

NORTHBROOK CHAMBER

OF COMMERCE & INDUSTRY BUSINESS NEWS & VIEWS

MARCH 2009

Bringing People & Business Together

northbrookchamber.org

Six Candidates Vie for Village Board Seats

With the terms of three Village Trustees due to expire this year, six candidates have filed with the Village Clerk to have their name appear on the April ballot, either as independent candidates, or as candidates endorsed by the Village Caucus. Three incumbents, Todd Heller, Julius Kole and Michael Scolaro are running for re-election, along with three independent candidates Kathryn Ciesla, Marta Gambaccini and David Simone. All six candidates were asked to provide basic background information and to comment on their reasons for running for office.

Kathryn Ciesla, *Caucus candidate* Ciesla and Ciesla, P.C.

Kathryn Ciesla is a principal in the Northbrook law firm of Ciesla & Ciesla, P.C. which specializes in corporate law, civil litigation, estates and trusts. Through her practice, Ciesla has experience representing businesses and entrepreneurs before village boards on licensing and zoning issues. Previously, she was General Counsel and Chief Operating Officer for a private for-profit college. Ciesla is a graduate of the Chamber's Leadership Northbrook, a program that helps individuals gain an understanding of how the Village of Northbrook operates. Ciesla considers herself a community stakeholder who not only resides in Northbrook, but owns commercial property, operates a business, and is involved in community

Candidates Cont. on Pg.3



Underwriters Laboratories, Cal-Sun Construction and Jeanine Buck Honored by Chamber

The Chamber is pleased to announce the selection of the three winners of the third annual Business Awards, which recognize excellence in the Northbrook business community. The winners will be formally honored at the Annual Meeting and Dinner on Monday, March 2nd at the Renaissance Chicago North Shore Hotel. The two business award winners will receive plaques along with a \$500 donation to be given to the charity of their choice. The Volunteer award winner will also receive a plaque and a \$200 gift certificate.

2009 Corporate Citizen of the Year Underwriters Laboratories

Since it was founded over 115 years ago, Underwriters Laboratories (UL) has made corporate citizenship and social responsibility a guiding principal of the organization, which is stated clearly in its corporate mission statement. UL is the largest independent safety testing and certification organization in North America with 6,800 employees worldwide, including more than 1,600 at its Northbrook headquarters.

In Northbrook, UL has been a consistent supporter of youth and school groups through numerous sports and safety programs, and participates regularly in local charitable activities, including holding food drives for the Northfield Food Pantry, collecting toys for the Toys for Tots program and supporting drug and alcohol awareness programs. UL has also sponsored a Northbrook youth baseball team every year since 2003.

UL's signature activity revolves around its youth programs, according to Senior



Honored by the Chamber, UL executives Robert Simmons, David Haataja and Jerald Stricker at the Northbrook UL headquarters.

Vice President and Corporate Public Safety Officer Gus Schaefer. "Our employees rally around UL's safety mission," he notes. Through the Safety Ambassadors program, UL employees visit numerous schools every year to help students learn more about safety standards at home. Through the Safety Smart Tours, UL opens its doors to hundreds of students every year, telling the UL story and helping students learn more about safety. Retirees, including former CEOs and top-level officials regularly return to UL to participate in the program.

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Women in Business Special Event...6

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UPCOMING EVENTS ... See page 6 for more activities

First Friday Networking Breakfast - Friday, March 6

Small Office Home Office - Wednesday, March 11

Business After Hours - Thursday, March 19

Lunch & Learn - Tuesday, March 24

A Message From the Chamber President



Tensley Garris, President
Northbrook Chamber

The Chamber is gearing up for one of its busiest periods. Our Annual Meeting formally kicks off the year, featuring an influential business leader as the keynote speaker, honoring some of our outstanding businesses and volunteers and introducing our organizational leaders.

In addition, the Membership Directory and Buyers Guide goes to print, we start up our Lunch and Learn program and plans are already underway for our annual Golf Outing. I invite you to read through the newsletter to learn more about many programs we are offering this month.

In response to the enormous interest in our networking events, this month's Lunch and Learn will feature John Martin, an outstanding speaker, who will offer timely tips on ways to sharpen your networking skills and maximize your exposure at Chamber events.

