

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.

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Ames Bulletin Board & Championship Productions

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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

The Results Are In: 2008 Annual Event a Success!

Over 500 guests enjoyed the Ames Chamber of Commerce and Ames Economic Development Commission (AEDC) 2008 Annual Event dinner on Thursday, February 7. An additional 500 guests attended the Annual Event program which was kicked off with a video highlighting the organizations' accomplishments, followed by the hilarious *Capitol Steps* performance.

Earlier that day, the Chamber and AEDC held a media conference to present the 2007 Chamber Awards and to recognize the service of our outgoing Board members including 2007 Chamber Board Chair Scott Bauer and 2006-2007 AEDC Board Chair Dr. Mike Roof. Check out page 6 of this newsletter to see who won the 2007 Awards, and visit our website www.ameschamber.com to view our annual report as well as photos of the Annual Event!



2008 ANNUAL EVENT SPONSORS

Capitol Level Sponsor

Bankers
Trust[®]

It's our name . . . and our promise.

Campaign Level Sponsors

Heartland Technology Solutions
Renewable Energy Group, Inc. (REG)
Sauer-Danfoss
Sigler Companies

Convention Level Sponsors

Ames Bulletin Board/
Championship Productions
Ames National Corporation/
First National Bank
Mary Greeley Medical Center

Caucus Level Sponsors

Boehringer Ingelheim Vetmedica
Gateway Hotel & Conference Center
Hunziker & Associates, Realtors
KASI/KCCQ Radio
The Tribune

Straw Poll Level Sponsors

Ames Community Bank
Iowa Telecom Communications
Story Construction Company

Ames Chamber Day at the State Capitol

Thursday, March 6, 2008

Meet at the Chamber, 1601 Golden Aspen Dr Ste 110

Departure time: 7:45 a.m.; Return time: approx. 2:00 p.m.

Meet at the Chamber on March 6 to join the Ames delegation to travel to the State Capitol building in Des Moines to put our priorities in front of our legislators. We will hear from State Auditor David Vaudt, and we will also break into interest groups to talk with specific legislators about the issues most affecting the Ames business community. Please RSVP by noon on March 5 so we don't leave anyone behind on Thursday morning! Contact Beth (bosowski@ameschamber.com, 232-2310).

Getting Results with SMART Goals

Professional Development Series

Tuesday, March 11 (part 1) & Tuesday, April 8 (part 2)

Green Hills Retirement Community, 2200 Hamilton Dr

Sponsored by: Manpower and ATW Training & Consulting, Inc.

Learn goal-setting skills to help you identify specific action steps, accountabilities and timelines for developing organizational, department and personal goals.

This program will be held from 11:30 a.m. to 1:00 p.m. and presented by Todd McDonald, PHR, ATW Training & Consulting, with April guest speaker Jeff Johnson, President, ISU Alumni Association. Fee is just \$30 for Chamber members, or register for the entire series for only \$98. Contact Beth (bosowski@ameschamber.com, 232-2310) to register.

Business Improvement Forum: Delegation

Thursday, March 13, 2008 at 7:30 a.m.

Somerset Clubhouse, 2400 Aspen Rd

Sponsored by: Ames Community Bank



"Never tell people how to do things. Tell them what to do and they will surprise you with their ingenuity."

-General George Smith Patton, Jr.

This Dale Carnegie® Training will focus on how to delegate effectively. The program is open to all Chamber members, and there is no fee to attend. To register, contact Beth (bosowski@ameschamber.com, 232-2310) by March 12.



Special thanks to 2008 Forum Food & Beverage Sponsor, Starbucks Coffee!

Ames City Council Meetings

04.14.08 | 7:00 p.m. | Regular Meeting

04.28.08 | 7:00 p.m. | Regular Meeting

Business at Breakfast

Thursday, March 27, 2008 at 7:30 a.m.

