

NORTHBROOK CHAMBER OF COMMERCE & INDUSTRY BUSINESS NEWS & VIEWS

JANUARY 2011

Bringing People & Business Together

northbrookchamber.org

Highland Baking to Open Restaurant

Prominent Northbrook business Highland Baking has plans for a new venture in Deerfield – a restaurant that will serve as a test kitchen for new products. Headquartered on Shermer Road, Highland Baking is a large scale bakery that provides both fresh bread products to area food establishments and also works with national food service companies on branded products.

According to Highland Baking President Jim Rosen, the idea of opening a restaurant was first considered five or six months ago when their clients expressed an interest. “We’re finding our national chain accounts used to tell us to make a certain bread product – increasingly they



HIGHLAND BAKING CO.
Bread is our passion. Service is our specialty.

started asking us ‘what should I put on it?’” commented Rosen.

Opening a restaurant to test products and get feedback from customers seemed to provide the perfect solution, he notes. Since a search in Northbrook for a large space with high traffic was unsuccessful, the decision was made to open the new restaurant at 649 W. Lake Cook Road in Deerfield. The site, formerly occupied by Bennigan’s, was desirable because of the large number of businesses in the area and because of its proximity to the train station.

Plans are to completely renovate the 6500 square foot space to accommodate 220 patrons and to feature an outdoor patio in the summer. While sandwiches will

Highland Baking cont. pg. 2

New Board Chair Steve Lewis Sets Priorities for 2011

Improving the Chamber’s website presence, supporting a shop local campaign and finding new ways to focus attention on area non-profit organizations are a few of the priorities this year for new Chamber Board Chair Steven Lewis.

“As incoming Board Chair, I would first like to recognize and applaud the work of my predecessor Mehdi Alister,” comments Lewis. “Mehdi and the Chamber staff completed a great year in 2010, laying the groundwork for much that I hope the Chamber will build on this year.” Lewis said he will work to maintain a strong membership that will allow the organization to maintain its reputation as one of the best on the North Shore.

Lewis notes that a broad, diverse membership will help members make new connections and grow their businesses. “The Northbrook Chamber is the place to network and get business done,” he notes.

“With more than 670 members, our Chamber represents businesses of all sizes – large and small. Our membership includes all types of businesses including services, food, industry and retail, and all play a critical role in the organization.”

“This year, my first priority will be to ensure that our new website is effectively integrated into our office operations and is fully utilized by our members. I would like to see a “shortcut” to the Chamber website on every member’s desktop.”

Lewis cont. pg. 2



Northbrook Ideal For Sister Entrepreneurs

Sisters Jill Carlisle and Cheryl Rohlfs could not have taken more different career paths, but each stayed in their hometown of Northbrook, which has offered the ideal place to establish and grow their own very successful businesses.

Jill, owner of downtown boutique La de da!, and Cheryl, who runs her own CPA firm located on Huehl Road, both started their own businesses following successful careers in the corporate world. Jill was an import buyer for Marshall Fields for 11 of the 14 years she worked there. Cheryl worked for both Arthur Anderson and then a North Shore CPA firm before starting Cheryl Rohlfs and Associates, an account-

Sister Entrepreneurs cont. pg. 4



Jill Carlisle, La de da! and Cheryl Rohlfs, Cheryl Rohlfs and Associates operate successful businesses in their hometown Northbrook.



Village to Install Parking Signs ...3

Village Amends Liquor Code for Private Functions...3

2010 Accomplishments Lay Groundwork for 2011...4

Save with the Date for the Annual Meeting...4

Members Can Add Video Link to Description...4

UPCOMING EVENTS ... See page 6 for more activities

First Friday Networking Breakfast - Friday, January 7

Women in Business Roundtable - Tuesday, January 18

Business After Hours - Thursday, January 20

Technology Networking Forum - Thursday, January 27

A Message From the Chamber President



**Tensley Garris, President
Northbrook Chamber**

This is the time of year when many of us engage in the age old tradition of making resolutions for the New Year. As we see the fresh, blank calendar in front of us, it's an ideal time to step back, take stock of all the resources at hand, and consider trying some new things in the year ahead. A great place to start is looking at new ways that you can take advantage of your Chamber membership this year. If you are a networking event regular, you might want to consider posting a Hot Deal on the Chamber website, or including some news about your business in the Chamber's e-Announcement bulletin. If you upgraded membership only to take advantage of the two newsletter inserts, make a resolution to take advantage of your other benefits, including the new ability to post a video link on your website description. Or if you are new to the Chamber, consider volunteering to plan one of the Chamber's two fundraisers as a way to make some new connections. Don't let your determination end in January – make a resolution to read through the Chamber newsletter or weekly e-mails and continue to take advantage of your membership throughout the year.

