March 2016

The mission of the Mason City Area Chamber of Commerce is to promote progressive community and economic development to benefit Chamber members and the North Iowa region.

You’re Invited...Legislative Luncheon

The Chamber and North Iowa Corridor EDC are teaming up to host a Business Leaders Luncheon from 12-1PM on Friday, March 4 at the North Iowa Regional Commerce Center, 9 N Federal Avenue.

Guest speakers will be John Stineman from the Iowa Chamber Alliance and Craig Patterson from Professional Developers of Iowa. Stineman and Patterson will share their perspective on pending legislation and the potential impact to businesses.

All Chamber members and EDC investors are invited to attend. Please sign up in advance by calling 423.5724 or e-mailing chamber@masoncityia.com. The cost is $5 to cover lunch.

John Stineman
Iowa Chamber Alliance

Craig Patterson
Professional Developers of Iowa

Ag Breakfast - March 16

The Annual Ag Breakfast is scheduled for 7AM on Wednesday, March 16 in the All Seasons building at the North Iowa Events Center.

This annual appreciation event, attended by more than 400 businesses and ag supporters, is a wonderful opportunity to bring farm and business together for an early morning breakfast hosted and served by the Chamber Agribusiness Committee.

This year’s keynote speaker is Ty Higgins, host of nationally-syndicated radio program “Farm and Country”. Through this weekly program, Ty brings together country music and agricultural news in a way no one else can! His goal is to educate the public, especially young people, about the importance of the work that is done in the nation’s fields, and the impact it has on the community and economy.

Tickets are available in books of 8 ($75 for Chamber Members, $88 for non members). Individual tickets may also be purchased for $11 each. Please contact Colleen at the Chamber for more information or to purchase tickets. 641-423-5724 | cfrein@masoncityia.com

Thank you to our sponsors:

*First Citizens Bank has graciously agreed to allow parking in their lot south of The Heritage Room for this event.
From the President

I don’t know about you, but I’m beginning to get a bad case of Cabin Fever! Perhaps a fitting antidote is planning a trip. The Chamber has two Global Familiarization opportunities for you to consider. For more information, contact me at the Chamber: 641.423.5724 or randerson@masoncityia.com.

Explore Exotic Egypt
November 9-17, 2016
$2,999 double occupancy if registered prior to April 29

Our trip begins with two nights in Cairo followed by a Nile River Cruise between Luxor and Aswan. This 9 day/7 night tour includes:

• Round-trip airfare from Minneapolis
• 7 nights hotel accommodations
• Sightseeing with licensed English speaking guides
• 10 Meals

Optional 3-day/2-Night Extension to Alexandria: $599 Double Occupancy.

Discover Scenic Ireland
October 19-26, 2016
$2,099 double occupancy if registered prior to March 15

Through the Chamber’s membership in the Iowa Chamber of Commerce Executives (ICCE) organization, we are able to offer a special opportunity to tour Ireland. You’ll enjoy the benefits of a one-hotel stay, while venturing out each day to see the sights.

• Round-trip airfare from Des Moines
• 6 nights hotel accommodations at the Adare Villas
• Sightseeing with licensed guides
• 8 Meals

Optional 3-day/2-night Extension to Dublin: $499 double occupancy.

STEM Day at the Capitol

Chamber President Robin Anderson, who serves on the North Central Iowa STEM Council, attended “STEM Day at the Capitol” to share some of the success stories the Governor’s STEM initiative is creating across the state.

Increasing STEM (Science, Technology, Engineering, and Mathematics) interest and achievement is seen as critical for economic development and job growth in Iowa.

Shown here is NCI STEM Hub Manager Paul Gibbins, Lt. Governor Kim Reynolds, and Anderson.
February Lunch & Learns

February’s Lunch & Learns offered some interesting perspectives on two great topics!

• Opportunity Village shared insight into how to expand your workforce by hiring people with different abilities.

• Chad Kozitza of Mercy Medical Center – North Iowa discussed the benefits of moving to a standing workstation.

Register for March Lunch & Learns

Sign up now to take part in these upcoming Lunch & Learns!

