

**February
2012**



The Bridge



Connecting Business for the Betterment of the Community

**Ag Outlook
February 21, 2012**



Thoughts of Executive Director Bob Rose



Great things are happening in the Spencer High School Athletic Department this winter. Wrestling coach David Schaefer has once again guided the Tigers to an undefeated Dual Meet season in the Lakes conference. In addition, Coach Schaefer recently recorded his 300th dual win of his outstanding career. The Tigers were Dual Meet Champions of the conference, and last week they won the annual Conference Team Championship. Congratulations to Coach Schaefer and the Tiger Wrestlers. Congratulations are also in order for Activities Director Roger Johnson. Roger

was recently named Athletic Director of the Year for Northwest Iowa. Good job Roger for your hard work supervising the activities at Spencer High.

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Leadership Spencer will once again be offered by the Spencer Chamber. The ten week session begins March 5th and continues each Monday afternoon through May 7th. Participants will have an opportunity to learn more about our Community and be encouraged to become involved in leadership roles for the Chamber and other Community Organizations. Class sessions on a variety of topics from education to health care and from agriculture to City & County Government are held from 3:30 to 5:00 PM in various locations around Spencer. If you have an interest in becoming better informed about your Community, have a desire to become more involved as a volunteer, or would like to assume a leadership role then Leadership Spencer is for you. Call the office and enroll soon.

The 28th Annual Ag Outlook will be held Tuesday, February 21st at the Clay County Regional Event Center. The building is filled to overflowing with exhibitors displaying the latest in technological advances in the field of agriculture. Bruce Vincent is the keynote speaker, area FFA Chapters will be recognized for their service to agriculture and their service to their communities. Lunch will be served starting at 11:30 with door prizes awarded throughout the day and a grand prize awarded at 4:00 PM. Come out and see what's new in agriculture for 2012.

Coming up in March is the annual Ag Breakfast. The area commodity groups, Clay County Farm Bureau and Iowa Lakes Electric sponsor this event. It's their way of saying "Thank You" to all of you in the business of Agriculture. Everyone's invited so watch for the official announcement of the date and time.

Not so typical weather this winter. I hope you are enjoying the warmer than usual temperatures so far. Remember, February and March can sometimes be difficult. Enjoy.





Our Members

ARE

the Chamber!

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28th Annual Northwest Iowa Ag Outlook Conference and Trade Show to Highlight Keynote Speaker Bruce Vincent

The 28th Annual Northwest Iowa Ag Outlook Conference and Trade Show will be held Tuesday, February 21, 2012 at the Clay County Regional Events Center in Spencer, Iowa and feature an industry trade show and educational speakers.

The event will open at 8 AM with Coffee sponsored by Farm Credit of America and Donut Holes sponsored by the Clay County Growers. The 9:00 AM session will feature David Kruse with CommStock Investments; at 11:00 AM session Mike Duffy with ISU as an Extension Economist in farm management will be featured and then at 12:30 PM the Spencer Chamber's Ag Committee will be recognizing the FFA Chapters in the area with the Northwest Iowa Region Award. At 1:00 all sponsors of the show will be recognized. At 3:00 PM Bruce Vincent President of Communities for A Great Northwest; Executive Director of Provider Pals and Co-owner of Environomics, will be the keynote speaker. Mr. Vincent is a third generation logger from Libby, Montana. Bruce speaks throughout the United States and the world, has testified on resource issues before Congress and has appeared on several news programs such as "60 Minutes". Bruce's current activities represent a family commitment to responsible environmentalism. The speakers are sponsored by: **Green Plains Grain Renewables.**

At 4:00 PM the committee will hold their final "Grand Prize" drawing; which is a Compressorator and a portable space heater from Northwest Equipment. There will also be other drawings throughout the day; must be present to win. The Spencer Dyno Stations will be offering 10 cents per gallon off ethanol from Noon to 6 PM on February 21, 2012.

What started out as a way to motivate and inspire area farmers has turned into a day full of information from various speakers, vendors, and suppliers. "Everyone can pick and choose the speakers they want or need to listen too," said Mike Schon, Co-Chair of the Ag Outlook Committee. "It is a relaxed atmosphere and gives everyone a day off just to talk to each other, and learn from each other"

"The purpose of Ag Outlook is to inform farmers and agri-business professionals of the ever-changing issues of their industry, informed Jarrett Smith, Co-Chair of Ag Outlook. It emphasizes the economic importance of agriculture to the Spencer trade area. Ag Outlook also provides an insight as to what is expected for the coming year in agriculture."