Lewis Cont. from pg. 1

"I would also like to see a cooperative effort to keep our tax dollars here in Northbrook. Any event or idea that promotes local spending in Northbrook directly benefits our community and our membership," he adds. Partnering with the Village in a "shop local" campaign as part of the Business Marketing campaign this winter was a good start. "I hope we can continue to find ways to attract people into Northbrook, encouraging them to support our local business community"

"Finally, I would like to start a program that will highlight some of the great not-for-profit organizations that we have right here in Northbrook," he says. "This includes organizations such as The Northbrook Symphony and the Cancer Wellness Center."

"I am honored to serve as Board Chair and look forward to furthering the great work of the Chamber in 2011.

Lewis and new Board member Mike Sperling, Pioneer Press, will be officially recognized at the upcoming annual meeting.

As you can see from the highlights of 2010 that are outlined in this newsletter, Chamber membership has extraordinary value – from productive networking to affordable advertising. Our membership numbers continue to be strong because our members recognize that Chamber membership is one of the best ways to invest in their business. Chamber members receive a wealth of benefits, including the ability to attend programs at no charge, or for a nominal fee. To continue to show the importance and value of what it means to belong to the Chamber, there will be a nominal increase in the charge for non-members to attend Chamber events.

For a few dollars more, guests are welcomed at our monthly networking events to learn more about the many benefits of Chamber membership and for the purpose of making a decision on joining the organization. This additional charge is not meant to discourage our members from bringing guests to our events. Rather, it is meant to encourage our members, who have invested in the organization, to continue to bring guests to our events so they can see for themselves the power of Chamber membership. At any time, should you have any questions about guest fees, please don't hesitate to contact our Membership and Marketing Director Mike Sullivan or any member of the Chamber staff at (847)498-5555.

Highland Baking Cont. from pg. 1

be the core of the menu, there will also be a few entrée, salad and appetizer selections. The restaurant will have a regular menu developed by the team running the restaurant. A special offering menu will be used when guest chefs are working on site. Customers will be alerted to the items being tested and offered a discount in exchange for writing their comments on customer survey or comment forms. While a managing partner will oversee the restaurant, Rosen indicated that Highland Baking will be directly involved in all aspects of its operations.

The name chosen for the restaurant, DC Sarnies, connects with both the items served and the owners. Explains Rosen, "sarnies" is the English term for sandwich, and both he and co-owner Gail Rosen's fathers' initials are DC.

An application for a special permit for the restaurant is in the works with the Village of Deerfield. If all goes according to plan, the new restaurant will open in April 2011.

BOARD OF DIRECTORS

Steven Lewis - Board Chair
Lewis Floor and Home

John Martin - Treasurer
Sandler Training

Directors
Mark Brodson
Schwalb Realty Group

Ashley Delaney
Whitehall of Deerfield

Mark Eelsey
Francesca's North

Dan Gelfond
Keepsake Family Tree Video

Chris Harris
Edward Jones

Craig Keller
Allstate Insurance Co.

André Lareau
Moog Quickset International

Patrick Lederer
Korman Lederer & Associates

David Masters
Northbrook Bank & Trust

David Rahija
Glenbrook Hospital

Shannon Ridgeway
Northbrook Court

Jeanine Rippel
Bank Financial

Jim Rosen
Highland Baking Co.

Ken Samson
Dasco Insurance

Robert Simmons
Underwriters Laboratories

Michael Sperling
Northbrook Star/Pioneer Press

Dick Turner
Renaissance Chicago North Shore Hotel

Barbara Winter
First Bank of Highland Park

Daniel Zivin
Kogen, Zivin, Friedman Development Inc.

