

Ottumwa's

CHAMBER LINK

Linking the community with our members.

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Sponsorships Available. See page 5 for details.

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Upcoming Community Events Calendar

Wapello County Conservation Summer Camp Week 2:			
Aug. 7	Day 1 - Natural Dyes	Aug. 16	Ottumwa Public Library Songs & Stories with Sara Martindale
Aug. 8	Day 2 - Water Studies	Aug. 16	Ottumwa Public Library Drop In Crafternoon for Kids!
Aug. 9	Day 3 - Under Foot	Aug. 16	Active Ottumwa Fitness Class
Aug. 10	Day 4 - Butterflies	Aug. 16	Ottumwa Public Library Lego Club
Aug. 11	Day 5 - Natural Art	Aug. 17	Wapello County Farmers Market
		Aug. 17	Eldon Public Library's Summer Library Programs
Aug. 4	Sidewalk Sale	Aug. 17	Ottumwa Public Library Speculative Literature Book Club
Aug. 4	Ottumwa Public Library Preschool Story Time	Aug. 18	Ottumwa Public Library Preschool Story Time
Aug. 4	Ottumwa Public Library Teen Choose Your Own Book Club	Aug. 19	Ottumwa Public Library Adult Coloring Party
Aug. 4	John-Paul Jones Group Blessings Soup Kitchen Fundraiser	Aug. 21	Ottumwa Public Library Music & Movement Mondays!
Aug. 5	Kidz Biz Day	Aug. 21	Wapello County Farmers Market
Aug. 5	Al Martin Auction	Aug. 22	Ottumwa Public Library Teen Writing Club
Aug. 6	Working with the Enemy: German, Italian and Japanese Prisoners of War in Iowa During WWII	Aug. 23	Ottumwa Public Library Songs & Stories with Sara Martindale
		Aug. 23	Ottumwa Public Library Drop In Crafternoon for Kids!
Aug. 7	Ottumwa Public Library Music & Movement Mondays!	Aug. 23	Active Ottumwa Fitness Class
Aug. 7	Wapello County Farmers Market	Aug. 24	Wapello County Farmers Market
Aug. 8	Ottumwa Public Library Teen Writing Club	Aug. 24	Walk with a Doc
Aug. 9	Ottumwa Public Library Songs & Stories with Sara Martindale	Aug. 24	Ottumwa Public Library Nonfiction Book Club
Aug. 9	Carnival!	Aug. 25-27 ..	Fly Iowa
Aug. 9	Ottumwa Public Library Drop In Crafternoon for Kids!	Aug. 25-26 ..	Alice in Wonderland
Aug. 9	Ottumwa Public Library Reader's Ink Book Club	Aug. 25	Ottumwa Public Library Preschool Story Time
Aug. 9	Active Ottumwa Fitness Class	Aug. 25	Live Music No Cover with Luke Davids
Aug. 10	Wapello County Farmers Market	Aug. 26	John-Paul Jones Group Blessings Soup Kitchen Fundraiser
Aug. 10	Eldon Public Library's Summer Library Programs	Aug. 26	Ottumwa Public Library Board Game Day
Aug. 10	Pound and Pour Workout Class	Aug. 26	Latin Night
Aug. 11	Ottumwa Public Library Preschool Story Time	Aug. 28	Ottumwa Public Library Music & Movement Mondays!
Aug. 11	Ottumwa Public Library Summer Reading Program Carnival	Aug. 28	Wapello County Farmers Market
Aug. 11	Ottumwa Public Library Teen Anime/Manga Club	Aug. 29	Ottumwa Public Library presents Iowa Honey Queen presentation on Bees, Honey & Hives
Aug. 11	Live Music No Cover with Tom Blew		Ottumwa Public Library Songs & Stories with Sara Martindale
Aug. 12	Vendor & Craft Show	Aug. 30	Ottumwa Public Library Drop In Crafternoon for Kids!
Aug. 12	Comedy Night with Mike Lucas & Friends	Aug. 30	Active Ottumwa Fitness Class
Aug. 14	Ottumwa Public Library Music & Movement Mondays!	Aug. 31	Wapello County Farmers Market
Aug. 14	Wapello County Farmers Market		

For additional details, visit www.greaterottumwacvb.org. Receive similar event information via email every two weeks by signing up at www.Explore-Ottumwa.com/newsletter/ to obtain the e-newsletter Bravo Wapello County.



