



FORT MADISON  
CHAMBER  
OF COMMERCE

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#### Chamber Chair

Angela King, Team Staffing Solutions

#### Chamber Chair Elect

Ryan Wilson, Fort Madison Family YMCA

#### Treasurer

Nannette Griffin, Griffin Muffler & Brake Center

#### Board of Directors

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Carol Delaney, Farmers Savings Bank  
Scott Hannum, Independent Can Company  
Morgan Kokjohn, Connection Bank  
Kim Miller, Seimens Gamesa  
Leia Morrison, The Kensington  
Jess Sutcliffe, State Farm  
Darcie Uhlmeier, Iowa Fertilizer Company

#### Staff

Executive Director  
Tim Gobble, Fort Madison Partners

Chamber Director  
Savanna Collier, Fort Madison Chamber

The Fort Madison Area Chamber of Commerce is an affiliate organization of Fort Madison Partners. Fort Madison Partners is the umbrella organization which oversees the Fort Madison Chamber of Commerce, Fort Madison Economic Development, Fort Madison SIRRC and the Fort Madison Community Beautification Foundation. It serves to facilitate and coordinate efforts, services and resources of each individual organization as well as share strategic goals, working towards the common goal of making Fort Madison a great place to visit, live and work.

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Is it time to join the Fort Madison Area Chamber of Commerce? Is it worth the investment? Maybe you believe your business is too small or Chamber membership is not necessary anymore. The fact is that in today's competitive business market you cannot afford to *not* be a Chamber member. It is time for you to start working "on" your business, with the Chamber as a true benefit for your business—and your life.

Since 1917, the Fort Madison Area Chamber of Commerce has been supporting businesses in the great Fort Madison Area. Today, we represent more than 200 businesses of all sizes, sectors and members, ranging from mom-and-pop small shops to large corporations. They all share one important thing in common—they count on the Chamber to be their voice, to use the collective power of membership to represent their interests with key decision makers in the community and in local, state and federal government. This includes addressing issues such as new regulations, fees, taxes, costs or assessments applicable to your business.

Membership brings your business advocacy, new business relationships, visibility, heightened credibility, marketing and promotional opportunities, wider word-of-mouth reach, community connections, free and inexpensive professional development, training, and more. It gives you the opportunity to meet new people; network through programs, committee participation and events; interact with all types of people; create better relationship-building skills—all which can crossover to improve non-business aspects of your life as well.

With countless benefits—from exclusive networking events to advocacy to growing your sphere of influence, a Chamber membership pays dividends well beyond membership dues. Statistics show that 63% of consumers view a Chamber of Commerce member business as having more credibility than non-member businesses.

We know you are busy working "in" your business and hope you decide to work more "on" your business by joining your Chamber. Let's work together to keep Fort Madison moving forward!



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# WHY JOIN THE CHAMBER?



## Exposure

- Listing in Chamber Directory on Partners Website
- Ability to Post Jobs, Events, and News Releases in Weekly Newsletter
- Referrals
- Ribbon Cuttings
- Ambassador Calls
- Literature Display available at the Partners Office
- Chamber Facebook Page
- Member to Member Benefits



## Networking

- Business After Hours
- Fort Madison Partners Annual Dinner
- Business Women Connect
- Jack Morris Memorial Florida of Iowa Golf Tournament
- Salute to Small Business Breakfast & Expo
- Corporate Games



## Advocacy

- Community Representation in Des Moines and Washington D.C.
- Legislative Luncheons
- Receive Updates on Business Legislation



## Opportunities

- Educational Opportunities for You and Your Employees through CBIZ & the SBDC, Lee County Leadership, and various training opportunities
- Business and Community Awards
- Let your voice be heard through Chamber committees. Find the committee that is right for you so you can connect with new people.



## Information

- The Chamber is a hub for relevant information for you and your business.