Iowa State University, Extension 4-H Youth Building, 13th & Stange (parking in commuter lot northeast of intersection)

Join us on the 27th 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 a special thanks to Boys' and Girls' Club of Story County for hosting the January breakfast. If you did not attend, you missed hearing about the Latch Key Society, Ames Police Academy, and hypnosis to improve your golf game!

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, March 26 to attend (232-2310 or sdreyer@ameschamber.com). A free continental breakfast is provided, but we do require an RSVP to participate. See you at Breakfast!

March Legislative Luncheon

Friday, March 28, 2008 at 12:00 p.m.

IPRT, Applied Sciences Complex,
Auditorium, 1915 Scholl Road



Join your state-level elected officials for this opportunity to ask questions about issues important to you and our community. The Luncheon is free to all Chamber members. Please RSVP by noon on Thursday, March 27 to Beth Osowski (232-2310, bosowski@ameschamber.com). Thank you to Mary Greeley Medical Center for hosting the February Luncheon. Special thanks to February sponsors: D.D. Pyle Company; Jon Lowman, Realtor; Mary Greeley Medical Center; and Wells Fargo Bank.

Mark Your Calendar...

Coming up in April at the Chamber

- 04.01.08 | 12:00 p.m. | Education Connections Committee
- 04.02.08 | 7:30 a.m. | Business Improvement Council
- 04.03.08 | 12:00 p.m. | Government Affairs Committee
- 04.08.08 | 12:00 p.m. | Membership Committee
- 04.14.08 | 11:30 a.m. | Professional Development Series
- 04.15.08 | 8:00 a.m. | Leadership Ames
- 04.15.08 | 3:00 p.m. | Business to Business Expo
- 04.16.08 | 7:30 a.m. | Business Improvement Forum
- 04.23.08 | 7:30 a.m. | Business At Breakfast
- 04.24.08 | 12:00 p.m. | Legislative Luncheon
- 04.24.08 | 5:00 p.m. | Business After Hours

2008 State Legislative Priorities

The Ames Chamber represents nearly 700 businesses in Ames and surrounding communities. The state legislative priorities listed below come directly from our Ames Chamber membership and Chamber Government Affairs Committee, and allow us to set the direction for our advocacy efforts for the 2008 Session of the Iowa State Legislature. If you would like more information, please contact the Chamber at 232-2310.

BUSINESS CLIMATE

Economic Growth

To maintain and enhance Iowa's attractiveness to current and potential businesses, it is essential that Iowa do what is possible to lower costs to businesses and employees. National economic development consultants report that lack of Right-to-Work laws in other states is often a deal breaker for companies considering business relocation.

- Support the state's right-to-work laws and oppose any legislation that would negatively impact those laws

Property Tax Reform

Iowa's urban commercial property tax rates are the fifth highest in the nation, with rural commercial property tax rates ranking among the top ten highest.* Iowa's industrial property tax rates rank 15th highest in the U.S (both rural and urban). Neighboring states, including Minnesota, South Dakota and Nebraska, are enjoying more competitive commercial and industrial property tax rates.

- Provide tax relief for commercial and industrial properties by reforming Iowa's property tax system (*Iowa Taxpayers Association, 2006 Report)

Income Tax

If the state flattens and adjusts the current income tax structure to a two-tiered system, Iowa could maintain its income tax revenue stream while eliminating the confusion in marketing our state.

- Simplify the income tax system

Tax Increment Financing (TIF)

TIF districts stimulate an increase in the tax base for the long term and allow communities to compete for jobs, sales tax, and tourism dollars.

- Preserve Tax Increment Financing as an economic development tool

Entrepreneurship

To accelerate business growth and vigorously participate in the global economy, Iowa's leaders must nurture entrepreneurial talent and venture capital.

- Create an entrepreneurial culture in Iowa
- Continue funding for research parks and regional business accelerators

Workforce Development

Iowa's workforce needs must be addressed with long-term, multi-faceted policies including education, training, retention and recruitment. Students need measurable learning opportunities that meet the needs of today's world marketplace, including disciplines in science, technology, engineering and mathematics (STEM). Generating interest among teachers and students for STEM-oriented curricula and related careers in Iowa is critically important.