March 8: “2016 is the year I take our worksite wellness program to the next level!”
Whether you’re a Blue Zones Certified Worksite looking to expand what you already offer, or are just starting to think about ways to incorporate health and wellbeing policies in your workplace, this is a Lunch & Learn you’ll want to attend. The Blue Zones Worksite Committee will offer advice for enhancing the programs you have in place and share tips from other worksites.

March 22: “2016 is the year I accept, advocate, and employ those with autism!”
According to The Autism Society, more than 3.5 million Americans are now living with an autism spectrum disorder. But they are still valuable members of the workforce. Opportunity Village helps us distinguish myth from fact when it comes to autism, and discuss the benefits of employing someone who is on the autism spectrum.

To register for these sessions, or for more information on any of the Chamber’s upcoming Lunch & Learns, contact Program Director Colleen Frein.

Cost of Living Index

Mason City ranks favorably among Iowa communities in the most recent Cost of Living Index Report, which averaged data submitted in 2015. Each quarter, chamber staff members collect data to assist the Council for Community and Economic Research (C2ER) in producing the quarterly index. Raw data from 273 metropolitan and micropolitan areas across the United States is analyzed to compare the cost of living in various geographic locations. The index is based on six components—housing, utilities, groceries, transportation, health care, and miscellaneous goods and services.

Mason City has an index of 86.8. By comparison, New York City—the most expensive place to live—has an index of 227.4. The least expensive locale in the study is McAllen, TX with an index of 78.3.

The table below illustrates the most recent data for some of the Iowa Micro-Urban communities. (100.0 represents the mean; a low percentage means the cost of living is less than the average). The cost of living in Mason City compares very favorably to our peer Iowa communities.

<table>
<thead>
<tr>
<th>City &amp; Composite Score</th>
<th>Groceries</th>
<th>Housing</th>
<th>Utilities</th>
<th>Transportation</th>
<th>Health Care</th>
<th>Misc. Goods &amp; Svcs</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mason City</td>
<td>86.8</td>
<td>92.7</td>
<td>69.9</td>
<td>94.4</td>
<td>89.1</td>
<td>92.5</td>
</tr>
<tr>
<td>Waterloo/Cedar Falls</td>
<td>92.8</td>
<td>92.4</td>
<td>92.2</td>
<td>77.2</td>
<td>105.7</td>
<td>100.1</td>
</tr>
<tr>
<td>Dubuque</td>
<td>91.7</td>
<td>96.5</td>
<td>68.4</td>
<td>108.9</td>
<td>99.6</td>
<td>95.5</td>
</tr>
<tr>
<td>Ames</td>
<td>92.8</td>
<td>91.5</td>
<td>98.1</td>
<td>85.7</td>
<td>101.1</td>
<td>95.8</td>
</tr>
</tbody>
</table>
The following businesses joined the Chamber in the 1950s and continue to provide important goods and services as well as provide good jobs to North Iowans.

- DeVries & Price Law Firm-1950
- Cerro Gordo County Farm Bureau-1957
- Midland Concrete Products-1950
- Blackmore Nursery-1957
- Culver-Hahn Electric Supply-1951
- Ted Enabnit-1958
- Mercy Medical Center-North Iowa-1951
- Metalcraft, Inc.-1958
- Graham Tire Co.-1952
- The Nettleton Dental Group-1958
- Huber Supply Co.-1952
- O’Brien Moving & Storage
- KIMT-TV, MY3.2 Television-1954
- Winston & Byrne, PC-1958
- Lehigh Cement Company-1955
- Major Erickson Funeral Home-1959
- Bergland + Cram Architects-1956
- Mason City Family YMCA-1959
- Decker Sporting Goods-1956

This clipping from the Globe Gazette announces the opening of Bergland and Bianco Architects on July 16, 1956. The firm is now known as Bergland + Cram.
78th North Iowa Band Festival Theme, Entertainment Lineup Announced!

Memorial Day Weekend: May 26-30, 2016

After hearing rave reviews from festival-goers, the 2016 North Iowa Band Festival will remain in Downtown Mason City! This year’s theme, “The Sounds of Music”, captures the spirit of the annual festival, and the entertainment line-up promises “Sounds” everyone can enjoy!