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Village to Install New Downtown Parking Signs

A recent meeting between a group of major downtown property owners and Village leaders has resulted in a plan to improve parking signage to help draw shoppers and diners into the downtown area. The new signs are designed to help potential customers be aware that plenty of parking is available not just for commuters, but anyone who wants to shop or stop into an area restaurant. Area businesses pointed out that often their customers are confused about whether or not they can park in the commuter lots, and are afraid to park in any of the lots until after 4 p.m., on weekends or on holidays.

The new signs will be prominently displayed to remind drivers that parking is available free of charge after the morning rush hour in all the Metra commuter lots.

At the train station, signs will be above the entrances to the parking lots to more clearly identify them as parking lots open to the general public (commuters and shoppers alike)



with free parking after 10:00 AM. (There is a charge for parking between 5 a.m. and 10 a.m. only.)

Within the parking lots, the Village will be adding signs clarifying other restrictions such as pointing out that certain rows are reserved for cars displaying a Northbrook vehicle sticker.

To help guide motorists to the downtown public parking lots, the Village will be installing directional signs throughout the downtown area pointing the way to the public lots. In addition, the Public Works Department plans to trim the hedge row along the front of the parking lots to increase visibility.

"If they can put up signs that clearly identify where and when parking is available and make people feel less worried about coming to downtown Northbrook – it would really be beneficial for everyone,"

comments Rich Aronson, owner of My Pie restaurant on Shermer Road. The signs will be installed by the Public Works Department this month.

Village Amends Liquor Code for Private Functions

The Village board recently amended the regulations for Northbrook businesses hosting events where alcohol is served, easing the restrictions for some private events.

Currently, any business hosting an event where alcoholic beverages are served is required to comply with the Village's licensing code. If a business hosts an event on a non-residential premise and wishes to serve liquor, the company holding the event is required to have the event catered by a company that holds a Village "Class G" license, or obtain a temporary "Class G-1" license. The fee for a Class G-1 license is \$250.

In October, the Village board amended the ordinance to allow businesses to hold private events that are open only to invited guests without having to obtain a Village temporary liquor license. However, the purpose of the event cannot be to promote

or sell products or merchandise other than alcoholic beverages. This change coincides with the State Illinois Liquor Control Commission's rules prohibiting the giving away of liquor "for commercial purposes or in connection with the sale of non-alcoholic products or to promote the sale of non-alcoholic products."

Secondly, when the service of alcohol is secondary to a major fundraising event conducted by a nonprofit, charitable organization, a simple Village temporary liquor license is required (without a G or G-1 license) allowing for alcohol to be served no more than eight hours during any twenty-four hour period. However, a temporary State liquor license will also be required

Any Northbrook business planning on hosting an event that includes serving alcoholic beverages, is encouraged to contact Village Clerk, Debbie Ford at 847-509-5313 to help clarify the policy.

Sister Entrepreneurs Cont. from pg. 1

ing firm serving small businesses and not-for-profit organizations in 1995. As both experienced life changes, including the death of Jill's husband and as Cheryl's family grew to four children, each felt the timing was right to start their own business here in Northbrook, the place where they grew up and are raising families.

Both attribute their success to their parents, including their very creative father who died when they were only in their teens, and their mother, whose strong work ethic had a big influence on them. "I think having a working professional Mom was the biggest training ground for me," comments Cheryl. "She accomplished so much in her life that being a working professional mother was something I always wanted and embraced." "I see a lot of my Mom's independence in myself," adds Jill.

Losing her husband at a young age, just as her Mom did, forced Jill to take financial control over her family's future. She was a committed stay at home mom at the time of her husband's death. "I drew on my business background and creativity to open my own store which allowed me to continue to be close to my children."

Both deeply appreciate their lifelong community connections, noting their clients are like family. "I have customers who I have known for years who come into the store. I get to hold their babies – watch them grow into young children – and be a part of their lives," comments Jill.

"We are both lucky to reside and work in Northbrook," according to Cheryl. In addition to working in close proximity to their homes, they also appreciate Northbrook's business climate. "Northbrook offers excellent office space for a firm like mine, so choosing this town for my business was an easy one," adds Cheryl.