O T T U M W A

[AREA CHAMBER OF COMMERCE]

Ottumwa Area Chamber of Commerce

217 E. Main St.

Ottumwa, IA 52501

Phone: 641-682-3465 | Fax: 641-682-3466

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Saturday 8:00 a.m. - 5:00 p.m.
Sunday 11:00 a.m. - 4:00 p.m.



Chamber of Commerce: Why you should belong

Greetings Members!

Thank you for your membership to the Ottumwa Area Chamber of Commerce; whether you are a new member or have had your membership for some time; do you really know what the chamber does for your business and your community? I want to take an opportunity to remind you of why you joined the chamber and what we offer our members.

Your membership accomplishes several things: It gets your name out there, it creates networking opportunities, establishes a sense of authority and it is affordable. Consider your business and target clientele; are you looking to build local business to business relationships or grow a local business? Either of these are great reasons why the Ottumwa Chamber is a great place to belong!

The Ottumwa Chamber is dedicated to protecting and promoting the local business community. Our primary goal is to help businesses network and grow! We host networking events, fundraisers,

workshops and many other activities, all with the purpose of connecting local business owners and the community.

According to a Shapiro Group study, 49% of consumers were more likely to think favorably of a business if it was a member of the local Chamber – and 80% were more likely to purchase a product or service from a chamber member!

The Ottumwa Chamber is working daily to assist businesses in building customer base, finding resources, suppliers, marketing strategies, promotions and advocating for our members both at the state and local level. We are here to assist you in building, growing and energizing your business. We are a visit, click, call or email away!

Thank you for your support through your membership, involvement and community investment!

Warm Regards,
Connie Hammersley-Wilson
Executive Director

Ambassadors Corner



Family First Chiropractic Clinic PLLC, new business at 119 W. Second St.



Hobby Lobby, business at 1131 N. Quincy Ave.

Save the Date

Greater Ottumwa Partners in Progress Annual Banquet

Thursday, October 26, 2017
Bridge View Center

Cost:

\$40 per person
\$300 table of 8

Time:

5:00 pm
6:00 pm
6:30 pm

Social
Dinner
Program

For more information, call 641-814-5904



Wednesday, October 25, 2017
at Bridge View Center

For more details, please contact the Ottumwa
Chamber office at 641-682-3465.

The importance of a proper handshake

The handshake is under attack! With the ever growing concern of germ spread, people are taking to high fives and fist bumps. Even President Obama reported a preference for a hearty fist bump. The handshake is still the expected tradition in the workplace when meeting new colleagues or interviewing for a job, so stock up on pocket-size bottles of hand sanitizer and jump into these tips on handshakes.

For such a simple gesture, it might surprise you how many people get it wrong.

A correct handshake involves extending your right arm when you're about three feet away on your approach with your thumb pointing up. Lock hands thumb joint to thumb joint, clasp hands firmly, pump the hand a few times, and let go.

Some typical handshake mistakes include:

Locking in too hard – This is a professional courtesy, not a feat of strength. There's no prize for having the strongest grip.

Locking in too weak – Going the other

direction isn't comfortable either. This one is common when a man wants to be a gentleman with a lady and tries to give a dainty handshake. Women in the workplace should be treated with the same respect and can stand up to a good handshake.

Being cold, clammy, or just plain sweaty – Keep your hands on the ready. If you're worried about a sweaty palm, discretely slide your hand into a pocket and use the lining of the pocket to dry your hand before you are in a situation you may need to shake a hand.



Handshakes may one day go the way of the curtsy as a little used tradition of formality, but for now they are an important act of professionalism. Having a respectful handshake looks good in a job interview, an introduction to a new client, or any other reason you may need one.

