

# 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

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*Ames Bulletin Board & Championship Productions*

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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

## Our Spectacular Annual Event

The 2008 Annual Event is just around the corner! We look forward to celebrating another successful year with you on Thursday, February 7, 2008. This year's Event is hosted by the Ames Chamber of Commerce and the Ames Economic Development Commission (AEDC). The evening will begin with dinner at the Scheman Building followed by the program at Stephens Auditorium featuring the performance by the *Capitol Steps*.



The Capitol Steps Comedy Troupe

Non-members may purchase tickets for the *Capitol Steps* through TicketMaster or at the Iowa State Center Box Office.

Our Annual Event would not be possible without the support of our fine sponsors! Thank you to these Chamber members who supported the 2008 Annual Event:

### Capitol Level Sponsor



### Campaign Level Sponsors

Heartland Technology Solutions  
Renewable Energy Group  
Sauer-Danfoss  
Sigler Companies

### Convention Level Sponsors

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

### Caucus Level Sponsors

Boehringer Ingelheim Vetmedica  
Hunziker & Associates Realtors  
*The Tribune*

### Straw Poll Level Sponsors

Ames Community Bank  
Iowa Telecom Communications  
Story Construction

## 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

Successful managers begin the goal-setting process with their organization's mission and vision elements. We'll review your goal-setting skills so you can identify specific action steps, accountabilities and time lines for developing organizational, department and personal goals. Register by March 4, please.

Presented from 11:30 a.m. to 1:00 p.m. by Todd McDonald, PHR, of ATW Training & Consulting, with April guest speaker Jeff Johnson, President of the ISU Alumni Association. Chamber members pay just \$30 for two-part program and lunch, or register for the entire series (four programs plus conclusion) for only \$98. Call 232-2310 or go to [www.ameschamber.com](http://www.ameschamber.com).

## Business Improvement Forum: Time Management

Thursday, February 21, 2008 at 7:30 a.m.

Somerset Clubhouse, 2400 Aspen Rd

Sponsored by: Culligan Water Conditioning

Join Pat Griffin of Dale Carnegie® Training as he helps us address a fundamental problem that we all wish we were better at: time management!

The Business Improvement Forum series is a great perk of your Chamber membership. Make sure your organization takes advantage of this opportunity by registering today! RSVP to Beth (232-2310, [bosowski@ameschamber.com](mailto:bosowski@ameschamber.com)) by February 20.

Mark your calendar now for the rest of the 2008 Business Improvement Series so you don't miss out on a program!

Forum Topic	Date
Time Management	February 21
Delegation	March 13
Building Rapport	April 17
Gaining Cooperation	May 15
Influencing Behaviors	June 19
Prospecting & Networking	July 17
Arousing Interest	September 18
Getting Commitment	November 20

**Looking for members!** Chamber members are invited to take part in the Chamber's Business Improvement Council. This group works to provide support and resources for area businesses and organizations as they strive for continuous improvement in their organization. Our next meeting is Thursday, February 7 at 7:30 a.m. at the Chamber office. For more information please contact Beth (232-2310, [bosowski@ameschamber.com](mailto:bosowski@ameschamber.com)).

## Speed Networking

Monday, February 11, 2008 from 4:00 to 6:00 p.m.

Pizza Ranch, 1404 Boston Ave

Promote your business, distribute information and make new contacts in just two hours! After our round of speed networking you'll have time to socialize with all your new contacts (pizza buffet available for purchase). This is a dynamic, fun and free event. Speed Networking is limited to the first 30 Chamber members who register, so don't miss out! Register today by contacting Stacy (232-2310, [sdreyer@ameschamber.com](mailto:sdreyer@ameschamber.com)).

## Business at Breakfast

Thursday, February 28, 2008 at 7:30 a.m.

Hunziker & Associates, Realtors, 105 S. 16th St

Join us on the 28th to give a 2-minute "shameless plug" for your organization while handing out business cards and promotional materials. It's a great event for new AND veteran members!

We purposely keep this event small (only 20 members) to insure great one-on-one interaction, so your RSVP is very important. Please contact the Chamber no later than noon on Wednesday, February 27 to attend (232-2310). A free continental breakfast is provided. See you at Breakfast!

Special thanks to the Boys & Girls Club for hosting the January Business at Breakfast!