As businesses continue to look for ways to maximize their Chamber membership benefits,

I would like to remind everyone about the Hot Deals section of our website, where for no charge, members can post their discount or special. Simply log on to the website with your username and password and follow the prompts. With spring holidays coming up, as well as graduations, now is the perfect time to plan ahead and think about the best way to take advantage of this benefit. Also, members are encouraged to periodically check out their fellow member Hot Deals and take advantage of some of the savings. There are regularly over 60 Hot Deals offered at any given time – many of them simple discounts at stores and restaurants who welcome your business. If for any reason you are having difficulty posting your discount, please call the office at (847) 498-5555 and a staff member will gladly help you out.

We are especially excited to welcome 17 new members this month. Membership growth is vital to our organization. Consider bringing a colleague or business associate along with you who you think could also benefit from what our Chamber has to offer. If at any time, I can answer any questions your guest might have, or if I can help them understand all that the Chamber has to offer, please don't hesitate to let me know.

To Your Good (Business) Health: Get to Know Your Cash Flow

Just as watching your blood pressure is important to your personal health, monitoring cash flow is vital to the well-being of your business. Minor "hiccups" may be expected, but they can also be an early warning of bigger, potentially chronic problems ahead, especially if other indicators such as sales seem positive.

Monitoring and predicting cash flow is actually a matter of consistently following some simple, financial management practices. The object is to make certain that more cash enters your business than exits your bank account. First you need to translate sales into real money as quickly as possible. Surprises, such as slow or non-paying customers and unexpected expenses, are your worst cash flow enemies.

Asking for at least a deposit in advance is a great way to jump-start your cash flow. And if you establish the policy fairly and properly, it shouldn't alienate good customers.

Accepting credit card payments also can help, so you may want to sign up for a merchant account that allows you to do this. If you already have one, encourage customers to use this option more often. You do pay a fee for this, but

credit cards are a great way to speed cash into your account and the cost is generally small.

You may need to manage "receivables" more closely. Create a detailed "aging" schedule of what you are owed, by whom and for how long. Place phone calls to overdue accounts, focusing first on the largest amounts due. Offering a discount can bring some quick cash in the door, but play this card only after you've called the customer to ask for full payment.

Finally, don't overlook the power of an operating budget. Note specific due dates for payables as well as receivables, and regularly use it to get a "snapshot" of your cash flow status. With that information, you'll be better able to make short- and long-term plans, spot potential problems, and avoid potentially crippling cash crises.

This article was reprinted with permission from SCORE "Counselors to America's Small Business," a nonprofit organization of more than 10,500 volunteer business counselors who provide free, confidential business counseling and training workshops to small business owners. Call 847-498-5555 to make an appointment with a counselor at the Chamber office.

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activities. “I can draw from a variety of perspectives to make forward thinking policy decisions for the people and businesses of Northbrook. As a trustee, I would be an advocate for a strong Comprehensive Development Plan and I would work to increase the level of communication the Village has with its residents and businesses.”

Marta Gambaccini, Independent candidate **Damar Stone**

Owner and Treasurer of Damar Stone since 1989, Marta Gambaccini manages one of Northbrook’s most recognized businesses in Sky Harbor. A resident of Northbrook for 18 years, she is a newcomer to politics, but has supported a number of civic activities including Northbrook Days, the Civic Foundation, as well as school and youth programs. Marta hopes her experience owning and running a business will give her an important perspective in her role as Trustee. She also feels her experience with developers, builders and contractors can provide her additional insight on economic development issues. “I think our number one issue is to bring legitimate, credible businesses into Northbrook,” she says. Despite concerns about the economy, Gambaccini envisions a bright future for Northbrook including a vibrant downtown area with a variety of housing. Retaining the AAA bond rating and providing improved infrastructure, particularly to prevent future flooding, holding the line on taxes and cutting unnecessary expenses are important issues in her campaign.



Todd A. Heller, Caucus candidate **Law Offices of Todd A. Heller & Associates**

A practicing attorney with a strong sense of community service, Heller has been a resident of Northbrook for 26 years and is running for his second term as Village Trustee. Balancing the Village’s financial well being with the



level of services residents have come to expect will present the biggest challenge for the next four years, he says. Infrastructure improvements also remain a major concern, particularly in the area of storm water management. Citing the importance of businesses in Northbrook, “I am a strong believer in business development for the well-being of the Village. Our residents benefit from – and need – the businesses that are located here.” While attracting new businesses is important, Heller insists that retaining the businesses that are currently located here is even more important. When evaluating a new business or development “I will always ask – ‘Is this good for the people of Northbrook?’” In addition to his experience, Heller cites that he is diligent and objective, studying all sides of an issue before making a decision.

