



# NORTHBROOK CHAMBER of commerce & industry

BUSINESS NEWS & VIEWS

NORTHBROOKCHAMBER.ORG

BRINGING PEOPLE & BUSINESS TOGETHER

SEPTEMBER 2016

## Fitness Studio, Swim School Plan for White Plains Center

Northbrook's White Plains Shopping Center on Dundee Road could see a lot more activity as it becomes home to two fitness/recreational businesses, both with plans to take up a portion of the space previously occupied by Ace Hardware. During the recent preliminary review process, Village Trustees commented favorably on granting both Orangetheory Fitness and Goldfish Swim School special permits to move forward with their plans. Once a formal



application is received, the proposals will advance to the Plan Commission. Both uses require special permit approval because they each exceed 2,500 square feet in area.

### Goldfish Swim School

Serving primarily children around 6 years old, owners of Goldfish Swim School seeks to operate their business in an 8,500 square

White Plains Center Cont. pg. 6

## Sponsors, Donations Needed for Auction & Taste



presents the

### ANNUAL AUCTION & TASTE

Tuesday, November 1

Renaissance Chicago North Shore Hotel  
5:00 - 7:30 p.m.

The Chamber is pleased to announce plans are in the works for the upcoming 23rd Annual Auction and Taste. The annual extravaganza will feature more than 130 items up for bid in both a Live and Silent Auction, a lavish sampling buffet prepared by 18 of the area's finest restaurants as well as a chance to win the \$1000 cash raffle prize. A festive autumn theme will be the backdrop for the event which attracts hundreds of Chamber business, civic and community leaders from throughout the North Shore.

The Auction and Taste is the Chamber's most important fundraiser and sponsors are critical to its success. Funds raised from the event help offset the cost for membership programs and community services, and keep Chamber dues affordable for all businesses. Members who have already made a commitment



to support the Auction this year include Highland Baking, sponsor of the \$1000 raffle; Sunset Foods, the Wine Sponsor; and Washburn Envelope, the printing sponsor. However, many other important sponsorships are still available. Sponsors gain valuable exposure with recognition in ads, the newsletter circulated to 1,000 Chamber contacts, promotional posters, a listing in the event program and on the Chamber's website. The top level VIP

Auction & Taste Cont. pg. 4

## IN THIS ISSUE

**PAGE 2**  
Chamber Seeks Interested Board Candidates

**PAGE 2**  
Does the DOL's Overtime Rule Apply to Your Business

**PAGE 3**  
Hamer Named Park District Executive Director

## Northbrook Economic Development Projects Advancing

A number of economic development projects recently approved by the Village Board are already under construction and several continue to move through the approval process.

### Jacobs Homes, 1179-1275 Shermer Road

In April, the Village Board approved the concept plan for a 68-unit townhouse development across from the Bank of America building. Developer Keith Jacobs officially named the project Gateway Northbrook. The urban style row homes

will offer a range of floor plans from 2180 to 2677 square feet, with some having master suites located on the first floor. To date the Village is awaiting a formal application for final plan/final plat approval. Sale of the existing properties on Shermer where the project will be built are pending until the plans receive final approval.

### Timber's Edge, 3895 Dundee Road

KZF Development recently began construction on three to four homes and

Development Projects Cont. pg. 3

## Does the Dept. of Labor's Overtime Rule Apply to Your Business?

By Neil Johnson, CPA



The U.S. Department of Labor's (DOL) overtime rule was announced May 18th and goes into effect December 1st. The new rule extends eligibility for overtime pay to certain "white-collar" workers by

increasing the wage threshold from \$455 per week to \$913 per week (or \$47,476 per year).

The DOL projects approximately 4.2 million workers will be directly affected by the new overtime rule and another 8.9 million workers will be indirectly affected by reducing the ambiguity of their status. There can be instances where workers should have been classified as exempt or non-exempt originally, based on their job duties.

What does this mean for your business? Certain salaried workers are guaranteed overtime pay at time and half for any hours they work beyond the standard 40 hour work week. There are exceptions to this rule based on both the salary level and duties performed by the worker. Exemptions do exist for executives, professionals and a few other classes of salaried workers.

The exemptions for certain worker classifications are forcing employers to make decisions, sometimes leading to a stretching

of definitions to avoid overtime pay. These decisions will have a major budget impact for small businesses and not-for-profit organizations. As expected lower wage business and service industries like hospitality and retail are understandably opposed to the new overtime rule.

What actions can your business take to make sure it's in compliance with the new overtime rules? Start by reviewing job descriptions and personnel records. Now is a good time to review your hiring records and employment contracts to make sure all overtime eligible workers are identified. Even though the "white-collar" job duties test remains largely unchanged, you should refer to DOL's fact sheets which describe criteria for certain workers.