## 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's 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)

Sponsorship sign-up forms will be included in our March newsletter. Please contact Stacy if you would like more information about sponsorship (232-2310, [sdreyer@ameschamber.com](mailto:sdreyer@ameschamber.com)) or if you would like to volunteer to help plan the tournament or assist on the day of the event.

## 2008 Business to Business Expo

Tuesday, April 15, 2008

3:00 to 7:00 p.m.

Gateway Hotel & Conference Center

Back by popular demand, our annual Business to Business Expo is your chance to show off your business to the Ames community! The Expo is open to the entire Ames community. Reserve your booth to display your organization's products or services.

The Business to Business Expo helps you reach out to new audiences, introduce your staff, draw attention to a new product or service, distribute samples and information—so don't pass up on this opportunity! The event is free and open to the public, but only Ames Chamber members can exhibit. Order your booth space today!



### 2008 Business to Business Expo Registration Form

**Business/Organization** \_\_\_\_\_

*Please list as you would like it to appear in promotional materials.*

**Contact name** \_\_\_\_\_ **Phone** \_\_\_\_\_

**E-mail** \_\_\_\_\_

Each booth is approximately 8' x 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      \$ \_\_\_\_\_

**Payment Method**

\_\_\_ Check enclosed (payable to Ames Chamber of Commerce)

\_\_\_ Please charge my:      VISA      MasterCard

Card no. \_\_\_\_\_

Expiration date \_\_\_\_\_

*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.*

## Please Help Us Welcome New Members to the Chamber!

Call on these new members to welcome them to the Ames Chamber and introduce yourself and your business services to them. Make a new friend and business contact with one quick call!

For more than 155 years, **Massachusetts Mutual Life Insurance Company** has been in business to help customers achieve success. One of *Fortune* magazine's Most Admired Companies, we're proud to operate under the highest standards of a mutual organization. Give Norm Wright, Jr. a call at 515-457-3329 for your life insurance, disability insurance, long-term care insurance, investments, college planning, retirement planning and group benefits needs. His office is located at 1415 28th St Suite 350 in West Des Moines.

**Mediation Resources of Central Iowa** is a mediation service that believes in "peaceful problem solving." They provide mediation services regarding divorce, child custody, family, workplace and truancy. Give Mediators Bob Bourne, Sharon Drake or Sue Stidwell a call today at 233-2232 or visit their office at 103 E. 6th St Suite 102.

### New Individual Members

John Doyle  
Judy Gilger

**Our Iowa** is a magazine that celebrates everything that is great about living in Iowa. Much of the magazine is written by our readers, which makes it like an upbeat, light-hearted conversation over coffee among fellow Iowans. The magazine also includes beautiful photos of Iowa and some in-depth features. For information on submissions and subscriptions, visit their website at [www.ouriowamagazine.com](http://www.ouriowamagazine.com), or give Editor Jerry Wiebel a call at 296-4118. Located at the ISU Research Park at 2501 N. Loop Dr Suite 1606C.

**Todd & Sargent, Inc.** is proud of its over 60 years of service to the nation's vital flour, feed and grain industries. They have built a skilled and professional organization that gives Todd & Sargent, Inc. a reputation as one of the leading contractor/engineering firms servicing the biodiesel, oilseed, flour, feed and grain industries. In the past decade, Todd & Sargent, Inc., has completed successful projects in the pet food, aerospace, coal and other related industries throughout the United States and Canada. They have recently moved into a new office at 2905 SE 5th St and can be reached at 956-4807.



## THE TRIBUNE

### YPA and *The Tribune* Present the Second Annual "4 Under 40" Awards

On January 24, 2008, Young Professionals of Ames (YPA) and *The Tribune* recognized four outstanding Ames young professionals with the "4 Under 40" Awards. Winners were selected based upon their community involvement, professional development, and demonstrated leadership.

The 2008 "4 Under 40" awardees were:

Eve Doi, Ames Chamber of Commerce/AEDC  
Nicole Gebhart, Ames National Corporation  
John Joiner, City of Ames  
Amy Swenson, Iowa Energy Center

The awards were presented at the YPA 5th Annual Celebration held at Reiman Gardens. Congratulations to the winners and thank you to all who submitted a nomination!

### Ames Chamber Day at the Capitol

Thursday, March 6, 2008

Meet at the Chamber, 1601 Golden Aspen Dr Suite 110

Departure time: 7:45 a.m.; Return time: approx. 1:00 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. To help us know how many would like to attend, please RSVP to Beth (232-2310).

