 p.m. | Legislative Luncheon

### Ames City Council Meetings

- 01.08.08 | 7:00 p.m. | Regular Meeting
- 01.15.08 | 5:15 p.m. | Capital Improvement Plan (CIP) Work Session
- 01.22.08 | 6:30 p.m. | Conf. Board & Regular Meeting (CIP Hearing)
- 02.01.08 | 2:00 p.m. | Budget Overview
- 02.04.08 | 5:15 p.m. | Budget Hearings
- 02.05.08 | 5:15 p.m. | Budget Hearings
- 02.06.08 | 5:15 p.m. | Budget Hearings
- 02.12.08 | 5:15 p.m. | Budget Wrap-Up & Regular Meeting
- 02.19.08 | 7:00 p.m. | Council Workshop
- 02.26.08 | 6:30 p.m. | Conf. Board & Regular Meeting

## January Legislative Luncheon

Friday, January 25, 2008 at 12:00 p.m.

Brown Auditorium, Ames Public Library, 515 Douglas Ave

Just days after the 82nd Iowa Legislature General Assembly convenes in 2008, Chamber members are invited to convene right here in Ames on Friday, January 25 at 12:00 p.m. to talk with your elected officials during our Legislative Luncheon. The Luncheon is free to all Chamber members, but only if you RSVP by noon on Thursday, January 24. To RSVP, contact Beth today (232-2310, bosowski@ameschamber.com).



Our thanks to January Legislative Luncheon sponsors:  
Exchange State Bank and VenuWorks

## Business Improvement Forum: Planning for Success

Thursday, January 17, 2008 at 7:30 a.m.

Somerset Clubhouse, 2400 Aspen Rd

Sponsored by: Ames Community Bank



DALE CARNEGIE®  
TRAINING

Presented by Pat Griffin of Dale Carnegie® Training, the first three topics in 2008 will focus on "Processes that Matter" and will address fundamental problems that plague managers: Planning for Success (January 17), Time Management (February 21) and Delegation (March 13).

Don't miss out on this terrific benefit of Chamber membership! Forums are free to all Chamber members, and a light breakfast is provided. RSVP by January 16 to Beth (232-2310, bosowski@ameschamber.com) to attend this great program.

## 2007 Call for Annual Award Nominations

There's still time to nominate an outstanding Chamber member for recognition with the Ames Chamber's Annual Awards. **All nominations are due to the Chamber by Monday, January 7, 2008.**

The 2007 Chamber Awards include:

- Hollis J. Nordyke Business Person of the Year
- Lokken/Harms Entrepreneur of the Year
- Curt Van Maanen Community Involvement Award
- Diversity Award

Nominations must be made by Chamber members. The award criteria are available at [www.ameschamber.com](http://www.ameschamber.com) or by calling the Chamber at 232-2310. Please review the criteria and nominate the individual or organization you feel is deserving of an award.

## Please Welcome These New Members to the Ames Chamber

**5 Fingers Creative (5FC)** features the creative talents of professional Illustrator and Graphic Designer Tim Read. With over 15 years experience, Mr. Read creates imaginative, professional and outstanding illustration and design for his clients. Although humorous illustration, cartooning and caricature are the “specialty” of 5FC, Mr. Read is no stranger to the business of corporate design and brand identity. Let 5FC help make your business stand out with logo, brochure and business card design that says, “Look at me!” Call 451-1684.

**Animal World Pet Sitting, Inc., (AWPS)** of Ames provides private, personal, professional pet care – in your home. Founder Claudette M.J. Sadoval-Green has worked with domestics, wildlife and exotics for 20 years. AWPS only hires the best and brightest, qualified pet sitters to care for your animals. AWPS is a well-known leader in the field of in-home premium pet care. They are proud to offer their services to the community of Ames and the surrounding areas. To discuss your pet sitting needs, call Claudette at 232-9994 to schedule an interview.

Iowa’s oldest and largest independent bank, **Bankers Trust**, is wrapping up its 90th anniversary and was recently named the “Iowa Business of Character” by the Institute of Character Development. John Russell is in charge of the office located at 1510 Buckeye Ave (located at 16th St & S. Duff Ave in the Hunziker & Associates building). He and his team are ready to help you with home mortgage and equity loans, construction loans, commercial lending and refinancing, and they look forward to growing their service in Ames. Call 233-4424 or visit [www.bankerstrust.com](http://www.bankerstrust.com).