**Entry Fees**

<table>
<thead>
<tr>
<th>Chamber Members</th>
<th>Non-Profit</th>
</tr>
</thead>
<tbody>
<tr>
<td>Commercial: $50</td>
<td>Non-Profit: $20</td>
</tr>
<tr>
<td>Non-Chamber Members</td>
<td>Commercial: $300</td>
</tr>
<tr>
<td>Non-Profit: $40</td>
<td></td>
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</tbody>
</table>

**Awards**

- **Grand Marshal Award**
  For best use of the North Iowa Band Festival theme based on originality, public appeal, craftsmanship/artistic quality

- **Mr. Toot Award**
  For best use of any theme based on originality, public appeal, craftsmanship, and artistic quality

Please contact Mikki Baker at 641-423-5724 or email chamber@masoncityia.com for more information!

**Enter the Parade!**

Showcase your business or group’s pride and community participation by taking part in the North Iowa Band Festival Parade! Encourage involvement by offering prizes to employees who participate, having a party to decorate, or getting a group to walk the day of the parade. What a great way to build company morale and celebrate the community!

**Entertainment Lineup - 2016**

**Thursday, May 26:** “Middle School Day”
- 5:30PM  Middle school band
- 6PM  Municipal Band
- 6PM  Carnival open

**Friday, May 27:**
- 4-7PM  Stu Nevermann Run Packet pickup (aquatic center)
- 5PM  Car Cruise-In & Show/Carnival/Concessions/Marketplace open
- 6PM  GRIN (Main Stage)
- 7PM  Six Appeal (Main Stage)
- 8PM  CherryGun (Main Stage)

**Saturday, May 28:**
- 8AM  Stu Nevermann Run (Aquatic Center)
- 8AM  Car Show
- 10AM  Parade
- 12PM  Carnival/Concessions/Marketplace open
- 1:15PM  MCHS Jazz Band (Plaza)
- 2PM  NIACC Extreme Makeover Announcement
- 2PM  Awards ceremony (Main Stage)
- 5PM  Betty and the Gents (Main Stage)
- 7PM  The Pork Tornadoes (Main Stage)

**Sunday, May 29:**
- Carnival open (Wristband day)
- Marketplace open

**Monday, May 30:**
- Carnival open (Wristband day)
Legislative Night promotes importance of tourism in Iowa

Visit Mason City recently teamed up with the Clear Lake Area Chamber of Commerce to advocate the importance of tourism to State Legislators during the Travel Federation of Iowa’s annual Legislative Night in Des Moines.

The event provided representatives from the state’s tourism industry the opportunity to thank Legislators for their past support of tourism development and promotion; and also discuss the importance of investing in tourism marketing for the state.

Domestic travelers in Iowa spent $8 billion in 2014 (up 4% from 2013). Locally, visitors to Mason City spent an estimated $95.68 million in 2014 and Cerro Gordo County ranked #11 for tourism expenditures compared to the other 98 counties in the state.

Additional information about the economic impact of tourism in Mason City and Cerro Gordo County can be found online at: http://bit.ly/1OcQy5f.

Visit Mason City staff attends ABA Marketplace

VMC Interim Director, Lindsey James, recently traveled to Louisville, KY to promote Mason City as a destination for group tours during the American Bus Association’s annual Marketplace event.

During her 3-day stay, Lindsey had the opportunity to attend education seminars and network with group tour planners from across the country. She also spent an entire day meeting one-on-one with pre-qualified tour operators during pre-scheduled appointments.

“The appointments went very well. Many of the planners I spoke with are in the process of planning for 2017. Since returning home, I’ve already received several requests for itineraries from planners I met at the show,” says Lindsey. “People are very excited about all that Mason City has to offer.”

It’s estimated that 68% of the planners in attendance conduct business in the Midwest annually. Lindsey distributed Visit Mason City information to more than 50 group tour operators during the marketplace. She will spend the next few weeks following up with these prospects.
Main Street Minute  
March 2016

Main Street Mason City  
2015 Downtown Year in Review

Over the course of 2015, Mason City’s downtown district has witnessed some great improvement. The following are numbers reported from the Main Street Iowa State team for our Main Street Program:

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>Since 2004</th>
</tr>
</thead>
<tbody>
<tr>
<td>Business Starts/</td>
<td>5</td>
<td>68</td>
</tr>
<tr>
<td>Relocation or</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Expansion:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>New Jobs:</td>
<td>5</td>
<td>134</td>
</tr>
<tr>
<td>Rehab Projects:</td>
<td>36</td>
<td>125</td>
</tr>
<tr>
<td>Private $ in Rehab:</td>
<td>$226,834</td>
<td>$25,286,300</td>
</tr>
<tr>
<td>Volunteer Hours:</td>
<td>1,565</td>
<td>33,653</td>
</tr>
</tbody>
</table>

We are looking forward to a very productive and successful 2016. As businesses open in the district and we complete new projects, we expect an even better year for new jobs and a vibrant Downtown!