- Implement 21st Century learning skills by setting state-wide standards
- Strengthen workforce training, retention and recruitment to meet future, mounting workforce needs

IOWA STATE UNIVERSITY

The Ames Chamber supports the initiatives of Iowa State University and will continue to be a partner in promoting the concerns and needs of the institution.

INFRASTRUCTURE

Road Use Tax Fund (RUTF)

Continuous investment in Iowa's roadways is essential to economic development. Further revisions are needed in the RUTF to allocate more money for highly traveled primary roads. TIME-21 (Transportation Investment Moves the Economy in the 21st Century) would divide revenues among state/primary roads (60%), counties/secondary roads (20%) and cities/street construction (20%).

- Revise the current RUTF formula
- Implement TIME-21

HEALTH CARE

Medicaid should ensure access for indigent and poor Iowans, and Medicare should reward providers for quality and cost effectiveness. Funding needs to be provided for clinical education to address the future healthcare staff shortage.

- Enhance current levels of Medicare and Medicaid reimbursement funding for health care providers
- Support the development of public/private partnerships in health care

K-12 EDUCATION

The Ames Chamber will continue to encourage the support of any legislation that provides resources that reflect the actual cost of school (including special education) funding.

Are you interested in being more involved with the Chamber's legislative and government affairs initiatives?
The **Government Affairs Committee** meets on the first Friday of the month at noon at the Chamber office. Please join us!

Welcome New Chamber Members!

At **Cafe Milo**, you can enjoy the best tasting coffee and espresso drinks and the tastiest sandwiches in town. Open 7:00 a.m. to 11:00 p.m. daily, Cafe Milo prides themselves on great customer service where they not only know your favorite drink but know your name as well! Cafe Milo is located in west Ames at 4800 Mortenson Rd, Ste 100. Call Eric Crawford, 268-3166.

College Pro provides residential and commercial exterior painting to areas including Ames, Nevada and Boone. They also offer deck refinishing, pressure washing, window washing and interior painting services. College Pro has been in the Ames area for the last five years. Give Nate Groenewold a call today at 441-1472 for all your painting needs.

Papa Lou's LLC carries on the Champlin family business tradition in Campustown with Angie's Kitchen and Papa's Corner. Angie's Kitchen offers only breakfast food, at a very affordable price. On weekends they are open through the night. Papa's Corner is a restored bar and lounge that has been in the family for 100 years. Call Tim Gleason at 292-2100.

Shelter Insurance is a multi-line company that offers a wide variety of insurance products to fit your needs, from car and home coverage to life insurance and annuities. Mike Dolan has served the Ames community as an agent for the past four years and is happy to review your insurance needs with you. Call Mike at 232-3555 or visit his office, 311 Lincoln Way, Ste 2.

Story County Community Life Program serves adults who have mental illness, developmental disabilities, or brain injury with housing, employment and social situations, as well as medical and educational support. Services are provided in three licensed group homes or independent housing. Stop by their office, 104 S. Hazel Ave, or call Maureen McClain, 956-2691.

Wal-Mart Supercenter's newest store is located at 534 S. Duff Ave in Ames! In addition to general merchandise, Supercenters feature bakery goods, deli foods, frozen foods, fresh produce, and meat and dairy products. The store will also have an automotive department and a McDonald's. Stop by or give Store Manager Jeramie Stroud and his staff a call at 956-3536.