The next generation is already showing signs of entrepreneurship. Cheryl's daughter Kelly is a new business owner, author of a daily blog called "The Party Dress" which has evolved into an Internet stationery and party business. Both of Jill's children offer advice and help out at her store all the time.

For more information about their businesses, stop in at La de da! at 1957 Cherry Lane, or you can reach Cheryl at (847)753-9200.

Chamber's 2010 Accomplishments Lay Groundwork for 2011

Despite the challenging economy, 2010 was a year of growth for the Northbrook Chamber, with continued strong membership, record attendance at networking events, expanded advocacy efforts, and the addition of new marketing opportunities.

Board members note that the Chamber exceeded many of its goals in 2010 and is well positioned for 2011. "I'm proud of our chamber for the way we stayed the course in 2010," comments John Martin, Sandler Training. Despite the tough economy, "I saw many members pulling together to help each other, sharing their resources and talents, attending and volunteering at chamber events and re-doubling their efforts to make the chamber an even stronger business association."

A highlight of 2010 was the record breaking attendance experienced at the Chamber's signature First Friday networking breakfast, which attracted well over 100 attendees each month. Hundreds of area business leaders also turned out for the monthly Business After Hours for casual networking and socializing. "In a year when companies continue to struggle and business organizations are predominantly seeing declining membership numbers, the Northbrook Chamber continues to be a thriving networking organization that suc-

cessfully drives business for its members," comments Mark Brodson, Schwab Realty Group.

Chamber events featured industry leader keynote speakers, including CEO and Founder of Wintrust Edward Wehmer, Northern Trust's chief economist Paul Kasriel and manufacturing expert Tom Murphy from RSM McGladrey. The Chamber also provided forums for legislative officials to share their views with the business community, including Senator Mark Kirk, four of Northbrook's state legislators and Village President Sandy Frum.

"For its many strategic partners, including the Village of Northbrook, the Park District, the Library and School Districts, the Chamber worked very successfully to help these organizations communicate more effectively with the businesses operating in Northbrook," comments outgoing Board Chair Mehdi Alister. Through the newsletter, the Chamber kept the business community informed with updates on economic development issues and changes to Village rules and regulations. To help members communicate with each other, a new monthly electronic bulletin "e-Announcements" was introduced, along with the launch of a Chamber "Facebook" page.

"I have been a member of a few dif-

ferent chambers over the years and Northbrook is definitely the most active with regard to relevant programming," says Shannon Ridgeway, Northbrook Court. Ridgeway helped Northbrook Court partner with the Chamber on several occasions, participating in events such as the Women's Fall Fashion lunch, the Annual Auction and Taste, and the Golf Outing.

Informative programs offered practical tips for Chamber members including a "best practices" lunch series, tips on ways to research businesses, information on Search Engine Optimization and a unique program on solar energy at Underwriters Laboratories.

The Chamber also partnered with the DBR Chamber to continue the work of the North Suburban Career Center, offering informative programs and networking opportunities for area job seekers.

Energized board members are expected to develop a strategic plan for 2011 at the January planning meeting. Among the projects from 2010 that they are expected build on are continuing to find ways to partner with the Village to promote the "shop local" campaign, and following up with the website development project. Further updates on board goals will be shared in the next Chamber newsletter.

Save the Date -- NorthShore CEO Neaman to Headline Annual Meeting



Mark R. Neaman, President and Chief Executive Officer of NorthShore University HealthSystem (NorthShore), will be the keynote speaker at the Chamber's 2011 Annual Meeting scheduled for

Thursday, March 10th at the Renaissance Chicago North Shore Hotel.

A leader in the healthcare industry, Neaman is expected to focus his remarks on trends in health care, health care reform, and his views on cost containment and regulatory changes that need to be enacted to make the nation's health care system more efficient.

As President of NorthShore, Neaman oversees a system of four hospitals (including Glenbrook Hospital), a 650 physician medical group and a research institute

with nearly \$100 million of federal grants. Neaman spearheaded an energetic, visionary agenda aimed at improving the quality of health care for all Americans when he served as chairman of the Healthcare Leadership Council in Washington, D.C. He also served on the Illinois Hospital Association's Medical Liability Reform Steering Committee. Neaman is the recipient of numerous awards, including the highest honor given by the American College of Healthcare Executives for his significant contributions to the health care field.