### Contact Your Legislators

The 2008 legislative session is now in full swing, and your representatives need to hear from you, their constituents! Don't hesitate to contact them with your opinions, concerns and, especially, your appreciation!

Visit our website at [www.ameschamber.com](http://www.ameschamber.com) and click on "Contact Local/State Officials" to compose an e-mail to state-level legislators. You can find contact information for your United States legislators at the following websites:

Senator Charles Grassley	<a href="http://www.senate.gov/~grassley">www.senate.gov/~grassley</a>
Senator Tom Harkin	<a href="http://www.senate.gov/~harkin">www.senate.gov/~harkin</a>
Representative Tom Latham	<a href="http://www.house.gov/~latham">www.house.gov/~latham</a>



# Business After Hours

Join us for a **Hawaiian Luau** on  
 Thursday, February 21 from  
 5:00 to 7:00 p.m. featuring treats  
 hot off the barbeque!



Iowa Telecom Communications and  
 Quality Inn & Suites

Hosted at Quality Inn & Suites, 2601 E. 13th St



BY CHOICE HOTELS



## February Legislative Luncheon

Friday, February 29, 2008 at 12:00 p.m.  
 Mary Greeley Medical Center, 1111 Duff Ave

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, February 28 to Beth Osowski (232-2310, [bosowski@ameschamber.com](mailto:bosowski@ameschamber.com)).



The Chamber would like to thank First National Bank for hosting the December Luncheon and the Ames Public Library for hosting the January Luncheon.

We would also like to recognize Heuss Printing and Randall Corporation as sponsors of our January Luncheon. Thank you for your support!

February Legislative Luncheon sponsored by:  
 D.D. Pyle Company  
 Jon Lowman, Realtor  
 Mary Greeley Medical Center  
 Wells Fargo Bank

## Mark Your Calendar...

### Coming up in March at the Chamber

- 03.04.08 | 3:00 p.m. | Story County Career Expo
- 03.05.08 | 12:00 p.m. | Education Connections Committee
- 03.06.08 | 7:30 a.m. | Business Improvement Council
- 03.06.08 | Ames Chamber Day at the Capitol
- 03.06.08 | 5:00 p.m. | Business After Hours
- 03.07.08 | 12:00 p.m. | Government Affairs Committee
- 03.11.08 | 11:30 a.m. | Professional Development Series
- 03.12.08 | 12:00 p.m. | Membership Committee
- 03.13.08 | 7:30 a.m. | Business Improvement Forum
- 03.17.08 | ISU Spring Break through 03.21.08
- 03.26.08 | 8:00 a.m. | Leadership Ames
- 03.27.08 | 7:30 a.m. | Business At Breakfast
- 03.28.08 | 12:00 p.m. | Legislative Luncheon

### Ames City Council Meetings

- 03.04.08 | 7:00 p.m. | Regular Meeting
- 03.18.08 | 7:00 p.m. | Council Workshop
- 03.25.08 | 7:00 p.m. | Regular Meeting

Ames Chamber Members Celebrate Ribbon Cuttings



**Grandon Funeral & Cremation Center** held a ribbon cutting on December 5 to celebrate the opening of their new funeral center in Ames. Located at 414 Lincoln Way, they offer a one-level, fully handicap accessible facility with ample parking. Owner Timothy Grandon and his staff offer complete funeral, cremation, graveside and memorial services, as well as monument sales. They are proud to serve the greater Ames area. Contact them at 292-2273.

**Advanced Therapy Solutions, A Division of ResCare** held a ribbon cutting on December 6 to celebrate the opening of their new Ames office at 545 Main St Suite 202.



Susan Martin, LISW, ACSW, is the Central Iowa Clinical Director and is available for individual, couple and family counseling. Ms. Martin is an accomplished and experienced professional who is highly experienced in the areas of women's issues, trauma survivors, gay and lesbian issues as well as couples counseling. Ms. Martin can be reached at 232-1975 or 515-251-4675.



**The Richmond Mental Health Center** held a ribbon cutting on December 18 to celebrate providing mental health services in Story County for 50 years. The non-profit center provides psychiatric and therapeutic behavioral health care services including evaluation and treatment, outreach programs, 24-hour crisis intervention services, and employee assistance programs. They are proud to be a United Way of Story County partner agency. They can be reached at 232-5811.