Julius Kole, Independent candidate **Law Offices of Julius Kole**

A resident of Northbrook for 25 years, Julius Kole has operated a private law practice since 1980 and has served as a Village Trustee since 2005. His experience includes serving as Alarm Commissioner, Assistant Cook County Public Defender and Cook County Deputy Sheriff. Maintaining a balanced budget and keeping the Village’s superb financial rating are important themes in his campaign. Kole highlights his involvement with Senior Housing, Transportation, Youth Services, Public Safety and the Community Relations Committees. He also points to his strength as a negotiator between affected parties, including businesses, residents and even the Board of Trustees. “My life experiences, both personal and professional, have often reminded everyone at ‘the table’ that finding the best solution for every situation isn’t always going to please everyone.” Kole is also proud of the new retail businesses that have been attracted to Northbrook.



Michael W. Scolaro, Caucus candidate **BMO Capital Markets**

A resident of Northbrook for 21 years, Michael Scolaro is running for a second term as Village Trustee. He is Chairman of the

Public Works Committee and sits on both the Planning and Zoning, and Administration and Finance Committees. Scolaro credits living in the east, central and west sides of town with giving him additional perspective with the issues that address all of Northbrook. “As a practitioner operating in today’s complex financial world, my input has been valuable in areas such as debt structuring, financial projections and analysis of various funding mechanisms.” Scolaro believes the Comprehensive Plan is a keystone document for land use purposes. “Over time, the nature of land use within the Village has changed and will continue to do so. The Plan will serve as a guide to land-use within the Village. Importantly, the document must not be allowed to again become stale. I would recommend the document be refreshed on an 8 year cycle.”



Dr. Dave Simone, DDS, Independent candidate **Exquisite Smiles**

Founder and President of Exquisite Smiles dental practice, Dr. Dave Simone has resided in Northbrook for nine years. He is also host of ‘The Cutting Edge’ political radio talk show on the Nova M Radio Network, airing on Sundays, 11 a.m. – noon WCPT 820 AM featuring a variety of high profile political figures discussing current events. His vision for Northbrook includes “stable taxes for years to come, increased Village services, better traffic, downtown revitalization, increased property values, school excellence, increased Police and first responder services, a Northbrook Court ‘awakening,’ furthering our environmental goals, creating an improved flood control system, and an end to divisiveness.” Fiscal responsibility is also important to his campaign. “As someone with a finger on the pulse of our local economy for 15 years, I can predict that budget-balancing issues will be in the forefront of my service as a Northbrook trustee.”



Business Awards Cont. from pg. 1

In 2007 UL sponsored a Changing Lives annual giving campaign, matching employee contributions dollar for dollar, and providing employees the opportunity to donate clothes and food to a local United Way charity. Again in 2008, UL matched employee contributions dollar for dollar, donating over \$200,000 to the Chicago area United Way and six other employee-selected charitable organizations.

Employees are also encouraged to become involved in other ways. Last year, in response to the Midwest floods, employees organized a campaign to collect furniture, small and large appliances and clothing. "We look not at just what our company does, but what we can facilitate our staff to do as well," notes Schaefer. UL's website features a "volunteer match" link for employees to be matched up with various opportunities in the community. Through a recent educational lunch program featuring representatives from CASA, a court advocate program for children, several UL employees became active volunteers. UL's commitments are not only to social service needs, but also to the environment. The company's environmental programs include an electronics recycling program for employees, free transportation services to and from the Lake Cook Metra station, and numerous other internal recycling initiatives ranging from rainwater collection to cool the building, to using low VOC (Volatile Organic Compound) materials such as paints and adhesives.

UL is a consistent, reliable supporter of nearly every major Chamber event or fund-raiser, contributing not only through major sponsorships, but donating materials and services to help with the publication of the Chamber's Membership Directory and with the annual Auction and Taste.

Underwriters has requested its \$500 honorarium be donated to the American Red Cross of Greater Chicago's Team FireStopper program, which provides a volunteer-driven fire prevention education program that addresses the devastating occurrence of residential fires.

2009 Small Business of the Year Cal-Sun Construction

When he packed up and moved from California in 1991 to set up a floor and wall tile business in Chicago with his partner Craig

Rohwedder, little did Lloyd Griffin ever suspect that the business would evolve into one of the most successful home remodeling businesses on the North Shore.

At his 2800 square foot design center located in Sky Harbor, Griffin helps clients throughout the North Shore dream, design and build kitchens, baths, and other additions to their homes, establishing lasting relationships with them that results in repeat business, and constant referrals.