In addition to Neaman's remarks, the evening will also feature the installation of the 2011 Chamber Board of Directors and the presentation of the Chamber's annual Business Awards. A special thank you to Whitehall of Deerfield for being the Presenting Sponsor of the event. For more information on table sponsorships, call the Chamber at (847)498-5555.

Members Can Add Video Link

Members can now add a video link to their business description on the Chamber's website. Similar to an Enhanced Description, a video link can be used to distinguish your business and help you stand out from your competitors. Videos allow you the opportunity to show product demonstrations, testimonials from satisfied customers, or interviews with you or your staff.

Once the video link is added, a small icon will appear above your business listing on the Business Search Results Page of the Chamber's website. Visitors can click on the link which will immediately play the video.

The benefit is included in upgraded gold and platinum memberships, but can also be purchased separately by any member for \$100. For more information on how to take advantage of this new feature, contact Membership and Marketing Director Mike Sullivan at (847)498-5555 ext. 1.

Glenbrook Hospital, along with the other hospitals that are part of NorthShore University HealthSystems, was recently selected from a field of nearly 1,200 hospitals to be included on the list of top national hospitals by The Leapfrog Group. The selections were based on the results of the Leapfrog Group's national survey that measures hospitals' performance in crucial areas of patient safety and quality. For more information go to www.northshore.org.

The **Northbrook Park District** will host the annual Winter Carnival on Saturday, January 15th, from 11am to 1:30pm at the Village Green. The event will feature a snowshoe obstacle course, chili cook-off, bonfire with free s'mores, sled decorating contest, dog sled demonstration, music, games and food. This year's event features a thrilling snowboarding demonstration and family scavenger hunt. Call 847-291-2995 for more information.

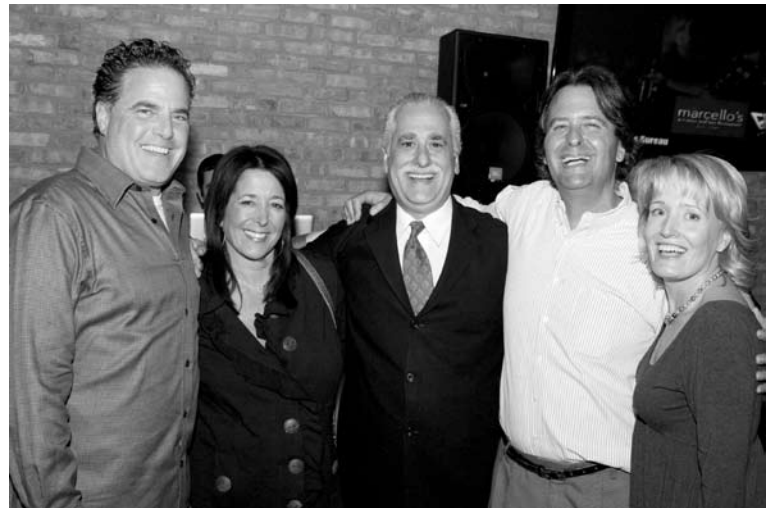
Jeffrey Simon, CFP, RBC Wealth Management was recently promoted to the position of branch director of the Orland Park office. Previously, he was a financial consultant in the firm's Chicago office. In his new position, he will focus on providing customized wealth management solutions for individuals and corporations, as well as managing the Orland Park branch.

Max & Benny's will launch its Chicago Jewish Authors series on Tuesday, January 18th from 7:00 p.m. – 8:30 p.m. beginning with a discussion of Saul Bellow's "Letters." There will be complimentary cookies and coffee served. To RSVP your attendance or for more information call (847)272-9490.

Diamond Bank recently announced that it will feature one of their business clients on their website each month in an effort to provide exposure for their valuable customers. The "Client Spotlight" appears on the home page www.dbdiamond.com and links to a feature article often including special deals for visitors.