## Marketing & Advertising

- The Partner Magazine (Quarterly)
- Chamber door cling
- Relocation/Visitors Packets (materials included)
- Out and About Fort Madison (weekly e-blast)
- In-office literature and business card racks
- In-office Community/Member Event display board
- Presence on [www.fortmadison.com](http://www.fortmadison.com)
- Inclusion in all member listings
- Link your business with our social media accounts
- Share your events on our social media outlets
- Special advertising packages through various media outlets
- Inclusion in Member-to-Member Benefit Program
- Referral generator through:
  - Events & programs
  - In-bound phone calls / Word of Mouth
- Ambassador Call to your business:
  - Celebrating Milestone Anniversaries
  - Recognizing new key personnel
  - Welcoming your business as Chamber member
  - Ground Breakings

## Professional Development Opportunities

- Access to business counseling and consultation services with the Small Business Development Center
- Business start-up reference materials
- Business start-up guidance
- Lee County Leadership Program (\$)
- Employee training/education classes (\$)
- Chamber Ambassador Club (\$)
- Engagement & Service on Chamber Committees
- Engagement & Service on Chamber Sub-Committees
- Service on Chamber Board of Directors

\*(%) denotes possible extra expense

## Use of Facilities, Services & Items (For Business Use Only)

- Copies (*some restrictions apply*)
- Chamber Bucks program – Listed as Recipient
- Conference Room
- Projector and screen
- Chamber bulk mailing permit
- Chamber ceremonial scissors
- Chamber event entrance signs, arrows, & large coolers
- Chamber staff availability for consultations & meetings
- Access to membership list for mailing labels
- Access to certain discounts with other member businesses

## Pro-business Government & Legislative Representation

- Great River Region Days
- City/School Board/Elected Officials – Chamber forums
- Legislative Lunches
- Increased access to Elected Officials
- Updates on business legislation

## Membership & Consumers

Being a Chamber member shows:

- who you are as a company
- that you are involved in the community
- that you care about customers
- that you have a good reputation
- that you use good business practices
- that you value your place in the community



# JOIN A COMMITTEE

## Fundraising and Events Committee

The goal of the Events Committee is to expand the resources of the Chamber. Committee members interact with their community connections to help with the non-dues based revenue of the Chamber budget and to assist in event planning, i.e. securing locations and sponsors for events, brainstorming potential new events or enhancing existing events to increase relevancy, revenue, and member impact.



## Promotions Committee

"Promotion" - activity that supports or provides active encouragement for the furtherance of a cause, venture, or aim so as to increase sales or public awareness. The goal of this committee is to bring foot traffic to Fort Madison to benefit our members.



## Business Women Connect

Business Women Connect brings women of diverse occupations together to foster both personal and professional growth through leadership, education and networking support. The topics and speakers vary with each session, and the luncheon meetings are open to all females who work or live in the greater Fort Madison area.



## Member Relations Committee

This committee is focused on making sure that the Fort Madison Area Chamber of Commerce is providing benefits to our members that are relevant and worthwhile. This committee interacts with members and works to actively recruit new members to join the Chamber.



## Commercial Development Committee

Commercial development supports a complete community by ensuring residents have places to shop close to where they live. It also supports economic development by keeping local dollars in the community and contributes to the City/County's tax base and a more sustainable community.



## Ambassador Club

The Fort Madison Chamber Ambassador Club is the public relations arm of the Fort Madison Area Chamber of Commerce. The Ambassador Club's main function is to greet and welcome new businesses and business managers to the area through "Ambassador Calls". Additionally, we provide representation of the Chamber at various functions and events.



# ATTEND AN EVENT

## Partners Annual Dinner

This signature event celebrates the previous year's successes, reveals plans for the future and honors those who have made a difference in Fort Madison by serving the affiliate organizations and the community. This event also serves as a great opportunity to network with fellow business and community members in a fun atmosphere.

February 24, 2023

## Small Business Breakfast

This annual spring event recognizes and honors Chamber Member businesses with less than 100 employees during National Small Business Week. Nominees and award winners for the Small Business of the Year and Micro Business of the Year and NEW Innovator of the Year are honored. Network and visit booths presented by local Member Businesses as well.