**The Branding Iron** is the newest grill-your-own steakhouse located at 835 6th St in Nevada. They pride themselves on serving USDA Prime Choice cuts of beef, Iowa-grown pork, great kids menu, awesome salad bar and friendly smoke-free atmosphere. Their menu, specials and hours, including Happy Hour from 4:00 to 6:00 p.m. daily, are all available on-line at [www.eatbrandingiron.com](http://www.eatbrandingiron.com). Check out The Branding Iron!

**El Azteca** offers great, delicious Mexican food served by a friendly staff at their restaurant at 1520 S. Dayton Ave. If you’re in a festive mood for a business luncheon or a night on the town, El Azteca is the place to go. You can also call El Azteca for to-go food for your next business meeting. Give Alfonso and his staff a call at 232-0116 today!

**Lee’s Cellular and More**, your authorized Verizon Wireless retailer, is now in Ames. With nine years’ experience, Lee is ready to help you and your family keep in touch. Stop in to 127 Welch and let Lee’s Cellular and More, your family owned and operated Verizon store, help your family with all your cellular and computer needs. Call 292-5300.

A family prepared is a community strengthened. This is the principle that drives **ReadyAmes!**, a volunteer nonprofit organization that helps the citizens of Ames prepare for all types of emergencies. ReadyAmes! seeks to partner with the business community to create programs that foster personal preparedness. One such program is Proactive Realtors for Emergency Preparedness (PREP) through which homebuyers receive an emergency kit for their new home. ReadyAmes! also coordinates free presentations. For details or to host a presentation at your business, call Executive Director Jacqui Norman at 292-0230.



### Iowa Caucus is Finally Here!



After months of anticipation, the Iowa caucus will take place on Thursday, January 3, 2008. As Iowa takes the national spotlight, here is some helpful information for anyone interested in participating in the Iowa caucus.

#### What is a political caucus?

A caucus is a political meeting at your local precinct level during which delegates are selected to represent the sponsoring party at the country convention. Democratic and Republican Parties select their parties’ nominees for President and Vice President. A local caucus is the first step in nominations for the candidates running for office.

#### Why is the Iowa caucus so important?

The Iowa caucus is important because we host the first caucus in the nation during each Presidential election cycle. Candidates have their first opportunity to determine their level of approval or popularity.

#### Who can participate in the caucuses?

It is really easy to get involved in participation with the caucuses. Any voter that is registered as a Republican or Democrat, and can prove residency in Iowa, can actively participate in the caucus. However, anyone is more than welcome to attend the caucus.

#### For additional information, visit:

*Iowa 2008 Caucus Guide*  
[www.iowapolitics.com](http://www.iowapolitics.com)

*Iowa Democratic Party*  
[www.iowademocrats.org](http://www.iowademocrats.org)

*Iowa Republican Party*  
[www.iowagop.net](http://www.iowagop.net)



# January Business After Hours



**Hosted by Furman Corporation & the Ames Home Builders Association**

Tuesday, January 22, 2008  
5:00 to 7:00 p.m.

Furman Corporation  
2607 Northridge Parkway



## YPA Kicks Off New Year!

Great food and a beautiful setting for a fun evening – you’ll find all this and more at the Young Professionals of Ames (YPA) 2008 Annual Event held at Reiman Gardens. Join us Thursday, January 24 for a social hour at 6:00 p.m. followed by our program featuring keynote speaker Kurt Karr, “Top Banana” and owner of monkeythis.com. We will also honor the four outstanding young professionals selected to receive the Second Annual “4 Under 40, Leaders of Tomorrow” Awards sponsored by YPA and *The Tribune*.

As we start our sixth year as an organization, YPA has developed a new way to organize our committee work that will help facilitate communication as well as position our organization to make a greater impact. Our new committees are Membership & Social, Leadership & Professional Development, and Community Outreach & Partnerships. All YPA members are welcome to join a committee of their choice at any time throughout the year.

