

Hang Your Hat In History
OZONA CHAMBER OF COMMERCE
& VISITOR CENTER PARK

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CHAMBER DIALOGUE

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The Chamber of Commerce recognizes
J. CLEO THOMPSON
as our JULY
Business of the Month



The Ozona Chamber of Commerce would like to recognize the business of J. Cleo Thompson as our July Business of the Month. Headquartered in Dallas, J. Cleo Thompson is primarily an oil and gas producing company, (highest concentration being oil) operating in Texas and New Mexico. The company organized and started in 1952. They contract out their drilling, own their own pulling units for completion work overs, and own 95% of their own work, and operate over 1,000 wells.

J. Cleo Thompson has field offices located in Ozona and Andrews, and a district office located in Odessa. They have been operating in Ozona since 1968.

“J. Cleo and Dorothy Thompson ranch in Crockett County. The field office in Ozona opened in 1968,” said James Dalby, District Superintendent. “The founders of the company were J. Cleo Thompson Sr. (who passed away in 1975), and J. Cleo Thompson, Jr., who passed away in 2010. “I can’t say enough about what great people and businessmen they were. I have been with the company for 44 years, and it is the best organized and best run company for its size I have ever worked for. We have 14 employees here in Ozona, with a low turn over. There are approximately 100 employees company wide, “said James.

The offices of J. Cleo Thompson are located at 101 Medical Drive and are open Monday through Friday from 8:00 a.m. to 5:00 p.m. There is a 24 hour answering service. For more information you can call 325/392-3721.

The Chamber of Commerce would like to recognize J. Cleo Thompson for their long time service and contribution to Ozona, in addition to being an added asset to the local business community.

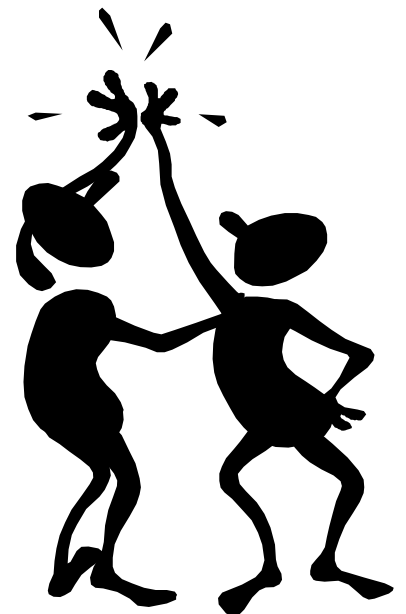
Chamber Welcomes New Member

Noelle Land & Mineral, LLC
Kirk Edwards, President
5030 E. University D-101
Odessa, TX 79762
432/-550-2320
Ranching, Royalty Management

Happy Anniversary

The Ozona Chamber of Commerce would like to wish the following members a **HAPPY ANNIVERSARY**, and **THANK** them for their support of the Chamber organization, its programs and services, and your community. We would like to recognize and express our **SINCERE** appreciation to the following members who joined during the months of July and August:

Ad Art Signs- 2009
ASU-SBDC-2005
Medway Home Health-2010
Oglesby Ranch-2010
Devon Energy Corporation-2008
Esperanza Ranch-2005
Richardson Ranch-1996
Super S Foods/Lowe's Grocery-2010
Twistflower Ranch-2009
Crockett Automotive-1999
DCP Midstream-2002
Farm Bureau Insurance-2009
Gries Ranch-2006
Jody K. Upham, Attorney at Law-2008
Travelodge-1996
West Texas Wind Energy Partners-1999
Lee Roy Vallant Ranch-2011
Carmen Sutton-2010



**The Chamber of Commerce
Would like to recognize the
Crockett County Public Library
As our August
Business of the Month**



The Crockett County Public Library opened in 1985. Originally a local home owned by the Paul Perner Family, the building was donated to the county. The library was expanded in 1999. “Prior to the remodel the library was not handicapped accessible. All of our non-fiction books were located upstairs, which was difficult for all our patrons to get to. It would have cost almost as much to put in an elevator as to expand, so we elected to expand,” said Librarian Louise Ledoux.

In 2010 there were over 9,000 computer users and almost 25,000 visitors at the Crockett County Public Library. “The majority are locals, but we also have travelers off the interstate who take advantage of our services as well,” said Louise. “Almost everything we have to do in our daily lives has to be done on-line anymore. Many people don’t have a computer so they come by the library.”

There are 3 employees at the Crockett County Public Library. Librarian Louise Ledoux, who has been with the library for 25 years, Margaret Longoria and Sylvia Longoria, both Assistant Librarians. “Margaret has been with us 20 years, and Sylvia for 11 years,” said Louise.

The Crockett County Public Library offers a number of services. There are over 30,000 books ranging from fiction to non-fiction, medical, legal, history, any topic or category you might have an interest in. There are 10 computers available for public use with internet access and WiFi, copy and FAX service. Patrons have access to the Texas State Library on-line Tex-Share Data Base Program which provides the most up-to-date book, magazine and newspaper material available. “Aside from using our computers, the most used service is our audio and CD check-outs. Fiction, children’s books, and Best Sellers are very popular,” reported Louise. “A new service that will be available in 2012 is the E-Book program through our on-line catalog. Patrons will be able to download books onto their I-pads, Kindles, Nooks and other devices for free. All it takes is a library card.”

During the month of June the library offers a Summer Children’s Program for the 3-5 and 6-12 year olds. Volunteers assist the library by reading stories and books to the children along with crafts, games and special programs. All planned around a different theme each year. During the school year, the librarians bring Story Time to Head Start and Elementary students.