The Spencer Chamber of Commerce Agriculture Committee has sponsored the conference and trade show for the past 27 years. The trade show will open at 8:00 AM with the speakers beginning at 9:00 AM. For more information on Ag Outlook, please visit our website: www.agoutlook.com or contact Becky Fear-Hatting at the Spencer Chamber of Commerce at 712-262-5680.

Ag Outlook Presents Featured Speakers David Kruse and Michael Duffy

David Kruse is president of CommStock Investments, and AgriVantage, his commodity brokerage, crop insurance and risk management firm in Northwest Iowa. He is also President of Brazil Iowa Farms, LLC, a group of nearly 320 U.S. and Canadian farmers, who together pooled their money to raise approximately \$25 million to invest in the purchase and operation of farmland in Western Bahia, Brazil. In the past several years, David has made more than 15 trips to Brazil, giving him a great deal of personal experience observing the competitive role that Brazil will play in the global market place... both in grains and livestock.

Over the past 22 years he has produced The CommStock Report, an opinionated ag commentary and market analysis available daily on many radio stations covering the greater Midwest. He lives on and manages a 600 acre corn/soybean farm in Northwest Iowa. You will quickly note by his commentary and market analysis that he has extensive personal experience with grain and livestock marketing. He is a founding member of the Organization for Competitive Markets (OCM) and is a member of their International Trade Policy Committee. Mr. Kruse is a frequent keynote speaker at major U.S. agriculture conferences.

Dr. Michael Duffy received his Ph.D. in Ag Economics from Penn State in 1981. He received a B.S. in Natural Resources from the University of Nebraska in 1975 and an M.S. in Ag Economics from Nebraska in 1977. He joined the ISU staff as an Extension area farm management specialist in 1984 and moved to his present position on campus in 1985. Prior to joining Iowa State he worked as an economic researcher for the USDA in Washington, D.C.

At Iowa State, Dr. Duffy works as an Extension Economist in farm management. He is also the Director of the Iowa State Beginning Farmer Center. He is currently responsible for the annual land value survey, cost of crop production estimates, Iowa farm costs and returns publication and he is state leader for the Extension Farm Financial Planning Program. His research activities include determinants of farm profitability, small farms, soil conservation, integrated pest management, and sustainable agriculture.

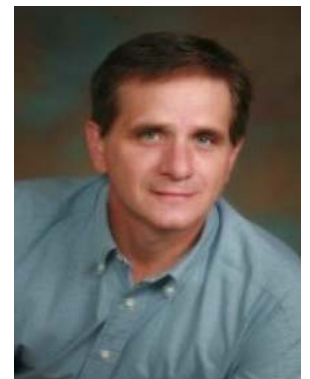
Dr. Duffy is a member of the American Agricultural Economics Association and Soil and Water Conservation Society. In 1984 he received the USDA Administrators Special Merit Award for Outstanding Achievement in Extension. Dr. Duffy received the Sustainable Agriculture Achievement Award from the Practical Farmers of Iowa in 1996.



David Kruse
CommStock
Investments



Michael Duffy, Ph.D.
Iowa State
University



Bruce Vincent
President of
Communities for a
Great Northwest;
Provider Pals,
Executive Dir.;
Co-owner of
Environomics



Event Schedule—February 21st

8:00 A.M. Doors Open

8:00-9:00 A.M.

Coffee Provided By Farm Credit Services of America

Donut Holes Provided by Clay County Growers

8:50 A.M.

Welcome & "Vender of the Year" Award Presentation

9:00 A.M.

Featured Speaker David Kruse

11:30 A.M.

Featured Speaker Dr. Michael Duffy

Lunch

12:30 P.M.

FFA Chapter Recognition & Prize Drawing

3:00 P.M.

Keynote Speaker Bruce Vincent

4:00 P.M.

Grand Prize Drawing

The event is held in the spacious Clay County Regional Events Center and is a FREE event and is open to the public.

