

WINTER 2006

Dates to remember:

- **March 1, 2006**
General Meeting
- **March 8, 2006**
Board Meeting/
Illinois Main St. Meeting
- **April 5, 2006**
General Meeting
- **April 19, 2006**
Board Meeting
- **May 3, 2006**
General Meeting/Elections

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

Eileen O'Hara

Staff Assistant

Nanci Kaczmarek



UBAM

United Business Association of Midway

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SOMETHING FOR SENIORS

Thank you for your generous support of our "Something for Seniors" holiday event. Your generosity enabled us to raise substantial dollars to provide much-needed food baskets for local, needy senior citizens. The event—by all appearances a great success—was enjoyed by UBAM members and guests the first week of December.



Walter Machala, Pat O'Brian, Marie Zilka and Eileen O'Hara



Wally Czajowski & Sheri Fahy from Fair Share Foods

The level of participation of UBAM members made it possible to reach a goal of 75 food baskets! Many thanks to all who donated, came out for the evening, or simply sent a check. Special words of appreciation to Board Member, JOHN KAPUSCIARZ and the EUROPEAN CHALET, for their very special role in our holiday event. John donated the hors d'oeuvres, the drinks and his beautiful facility for the evening.

We were joined again this past year with the 8th DISTRICT POLICE STATION and FAIR SHARE Grocery Store as we filled and matched food baskets with senior recipients. Baskets were delivered on Monday, December 19, in order to enable seniors to enjoy this gift for Christmas.



UBAM Members Melissa Medici & Edward Kozak

From Anita's Desk...

Dear Fellow Business Owner,



The beginning of a new year always brings with it new challenges, projects, and ambitious plans. It is certainly no different for UBAM! We are well into 2006, and are working diligently to get this MAIN STREET project off the ground. We have two staff people who have agreed to work on a part time basis, exclusively on UBAM'S Illinois Main Street endeavor.

JOSEPH LAVALLE, recently retired from the Chicago Park District, will assist as Project Coordinator. JUDITH ALTIERE will help out evenings and Saturdays with all clerical and resource data related to this project. Welcome to both very capable individuals!

Please note that this undertaking has not been entered into lightly. The Main Street program is based on a national model that offers communities help with issues such as infrastructure improvements, historic preservation and economic development. Illinois is one of 40 states that belong to the national Main Street Program, administered through the National Trust for Historic Preservation. Most notably, the Midway/ Clearing Main Street Project is one of Illinois' FIRST city neighborhoods to achieve this designation!!

Our thanks to Lieutenant Governor PAT QUINN for his enthusiastic work with this program, to Speaker MICHAEL MADIGAN for his support of an Illinois Main Street in his district, and Alderman FRANK OLIVO for his encouragement and for his future efforts for this project in the 13th ward.

Finally— with the support of each of you—the Main Street designation along 63rd and Central will provide us with the opportunity to develop the area into the “Magnificent Mile” of the Southwest side!!!

Sincerely yours,

Anita M. Cummings, Executive Director



Joseph Lavalle, Anita M. Cummings, Lt. Governor Pat Quinn, Judith Altieri, & Nanci Kaczmarek

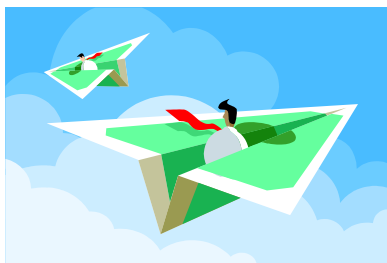
This year's Illinois Main Street Day was the most successful yet with more than 60 communities in attendance. “Main Street helps communities appreciate the treasures in their midst, and fosters a spirit of volunteerism a sense of place and a new civic pride,” said Lt. Governor Quinn. Illinois Main Street represents one of the state's most effective public-private partnerships for economic development and community renewal. Since its inception, designated

communities have reported net gains of 1,600 new downtown businesses and created more than 6,000 new full and part time jobs. The Main Street Program has spurred the reinvestment of more than \$575 million in Main Street downtowns.



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

Small Business 6 Stages of Growth



Part II

STAGE 3: LAUNCH

TAKEAWAYS

It's normal to feel a **loss of control** when growth takes off. As sales grow, so will paperwork; hire professionals to manage it so you can focus on production and sales.

Start out as lean as you can, and be prepared for **additional cost cuts** if sales disappoint.

Growth is never more dramatic than at the start-up stage: Going from zero sales to anything is a triumph. And the stakes are sky-high: You've put your credibility on the line and probably some of your own money. You may have investors breathing down your neck.

Now you've got bills to pay and payroll to consider. When you lie awake in bed the questions come fast and furious: Do you have enough employees or have you hired too many? Are they the right people for the job? What if they don't work out? Even if you've hired good people, do they share your passion for the business? Where are you going to find customers, and how will you make them happy?

STAGE 4: EXPANSION

Taking it to the next level

Growth doesn't come any easier once a business has proven viable. At some point, many entrepreneurs face the dreaded profit plateau. Taking a business to the next level might mean expanding geographically, developing new products or adding employees. In business, size matters. But what matters

most is how businesses try to get bigger. Do they try to expand too much too soon?

TAKEAWAYS

Stay right where you are. Expand where you've already got customers.

But make sure you have **enough business coming in** first.

Find out if a new product will sell **before making a huge investment.**



Look for Part III, Stages 5 & 6 in the Spring Issue. Contact the office if you missed Part I.

Crain's Chicago Business July 11, 2005



UBAM

UNITED BUSINESS
ASSOCIATION OF MIDWAY

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Welcome

to our newest members...

- **Central Printers & Graphics Inc.**
- **Stephen J. Cummings**
Anesi, Osman, Rodin, Novak & Kohen, Ltd.
- **EB Consulting**
- **Robert S. Molaro & Associates**
- **National City**
- **Pepe's Mexican Restaurant**
- **Southwest Dermatology**
- **Willie's Wax Works**



SURVEY SAYS . . .

The 2002 census of women-owned businesses found that:

- In Illinois, the number of women-owned companies grew by 19 percent from 1997 to 2002, about twice the rate of growth for all privately held companies.
- Three out of every 10 business in Illinois are women-owned.
- The counties with the most women-owned businesses were, Los Angeles County (265,919), Cook County in Illinois (130,418), Miami-Dade County (88,173), New York County, (86,364), and Harris County in Texas, (86,042).
- Nearly a third were concentrated in health care and social services.
- 117,069 women-owned businesses rang up receipts of \$1 million or more.
- 7,240 women-owned companies employed 100 or more workers.

Associated Press