Chamber Member Bio

Woodlands Estates offers safe and spacious retirement living

Scott and Kate Proctor bought Woodlands Estates from Denise Wilhoit in November of 2016. The property is located at 606 E. Pennsylvania in Ottumwa, just east of Hy-Vee Drugtown. It is a 55 and older, independent, retirement complex. This is a family owned and operated business. Scott maintains the building and takes care of resident requests for repairs, while Kate teaches at OHS and is most often there after school and weekends. Their teenage and young adult children help with big projects and join them all for monthly potluck and other events.



The Woodlands Estates are appropriately named as they are set against a wooded area that allows for many visits from deer, fox, squirrels, and rabbits. Our fenced in courtyard is secluded from the bustle of the city and is a beautiful retreat with a fountain and flowerful landscape. The building houses 28 one-bedroom apartments featuring four different floor plans. It's a brick building and so it's very quiet and comfortable. There is plenty of storage with separate garages available. Built on three levels, there are wide hallways, an elevator, laundry rooms, and lounges on each floor.



This is a very safe and spacious building with a security box entrance. The Woodlands has a newly redecorated guest room for resident family and friends, an exercise room, pool table, dining room and very large kitchen.

There are far too many attributes to explain. Our residents are friendly and enjoyable. Come and see this beautiful property. Schedule a tour at 641-684-0356.

Martha's Nook & Cranny teams up with many creative vendors

Officially Martha's Nook & Cranny opened a storefront on March 1st of this year. But the title has existed for around 4+ years. I have attended the Collector's Paradise Flea Market in What Cheer, IA. I am located at 313 E. Main Street in Ottumwa. There are no employees, just me. But I do have wonderful creative vendors. They don't work for me, but together we are a team that keeps the shop breathing.

The shop is hard to describe, it is a unique shop that can change at any given day. There are creative people in this area; who express their art in different ways. It's an Etsy in a store so to speak. I think that customers who enter Martha's Nook & Cranny realize right away that it is so unique. I am not in competition with anyone, I think that as businesses take off in our Main Street Ottumwa area we can work together as a community to continue to improve the shopping



experience for potential customers who love the idea of the Main Street initiative.

My business does not feel like work to me. I greet each person that comes in, find out what they are looking for, and then work behind the scenes with our artisans to let them know what people are interested in.

I am always looking for new artisans/crafters; even if I don't have floor space we seem to manage and create a nook or cranny to accommodate newcomers.

The Ottumwa Area Chamber of Commerce welcomes the following new businesses to our membership directory:

Woodlands Estates
606 E. Pennsylvania Ave.
Ottumwa, IA 52501
Kate Proctor
641-684-0356

Martha's Nook & Cranny
313 E. Main St.
Ottumwa, IA 52501
Martha McAntire
641-954-9851

Polar Xpress
221 E. Main St.
Ottumwa, IA 52501
Sandra Hendred
641-814-5220

The Rodeo is Coming to Town!

Get ready for a bucking great time! Your Ottumwa Area Chamber of Commerce is partnering with Rogue Rodeo to host a dual sanctioned rodeo in Ottumwa for the first time in over a decade! September 16, from 9:00am to 10:30pm, you will find family fun entertainment, food, games, activities and opportunities to meet and greet our local rodeo legends.

We will be hosting guests from all over the tristate area and surrounding communities. They will be in Ottumwa to shop, explore and enjoy the local hospitality! We are excited to bring this event back to its roots in Wapello County and learn about the amazing



athletes that we live and work with every day and may not have known this is their physically demanding sport of choice!

**Save the Date for:
Saturday, September 16**

Place: Ottumwa Saddle Club on Emma Street (across from JBS)

Time: 9:00 am to 10:30pm
Tickets on sale starting August 18th in advance at the Ottumwa Chamber or any Hy-

Chamber thanks retiring board members; welcomes new board members

The chamber has been a part of the Ottumwa Business community since 1902; the following board members are part of a long and successful legacy.