May 11, 2023

## Jack Morris Memorial FL of IA Golf Tournament

Many business deals have been struck on the links of the Sheaffer Memorial Golf Course. While we're not sure how many of those have occurred during the Jack Morris Memorial Florida of Iowa Golf Tournament, we're proud to continue to host this event. As one of our signature events, it proves to be a great time with great networking opportunities. Year after year this tournament continues to be a highly anticipated event with it's food, fun and prizes!

June 9, 2023

## Sensational Chef

As a way to elude those winter blues, The Chamber hosts Sensational Chef, an intimate dinner with 30 guests. Sensational Chef is held twice a year and features two local chefs who prepare a 5 course meal with wine pairings. In 2012 Sensational Chef received an award for the best fundraiser in the state of Iowa.

Dates TBD

## Luncheons

The Fort Madison Chamber hosts a variety of luncheons throughout the year. During the legislative session, we host our legislators on the third Friday of the month to give us an update on what's going on at the capitol and to answer questions. We also host Business Women Connect Luncheons every other month. Other luncheons are scheduled as needed as relevant topics and speakers come available.

## Paint-A-Thon

The time is now to clean up our community by working together for one goal, one purpose and one community. Join in and collaborate with Community Action, Fort Madison Partners and Kempker's True Value & Rental. This week-long project allows us to rehabilitate a property for homeowners that aren't able to do it themselves. Since the start of this project in 2018, we've been able to enhance 12 homes in Fort Madison!

April 24-28, 2023

## Corporate Games

Designed to encourage team-building for your company and camaraderie among our manufacturers, this event takes place during Industry Appreciation Month and does just that! Teams are challenged in areas of strength of mind and body, agility, endurance and creativity. A traveling trophy is awarded to the winner (and loser) of the games and the Manufacturer of the Year is announced.

October 6, 2023

## Fort Madison Wine & Beer Walk

The Fort Madison Wine & Beer Walk is a community favorite that takes place each November in Fort Madison's Downtown Historic District.

Over 1,000 individuals from near and far hit our downtown to shop, sip and visit with friends. Participants can purchase a commemorative glass and sample top selections from local wineries, breweries and distilleries. Glass pre-sale takes place the week prior to the event.

November 17, 2023

## Enchanted Forest

Step into a winter wonderland of trees decorated by local businesses. This event allows our community to view beautifully decorated trees as well as visit with Santa in a magical environment. Be part of the magic by sponsoring a tree!

Saturdays in December

## Mistletoe on Main

Welcoming all ages to come to the Fort Madison Downtown Historic District to shop local and enjoy a day of Christmas cheer. While shopping and receiving exclusive Small Business Saturday discounts, you can also enjoy a warm drink, special treats, a visit with Santa Clause, a ride in a horse-drawn carriage and visit the "North Pole Express", our train engine in Riverview Park.

November 25, 2023





# MARKET YOUR BUSINESS

The Fort Madison Area Chamber is a resource for reliable business information. Marketing to the local business community is a snap by simply advertising with the Chamber. Each week, we send emails to nearly 900 community members and our website and social media pages receive thousands of hits monthly from the local community. These are the business people you want to reach.

## Event Sponsorship

At each of our events, our members have the opportunity to show their support with a variety of sponsorship levels. All events are different, ask for our Investment Opportunities Guide to claim your sponsorship levels!

- Event signage with your full logo
- Pre-event marketing for higher level sponsors
  - Save the Dates
  - Social Media Posts
  - Calendar Listings
- Verbal recognition at event
- Opportunities for reserved seating at events

## Out and About Weekly Newsletter

A weekly newsletter with information regarding events and happenings in our community. Our members look forward to not only receiving information on what their business peers are doing, but letting their peers know what they're doing. The newsletters have an above-average open and click-through rate.