Griffin opened his first business Expert Tile in 1991, laying floors for prestigious clients, including Ditka's restaurant. He began to take on small remodeling jobs, drawing on his experience working for builders and designers in California. Eventually he gave up the tile business to pursue the home remodeling business full time out of his house. With the business growing, in 2000 he opened up a small showroom on Landwehr. Three years later he outgrew the space and moved to his current showroom at 3100 Dundee Road, which features kitchen models and product displays. The spacious studio allows room for the entire staff to meet with clients and conduct presentations and hold design meetings.

Named after his love of the California sun, Cal-Sun has enjoyed steady growth for the last ten years, with 30% growth in 2008. The staff at Cal-Sun has increased from 2 to 18 over the last nine years, with many of working for the company eight to ten years. Griffin attributes nearly 80% of his new business to client referrals. "We did a project for a homeowner recently where one by one the neighbors inquired about us and we ended up doing additions or projects right down the street for 5 other homeowners," he comments.

Griffin credits his success to his ability to manage all aspects of his projects in-house and his belief in the importance of establishing trust and long-term relationships with his clients. "The fact that I can do so much of the project myself makes me a strong candidate for remodeling jobs," he notes. "It's a combination of my experience and my ability to work with people. I hold their hand from the initial design stage until the last piece of trim is installed." Peo-



Design managers Christa Chockley and Greg Richardson with Cal-Sun President Lloyd Griffin (r), winner of the Chamber's Small Business of the Year award.

ple often don't realize that their homes will be torn up and there will be disruptions to their lives, so he invests a lot of his time and talents walking clients through the entire process. "Our goal and commitment is to run a company that cares about its clients and to leave every customer happy." Cal-Sun has received the "Complaint Free" award from the Better Business Bureau and is also a member of the prestigious Angie's List of reputable contractors. Cal-Sun is a strong supporter of the Chamber, sponsoring the 2008 Auction and Taste, Business After Hours.

On behalf of Cal-Sun, the Chamber will make a \$500 donation to Habitat for Humanity.

2008 Chamber Volunteer

Jeanine Buck,
BankFinancial

Active in the Northbrook Chamber ever since she became Branch Manager at BankFinancial three years ago, Jeanine Buck has contributed to the organization in nearly every way possible, from recruiting new members to helping organize the Chamber's largest fundraiser, the Annual Auction and Taste.

"No matter where I go I always talk about how terrific the Northbrook Chamber is and how much it has to offer," notes Jeanine. "Having been helped so much by

Business Awards Cont. on pg. 6



Oakton Community College will sponsor an introductory workshop on opening a small business and how to make it successful entitled "Going into Business: Evaluate Yourself and Take the First Steps" on Saturday March 28th from 9 a.m. – 12:30 p.m. at its Skokie campus, 7701 N. Lincoln Avenue. Fee for the course is \$50. After completing the workshop, participants will have an opportunity to enroll in a series of classes on marketing and selling, mastering the financials of running a business, setting up a business plan and learning about how to secure financing. To learn more or to register call (847)982-9888 ext.3.

At a recent ceremony at the Illinois Holocaust Museum and Education Center in Skokie, executives of **Northbrook Bank and Trust**, including Chairman and CEO Rich Rushkewicz, presented a check representing a five year \$100,000 capital campaign gift to the museum. Slated to open April 19, 2009, the Museum is dedicated to preserving the memories of those lost in the Holocaust and teaching current generations about the need to fight hatred, indifference and genocide.

Zenglers Cleaners is spearheading the 2009 Glass Slipper Project to collect gently used prom and formal dresses to help thousands of Chicagoland high school students experience the joy of prom night. Their seven stores, including their location on 550 Dundee Road are the official collection locations for Lake and northern Cook Counties. In addition to gowns, donations of shoes, evening bags, jewelry and make up are also accepted throughout the month of March, which will be used to stock "boutiques" where students receive individual assistance shopping for their prom. Zenglers will inspect all donations, make repairs as needed, and then professionally clean each dress at no charge. To make a donation, visit any of their locations, or for more information or to volunteer for the project, visit www.zenglercleaners.org.

Northbrook Junior High School, School District 28, has earned the U.S. Environmental Protection Agency's (EPA's) Energy Star rating, the national symbol for energy efficiency. The District decided last year to replace

North Suburban YMCA, Executive Director Howard Schultz (r) and Y board member Steven Elisco, Elisco Design Architects (l) welcomed Northbrook Chamber President Tensley Garris and fellow Chamber members to their facilities at last month's Business After Hours.



aging HVAC (heating-ventilation-air-conditioning) machinery with an innovative system that heats and cools buildings with maximum energy efficiency. To qualify for the designation, commercial buildings must rate in the top 25 percent of facilities in the nation for energy efficiency. School officials estimate that the building uses 30 percent less natural gas and electricity.