The library offers year round exhibits and programs that the public can enjoy. Through a partnership with the San Angelo Museum of Fine Arts, there are rotating art exhibits. Everything from sculpture to paintings, and ceramics. Just added are three digital photo frames that can be loaded with local artists photography. Currently, Shelly Childress is the featured artist. Everyone is welcome to contact Louise and display their photos. The library also offers a number of educational, cultural, and inspiring programs throughout the year for the public. They host author visits, book reviews and readings, and book sales. The ongoing Used Book Sale at the library offers good books for 25 cents.

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August BOM continued from page 3-

The library offers a Conference Room that will hold 10-12 people that they make available to the public free of charge.

The library receives its funds through a County operating budget and from grants from the Texas State Library. The library is fortunate to have a very active Friends of the Library volunteer group. The Library Board and Friends Board work throughout the year, not only on projects that can help raise monies for the library and an endowment fund, but with the Texas Library Association so that Crockett County has a facility that offers the most current technology and programs available to the public.

“This was not a good legislative year for libraries on the State or Federal level. If there is no State funding, there is no matching Federal funding. Without State funding, our library and its services will take a step back 20 years. We will no longer have access to the Tex-Share Data Bases and Grants. What that means is our patrons will only have access to the books and materials we have on-site. The most immediate impact will be felt by those who access our computers. With State funding, we have been able to participate in the Federal TANG (Technical Assistance Negotiated Grant) Program. This gives the library 24-7 on call, remote computer tech service. Without State funding, the library does not have the budget for computer repair service. This means computer access is going to be limited,” said Louise.

You can learn more about the Crockett County Public Library on their Facebook page or visit their web site at www.bcls.tsl.state.tx.us/crockett. Library hours are Monday and Thursday, 9am-9pm, Tuesday and Wednesday, 9am-6pm, Friday, 9am-5pm.

For more information on how you can join the Friends of the Library or assist the Crockett County Public Library, call 325/392-3565.

West Texas Legislative Summit

The Ozona Chamber of Commerce along with local county officials attended the bi-annual West Texas Legislative Summit held in San Angelo and hosted by the San Angelo Chamber of Commerce, Senator Robert Duncan and State Representative Drew Darby on Wednesday, August 17th.

This event is hosted with the intent of bringing state representatives, along with constituents in the region to together to discuss issues that affect not only San Angelo, but all surrounding counties. The meeting was well attended and the region and surrounding communities were very well represented. State Senators and Representatives, state and county agencies along with city and county representatives were on hand for panels discussions about a number of issues of concern to the region.

Attendees first heard a panel discussion on the Redistricting in West Texas. Several county judges, a representative of the County Judges & Commissioners Association of Texas and of the Texas Department of Agriculture spoke about the challenges of West Texas County Governance. Water supply was a hot topic of discussion. City representatives from San Angelo, Abilene, Midland and the Texas Water Development board shared their current challenges, success stories and future plans to maintain both quality and adequate water supplies for their counties. Commissioner Todd Staples spoke with the group giving an update from the Texas Department of Agriculture and spoke about the trends and future opportunities for Texas. A representative from the Predictive Services Department for the Texas Forest Service spoke about weather predictions and wildfires. Crockett County Judge Fred Deaton along with the Texas Forest Service and the San Angelo Emergency Services Coordinator spoke at length about wildfires, the successes and challenges experienced during the year.

Finally attendees received a federal update by video from Senator John Cornyn of Texas

Cash – The Weak Link

We recently completed a training program called Profit Mastery conducted by Steve LeFever from Seattle, WA. The focus of this training program is to help business owners improve the financial management of their business. This program can be invaluable to businesses wanting to manage cash flow and profitability. Steve has a popular saying, “If your outflow exceeds your inflow your upkeep will be your downfall.” These days it is critical for businesses to manage their cash flow.

One of the common misunderstandings is that cash flow and profits are not the same thing. Cash flow is the cash coming in from sales and cash going out for expenses. Often, a business will have an increase in sales yet have no cash in the business. Low cash can be caused by seasonal patterns of a business, carrying too much inventory, excessive credit terms for customers, high debt load, or too much cash drained by the business owners themselves. Business owners can improve their cash flow by implementing practical action plans.

Prepare a 12 month budget. Manage your cash through a budget. Working with a budget will give you a better understanding of the cash needs of the business throughout the year, especially if the business is seasonal. Anticipating the cash needs of a business will help you make better decisions.

Negotiate terms with your suppliers. Negotiate terms with suppliers to receive a discount if the bill is paid before the due date. Suppliers like customers who will pay quickly. Contact the long term suppliers that you use most often. This is where a business can really save some cash.

Make it easy for customers to pay. One of the most effective customer service tools is making it easy for customers to pay for products and services. Cutting a check and mailing it can delay payment. Accept credit cards or online payment. Ask for a deposit or for customers to pre-pay for products or services.

Limit credit to slow paying customers. If a customer is slow to pay, do not extend credit, if possible. If the customer’s cash flow is tight, they will take advantage of the vendor who is accommodating with credit. All this usually does is keeps your cash in the customer’s pocket. If someone owes you money, ask for it.

Try not to use credit cards or cash to buy equipment. Use long term debt to buy equipment and/or real estate. You will have lower payments over a longer period of time to keep cash in your business. Talk with your CPA or lender to understand financing options for larger expenditures.

Managing cash flow in a business may sound simple and really, it can be very simple. However, many business owners often neglect the cash flow in their business until it becomes a crisis. With a plan and practiced cash flow plans, a business can build a reserve of cash to cover the needs of the business.

This article was written by Ms. Cindy Hartin, CEBS Fellow, Business Development Specialist and Certified Business Advisor II, of Angelo State University’s Small Business Development Center. For more information on the topic of this article or the services of the ASU SBDC, contact her at Cynthia.hartin@angelo.edu or (325) 942-2098.