We’re pleased to report another successful year for our “Read With Me” program. In December over 40 YPA members read to every kindergartner in the Ames Community School District and to every student at Wilson-Beardshear Early Childhood Center. Thank you to the Ames Noon Kiwanis Club for their

generous support that provided each student with a book of their own! Also, thank you to the teachers who supported this program and to the many YPA members who participated!



### Get Involved in a YPA Committee!

YPA members, please contact the committee’s chair for more information about the committee’s role and meeting time.

#### Membership & Social Committee

Chair: Megan Backman  
director@mainstreetculturaldistrict.com

#### Leadership & Professional Development Committee

Chair: Shelly Greving  
shellyg@iastate.edu

#### Community Outreach & Partnerships

Chair: Shane Jacobson  
shanej@iastate.edu



## Chamber Celebrates Ribbon Cuttings and Ground Breakings

**Renewable Energy Group (REG)** held a ribbon cutting on November 6 to welcome the community to their new location at 416 S. Bell Ave and to educate the public about the growing biodiesel industry. REG is a biodiesel industry sales leader offering plant management, biodiesel production, sales and marketing services, plant construction management, risk management and raw material procurement. REG markets SoyPOWER® biodiesel. Contact REG at 888-734-8686.



**Exchange State Bank** celebrated their 5th anniversary at their 823 Wheeler St location with a ribbon cutting on November 7. Exchange State Bank is a full-service, locally owned community bank established in Collins, Iowa in 1902. Their employees are committed to providing customers with personalized attention and exceptional service. Exchange State Bank is dedicated to meeting the needs of local community by providing quality financial services and products. Give them a call at 232-5060.



With progress already made on their office expansion project, **Sauer-Danfoss** hosted a "Ground Broken" Ceremony in Ames on November 9. In the last year and a half, Sauer-Danfoss has hired over 200 people at their Ames location. Sauer-Danfoss is a leader in the design, manufacture and sale of engineered hydraulic and electronic systems and components, for use primarily in applications of mobile equipment. Sauer-Danfoss, with approximately 8,000 employees worldwide, has sales, manufacturing, and engineering capabilities in Europe, the Americas, and Asia. Contact Kells Hall at 239-6000 for more information or visit [www.sauer-danfoss.com](http://www.sauer-danfoss.com).



**Nutrition and Wellness Research Center (NWRC)** held a ribbon cutting on November 9 to introduce their new research center to the community. The facility will expand the capacity within ISU for providing human subject evaluation of foods and food ingredients for health promotion. The facility includes areas for exercise assessment, food preparation, subject dining areas, conference rooms and laboratories. Stop by the new research center at 2312 Food Sciences Building in the ISU Research Park or call 294-5991.



**La Fuente Mexican Restaurant** celebrated their 14th anniversary with a ribbon cutting on November 14. Be sure to stop by for a great meal and check out the new decor complete with murals, painted table tops and Mexican tile on the floor. La Fuente also has an extensive to-go menu for your next meeting. Jose, Bonita and the staff at La Fuente Mexican Restaurant are proud to be in the Ames community and happy to serve you! Stop by today at 217 S. Duff Ave or order your next take-out meal at 233-6696.



**Chocolaterie Stam** celebrated their one-year anniversary on November 16 by hosting a ribbon cutting along with the Nevada Chamber of Commerce. Chocolaterie Stam specializes in fine European chocolates, offering 50 different flavors. They also serve real Italian gelato, licensed-to-sell ISU logo chocolates and a full coffee-shop menu. Located in the heart of the Main Street Cultural District, Chocolaterie Stam is an escape with plenty of comfortable seating, a baby grand piano and live music. Stop by 230 Main St or give Terry Stark a call at 232-0656.



**Jackson Hewitt Tax Service** celebrated the grand opening of their new store at 116 Main St on November 27. Jackson Hewitt is a federal income tax preparation service that specializes in electronic filing (IRS e-file). The country's second-largest tax preparation service, Jackson Hewitt provides full-service, individual federal and state income tax preparation and facilitates related financial products. Check out their coupon on the Chamber website! Give Cindy Albin a call at 663-0000.