Businesses should also review classification of employees versus independent contractors. This is a perennial problem and hot button issue for not only the DOL, but the Internal Revenue Service (IRS) and the Illinois Department of Employment Security (IDES). The primary issue for classifying a worker is "control." IRS Publication 15-A is a great resource on making the determination of employee or independent contractor.

After you have identified those workers which need to be reclassified, what are the next steps? It's time to consider the options available and the financial implications. One option is to pay the additional cost of overtime

Overtime Rule Cont. pg. 6

## Chamber Seeks Interested Board Candidates

The Chamber Board is starting to plan for the organization's leadership for 2017. The Nominating Committee is now accepting the names of any member who might have an interest in serving on the Board, with a term commencing in January 2017/ Consideration will be given to the length and depth of involvement with the Chamber, participation in civic activities, Northbrook residency and an interest in advocating for the business community.

Potential candidates must be able to make a three year commitment and are expected to actively support the Chamber goals and initiatives. The Board meets monthly to discuss policy and direction for the organization.

Members may serve up to two 3 year terms.

The Committee will review the names of candidates submitted and select a slate to fill Board vacancies which will be announced in the November newsletter. Once the slate is determined, members can still add a name for consideration (including their own) by submitting a petition signed by 20 qualified members by Thursday, December 1. A final vote on all candidates will be taken by the Board at the December 8th meeting. Anyone with questions about the nomination process, or who wishes to submit a name for consideration should e-mail Chamber President Tensley Garris at [tensley@northbrookchamber.org](mailto:tensley@northbrookchamber.org) by Friday, Sept. 16th.

## BOARD OF DIRECTORS

**Ashley Delaney - Chair**  
Whitehall of Deerfield

**Glenn Weintraub - Treasurer**  
AA Service Co.

### DIRECTORS

**Marty Albert**  
Albert & Goodman C.P.A.s

**Holly Allgauer - Cir**  
Hilton Chicago Northbrook

**Peter Balyeat**  
Korman Lederer & Associates

**Rose Boushek**  
Glenbrook Hospital

**Mary Bowler**  
Wags on Willow

**Robert Caldwell**  
NorthShore FamilyCare

**Gregg Gerstin**  
Align Wellness

**Tom Lange**  
Morton's The Steakhouse

**Jim Lazar**  
Marcello's

**Richard Leopold**  
Rightech Fabrications

**Steve Margis**  
UL

**Dave Masters**  
Northbrook Bank & Trust Co.

**Michael Nortman**  
Morningside Crossroads Partners

**Kristen Ruben**  
Ruben & Goldberg

**Caryn Torres**  
Northbrook Court

**Neil Warnygora**  
Covenant Village of Northbrook

**Tom Washburn**  
Washburn Envelope

### STAFF

**Jenee Collin**  
Administrative Assistant

**Tensley Garris**  
President

**Tami Olsen**  
Programs & Events Manager

**Kathi Quinn**  
Membership & Marketing Director

**Jean Streeter**  
Office & Communications Manager



**NORTHBROOK CHAMBER**  
of commerce & industry

2002 Walters Avenue, Northbrook, IL 60062

847.498.5555 | Tel  
847.498.5510 | Fax

[info@northbrookchamber.org](mailto:info@northbrookchamber.org)  
[www.northbrookchamber.org](http://www.northbrookchamber.org)

## Molly Hamer Named Park District Executive Director



The Northbrook Park District recently announced that after conducting a nationwide search, it selected Molly Hamer to be its new Executive Director. She assumes her duties

the first week of September.

Hamer has 30 years of park district experience, most recently as Executive Director of the Geneseo Park District located near the Quad Cities, where she oversaw the operation of multiple indoor and outdoor facilities, programming, and strategic planning for a community serving approximately 10,000 residents. Under her

leadership, the Park District approved its first Master Plan and received recognition as an Illinois Distinguished Accredited Agency, and garnered other awards for excellence in financial reporting several years in a row.

Hamer is also the Board Secretary of the Illinois Park and Recreation Association which serves as a resource for Park Districts throughout the state. Hamer's other experience includes the Schaumburg Park District for 11 years, where she was Superintendent of Recreation.

Hamer served as Chair of the Geneseo Chamber of Commerce Board of Directors in 2015 and was past President of the Geneseo Rotary Club. Hamer says she looks forward to learning about the Northbrook business community and opening up the lines of communication. "In my experience, strong personal relationships

build the best business partnerships, and this collaboration is of great benefit to our community," she comments. "I look forward to working side by side with colleagues on committees, volunteering for service projects and attending meetings to learn more about business concerns and interests."

Hamer was honored with the 2016 Joseph Bannon Practitioner Award from the University of Illinois Dept. of Recreation, Sport and Tourism. She holds an MS in Counselor Education from Western Illinois University and an undergraduate degree in recreation from the University of Illinois at Champaign-Urbana.

