



**Chicago Economic Development Corporation
Annual Report 1983**



She gained some of the expertise she utilizes now while working at CEDCO's Contractors Division.

CEDCO is extremely pleased with the success of Directions Metropolitan Inc. We know that this minority enterprise will continue to succeed and will become one of the leading contracting firms in Chicago.

San Jose and Associates is a full-service advertising agency operating on a national scale. This agency specializes in reaching the Hispanic market, a major consumer group. San Jose and Associates was established in 1981 on the principle that selling to the Spanish-speaking market requires that the customer be reached in his own language and cultural context.

The two principals of the agency have years of experience in marketing to the Spanish-speaking market. The agency's extensive client list includes such accounts as Coca Cola, Zayre and Anheuser-Busch. In 1982, CEDCO consultants assisted George San Jose, President of the agency, in financing an



expansion program. The program resulted in a 700% increase in billings from 1982 to 1983.

We believe San Jose and Associates has excellent prospects for future development and expansion. We plan to offer services to assist this firm in reaching its fullest potential.

Lincoln Dental Supply & Equipment Company, established in 1979, provides consumable supplies, small equipment and capital equipment items. Other services include office design and layout, and equipment repair.

CEDCO has been instrumental in assisting Curtis James, President of Lincoln Dental, in financing expansion, marketing and government contract procurement.

CEDCO is pleased to assist an established business like Lincoln Dental Supply & Equipment Company. We will continue to offer services as this solid minority business continues to prosper and grow.