We would like to thank our retiring chamber board members and welcome our new board members.

First off, let us thank all of our board members for their commitment and dedication to our organization. Our members consist of local business leaders that believe in the mission and vision of the Ottumwa Area Chamber of Commerce.

Your 2016-2017 Executive Board Members were: President - Todd Robinson, President Elect - Andrew Woodard, Treasurer - Brian McWilliams, Past President

- Mark Franke, Advisor - Hans Wilz; our board also consisted of the following individuals: Jason Abernathy, Jason Bishop, Marvin Boyer, Mike Dunlap, TJ Heller, Beth Peyton, Heather Simplot, Peggy Thie, and David Weilbrenner.

The 2017-2018 Ottumwa Chamber of Commerce Executive Board is: President - Andrew Woodard, President Elect - Brian McWilliams, Treasurer - Beth Peyton, Past President - Todd Robinson, Advisor - Rick Hindsley; the board will also consist of: Jason Abernathy, Steve Allison, Jason Bishop, Mark Franke, Mike Dunlap, TJ Heller, Heather Simplot and David Weilbrenner.

We appreciate the time,

dedication and commitment all of our board members make to ensure the stability and relevance of the Ottumwa Area Chamber of Commerce as we move into the next year ahead.

Thank you for being a part of this vital and progressive business and community leadership organization, where we strive... "To promote, support and advocate the needs of business and industry that will encourage positive growth in which to live, work and do business."

Warm Regards,
Connie Hammersley-Wilson
Executive Director

Brenda Sieren
Executive Assistant

Vee location. (adult \$10 in advance and \$15 at the gate, children ages 6-12 \$5, family pack for 4 \$30)

Some of the highlights: a real painted pony, corn-toss, corn box, mini petting zoo, mutton busting, music, dancing, beer and food garden, food trucks, local business vendors, meet and greet autograph signing

with cowboys and cowgirls, roping demonstrations and lessons, pie-eating contest, so much more all day long...

If you would like to sponsor or be apart in some way, please contact Brenda or Connie at the Chamber office: 641-814-5900 or email: conniewilson@ottumwaiowa.com

WIN THIS BIKE!

MAIN STREET OTTUMWA BIKE RAFFLE



RAFFLE PRIZE:
2017 INDIAN SCOUT 60

TICKET PRICES: \$15.00/PER TICKET OR \$80 FOR 6 TICKETS.

CONTACT MAIN STREET OTTUMWA TO PURCHASE

DRAWING: AUGUST 17TH, 2017
LIMITED TICKETS AVAILABLE

BIKE PURCHASED DONATED BY:




Tickets can be purchased at:

<p style="font-weight: bold; color: yellow;">Main Street Ottumwa</p> <p style="color: yellow;">217 E. Main St.</p>	<p style="font-weight: bold; color: yellow;">Market on Main</p> <p style="color: yellow;">331 E. Main St.</p>
<p style="font-weight: bold; color: yellow;">Hotel Ottumwa</p> <p style="color: yellow;">104 W. Second St.</p>	<p style="font-weight: bold; color: yellow;">R/J Performance</p> <p style="color: yellow;">14231 Sycamore Rd.</p>

2nd Thursday



Member Mixer

The Ottumwa Area Chamber of Commerce and our Ambassadors would like to invite you to our "2nd Thursday Member Mixer" on August 10th at 4:30 – 7:00 p.m. The event is co-hosted by Whispering Woods LLC at Champion Bowl.

This will be an outstanding opportunity to meet and greet with other chamber members.

You are invited to join us for this fun event sponsored by your Ottumwa Area Chamber of Commerce! We know you will enjoy great food and drink, as well as have a great time socializing, networking and learning more about our ever growing and changing Ottumwa Area Chamber of Commerce and its members!

Thanks to all the event sponsors, teams, raffle prize donations, and volunteers that made the Ottumwa Area Chamber of Commerce 76th Annual Golf Classic a huge success!!