Check Out Our Main Street Resource Center!

If you have not had a chance to check out our new web based resource center, visit our website today! You now have access to all our local programs, state programs, historic preservation incentives, and more.

Visit www.mainstreetmasoncity.org and click Resource Center under the Live & Work tab.

Thank You To Our Investment Partners

Main Street Mason City is a stand alone organization that relies on donations from the community to continue their work to promote, preserve and grow the downtown district. Thanks to the following investors who have committed to assist in our mission.

Platinum: First Citizens Bank  
Gold: Mercy Medical Center - North Iowa

Silver:
Metalcraft Inc. | Clear Lake Bank & Trust | Petersen Plaza | North Iowa Oral Surgery | Farmers State Bank | Moorman Clothiers | Central Park Dentistry | Henkel Construction

Friends of Main Street:
MASON CITY SITE RECOGNIZED AS AN IOWA CERTIFIED SITE

BACK IN JULY, GOVERNOR TERRY Branstad and Lt. Governor Kim Reynolds announced six new industrial sites have achieved certification through the Iowa Economic Development Authority (IEDA) certified site program, including Mason City’s Indianhead South site. It was the culmination of a long process that began with the strategic planning initiative way back in 2012.

So what is a certified site and why do we have one?

A certified shovel-ready site is a contiguous parcel of land uninterrupted by easements, roads or other crossings for which a group of interested parties has worked preemptively to address all major land control, permitting, zoning and infrastructure issues prior to consideration of the site by a prospective business or developer. In many cases, certification also means that other local criteria such as incentives, variance schedules and other data have been prepared and authorized by applicable bodies of government ahead of time.

Long gone are the days when an economic development group could pile in the car with a developer, drive out to a cornfield on the edge of town and talk glowingly about the ‘potential’ the site has. Today’s incredibly fast-paced decision-making environment demands that soil tolerance surveys, wetland mitigation maps, archaeological surveys, incontrovertible land cost documentation and much, much [much] more be available before ever setting eyes upon a site.

Site certification, then, is a risk mitigation instrument increasingly demanded in site selector and corporate real estate professional-led site searches. Think of it like a qualified third-party house inspection you’d enlist before listing your home for sale, only it is a sometimes years-long inspection followed by extensive issue mitigation prior to ever putting the house on the market.

In an effort to address this new marketplace condition and the lack of project-ready industrial sites in the state, the Iowa Economic Development Authority rolled out the Iowa Certified Site Program in May 2012. It is an independent, third-party certification program that uses the nationally recognized site selection firm of McCallum Sweeney Consulting (MSC) as the sole certifying agent. The Iowa Certified Site Program is designed to consider a combination of national site location standards as well as Iowa’s natural assets and industry needs of the state’s targeted sectors.

“The ability of our community to showcase a certified site that is ready for development is invaluable,” commented City Administrator Brent Trout, City of Mason City. “The completion of this certification program provides our community the opportunity to compete for projects that have short time frames of submission that may have otherwise been missed out on. We are excited about the growth opportunities this site will bring to Mason City.”

“The North Iowa Corridor is proud of the partnership with the City of Mason City to complete the extensive work required to obtain designation as a certified site. It is great to be in a region that truly understands the importance of working together,” said Chad Schreck, President & CEO, North Iowa Corridor. “This site provides us with one of the most attractive and marketable development sites around, and we have already begun to see extensive interest.”