- Sent to nearly 800 email addresses and shared on our Facebook page each week
- Free for members to share their information (excludes sales)
- Member is responsible for providing event flyers, anniversary information, job listings, etc. to the Chamber Coordinator each week
- Great community resource for activities in the area

## Partner Magazine Ads

Advertise your company in our quarterly magazine. This 12 page full-color magazine highlights member businesses, events, as well as achievements, goals and opportunities within the Fort Madison Partners Affiliate organizations. This exclusive member-only opportunity is a great way to reach not only Chamber members, but area residents as well.

- Digital version of our magazine is located on our website with your ad linked to your website or Facebook page
- Ad prices are as follows (per quarter):
  - Vertical Business Card - \$100
  - 1/2 Page - \$150
  - Full Page - \$275

## Chamber Mailing Benefits

Our mailing list is available to our member businesses. This benefit allows for communication between members for announcements, new product introductions, special offers, etc. Mailing lists can be used for targeted mailings, telemarketing, lead generation, sales and marketing, planning and market research.

- Mailing list is provided as an Excel spreadsheet via email.
- List includes the primary contact for the business, company name, address and telephone number.
- Email addresses, cell numbers and fax numbers are not provided.
- Use of the Chamber's Bulk Mail Permit for mass mailings - one member saves almost \$1700 a year in postage on their monthly newsletter!

## Ribbon Cutting, Groundbreaking, or Anniversary Celebration

Whether you're new in town, have opened an additional location, or are celebrating a milestone anniversary, let the community know with an official Chamber Ambassador Call. We bring the ribbon and scissors or golden shovels for your event!

- Chamber representation available from our Ambassador Club
- Recognition in the Out and About weekly newsletter
- Email invitation sent to Mayor, City Council members, and Chamber Ambassadors.
- Photo posted on Chamber social media accounts.
- Photo sent to local media (use by media not guaranteed.)

# WHAT OUR MEMBERS ARE SAYING



**Joshua Ragar, US Bank**

*"I joined the Chamber to become more involved, and become a person more easily recognized because of my affiliation with it. I feel the Chamber can assist me in growing my business network and helping me become a well-respected, go-to person in Fort Madison and the surrounding areas.*

*With my prior employer, they helped put me in touch with other businesses in the area when my organization was seeking grant funding for educational purposes. I was able to meet with a couple representatives, and with their assistance, successfully submit grant applications that were approved. I never would have been able to do that on my own.*

*The opportunities and services that the Chamber provides are well worth membership. Savanna has always gone out of her way to assist me with marketing ideas, lending a hand with bulk mailings, and getting my name out there for people to see."*

**Danielle Neaves, Small Grand Things**

*"Joining the Fort Madison Chamber was one of the first decisions we made as a business and has resulted in being one of the best decisions we ever made. Our focus was always community involvement and supporting the local community and the Chamber has made it so easy to do. We have grown professional partnerships, business relationships, and most importantly, friendships through our involvement in the Chamber. Their support both online and in person is something that has aided in the success of our new family business and we will always be happy to participate and be a member of the organization."*



**Emily Benjamin, Lee County Economic Development Group**

*"From an industry perspective, the Fort Madison Chamber of Commerce provides members valuable benefits. The Fort Madison Chamber excels at keeping everyone up to date of community happenings, providing networking opportunities for industry employees, promoting a healthy small business economy, and hosting high quality events and activities. Their dedication to the success of their members helps ensure that Fort Madison is a vibrant community to which we are able to recruit and retain high quality employees. Chamber membership also provides an avenue to encourage employers to become engaged citizens of the Fort Madison community through various social and community beautification events."*

**Chase Gibb, Buffalo61 Bar & Grille**

*"When I decided to open Buffalo61 Bar & Grille one of the first things I did was contact the Fort Madison Chamber. They were extremely helpful in introducing me to the community, getting the word out about my restaurant, and keeping me in the loop on all of the events in town that I needed to know about! I really appreciate the Chamber always having something going on in Fort Madison because it keeps people coming through our doors all year long! We are spoiled to have such a supportive group of people helping us grow in Fort Madison!"*

