



What it Takes to Succeed as a Small Business

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Rick Grimaldi and Lori Halber's article "What it Takes to Succeed as a Small Business" was featured in *Region's Business* on March 25, 2015.

We must do more to encourage entrepreneurs whose hard work and creative thought benefit their employees, customers and community.

It's estimated that eight in ten startup entrepreneurs fail within the first 18 months, but notable are the success stories that beat the odds. One example in our region is Donovan Heat Treating. Donovan's has been preparing metal through a metallurgical process for eventual use in airplanes, bridges and other infrastructure throughout the U.S. for seventy years. Founded in a row house in 1943, Donovan's has been owned and operated by Jeffrey Uhlenburg since 2005. Yet, in this age of WalMart and other corporate giants, small businesses like Donovan's struggle to remain competitive in an environment of increased regulation and higher labor, energy and healthcare costs.

To read the full article, please visit *Region's Business*.

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