Spencer Chamber Ag Committee Welcomes Ag Outlook Exhibitors

The Northwest Iowa Ag Outlook is a day-long seminar and trade show sponsored by the Spencer Chamber of Commerce Ag Committee. The purpose of Ag Outlook is to give farmers and agribusiness professionals the knowledge they need to compete in global agriculture. Ag Outlook strives to motivate and inspire farmers and ag professionals in the vital and vibrant industry of agriculture. The event highlights the importance of agriculture to the region's economy. The Ag Outlook Trade Show features the latest in agricultural products, equipment and services. 2012 Ag Outlook Exhibitors include-

Abel Drainage & Excavating, Inc.	Legend Seeds, Inc.
Acre Company	Lloyd and Meredith
Ag Performance	Martin Marietta Material
Agri Safe of Spencer Hospital	Max Yield Cooperative
Agri Services of Northern Iowa	Mechura Electric Inc.
Agro-Culture Liquid Fertilizers	Midwest Spray Foam
Ahlers Consulting, Inc.	Monsanto
All Risk Crop Insurance	North Iowa Design Build
Anemometry Specialist	Northwest Ag Supply, LLC
Asher Motors	Northwest Bank
Bargloff Co.	Northwest Equipment
Brokaw Supply Company	Performance Car & Truck Accessories
C-S Asgrow Services	Petersen Farm Equip, Inc.
CHS Inc./NFP Inc.	POET Biorefining-Emmetsburg
Central State Painting	POET –Ashton
Channel	Precision Ag Resources
Christian Sheet Metal	Pierson Ford, Lincoln, Mercury
Clay Co. Growers Assn.	Pioneer Hi-Bred
Clay Co. Soil & Water Conservation District	Pixler Electric
Clay County Farm Bureau Insurance & Farm Bureau Financial-Joe Zenkovich	Pro Cooperative
Coffman Locksmith Shop	PSI Powerwashers, Inc.
Cornbelt Equipment & Supply	Robert's Carburetor Repair
Comm Stock Investments/AgriVantage Crop Ins.	Ruthven Meat Processing, Inc.
Clearly Building Corp.	Simply Ag
Crop Renueue Consultants	Speeds Golf Cars
Electrical Engineering & Equipment	Spencer Ag Center
Everteck, Inc	Spencer Agronomy Services
FFA's-Clay Central Everly, Sioux Center & Spencer	Spencer Chamber Ag Committee
Farm Credit Services of America	Spencer International
Farm Nutrients	Spencer Motor Sports
Farmers Cooperative Co.	Spray Seal
Green Plains Grain Co., LLC	St. Luke Homes & Services Campus
H & N Chevrolet Buick Co.	Strategic Agri Marketing
Hagedorn Excavating, Inc.	Superior Crop Products
Heartland Ag	Syngenta
Hundertmark Cleaning Systems	TNT Sales & Service
Iowa Lakes Community College	Titan Pro SCI
Iowa Lakes Electric Cooperative	USDA-Farm Service Agency
Iowa Protein Solutions	Valero Renewables
Iowa State University Extension-Clay Co.	Vander Haag's Inc.
KICD, CD107.7, & Lite 104.9	Vtech Signs
Kauffman's Wood Kreations	Wensman Seed Co.
Kranz Flagpoles	Wyffels Hybrids
	Ziegler Ag Equipment

“Eggs and Issues” Set For February 11th

The Spencer Chamber of Commerce would like to extend an invitation to all to attend the 2012 “Eggs & Issues” sessions. This event is a great opportunity for you to meet our area legislators and other elected officials to discuss the issues that affect Spencer, Clay County, and Northwest Iowa.

Eggs & Issues will be held in the Spencer City Hall Council Chambers, 418 2nd Ave West, from 9:00 - 10:30 a.m. (doors open at 8:30 am). The second session of Eggs & Issues will be on Saturday, February 11, 2012. Cabernet Catering will be sponsoring the breakfast sandwiches for this session (breakfast on a first come basis while the food lasts).

John “Jack” Kibbie, John Wittneben, Royd Chambers, David Johnson, and Jeff Smith have all been invited to attend each session. Also, invited to attend this session are Senator Harkin, Senator Grassley, Congressman King and Iowa State Auditor, David Vaudt, Iowa Ag Secretary Bill Northey, Gov. Branstad, and Lt. Gov. Reynolds. For this session a confirmation has been received from the Iowa State Auditor David Vaudt, Senator Jack Kibbie, Senator David Johnson, Representatives Jeff Smith and Royd Chambers. “Eggs and Issues” is a question/answer session; in order to field as many questions and topics as possible questions are held to a one minute time frame.