MASON CITY INDUSTRIAL SITE INDIANHEAD SOUTH
43rd Street SW & South Pierce Avenue

145 ACRES 8 MILES 1 MILE
from Interstate 35 Avenue of the Saints

CHAD SCHRECK PRESIDENT & CEO
cschreck@northiowacorridor.com

SHAUN ARNESON VP, EXISTING BUSINESS & PROJECT MANAGEMENT
sarneson@northiowacorridor.com

KEN BALES DEVELOPMENT SPECIALIST
kbales@northiowacorridor.com

HUNTER CALLANAN COMMUNICATIONS & WORKFORCE SPECIALIST
hcallanan@northiowacorridor.com
North Iowa SBDC Sweeps State Awards

There are fifteen regional Small Business Development Center's (SBDC) in Iowa. The NIACC Pappajohn Center’s North Iowa Area SBDC swept all the state awards for 2015. The Deb Dalziel Woman Entrepreneur Achievement Award was awarded to Sarah Novacek, Legacy Logistics Freight, Inc. of Mason City. Sarah is a tenant in our Business Incubator. The Neil Smith Entrepreneur of the Year Award was presented to Tony Halsted, principal owner and CEO of Hoover’s Hatchery, LLC of Rudd, IA. Winning entrepreneurs must have been in business a minimum of three years and have had significant assistance by an Iowa SBDC center. The two special entrepreneur awards were presented to the winners in a special ceremony on February 16, 2016 at the State Capitol in Des Moines. Mary Spitz, NIACC’s North Iowa SBDC Administrative Assistant, was selected Iowa SBDC Support Person of the Year.

March Upcoming Events

Start Smart Workshops
March 2—6:00-8:00 pm; St. Ansgar Community Center, 4th and School St—attached to St. Ansgar Clinic
March 23—6:00-8:00 pm; Clear Lake Chamber of Commerce, 205 Main Ave, Clear Lake
Call 641.422.4342 to register for the free sessions

North Iowa Tech Brew
March 15—5:00-7:00 pm; Mason City Brewery, 28 E. State St., Mason City

PAPPAJOHN CENTER STAFF
Tim Putnam, Director
Brook Boehmler, SBDC Director
Daniel Pitts Winegarden, Incubation & Acceleration Services Director
Kelley Crane, School Partnership Entrepreneurial Coordinator
Anna LaVallee, Administrative Assistant-Incubator
Mary Spitz, Administrative Assistant-NIACC JPEC & SBDC

500 College Drive, Ste 120 · Mason City, IA 50401
Visit us online @ www.niacc.edu/pappajohn 1-888-GO-NIACC or 641-422-4111

“NIACC does not discriminate in employment or education. See http://www.niacc.edu/about/non-discrimination-statement for additional information.”
Be Our Guest

The Iowa Chamber Alliance shared its position on federal issues at an event in Cedar Rapids on February 19. U.S. Senator Joni Ernst served as keynote speaker.

The Chamber and the North Iowa Corridor Economic Development Corporation are members of the ICA, which represents the chamber and development groups from Iowa’s 16 largest cities.

Save the Date!
Chamber Golf Outing: June 23

It’s one of the Chamber’s most popular events! The annual Golf Outing is set for Thursday June 23rd, with a rain date of Monday, June 27. Once again, the event will be held at Mason City Country Club with tournaments in the morning and afternoon. Please contact Colleen at the Chamber for more information about Golf Outing sponsorships!

Thank you to our Golf Outing Tournament Sponsor:

Premier Members

Thank you to this year’s Premier members who have gone above and beyond in their support of the Chamber programs, events and the North Iowa Band Festival. These members have made commitments to our Investor Packages or customized their own package from our many events, sponsorships and marketing packages. Premier status gives members special mentions in the monthly newsletter, first chance at events and sponsorships, and special recognition at the Annual Meeting.

Gold ($6,000 & up) : First Citizens Bank

Silver ($3,000-$5,999): Clear Lake Bank & Trust · Curries · Diamond Jo Casino · Holiday Inn Express - Mason City · ITC Midwest · Principal Financial Group · Wells Fargo Bank of Iowa

Bronze ($1,000-$2,999): CENT Credit Union · Corporate Farmer · Farmers State Bank · Henkel Construction · Mercy Medical Center – North Iowa · NIACC · POET Biorefining - Hanlontown
Blue Zones Project®

The Mason City Family YMCA is dedicated to strengthening community through youth development, healthy living and social responsibility.