The **Northbrook Public Library** recently launched newly designed and upgraded library catalogue that is now available in

At Marcello's North, Larry Goodman, Jodi Boudart, Jim Lazar and Billy Bauer (l to r) welcome Chamber President Tensley Garris (r) and over 100 Chamber and Chicago North Shore Convention and Visitors Bureau guests to the After Hours in their distinctive, spacious new banquet room. While sampling outstanding items from their catering menu, guests learned more about the space that can be subdivided, or opened up to accommodate up to 200 guests.



the building and also on the Library website. The new catalogue will make it easier to find books, place holds, and share lists of favorite titles. There will be a special opportunity receive instructions and ask questions about how to navigate the library catalogue the week of January 24-29 in the Library lobby. For more information visit their website www.northbrook.info.

Congratulations to **Chestnut Square at the Glen** and the Bethany Methodist Family of Services which has been awarded Five Stars by the Centers for Medicare and Medicaid Services (CMS). This elite standard of care is only awarded to the top 12% of skilled nursing home facilities nationwide. For more information call (847)965-8100

Congratulations to **Full Circle Architects** for receiving two Gold Key Awards from the Home Builders Association of Greater Chicago. The firm took top honors for "Outstanding Architectural Design" and "Outstanding Design in New Construction," both given for designs for homes over 6,500 square feet. For more information, or to see their award winning designs, visit their website www.fullcirclearchitects.com

As the featured Business of the Month at **BankFinancial**, Howard Frank, **Total Computer Solutions**, will have a special photography exhibit featuring HDR software that blends a series of images into each photo. The photos will be on display at the downtown Northbrook office throughout the month of January.

Bernhard Woodwork was recently awarded a contract for the construction of three floors of woodwork in the Allstate headquarters building. The project is slated for completion in February. The firm was also awarded a contract for the renovation of the Park Hyatt on Chicago and Michigan Avenue, overlooking the Water Tower. The renovation includes the Park Hyatt spa, outdoor dining area, the lobby and the NoMi restaurant featuring African Wenge wood.

Manpower Survey Predicts Workforce Growth

Hiring intentions among U.S. employers remain modest but signal the most optimistic first quarter outlook in three years, according to research conducted by Manpower and Associates. According to their survey of 18,000 U. S. businesses, employers expect a slight increase in the hiring pace between January and March 2011 as compared to the last quarter of 2010. Nationally, 14% of the respondents expect to add to their workforce with nearly three-fourths anticipating maintaining current staff levels. Employers in the Midwest were among the most confident for the first quarter. Those sectors reporting increases included employers in the fields of Professional and Business Services, Manufacturing of durable goods, Leisure and Hospitality, and Information. For more information about the survey, visit their website www.manpower.com and click on the tab "Research Center."

Monthly Networking Events

First Friday Networking Breakfast

Friday, January 7

7:00 - 9:00 a.m.

Chamber Office

\$7 for members, \$12 for guests (payable at the door)

Join over 100 members and guests 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, January 12

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

Chamber Office

No charge to bring lunch

Catered lunch \$8 for members, \$12 for guests (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.

Women in Business Roundtable

Tuesday, January 18

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

Chamber Office

No charge to bring lunch

Catered lunch \$8 for members, \$12 for guests (must be ordered in advance.)

Women of the Chamber are invited to attend this informal lunch program to network and hear 'infomercials' from Julie Yusim, Director of Marketing for Duxler Complete Auto Care, and Cathy Bock, Chaos Tamers.

Business After Hours

Thursday, January 20

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

Metrix Physical Therapy & Fitness with Roti Mediterranean Grill

984 Willow Road, Suite F

Complimentary for members, \$20 for guests

Get the New Year off to a healthy start at this After Hours, catered by co-host Roti Mediterranean Grill. Learn more about the Metrix efficient strength training program, while sampling some of the fresh, natural menu items from Roti. Bring plenty of business cards for networking and for a chance to win a raffle prize.

Technology Networking Forum

Thursday, January 27

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

Chamber Office

Complimentary for members, \$10 for guests

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, or other technology specialties, consider attending this focused networking session. Practitioners only.

Multi-Chamber "Mega Connect" Networking Breakfast

Wednesday, January 26

7:30 - 9:30 a.m.