**Ames Racquet & Fitness Center** celebrated their 30th anniversary on November 29 with a ribbon cutting at their North location, 2622 Stange Rd, Suite 101. Ames Racquet & Fitness Center offers three convenient locations. They feature an indoor pool, five indoor tennis courts, state-of-the-art cardiovascular machines complete with flat-screen TVs, strength training equipment, group fitness, personal training, free weights and quality childcare. Call Beth Henningsen at 292-4741.



## Take advantage of free NationJob posting

Chamber members can save time and money in finding qualified employees by posting their local job openings and company profile at NationJob for **FREE** until June 30, 2008.

The main website is [www.nationjob.com/ames](http://www.nationjob.com/ames). The local job site can also be accessed through [www.ameschamber.com](http://www.ameschamber.com).

You may contact the Chamber office at 232-2310 or NationJob directly at 888-256-1741 for additional information on how to get started.



## In Appreciation...

The Ames Chamber of Commerce would like to recognize the following Board members whose terms ended in 2007:

- Tahira Hira, Iowa State University
- Keith Arneson, Pinnacle Properties
- Gary Botine, Sauer-Danfoss
- Nicole Gebhart, Ames National Corporation
- Bob Ravenscroft, Mary Greeley Medical Center

Thank you for generously sharing your time and expertise to support the mission of the Chamber!

## JANUARY Ribbon Cuttings



01.09.08 | 11:00 a.m.  
**Read Health Center of Chiropractic & 5 Fingers Creative**  
 1606 Golden Aspen Dr, Suite 101



01.16.08 | 11:00 a.m.  
**Flooring Gallery with Linda Glantz Interiors**  
 310 S. 16th St



01.17.08 | 11:00 a.m.  
**Tanworld**  
 4518 Mortensen Rd, Suite 106

*If your business has a reason to celebrate, from a grand opening to an anniversary to a new location, draw some attention and contact Stacy Dreyer (232-2310) to schedule a Ribbon Cutting of your own!*



## Chamber Gold Members



Thank you to the following members who have donated 10% above their annual dues for Chamber projects:

- Ames365.com**
- ATW Training & Consulting**
- Grandstay Residential Suites**
- ISU Net**
- LWBJ, LLP**
- MagnaLynx**
- Pretzelmaker**

Because of contributions from members like these, the Ames Chamber can maintain a level of excellence in the services we provide. All our Gold Members will be recognized with a Gold Member decal and at our 2008 Annual Event.

# Chamber Calendar

## January 2008

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
		1 <i>New Year's Day (Chamber office closed)</i>	2	3 <i>Iowa Caucus</i>	4 12:00p Gov't Affairs (C)	5
6	7	8 3:30p YPA Board (C)	9 7:30a ACC Exec (C) 11:00a R/C (Read Chiropractic & 5FC) 12:00p Membership (C)	10	11 7:00a AEDC Exec (C)	12
13	14 <i>ISU Spring Semester Begins</i>	15 8:00a Leadership Ames	16 11:00a R/C (Flooring Gallery/Linda Glantz Interiors) 12:00p ACC Board (C)	17 7:30a Business Improve- ment Forum (Somerset) 11:00a R/C (Tanworld)	18 7:00a AEDC Board (ISU Foundation)	19
20	21 <i>Martin Luther King, Jr. Day</i>	22 5:00p BAH (Furman Corporation)	23	24 7:30a Business at Breakfast (Boys' and Girls' Club)	25 On-line Annual Event RSVPs due 8:00a Leadership Ames 12:00p Legislative Lunch (Ames Library)	26
27	28 In-Person Annual Event RSVPs due	29	30	31		
				<b>ACC:</b> Ames Chamber of Commerce <b>AEDC:</b> Ames Econ. Dev. Commission <b>BAH:</b> Business After Hours <b>C:</b> Chamber Office <b>CECP:</b> Career, Education & Character Partnership <b>R/C:</b> Ribbon Cutting <b>YPA:</b> Young Professionals of Ames		

1601 Golden Aspen Drive Suite 110  
Ames, IA 50010  
www.ameschamber.com  
t: 515.232.2310 | f: 515.232.6716



PRRST STD  
US Postage  
PAID  
Ames, IA  
Permit No. 38