The Spencer Chamber of Commerce would like to “thank” our “Eggs and Issues” breakfast sponsors to include: **Iowa Lakes Community College, Northwest Iowa Small Business Development Center, Cabernet Catering, Legends Event and Social Center, Clay County Farm Bureau, and Clay County Regional Event Center.**

Welcoming The Chamber’s Newest Members

Web Graphics, Incorporated is owned by **Ken Hanson** and located at 1020 10th Street in Milford. Their specialty is building customer centric print marketing campaigns that provide clients unique customer touch points, generating retail door swing. Their goal is to upgrade your brand image while improving your bottom line and energizing sales. They have served Fortune 500s since their inception in 1970. At Web Graphics, you will know them by name and feel their passion for your success. Their team is driven to work hard for you, allowing you to concentrate on the details of your business. For International award winning design and fine quality printing visit webgraphicsinc.com or call 1-800-932-7746.

Affinity Thermal Diagnostics is owned by **Jim and Amber Snider**. They strive to provide clients with an in-depth building assessment using a thermal imaging camera, completed by a Certified Thermographer. Their thermographer uses a high-end infrared camera to detect building anomalies that often result in energy losses, moisture detection, mold growth, insulation voids and electrical indifferences, and yes, even plumbing and roof leaks. Infrared cameras can detect anomalies that are often invisible to the naked eye, allowing the owner to take corrective action before he or she is faced with costly repairs or system failures.

Affinity Thermal Diagnostics helps eliminate costly inspection techniques that require maintenance time and destructive probing to your most valuable asset. They use thermal imaging, which is an instrumental tool in preventive maintenance of mechanical, electrical, and structural integrities, by detecting issues and preventing unscheduled downtime, by providing knowledge as to the needed corrective action and improving safety. It is their utmost importance to educate consumers and clients as to the importance of using a certified thermographer to complete a building assessment. Affinity Thermal Diagnostics is an on-site service so they work with their client's to determine a time and day that works best for you. They take pride in their work and providing you with a report of their findings, giving you a piece of mind. Visit their website at www.affinitythermal diagnostics.com or call 319-429-3663.

January Chamber Ambassador Visits



January 3—Visited Faith Lutheran Church in North Spencer to welcome Pastor Lee Laaveg. Members of the congregation were on hand to provide a tour the Congregation's place of worship.

January 17—Gathered at Spencer's landmark Grand Diner recently purchased by Misty Rodriguez. The diner has been totally redecorated and displays some historic photos of earlier times. Stop in to try some of the favorite menu items, to include fresh cut waffle fries. The diner is open Monday thru Saturday from 7a.m. to 2 p.m.

January 24—Welcomed Kevin Robinson, Darby Bishop-Glime and Holly Hinds Miller at Info Dog Security located at 411 11th Street SW in Spencer. Info Dog Security offers an information security company that specializes in document shredding, document scanning and document storage.

January 31— Met with Jim and Amber Snider, owners of Affinity Thermal Diagnostics of Rosie. Affinity Thermal Diagnostics provides clients with an in-depth building assessment with the use of a thermal imaging camera. Their service detects building anomalies from energy losses, moisture detection, mold growth that are often invisible to the naked eye.

Spencer Chamber Business After Hours

Invite your staff and join us to meet with these event hosts-

February 28th—Spencer Rotary Club at Clay County Regional Event Center

May 22nd—Clay County Cattlemen "Beef Eating Contest" at Clay Co. Regional Event Center

July 10th—The Prairie Flower and the Prairie View Lodge Bed and Breakfast

November 13th—Farmers Trust and Savings Bank, Warner Funeral Home, and Bogerrief Studio

Business After Hours is a networking program through the Spencer Chamber of Commerce. Businesses or groups interested in hosting a Business After Hours event, may call or e-mail our office for more information or to reserve your 2012 date! We reserve the second and fourth Tuesday of each month for Business after Hours. (Subject to change due to Holidays and Fair activity) Other dates can be arranged.

All Business After Hours are held from 5-7 p.m. with a Chamber Dollar drawing and business introduction at 6 p.m.