Chateau Ritz

9100 N. Milwaukee Ave., Niles

Members \$25/ Non-members \$35*

**must register and pay by January 19*

Multiply your networking potential with 9 other Chambers: Des Plaines, Niles, Glenview, Glencoe, Mt. Prospect, Park Ridge, Skokie, Morton Grove, Wilmette, Northfield, Winnetka, and Lincolnwood. Members looking for a productive networking experience will enjoy the structured format of this program, which gives each participant an opportunity to speak about his/her company's products and services. Following a hot buffet breakfast, participants will be divided into small groups at assigned tables where everyone will give a 2 minute presentation, with an opportunity for a presentation to a second group of participants. Everyone will be given a contact list of pre-registered participants. Participants should note that table assignments will begin promptly at 7:45 a.m. Table sponsorships are available for \$35, which includes company sign on a table with room for brochures. For more information or to register, call Mike Sullivan at (847)498-5555 ext. 1

New Member Lunch

Tuesday, January 25

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

Chamber office

Reservations required.

With a broad range benefits and opportunities, Chamber membership can be exciting, yet overwhelming. New members are invited to attend this informative lunch to learn how to tap into all that the Chamber has to offer. At the session, the staff will explain the monthly networking events, the advertising and marketing opportunities and the advocacy role of the Chamber. Other topics covered will be how to take advantage of the Chamber's website, Hot Deals and job postings, and how to better generate referrals with your listing. John Martin, Sandler Training, will also provide helpful pointers on how to effectively network with fellow Chamber members. There will be plenty of time for questions and answers. Call Mike Sullivan at (847)498-5555 ext. 1 for reservations

Dues Payments Maintain Benefits

By now Chamber members should have received their 2011 membership invoices. If you have any questions regarding your invoice or member benefits, or would like to upgrade your membership, do not hesitate to call the Chamber office at (847)498-5555 for further assistance. Prompt dues payment will ensure uninterrupted continuation of member benefits, including access to monthly networking events at the Member rate, helpful e-mail reminders, listing in the Membership Directory and Buyer's Guide, website listings and inclusion in the annual Community Guide.

CHAMBER EVENTS



Chamber Board Chair Mehdi Alister, Alphagraphics Northshore, welcomes Village President Sandy Frum and other guests to the recent annual State of the Village address held at Pinstripes.



At a recent event, North Suburban YMCA CEO/Executive Director Howard Schultz and architect Cliff Bender showed off several proposed designs for a new entrance, along with other plans for the Phase II renovation and expansion of the Y.



Beverly Bloom, Bloomin' Books and Rhonda Penzell, A Big Blast enjoyed networking with over 100 attendees at a recent First Friday networking breakfast.



Alan Karzan, Alan Karzen Restoration (r) helps Ken Kurtz, Sunbelt Business Brokers (l) and Scott Kempler, Scott Kempler Design and Illustration make new connections at a recent First Friday networking breakfast..



Francie Stavish, Larry Rosenthal, and Ed Samson, enjoyed outstanding hospitality and learning about the many amenities of downtown Northbrook's Marcello's North at the recent Business After Hours.



At last month's First Friday networking breakfast, Burt Evans, Sunbelt Business Brokers and Craig Lieber, The Claim Company continued the conversation following the structured networking session.

CALENDAR OF EVENTS

JANUARY 2011

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
3	4	5	6	7 First Friday Networking Breakfast 7:00 a.m. - 9:00 a.m. Chamber Office
10	11	12 SOHO 11:45 a.m. - 1:15 p.m. Chamber Office	13 Chamber Board Meeting 7:30 a.m. - 9:00 a.m. Chamber Office	14 Leadership Northbrook 8:15 a.m. - Noon Glenbrook North
17	18 Women in Business Roundtable 11:45 a.m. - 1:15 p.m. Chamber Office	19	20 Business After Hours 5:00 p.m. - 7:00 p.m. Metrix Physical Therapy	21
24	25 New Member Lunch 7:30 - 9:00 a.m., Chamber Office	26 Multi-Chamber Networking Brkft 7:30 - 9:30 a.m., Chateau Ritz, Niles	27 Tech Networking 7:30 - 9:00 a.m., Chamber Office	28
31				