3E Electrical, Engineering & Equipment
Allstate Insurance
AmericInn of Ottumwa
Ameriprise Financial, Duane Lusson
Champion Bowl
Courtside Bar & Grill
Community 1st Credit Union
Community Care Auxiliary
Domino's
Dr Pepper Snapple Group
Edward Jones Investments – all offices
Elliott Oil Company
Fareway Stores
Farm Credit Services of America
Financial Partners, Inc.
Floor To Ceiling
Golden Eagle Distributing Company
Harrison, Moreland, Webber
& Simplot, PC
Hindman/Person Heating & A/C
Hotel Ottumwa
Hy-Vee Drugstore
Hy-Vee Food Stores North & South
Jim Carnahan State Farm Agency
John Deere Ottumwa Works
KTVO TV3
KYOU Fox 15
MAD Ave Quik Shop
MAHASKA
Martz Auto Sales
Massage FIT
Mediacom

Meyers Home Improvement
McCune and Reed Insurance
Mid States Farm Management
Nsane Motors
O'Hara True Value Hardware
Orsborn, Milani, Mitchell
& Goedken, LLP
Orscheln Farm & Home
Ottumwa Chamber Ambassadors
Ottumwa Country Club
Ottumwa Courier
Ottumwa Noon Lions Club
Ottumwa Regional Health Center
Peoples State Bank
Pre-Approved Auto LLC
Rosenman's Inc.
River Hills Community Health Center
Sinclair Tractor
SERVPRO of Ottumwa/Oskaloosa
Snowman
South Ottumwa Savings Bank
Subway North
The Parks Companies
Tom Tom Tap
Total Choice Shipping & Printing
United Way of Wapello County
US Bank
Van Meter, Inc.
Vaughn Automotive
Walmart Supercenter
Wells Fargo
Yates & Yates Glass Co.

VOLUNTEERS:

Chantha Bjerke, Audrey Keck, Cathy Martz, Andy Maw Brandie McWilliams, Sharon Stroh, Ashley Williams & Fred Zesiger

FLIGHT WINNERS:

Champion Flight

- 1) Elliott Oil Company (56)
- 2) US Bank (56)
- 3) Pre-Approved Auto (58)

Second Flight

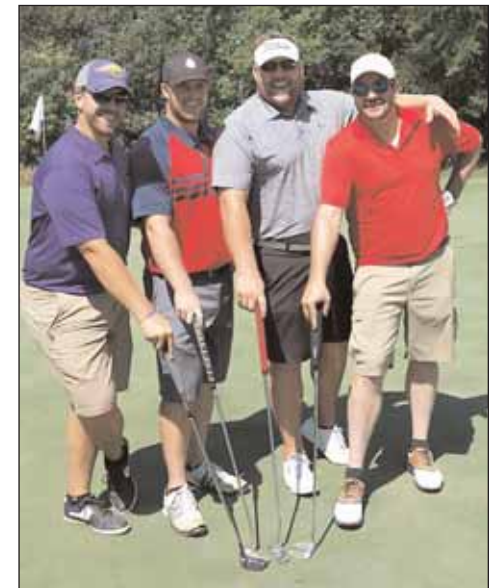
- 1) MAHASKA (64)
- 2) 3E -Team 2 (65)
- 3) Rosenman's Inc. (65)

Third Flight

- 1) Harrison, Moreland, Webber & Simplot, P.C. (69)
- 2) 3E - Team 1 (70)
- 3) Yates & Yates Glass Co., Inc. - Team 1 (72)

EVENT WINNERS:

Men Longest Drive - Mike Thode
Women Longest Drive - Liz Techel
Closest to Pin - Jordan Rupe
Closest to Pin 2nd Shot - Tim Campbell
Closest to Chair - Mike Graham
Closest to Bowling Pin - Heather Simplot
Straightest Drive - Brett Morris



The Big Hole, Longest Putt - Boone Black
Men Longest Putt - Tom McDowell
Women Longest Putt - Heather Simplot

Party Cooler Winner - Jay Messerschmitt
Van Meter, Inc. Drawing Winner - Jim Keck

O'Hara True Value Drawing Winners - Sonia Basilio, Danny Hankins, Amy Kramer, & Dave Weillbrenner

**Special thank you to our co-sponsors
Courtside Bar & Grill and John Deere Ottumwa Works**

Cover these five points in your start-up's plan

SCORE's position and advice to its clients has always been and continues to be to do your homework by completing a business plan. At the SCORE.org website you can download a comprehensive business plan template. If external funding is needed then a business plan is required.