Connecting Businesses for the Betterment of the Community

Feb 1-10—Arts On Grand—Elementary Art Exhibit by Area Elementary Schools

Feb 14-Mar 10—Arts On Grand “Let’s Hear It for the Girls” Art Exhibit

Feb 24, 25 & 26—“Barefoot In The Park” at Spencer Community Playhouse

Feb 24, 25, & 26—Clay Co. Regional Event Ctr. RV Show

Each Tuesday Spencer Public Library—Story-time 10:30a

Each Wednesday Arts On Grand—“Lets Paint Together” Painters Group 1:00p

Daily Activities Spencer Area Activity Ctr.—Detailed schedule on our online calendar

- 1& 2 Southpark Mall Youth Baseball & Softball Sign up—5:30-7:30p
- 1 Spencer Public Library Adult Movie Night Presenting “Courageous”—6:45p
- 3 Spencer Chamber of Commerce Bowling Outing—12:30p Registration 1:00 Bowling Begins
- 4 Arts On Grand Reinvented Jewelry Design Workshop taught by Laura Blanchett—9a-12p
- 4 Spencer Public Library—Teen’s Paint the Children’s Window—12:30p Teen Gaming —2p
- 4 Spencer Hospital Heart Health at Southpark Mall—10a-1p
- 4 Bixby’s Inflatable Rainforest at Clay County Regional Event Center—10a-5p Visit www.Bixbylive.com for more information
- 4 Arts on Grand Writers Group—10a-12p
- 4 Turkey Federation Banquet at Legends Event and Social Center—5:30p Social & Games, 7p Dinner with Live Auctions to follow
- 5 Bixby’s Inflatable Rainforest at Clay County Regional Event Center—10a-5p Visit www.Bixbylive.com for more information
- 5 Relay for Life Clay Co. Kickoff at Southpark Mall—2p-3p
- 6 Spencer Public Library Baby Story Time—6:30p
- 7 Spencer Area Activity Center—Del’s Garden Center Seminar on “New Plants”—1p-2p
- 10 Spencer Women of Today hosting Margaritas, Manicures & massages fund raiser for CAASA at Legends—5:30p-9p
- 10 Maurer/Demo Extreme Bull Riding Tour at Clay Co. Regional Event Center—Doors open at 6:30 with riding to begin at 7:30p
- 11 Spencer Chamber of Commerce “Eggs & Issues” in City Council Chambers—Doors open at 8:30, Session 9a-10:30a
- 11 Southpark Mall Community Bake Sale—10a-2p
- 11 Shayla Bee Fund Raiser—Live Band at Legends Event Center—7p
- 11 Spencer Community Theatre Art Unveiling-Reception and Live Musical Performance by Chad Elliott—7:30p-11p
- 11 Maurer/Demo Extreme Bull Riding Tour at Clay Co. Regional Event Center—Doors open at 6:30 with riding to begin at 7:30p
- 13 Spencer Public Library Baby Storytime—6:30 p
- 14 Spencer Public Library Candy Making Workshop—4p
- 15 Spencer Hospital Be Good to Your Heart—3p-4p Free and no pre-registration required.
- 15 Spencer Hospital Beat the Winter Blues—Coping with Seasonal Affective Disorder—Maple Conference Rm—6p
- 16 Arts On Grand Artist Reception for Haley Isder, Marisa Sidles and Christina Sorenson—5p-7p
- 18 Arts On Grand Writers Group 10a-12p
- 18 Spencer Public Library Caring for Your Family Photos Workshop—2p
- 18 Legends Event Center presents Sinsister Band—Music from the 80’s, 90’s, and Today—\$5 at the door
- 19 Arts On Grand Alumni Concert at the SAAC Auditorium—Pianist Issac Brockshus and Vocalist Kim Steffen to perform—2p
- 21 Spencer Chamber of Commerce Northwest Iowa Ag Outlook Conference & Trade Show At Clay Co Reg. Event Ctr—8a-4p
- 23 Spencer Public Library showing Classic Film “LaCage Aux Foles” —7p
- 25 Southpark Mall Radio Controlled Model Aircraft Show —10a-6p and Girl Scout Cookie Sales
- 25 Spencer Public Library Pinkalicious Party! Pink Hat Parade at 2p
- 26 Southpark Mall Radio Controlled Model Aircraft Show —10a-6p and Girl Scout Cookie Sales