Lewis Floor and Home recently donated 1,000 square feet of laminate flooring to A Safe Place emergency shelter in the northwest suburbs. The flooring will replace worn out carpeting in the children's playroom/meeting area and will offer ease of cleaning as well as durability. The donation was coordinated with HomeAid Chicago, the official charity of the Home Builders Association of Greater Chicago. The shelter allows women and children who are displaced or victims of domestic violence to be housed temporarily. For more information visit their website at www.lewisfloorandhome.com.

The **Chicago Botanic Garden** will host its 5th annual Job Fair for seasonal employees on March 11th from 10 a.m. to 2 p.m. at the Garden at 1000 Lake Cook Rd in Glencoe. There are over 150 spring/summer seasonal positions lasting anywhere from 4 – 8 months available in the area of horticulture, Visitor Services, Instructors, Farmers' Market manager, custodians and Maintenance Lab assistants. Applications can also be dropped off at the Human Resources Department between 9 a.m. and 4 p.m. Monday through Friday. For more

information visit their website www.chicagobotanic.org/seasonal.

Congratulations to **Northbrook Park District** Board Commissioner Mary Ann Chambers for receiving the 2008 Commissioner of the Year Award from the Illinois Association of Park Districts (IAPD). The award was presented at a joint conference of the IAPD/IPRA (Ill. Park and Recreation Association) in Chicago. The award honors someone who "has shown outstanding qualities to support and promote parks, recreation and conservation" in the community and throughout the state. Mary Ann has served as President and Vice President of the Board and is in her 10th year of service.

Member Anniversaries

20 Years - Joined March 1989

West Northfield School District 31

www.district31.net

15 Years - Joined March 1994

Temple Beth-El

www.templebeth-el.org

10 Years - Joined March 1999

The Seasons at Glenview Place

www.brookdaleliving.com

5 Years - Joined March 2004

E. J. Graphics Solutins, LLC

www.ejgraphics.com

Len Home Services

www.lenhomeservices.com

Magellan Corp.

www.e-magellan.com

Monthly Networking Events

First Friday Networking Breakfast

Friday, March 6

7:00 - 9:00 a.m.

Chamber Office

\$5 payable at the door

Join fellow Chamber members for proven networking opportunities at the First Friday networking breakfast. The structured breakfast includes time for informal networking, brief introductions, and round table discussions that will give you solid business leads.

SOHO (Small Office/Home Office)

Wednesday, March 11

11:45 a.m. - 1:15 p.m.

Chamber Office

No charge to bring lunch; \$8 catered lunch (must be ordered in advance.)

Network with fellow entrepreneurs in an informal lunch setting. Discuss the problems and solutions that small businesses have in common. Participants come from a myriad of backgrounds and share a wealth of information.

Tech Networking Forum

Thursday, March 19

7:30 a.m. - 9:00 a.m.

Chamber Office, No charge

Often making peer to peer referrals, members involved in technology are eager to learn about each other's expertise and form "power partnerships." If you specialize in hardware, software, networking, or other technology specialties, consider attending this focused networking session. Practitioners only.

Business After Hours

Thursday, March 19

5:00 p.m. - 7:00 p.m.

Cal-Sun Construction

3100 Dundee Rd., Ste. 803

Complimentary for members, \$20 for guests

Enjoy an evening of networking at Cal-Sun's 2800 square foot designer showroom featuring state of the art kitchens and baths. Catering will be provided by Hel's Kitchen. Bring plenty of cards for networking and raffle prizes.

Women in Business - Special After Hours Event

Wednesday, March 25

5:30 p.m. - 7:30 p.m.

Saks Fifth Avenue

1849 Green Bay Rd., Highland Park

Complimentary for members, Reservations Required

Women of the Chamber are invited to join colleagues from the Highland Park and Lake Forest Chambers to learn the latest fashion and style tips from Saks Fifth Avenue wardrobe stylist Elizabeth Burpoe. Whether working from home or if you dress for the corporate world, attendees will learn how to "break up" those suits and wear them as separates, how to coordinate and update your wardrobe from day to night without breaking the bank.

Lunch & Learn Series

Networking Skills Workshop

Featuring John Martin, Sandler Training

Tuesday, March 24

11:15 a.m. - 1:15 p.m.