We recommend to our clients to address five key elements of a business plan as follows:

Business Description

Provide a detailed description of the business including the products and services you will provide. Describe the structure and ownership of the business. Do you have any special skills or expertise that will enhance the success of the business? Where will the business be located? Will start-up funding and initial working capital be required and to what extent?

Marketing

What are the products and services you offer? What and who is your target audience? Who are your competitors? Do you have a distinctive advantage versus your competitors? What steps and actions will you take to find customers? Have you established a pricing strategy? What are your sales goals and timeline and describe them?

Financials

Include a balance sheet: a detailed summary of start-up expenses: projected monthly expenses for the first year, quarterly for the second and annual for the third: project sales in both units and dollars: and a monthly cash flow statement for the first year. Describe when the expected break-even point will be reached. Describe your financial contribution to the business, the amount of additional required funds and the source of such funds.



Operations

Describe how you will provide your goods and/or services. Will employees be required and how will they be compensated? If materials are required have sources been identified and discuss assurance of supply. Are there any special requirements, such as licenses, permits, bonding or insurance required to operate your business?

Summary

The summary is likely to be the initial section of the business plan. Include a description of the business, ownership, market focus start-up timing, location,

the amount of funding required and the projected revenues for the first three years of operation.

The above topics can be addressed in a short time frame. This will determine the viability of the business proposition from a go no-go perspective.

The volunteers of South Central Iowa SCORE are available at no cost in providing assistance with the business plan.

Submitted by,
Gordon Aistrope
SCORE Volunteer

Membership Renewals

Ottumwa Area Chamber of Commerce

Bauman's State Farm Insurance
Bridge View Center
Casey's General Stores
Credit Bureau Services of Iowa, Inc.
D.P. Plumbing Plus
Elliott Oil Company
Farm Credit Services of America
Fleck Sales
Golden Eagle Distributing Co.
Happy Joe's Pizza
Harrison, Moreland, Webber & Simplot, P.C.

Hy-Vee Drugstore
Mid-Iowa Council Boy Scouts of America
Milestones Area Agency on Aging
NuCara Pharmacy
O'Hara Hardware, Inc.
Ottumwa Courier
Parks of Iowa, LC
Pennsylvania Place
Quality Inn & Suites
Save Ottumwa Weekly
Schumacher Elevator Company

South Side Drug, Inc.
Southern Iowa Crane, Inc.
Southern Iowa Diesel
Southern Iowa Mental Health Center
Subway Sandwich Shoppe #0758
Subway Sandwich Shoppe #10104
Tenco Industries Inc.
Vista Woods Care Center
Wacker Chemical Corporation
Walter A Zlogar, Inc.
Yates & Yates Glass Co. Inc.



Tropical Costa Rica

March 10 - 18, 2018

Are you ready for a trip of a life time? How about bringing family and /or friends together that have been separated by miles over the years? The Ottumwa Area Chamber of Commerce and Journey's by Jean Ann have the perfect plan.

No matter where your family or friends live in the world we will put the package together for you from any location! You do not have to live or be in the Ottumwa Area to enjoy this amazing adventure to Tropical Costa Rica!

You heard it right! We will put each package together from any airport in the world! This is your opportunity to enjoy a carefree vacation with your significant other, family, friends or just on your own!

The trip will commence on March 10 - 18, 2018. Please contact Jean Ann Ross at 684-0873 or email journeysbyjeanann@gmail.com to get your party started! We have brochures at the chamber office at 217 E. Main, please stop by