NEW MEMBER
Great Plains Title Co.
105 1st St SE, Ste 415

Ribbon Cuttings
The Chamber Ambassadors would be pleased to come to your business and assist in making your ribbon cutting, grand opening or ground breaking a special event. Let us know if you have a new location, renovation or other special occasion and we’ll be there!

Chamber Bowl
Despite a blizzard, this year’s Chamber Bowl was another successful event!

24 teams enjoyed two nights of bowling on February 3 & 4. Wednesday’s winning team was Mystic Lanes, and Johnson Heating and Air Conditioning won Thursday night!

Thanks to all who participated, and thank you to our sponsors!

First Citizens Bank won “Best Dressed” Wednesday night!

Gary Schmit of Henkel Construction Co. bowls a strike.

Congratulations to the Krulls!
Please help us celebrate the newest addition to our Chamber team -- Evan Michael Krull!

Marketing and Leadership Director Allyson Krull and her husband Chad welcomed Evan to the world on January 26. This is the second child for the Krulls; their oldest, Kendall, is proud to be a big sister!

From left: Chad Krull, Kendall Krull, Evan Krull, Allyson Krull

As a proud Blue Zones Designated Worksite, we believe we can better achieve our mission through partnering with the Blue Zones Project. Making healthy choices easier is important for everyone to truly enjoy a strong community.

As a partner with the Blue Zones Project, we have championed:
- Healthy snacks for our After School Program
- Walking Moais
- Blue Zones recipes with our staff and members
- Growing fresh vegetables in our own garden
- The YMCA is a proud member of the Mason City Volunteer Center

The Mason City Family YMCA is a place to belong for everyone. Our supportive environment is a great place to meet all of your goals: whether you want to move naturally, spend more time with loved ones or connect more deeply with your community.

For the last 124 years, the Y has always been more than just a gym. Together with the Blue Zones Project, we are committed to making Mason City better.

For a better you. For a better community. For a better us.
Upcoming Events

Educational Opportunities

**Friday**  
**March 4**  
**Business Leaders Luncheon** | 12-1PM  
Third Floor Event Room | Commerce Center | 9 N Federal Ave

**Tuesday**  
**March 8**  
**Lunch & Learn** | 12-1PM  
“2016 is the year I take our worksite wellness program to the next level!” | Blue Zones Worksite Wellness Committee  
Band Festival Room | Commerce Center | 9 N Federal Ave

**Tuesday**  
**March 22**  
**Lunch & Learn** | 12-1PM  
“2016 is the year I accept, advocate, and employ those with autism!” | Opportunity Village  
Band Festival Room | Commerce Center | 9 N Federal Ave

Networking Events

**Thursday**  
**March 10**  
**Ribbon Cutting - NIP Fitness Center** | 10AM  
NIP Fitness Center | 471 S Illinois Ave

**Wednesday**  
**March 16**  
**Ag Breakfast** | 7AM  
North Iowa Events Center | 3700 4th St SW

**Thursday**  
**March 24**  
**Business After Hours - Farmers State Bank** | 4:30-6:30PM  
Farmers State Bank | 2501 4th St SW

Get Involved/Committee Meetings

**Tuesday**  
**March 1**  
**Ambassador Meeting** | 12-1PM  
Third Floor Event Room | Commerce Center | 9 N Federal Ave

**Wednesday**  
**March 2**  
**Business Resource Committee** | 7:30-8:30AM  
Farrer Room | Commerce Center | 9 N Federal Ave

**Wednesday**  
**March 9**  
**Agbusiness Committee** | 7:30-8:30AM  
Wine Club Room | Hy-Vee West | 2400 4th St SW

**Thursday**  
**March 10**  
**Events Committee Meeting** | 12-1PM  
Farrer Room | Commerce Center | 9 N Federal Ave

**Friday**  
**March 11**  
**Band Festival Committee** | 12:15-1PM  
Band Festival Room | Commerce Center | 9 N Federal Ave

**Thursday**  
**March 24**  
**Blue Zones Worksite Committee** | 3:30-4:30PM  
Board Room | Commerce Center | 9 N Federal Ave

**April 21**  
**Business Before Hours** | Holiday Inn Express & Suites - Mason City

**April 28**  
**Business After Hours** | Mason City Country Club