2007 Chamber Award Recipients



BUSINESS PEOPLE OF THE YEAR: DENNY WILSON & DANNY WILSON, WILSON CADILLAC TOYOTA SCION

Beginning in Ames in 1982, Denny Wilson opened Wilson Oldsmobile

Cadillac, later bringing his son, Danny, into the business. Through the years, the Wilson name has been associated with great product lines, excellent service and stand-out employees. However, many would agree the Wilsons' long-term success is due in larger part to the commitment they have to the Ames community. Besides providing 70 jobs (55 full time, 15 part time), the Wilsons are active in First Evangelical Free Church, promote Character Counts! programs and support many community organizations including the Boys' and Girls' Club of Story County, Friendship Ark Homes, Iowa Special Olympics and United Way of Story County. *Wilson Cadillac Toyota Scion • 2112 Duff Avenue • www.wilsonofames.com • 515.232.4801*

ENTREPRENEUR OF THE YEAR: BILL BERGAN, CHAMPIONSHIP PRODUCTIONS



Championship Books was founded in Ames in 1976 by Bill Bergan, a two-time NCAA Championship-winning head Track & Field and Cross Country coach at ISU. The company started as a true "basement enterprise" with Bill taking on 100% of the financial risk. The company progressed through each development of communications technology, from books (70s) to videos (80s) to going online (90s)

and in recent years introducing DVDs and online broadcasting. Through the growth, Bill has been committed to keeping Championship Productions in Ames, and they have a growing workforce (25+) of competitively paid professionals. Bill has volunteered for the Iowa Special Olympics, the Special Olympics National Games, St. Thomas Aquinas Catholic Church, the Mainstream Living Board, and the Friendship Ark Homes Board. *Championship Productions • 2730 Graham Street • www.championshipproductions.com • 515.232.3687*



COMMUNITY INVOLVEMENT AWARD: MARK KUTCHEN

Mark Kutchen is recognized as a tireless volunteer in several capacities including serving at Collegiate Presbyterian Church, Hunziker Youth Sports Complex Board, the American Society of Professional Estimators Board (Des Moines Chapter) and as an AAU

Baseball Coach. However, it's Mark's Ames Little League service that may be most remarkable. For the last three years, Mark has served as the President of the Ames Little League Board of Directors. In the 2006 season, Mark easily gave at least 20 hours per week, leading projects including adding bleacher seating, improving safety, building pitching mounds, following through on sponsorship signage, updating the concession stand and putting in the infrastructure for scoreboards for each field. *Mark Kutchen is the Estimating Coordinator at Story Construction Company • 300 South Bell Avenue • 515.232.3458*



THE TRIBUNE

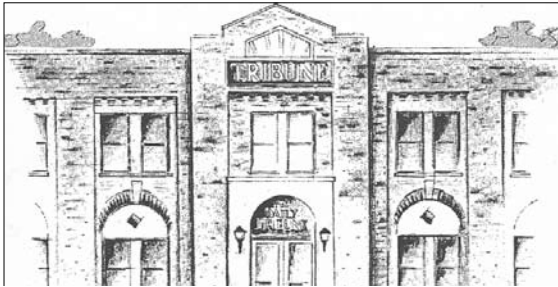
AMES, STORY COUNTY, IOWA

THURSDAY, MARCH 6, 2008

Business After Hours

Thursday, March 6th 5:00 – 7:00 p.m.

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“

A good time will be had by all.”

OPINION, A4

PM

REPORT

317 5th St.
www.amestrib.com
515-232-2160

Congressman Latham Visits Chamber

On Friday, February 1, U.S. Congressman Tom Latham talked with the Chamber’s Government Affairs Committee. Latham shared information about a new proposal to increase transparency in earmarks, plans to complete the Farm Bill, and concerns about the soon-to-expire tax relief. Committee members shared concerns including estate taxes, healthcare, alternative energy research, and veterans affairs. When asked how the Chamber and the community could best affect changes in the federal government, Latham advised prioritizing the top issues and working to raise consensus supporting those issues.



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Ames Named to “100 Best”

America’s Promise Alliance announced in January that Ames has been named a winner of its 2008 “100 Best Communities for Young People.” This distinction recognizes Ames as one of the best places for young people to live and grow up. For more information, please visit www.americaspromise.org.