**Wayne Larson Collision Specialists** held a very special ribbon cutting on December 21 to give a refurbished car to a deserving family in need. This is the second year Wayne Larson and his staff have done this project for the community. For more than 32 years, Wayne Larson Collision Specialists has provided professional, friendly and efficient auto body repair, with lifetime guarantees on body repairs and paint, guaranteed paint matching, and free loaner cars while your vehicle is being repaired. Stop by 2017 E. Lincoln Way or call 232-3000.

**FEBRUARY Ribbon Cuttings**



02.21.08 | 11:00 a.m.  
**Valentino's**  
 823 Wheeler St.

*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 (232-2310) to schedule a Ribbon Cutting of your own!*

Advertise your business with an insert in the *Chamber Update* newsletter! Reach the entire Ames Chamber membership for just \$150 (you supply the inserts). Space is limited, so call Meghan at 232-2310 to reserve your spot today!



## Story County Career Expo

Tuesday, March 4, 2008 | 3:00 to 6:00 p.m.

2nd Floor Lobby, Scheman Building at the Iowa State Center, Ames

The Ames Chamber is hosting the Story County Career Expo on Tuesday, March 4, 2008 from 3:00 to 6:00 p.m. at the Scheman Building (2nd Floor Lobby) in the Iowa State Center. The Expo is an opportunity for you to set up a booth to display job opportunities and company information. Whether you're looking to fill current openings or would like to collect resumes for the near future, the Story County Career Expo is a great way to recruit and network with hundreds of job seekers. You'll get great exposure as the public can attend the Expo for free.

To participate, please complete and return this form, with payment, by February 19th to:

Story County Career Expo  
 Ames Chamber of Commerce  
 1601 Golden Aspen Drive, Suite 110  
 Ames, IA 50010

Register early—  
 space is limited!

Additional details about the Expo will be provided after your registration is received. Contact the Ames Chamber at 515-232-2310 with any questions.

### Story County Career Expo Employer Registration Form

**Business/Organization** \_\_\_\_\_

*Please list as you would like it to appear in Expo materials.*

**Contact Name** \_\_\_\_\_

**E-mail** \_\_\_\_\_

**Address** \_\_\_\_\_

**City/State/Zip** \_\_\_\_\_

**Phone** \_\_\_\_\_

**Fax** \_\_\_\_\_

**Website** \_\_\_\_\_

#### Booth Information

Each booth includes one six-foot covered table, two chairs, and wireless Internet access.

#### Ames Chamber Member Registration

\_\_\_ # of booths x \$75.00 each \$ \_\_\_\_\_

\_\_\_ Electricity x \$10.00/booth \$ \_\_\_\_\_

\_\_\_ Wired Internet x \$75.00/booth \$ \_\_\_\_\_

TOTAL DUE \$ \_\_\_\_\_

#### Non-Member Registration

\_\_\_ # of booths x \$150.00 each \$ \_\_\_\_\_

\_\_\_ Electricity x \$10.00/booth \$ \_\_\_\_\_

\_\_\_ Wired Internet x \$75.00/booth \$ \_\_\_\_\_

TOTAL DUE \$ \_\_\_\_\_

#### Payment Method

\_\_\_ Check enclosed (please make checks payable to Ames Chamber of Commerce)

\_\_\_ Please charge my (circle one):      MasterCard      VISA

Card no. \_\_\_\_\_

Expiration date \_\_\_\_\_

*Cancellations received on or before February 26, 2008 will receive a 50% refund. No refunds will be made after February 26, 2008.*

## February 2008

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
					1 12:00p Gov't Affairs (C)	2  Groundhog Day
3	4	5	6 12:00p Education Connections (C) <i>Ash Wednesday</i>	7 7:30a Business Improve. Council (C) <b>6:00p Chamber &amp; AEDC Annual Event</b>	8 7:00a AEDC Exec (C)	9
10	11 4:00p Speed Networking (Pizza Ranch)	12 3:30p YPA Board (C)	13 12:00p Membership (C)	14  <i>Valentine's Day</i>	15 7:00a AEDC Board (ISU Foundation)	16
17	18  <i>Presidents' Day</i>	19	20 8:00a Leadership Ames 12:00p ACC Exec (C)	21 7:30a Business Improvement Forum (Somerset) 11:00a R/C (Valentino's) 5:00p BAH (Quality Inn)	22	23
24	25	26	27 11:30a ACC Board (C)	28 7:30a Business at Breakfast (Hunziker & Associates)	29 12:00p Legislative Luncheon (MGMC)	
				<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

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