Hamer will be the first woman Executive Director in the Park District's 89 year history.

### Development Projects Cont. from pg. 1

is completing site improvements for the 21-unit detached single family home development on a 6.8 acre site. Designed to resemble an informal coastal-style community, the development features homes ranging from 1860 to 3100 square feet with covered front porches, private paved walkways leading to a 10,000 square foot community green, a focal point of the neighborhood with benches, pergolas and a fountain. For more information visit [www.timbersedgenorthbrook.com](http://www.timbersedgenorthbrook.com)

#### **2990 Dundee Road (Dundee and Anthony)**

Proposed is a 6,760 square foot single story, multi-tenant building. After reviewing several designs submitted by the property owner, the Plan Commission agreed to recommend the Village Board grant approval for a special permit on an amended final plan. Originally placed on the west side of the property, the final drawing reorients the building closer to the northern end of the lot with 26 parking spaces positioned on the south, and the elimination of a loading dock. The drawings show an entrance off Dundee Road, and a six foot tall cedar fence along the north and east property lines. The Village Board is expected to consider the project this month.

#### **1000 Skokie Boulevard (Lifetime Fitness)**

In March, the Village Board approved the concept plan for the proposed 93,000 square foot Life Time Fitness facility, 43,000 square foot Children's Learning Adventure childhood education facility, and a 304-unit apartment complex by The Fingers Company. Currently Village staff is in the process of reviewing final plan/final plat plans for compliance with engineering requirements. Once review is completed, the Plan Commission could take the project up for review as early as this month. Prior to the project beginning construction, the development will need to come back before the Board for final plan approval.

#### **Anets Woods, Voltz and Waukegan Road**

In April, the Village Board approved the concept plan for a 32-unit single family detached residential planned development by Edward R. James, which will be located on a 15.9-acre site at the northeast corner of Waukegan and Voltz roads. Village staff is in the process of reviewing final plan/final plat plans. The Plan Commission could take up the project later this month. Prior to the project beginning construction, the development will need to come back before the Board for final plan approval.

#### **Lucky Fish, 1349 Shermer Road**

Construction is proceeding steadily but a little slower than expected according to owner Steve Geffen, who hopes for a late fall opening. The restaurant is framed out and work is about to begin on the HVAC, electric and plumbing. The demolition of the back room and back building are also expected to be completed soon. The layout of the restaurant will include seating for 85 with an open kitchen, a full bar and an oyster bar as well as an outdoor patio in back. "The menu will feature a fusion between East coast style seafood and New Orleans style seafood, with our chef adding his own Mexican flair," he notes.

#### **Granite City Food & Brewery, 992 Willow Road**

Construction is proceeding on the 9,456 square foot microbrewery located on the site of the former Zapatista restaurant in Willow Festival. With seating for 235 and additional seating for 48 on the outside patio, the restaurant will feature signature beers made on-site, as well as fresh, made from scratch recipes. Opening is tentatively scheduled for early fall.

## Auction & Taste Cont. from pg. 3

Sponsorship, offers the greatest exposure at the event and in Chamber publications. The Major Sponsorship offers visibility in event collateral. Both also include two complimentary admissions to the event.

The Patron Sponsorship is designed for anyone planning to attend the Auction and wants to provide a little extra support for the Chamber. The sponsorship includes two complimentary admissions, five raffle tickets and company name listed in the event program.

Chamber members can also play an important role in the event through donations to the Silent or Live Auction, where attendees engage in lively bidding. Donations of all kinds, from restaurant gift certificates to hard to obtain sports tickets are popular items and help raise significant funds for the organization. Items must have at least a \$50 value (see Auction Wish List).

To gain maximum exposure, participants are asked to return the enclosed Sponsor and Donation flyer by Wednesday, September 7.

## Auction Wish List

The following items are always popular and generate a lot of interest from Auction bidders and attention to your business:

- Small electronic items
- Golf Foursomes

- Sports, Theater or Concert tickets
- Restaurant Certificates
- Overnight Hotel Stays
- Catered Dinner Parties
- Jewelry
- Vacation Getaways

## Restaurants Lining Up for Taste

A highlight of the Annual Auction is the "Taste of the North Shore" featuring outstanding fare from Chamber member restaurants. The "Taste" includes mouthwatering appetizer and entrée samplings along with beer, wine and soft drinks from 5:00 – 6:30 pm and an assortment of desserts starting at 6:30 pm. Already signed on are:

- Buffalo Wild Wings Grill & Bar
- Di Pescara
- Elegance in Meats
- Francesca's North
- Granite City Food & Brewery
- Giordano's
- Hilton Chicago Northbrook
- Johnny's Kitchen & Tap
- Maggiano's
- Marcello's
- Mesa Urbana
- Noodles and Company
- P.F. Chang's China Bistro
- Renaissance Chicago North Shore Hotel
- Ruth's Chris Steak House
- The Claim Company



## Auction Volunteers Needed

The Auction Planning Committee offers a great way for members to help behind the scenes to make the event a success. Volunteers follow up with donation requests, help with event logistics, share ideas to generate excitement and spread the word about the event. Assistance is also needed the day of the Auction. The Volunteer Committee will kick off its first meeting on Thursday, Sept 1, with a follow up meeting on Thursday, Sept 15. If you're interested in participating, please contact Tami Olsen at (847)513-6003.