★ Chamber ★ Gold Members

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

- | | |
|--------------------------------------|-------------------------------------|
| Jack Adams | Tom Flack |
| Ames Bulletin Board | Hanson Homes |
| Ames Silversmithing | Hunziker & Associates |
| Ames Super 8 | Hunziker Property Management |
| ATRON, Inc. | Newbrough Law |
| Robert Buck | Duane Sandage |
| Jerry Carney & Sons | Suzan Shierholz |
| Design Homes | Temptations on Main |
| First Evangelical Free Church | University Towers |

Because of contributions from members like these, the 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 recognized at our Annual Event.

Ames Chamber Members Celebrate Ribbon Cuttings



5 Fingers Creative celebrated an open house on January 9th by hosting a ribbon cutting. 5 Fingers Creative is a creative services business featuring the creative talents of Illustrator/Graphic Designer Tim Read. Tim specializes in humorous illustration, caricatures and commercial illustration as well as logo, brand and marketing design. Give Tim a call at 451-1684.




Tanworld celebrated their new location in Ames at 4518 Mortensen Rd, Ste 106 with a ribbon cutting on January 17th. Tanworld's meticulously clean and inviting environment makes your tanning experience a kind of "mini vacation" from your everyday routine. They also offer a full line of tanning products and a knowledgeable staff. Give Roxie and her staff a call at 292-8388 to schedule your next appointment.



Flooring Gallery with Linda Glantz Interiors celebrated their merger and office remodel with a ribbon cutting on January 16th. Linda Glantz Interiors is an award winning design firm that has provided furnishings and services to both residential and commercial clients since 1978. Linda's business is now located with Flooring Gallery at 310 S. 16th St, 232-3752.



The Branding Iron celebrated their grand opening on January 18th with a ribbon cutting. Those who attended enjoyed delicious appetizers along with Iowa wine and beers. The Branding Iron is the newest grill-your-own steakhouse located at 835 6th St in Nevada, Iowa. Their menu, specials, and hours, including Happy Hour from 4-6 daily, are at www.eatbrandingiron.com. Call 382-3281 to make your reservation.



MARCH Ribbon Cuttings

03.05.08 | 8:00 a.m. | **Wal-Mart Supercenter** | 534 S. Duff Ave
 03.06.08 | 4:00 p.m. | **The Tribune** | 317 5th St
 03.07.08 | 11:00 a.m. | **ChildServe** | 1915 Philadelphia St
 03.11.08 | 4:00 p.m. | **Phasient Learning Technologies**
 1523 S. Bell Ave, Ste 101
 03.13.08 | 11:00 a.m. | **Quilting Connection** | 238 Main St
 03.20.08 | 11:00 a.m. | **U.S. Cellular** | 412 S. Duff Ave

If your business has a reason to celebrate contact Stacy (232-2310) to schedule a Ribbon Cutting of your own!



Anytime Fitness celebrated the opening of their newest location at 5820 W. Lincoln Way on January 24th by hosting a ribbon cutting. Anytime Fitness is Ames' only 24-hour, co-ed, adult-only fitness center, featuring state-of-the-art cardio and weight training equipment. Each facility has private showers, personal trainers and friendly staff. Members enjoy access to 1,300 centers nationwide (at no extra cost) including two in Ames and one in Nevada. Stop by one of their locations today!



"Why YPA" Brown Bag Lunch

Now there's a new way to learn more about how you can make connections, get involved and impact Ames through Young Professionals of Ames (YPA). Join us for the first "Why YPA" Brown Bag Lunch at the Ames Chamber on Wednesday, March 12 at 12:00 p.m. to find out more about this great resource for anyone ages 21-40. New YPA members are also encouraged to attend to find out more about YPA's many events and activities throughout the year. Please RSVP by Tuesday, March 11 to Beth Osowski (bosowski@ameschamber.com, 232-2310). Visit www.ypames.com for more information.



Congratulations to the 2008 "4 Under 40" Award winners, from left to right: Amy Swenson, Iowa Energy Center; Nicole Gebhart, Ames National Corporation; Eve Doi, Ames Chamber of Commerce/AEDC; and John Joiner, City of Ames.

