

**Meeting Notice:****When:** Sept 17, 5:00 p.m.**Location:** 131 Ash Conf Rm**Subject:** New Year, New Peeps**Project:** Fun Stuff

# Knot News

COLLINS WOODWORKERS GUILD NEWSLETTER

**This month's subject:****How to Start a Woodworking Business**

From the YouTube video: <https://www.youtube.com/watch?v=eWpzpJOgTfc>

1. What type of Woodworking products you will offer?

- ◆ Conserve Cash

2. Who are you customers?

- ◆ Reach out to potential buyers
- ◆ Develop a selling strategy

3. Start your business from where you are

- ◆ Existing facilities
- ◆ Current tooling
- ◆ Keep costs low

4. Start small and grow

- ◆ Create multiple systems to streamline the process
- ◆ Focus on specific products
- ◆ Develop them one-at-a-time

5. Planning!!!

- ◆ Break down each project to pieces for efficient build processes.
- ◆ Learn all you can, then move forward fearlessly!

Courses on-line are all available

Check out <https://www.woodprofits.com/>

From <https://howtostartanllc.com/business-ideas/woodworking> :

According to [IBISWorld](#), the wood product manufacturing industry is a \$6 billion industry that continues to grow. The top 50 companies in the sector command only [about 30 percent](#) of the market, leaving plenty of opportunities for new and smaller wood shops.

⇒ Who is this business right for?

Anyone who is detail-oriented, decent at math and skilled with their hands may be well-suited for running a woodworking business. These skills are necessary when carving wood and building products.

⇒ What happens during a typical day at a wood-

working business?

A woodworking business owner spends much of their time making wood products. This work may include designing products, cutting and sanding wood, assembling pieces together, and painting or staining finished pieces.

When not producing products, wood shop owners may spend time sourcing materials, interacting with customers and marketing their business.

⇒ What is the target market?

A woodworking business' ideal customer is someone who appreciates wood products and has discretionary income. Such a person is likely to be interested in products and have the money to afford them.

⇒ How does a woodworking business make money?

A woodworking business makes money by producing and selling wood products. These products may be furniture (e.g. Adirondack chairs, cabinets or dressers), or smaller items, like jewelry boxes, smartphone holders, manual coffee grinders, cutting boards or wooden beer mugs.

⇒ What is the growth potential for a woodworking business?

A woodworking business may be a small home business that serves customers in the local area, or it can be a regional or national franchise. Stickley is an example of a woodworking business that started out locally in Central New York but has grown to become a nationally recognized furniture brand. Another example of a business that's grown is National Woodwork, which is based in Pittsburgh but has clients in many states.

Another site to check out is: <https://www.profitable-small-business-ideas.com/woodworking-home-business.html>

## July Picnic, August visit

## Previous News

July picnic was at the Robins Park. We continued the tradition of starting the picnic with decent weather and got rain by the time we were done. Food from Q-dogs was good, some members brought food that was most excellent.

The August meeting was a visit to JK Creative Wood in Kalona, IA. This is a six generation family business. Karma showed the five members who showed us just inside the shop—we weren't allowed to actually go through the shop for safety reasons. They take tremendous pride in the finish of every product that is delivered with their brand name. The mainstays are the furniture, clipboards, cutting boards and jewelry, they have many other featured products in their sales room that are from other producers.

Joel and Karma travel to shows throughout the Midwest to sell their wares, here in Iowa they have sold at the Iowa City Summer Arts show, the Kalona Arts Festival and the Octagon Art Show in Ames.

<https://jkcreativewood.com/>



## This month (Sept) project:

## Fun Stuff

Come to the membership meeting in September and bring a "Fun" project. The CWG will provide a meal and refreshments, along with some fantastic prizes.

We lost one of our active members—Dave Wetzel—last month, keep the family in your thoughts and prayers.



Also, we will need new leadership. This will be my last editorial, and Joel is certainly ready to step down as president.



## Upcoming projects:

- October: Fav WW Show
- November: Dowels
- December: Closet stuff

We would really LOVE to come see your shop. Would you be willing to open your [garage] door some time?



The Collins Woodworkers Guild [CWG] is a club dedicated to preserving the age old practice of creation using the medium of wood. CWG members gather monthly to share tips, ideas and experience to further the knowledge of all members. From creating heirlooms for their families to the Guild Toy Build, members help each other get the most out of their woodworking experience.

Membership in the Collins Woodworkers Guild is open to ALL Rockwell Collins, Inc. Employees, Spouses, Retirees, and Contract Employees, AT ALL ROCKWELL COLLINS LOCATIONS!! Everyone is welcome at our meetings and yearly dues, renewed each September, are \$15.00

#### GUILD BENEFITS

- Access to our EXTENSIVE library of books, magazines and Tool Collection
- Open exchange of ideas, from project help to house building; and a hand when needed
- Social Activities
- Workshops
- Toy Build and other Programs to help our Community
- Educational and Informative Presentations
- Open Houses
- Tours

#### KNOT NEWS

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