

Fall 2005

Dates to remember:

- **Dec. 7, 2005**
Something for Seniors
- **Dec. 19 2005**
Senior Basket Delivery
- **Jan. 1, 2006**
Directory Distribution
- **January 4, 2006**
UBAM General Meeting

Executive Director

Anita M. Cummings

Officers

Vice President

Joseph Loduca D.D.S.

Secretary/Treasurer

Walter Machala

Board of Directors

Chairman

Joseph Loduca D. D. S.

Dennis Antolec

Mary Fabis

Maureen Feeley-Balto

Yolanda Granat

John Kapusciaz

Walter Machala

Eileen O'Hara

Staff Assistant

Nanci Kaczmarek



UBAM

United Business Association of Midway

Mailing Address: 6158 South Central Avenue • Chicago, Illinois 60638
Office Address: 5680 South Archer Avenue • Chicago, Illinois 60638
(773) 767-3336

On November 9, 2005 the United Business Association of Midway was presented an award by Lt. Governor **Pat Quinn** in recognition of becoming an Associate Program of Illinois Main Street. An Illinois Main Street Community, the Clearing district between Central and Austin Avenues along 63rd Street, is a unique addition to the Main Street Program. Generally, locations are small towns throughout the State. Clearing is one of the first designations in a large city community, and this year marks the first ever for two Chicago communities.

The Lieutenant Governor's Office administers the Illinois Main Street Program. It is based on a national model that offers communities help with issues of historic preservation, economic development and downtown improvements. Illinois is one of 40 states that belong to the National Main Street program administered through the National Trust for Historic Preservation.

In addition to economic development specialists, historic preservation architects, downtown professionals and representatives for the Department of Commerce and Economic Opportunity, UBAM'S Illinois Main Street program will create a vision for the Clearing's business growth and preservation.

"We will have access to cutting edge tools and advice on how to develop our downtown Clearing into a very special destination. This revitalization effort presents a tremendous challenge for this Organization. We anticipate working diligently with property and business owners as well as community residents to assure the success of this program." said Anita Cummings, Executive Director of United Business Association and the visionary for this local Main Street concept.

This designation provides the entire Midway Airport community with a chance to grow to meet the changing needs of this area. "UBAM intends to focus on innovative business strategies and business clusters as part of our overall economic goals," added Cummings.

In addition to UBAM'S Board of Directors, a Main Street Advisory Board will be assembled to assure ongoing planning and development of what is sure to be a long- term project.



Pictured Above: Anita M. Cummings, Executive Director, United Business Association of Midway and Lt. Gov. Pat Quinn at the Illinois Main Street Awards Dinner.



Above: Building along 63rd and Central in the proposed Illinois Main Street District.



The Original Clearing Town Hall on 63rd Street.

From Anita's Desk



Dear Fellow Business Owner,

Hopefully, each of you is watching with interest (and a bit of awe) the fast-paced growth of UBAM. To date, our membership numbers are surging—hence the delay in the final printing of the new directory. Likewise, plans to aggressively pursue additional economic growth continues to move forward. Share our excitement as we develop the first ever Chicago ILLINOIS MAIN STREET along 63rd Street, west of Central. (see page 1 for more details)

This Fall issue also includes the first two stages of “Small Business Growth” which we have gleaned from Crain’s Chicago Business for your independent study! There are a total of SIX such stages. Watch upcoming newsletters for the remainder of them.

Finally—especially our newest members—don’t miss our traditional SOMETHING FOR SENIORS holiday event to be held at fellow member John Kapusciaz’s EUROPEAN CHALET, on Wednesday, December 7th!

Share the joy of the season with other business members, and of course, a bit of 2005’s business success with the Midway area’s neediest seniors! I look forward to seeing each of you on the 7th!

Best wishes for a happy holiday season and a very prosperous New Year!!



Sincerely yours,

Anita M. Cummings, Executive Director

SOMETHING FOR SENIORS



Mark Your Calendar!

UBAM’s Annual Christmas Party & Silent Auction

Wednesday, December 7, 2005

5:00 p.m.— 8:00 p.m.

European Chalet

5445 S. Harlem Avenue



RESERVATION FORM

Name: _____

Any member who would like to donate a product or service for the silent auction, please contact Walter Machala @ (773)-767-0638 or Dennis Antolec @ (312) 732-8101 or Nanci Kaczmarek @ (773) 767-3336

FOCUS “In Business, it’s grow or die. But for a small business, growth can be lethal”.

Small Business **6 Stages of Growth**

Part I

STAGE 1: **IDEA**

Ideas for new businesses are like eyeballs: Almost everybody has at least one. But it takes a certain type to grow an idea into an actual business.

“Entrepreneurs are an insane group by nature,” says Robert Jordan, 45, managing partner of Chicago-based InterimCEO. “they’re willing to buck all the odds, they’re doing something that by definition no one has done before and they’re constantly being told that they’re crazy.”

Usually, the first step in turning an idea into a going concern is the business plan. Putting their notion on paper helps the entrepreneurs sort out the big questions about market and risk—and helps the potential investors understand the idea.

But not everybody writes a business plan. Some entrepreneurs just do it. And while the experts generally advise against that, we’re not willing to call it a requirement: There’s something to be said for taking an idea and running with it, and if that means tackling problems they arise, so be it.

TAKEAWAYS

Never close your mind to new ideas, even after you start a business.

Most good business ideas address a business problem

STAGE 2: **THE PLAN**

Even with a well-written business plan, it’s a long way from the napkin idea to a real-live business. The trip requires course, along with the intestinal fortitude to stay dedicated



your back-of-the-napkin idea to a real-live business. The trip requires course, along with the intestinal fortitude to stay dedicated that still ex-

imagination.

high: finding

location, the employees and the customers. At this stage the best weapon is the business planning, which means constantly tweaking your business plan. And not just to satisfy potential

investors, lenders, venture capitalists or generous family members. “The most important purpose of a business plan is for the entrepreneur to figure out what he’s doing,” says Steven Thayer, an entrepreneur and Chicago lawyer who has represented several hundred startups.

TAKEAWAYS

Careful which corners you cut. **Going cheap on vital services can cost you later on.**

That said saving are out there. **Take advantage of friends and family with valuable skills**



UBAM

UNITED BUSINESS
ASSOCIATION OF MIDWAY

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Welcome

to our newest members...

- Autumn Green at Midway Village
- Awnings U.S.A
- Chicago Mennonite Learning Center
- Feature Builders Inc.
- Gloss Nail Salon
- HVAC Tech
- Maria High School
- Medina-Oszust Realtors
- Michaelangelo's Creations
- Midway Tree Service, Inc.
- New Brandy's Restaurant
- Niko's Restaurant
- Sportho Physical Therapy
- State Farm Insurance
- St. Martha's Kitchen
- Superior Real Estate Services
- The Mayfield Banquet Facility
- Three Sons Restaurant
- UBS Financial Services
- Wirtz Rentals Co.

Answers to our summer Newsletter
Contest

1. Thomas Walker
2. James Laski
3. John Kass
4. Phil Cline
5. Ray Hanania
6. Terry Hillard
7. John Franke
8. Mayor Harold Washington
9. Speaker Michael Madigan
10. Matt Rodriguez
11. Lt. Governor Pat Quinn
12. Erin O'Donnell