2008 Business to Business Expo

Tuesday, April 15, 2008

3:00 to 7:00 p.m.

Gateway Hotel & Conference Center

Exhibitor Registration Form (only Chamber Members may exhibit)

Business/Organization _____
Please list as you would like it to appear in promotional materials.

Contact name _____ **Phone** _____

E-mail _____

Each booth is approximately 8' by 8' and includes a skirted table, two chairs, wastebasket, electricity (if needed), your business name on the promotional materials, and food and beverage provided for attendees. Wireless Internet is available for no charge.

Number of booth spaces requested (please circle one): 1 booth: \$175 2 booths: \$300 3 booths: \$375

Do you require electricity for your booth? Yes No

Payment Information

Booth charge \$ _____

Reservations will be taken on a first-come, first-serve basis while spaces last. The earlier the reservation is submitted, the more opportunities you'll have to be included in promotional materials. Upon receipt and processing of your reservation, an additional form will be sent to all participants where you may indicate any additional needs. Refunds will not be given for cancellations no less than 7 days prior to the event.

Payment Method

___ Check enclosed (payable to Ames Chamber of Commerce)

___ Please charge my: VISA MasterCard

Card no. _____

Expiration date _____

Please fax form to 515-232-6716 or send to: Ames Chamber of Commerce, 1601 Golden Aspen Dr Ste.110, Ames, IA 50010

2008 Chamber Golf Day

The Annual Ames Chamber Golf Tournament is scheduled for the afternoon of Friday, May 16. This year, the Tournament will again be held on two courses to accommodate the many participants at this very popular Chamber event.



In addition to forming a team, we invite you to participate as a sponsor and take advantage of the opportunity to get your business' name out to hundreds of Chamber members! This year's Chamber Golf Day sponsorship levels include:

- Gift Sponsor (\$2000 includes company logo on all gifts golfers receive at registration)
- Corporate Sponsor (\$1000)
- Hole Sponsor (\$200 for 1 course, \$350 for both)
- Beverage Sponsor (\$100)
- Prize Sponsor (donate items in multiples of four)

Please contact Stacy if you would like more information about sponsorship (232-2310, sdreyer@ameschamber.com) or if you would like to volunteer to help plan the tournament or assist on the day of the event.



Teams from Boehringer Ingelheim Vetmedica (pictured at left) and Iowa Telecom Communications (pictured at right) enjoyed the 2007 Chamber Golf Tournament.

Chamber Calendar

March 2008

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
						1
2	3	4 3:00p Story Co. Career Expo (Scheman) 3:30p YPA Board (C)	5 8:00a R/C Wal-Mart 12:00p Education Connections (C)	6 7:45a Day at Capitol 4:00p R/C The Tribune 5:00 BAH (The Tribune)	7 11:00a R/C ChildServe 12:00p Gov't Affairs (C)	8
9 <i>Daylight Savings Begins</i>	10	11 4:00p R/C Phasient Learning Technologies	12 12:00p Membership (C) 12:00p "Why YPA" Brown Bag Lunch (C)	13 7:30a Business Improvement Forum (Somerset) 11:00a R/C Quilting Connection	14 7:00a AEDC Exec (C)	15
16 <i>Palm Sunday</i>	17 <i>ISU Spring Break Week St. Patrick's Day</i>	18	19	20 11:00a R/C U.S. Cellular <i>First Day of Spring</i>	21 7:00a AEDC Board (ISU Foundation)	22
23 <i>Easter</i>	24	25	26 8:00a Leadership Ames 11:30a ACC Board (C)	27 7:30a Business at Breakfast (Iowa 4-H Foundation)	28 12:00p Legislative Luncheon (IPRT App. Sci. Complex)	29
30	31			ACC: Ames Chamber of Commerce AEDC: Ames Econ. Dev. Commission BAH: Business After Hours C: Chamber Office CECP: Career, Education & Character Partnership R/C: Ribbon Cutting YPA: Young Professionals of Ames		

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