Chamber office

\$15 in advance/\$20 at the door

Networking can be an effective method to grow your business – provided your networking method is effective. In this challenging economy, more and more businesses are turning to networking events but often don't take advantage of the opportunities that are presented to them. At this workshop, participants will learn from business development expert John Martin how attitude can affect productivity, how to set specific outcomes and goals to make networking more rewarding, how to develop and fine-tune your 'elevator speech,' how to develop alliances, give and get introductions and referrals and how to develop the next step with prospective clients. Whether new to networking or a veteran, all Chamber members will benefit from this informative program.

Sign Up for the Chamber's Summer Golf League

This year's brutal winter getting you down? Give yourself something to look forward to – GOLF! Sign up for the Chamber's Summer Golf League which meets every Tuesday afternoon, beginning April 28, for nine holes of golf at Sportsman's Country Club. Play continues through August 25.

The Golf League is an outstanding opportunity to mix and mingle with area business leaders while improving your golf game. All levels of play are welcome, however, basic knowledge of the game and etiquette is appreciated. Immediately following golf, players meet in the clubhouse for beer, snacks, prizes and a few tall tales about their scores. The league culminates with a full 18-hole outing at a course determined by participants.

The fee is \$460 for non-residents and \$405 for Northbrook residents with a valid Park District Discount card and includes greens fees, prizes and refreshments. Player slots may be shared by two people. Registration materials are included in newsletter inserts.

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the organization, I want to give back in whatever way possible."

Jeanine's commitment to the organization began as an ambassador at the Chamber's signature First Friday where she assisted new and prospective members navigate the room and learn more about membership benefits. Through that service she helped to recruit more than 10 new members for the Chamber.

Building on her commitment, Jeanine also volunteered for the Annual Golf Outing Planning Committee and agreed to serve as the chair of the Annual Auction and Taste Planning Committee. Her efforts helped the Chamber raise more than \$50,000, which is used to underwrite the cost of the Chamber's monthly programs.

Jeanine also serves on the board of directors of the Northbrook Citizens for Drug and Alcohol Awareness (NCDAA) and is a member of the Strong Kids Committee of the North Suburban YMCA.

With her signature hug for fellow members, Jeanine's energy and enthusiasm is appreciated and recognized by Board members and staff.

CHAMBER EVENTS



At last month's First Friday networking breakfast, Sal Manso, Reebie Moving and Storage and Eric Breitenbach, Northwestern Mutual Financial Network took a few moments to share business leads.



Helping Anytime Fitness officially open the doors to their state-of-the-art facility at 573 Waukegan Road recently were (l to r) Northbrook Village Trustee Jim Karagianis, owner John Josephitis, Village President Gene Marks, owner Marie Josephitis and Chamber President Tensley Garris.



Todd Griffith, Great Home Technologies and Howard Frank, Total Computer Solutions, enjoyed networking and discussing business opportunities and challenges at last month's First Friday networking breakfast.



Beth Ciesla, Ciesla Media Strategies and Marilyn Zilka, Ehlert Financial Group were a few of the over 110 attendees at last month's Friday networking breakfast.



Phil Kuhn, Executive Risk Management (r) takes a few minutes to share his enthusiasm for the upcoming Golf Outing with Arnie Cohen, Northbrook Court and Larry Rosenthal, Unique Carpet and Upholstery.



Renata Buehler, Crest of Fine Flowers and Bob Suren, Fitness 19 enjoyed the new format at last month's First Friday networking breakfast, which streamlines introductions and allows for more time for targeted networking.

CALENDAR OF EVENTS

MARCH 2009

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
2 Annual Meeting & Dinner 5:30 p.m. - 8:00 p.m. Renaissance Chicago North Shore Hotel	3	4	5	6 First Friday Networking 7:00 a.m. - 9:00 a.m. Chamber Office
9	10	11 SOHO 11:45 a.m. - 1:15 p.m. Chamber Office	12 Chamber Board Meeting 7:30 - 9:00 a.m. Chamber Office	13 Leadership Northbrook Northbrook Park District 8:15 a.m.
16	17	18	19 Tech Networking 7:30 - 9:00 a.m., Chamber Business After Hours 5:00 - 7:00 p.m. Cal-Sun Construction	20
23	24 Lunch & Learn 11:45 a.m. - 1:15 p.m. Chamber Office	25 Women in Business Special After Hours 5:30 p.m. - 7:30 p.m. Saks Fifth Avenue	26	27
30	31			

NORTHBROOK CHAMBER



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