## Members Encouraged to Submit Award Nominations

Every year the Chamber honors two businesses -- one for its philanthropic efforts, another for its entrepreneurial success, and one exceptional volunteer. The nomination and selection process begins around mid-year as members are encouraged to submit names of companies or individuals they would like to recognize.

The awards each have different criteria. The Corporate Business of the Year recognizes companies for local charitable activities (2016 winner was First Bank of Highland Park). The Northbrook Business of the Year honors a business that has experienced considerable growth and offers outstanding customer service (2016 winner was Amplivox). The Volunteer of the Year recognizes an individual who has

contributed to furthering the Chamber's goals (2016 winner was Sal Manso, Reebie Storage and Moving).

Nominations can be submitted at any time this year, not just in the fall. Award winners are announced in January and presented at the Chamber's annual meeting and dinner in the spring.

Headed by Dr. Gregg Gerstin, Align Wellness, a committee will review the award nominations and make the final selections. "We need members to be the eyes and ears for us to help educate us about their experiences with the businesses and volunteers who deserve to be recognized," comments Gerstin. Other members of the subcommittee include Jim Lazar, Marcello's; Mary Bowler, Wags on Willow; Peter

Balyeat, Korman/Lederer and Bob Caldwell, NorthShore FamilyCare. Previously, the panel surveyed past award winners to determine how the award impacted their business and why it had value and meaning. Past winners commented that they were extremely honored to receive the award which they said gave them a lot of visibility in the community and provided a lot of p.r. and marketing value.

Any Chamber member interested in submitting a nomination is encouraged to submit the name of someone through e-mail at [info@northbrookchamber.org](mailto:info@northbrookchamber.org) with "Business Award" in the subject line and a short explanation about your nomination.

**Saf-T-Gard International** was recently recognized by the Village of Northbrook Trustees for celebrating 80 years in business. Founded in 1936, the company has moved and expanded its operations to several locations in Northbrook. President Rich Rivkin was acknowledged for his generous community service, particularly his involvement with Northbrook Rotary.

**UL** is again partnering with The Northbrook Park District for the annual Touch-A Truck event at the UL parking lot on Saturday, September 10, 10:00 a.m. - noon. At the free event, kids can climb aboard an assortment of construction equipment and emergency vehicles.

Attorney and author Eric Matlin, **Matlin & Associates**, recently published a new version of his estate planning book "Not Dead Yet, So Plan Your Estate," a graphic novel designed to communicate important estate planning topics with 110 pages of beautifully hand-drawn full-color illustrations cut into 24 text chapters. For more information call (847)770-6600.

**Heartland Animal Shelter** will hold a special fundraiser "Hogs for Dogs and Kitties Too!" motorcycle charity ride on Sunday, September 11, departing from the shelter at 11:45 a.m. All vehicles are welcome to join in the 70 mile ride. Cost is \$25 in advance; \$30 at the door. Call (847) 296-6400 for more information.

**Cancer Wellness Center** presents an "Evening of Wellness" on Tuesday, September 13, 6:00 - 8:00 p.m. featuring a fun food demo and presentations from a panel of experts on mindfulness techniques to help reduce stress and anxiety. Call (847)509-9595 to register.

**AAA Travel** will hold a special event on Wednesday, September 14, 6:00 pm., at The Happ Inn, Northfield to showcase their exclusive vacation packages, offering a distinctive travel experience. Space is limited. Call 847-239-8103 or e-mail mSrivastava@aaaChicago.com for more information.

**Lisker Music Foundation** kicks off its fall

*Congratulations to Matt Settler, Sandie Huberty and the many Civic Foundation volunteers for an extremely successful 2016 Northbrook Days. Organizers credit the 62 sponsors, including 42 Chamber members, for helping the organization exceed its fundraising goals. Pictured are Huberty (l) and Settler (c) accepting a \$2,000 donation to the Civic Scholarship Fund from Chamber president Tensley Garris (l) and Board Chair Ashley Delaney (r).*



concert season on Thursday, September 15, 7:30 p.m. at Nichols Concert Hall, Evanston. Internationally acclaimed violinists David Lisker and Bela Horvath will be accompanied by pianist Larry Weng, a finalist in the international 2016 Queen Elisabeth Competition. For more information visit [www.liskermusicfoundation.org](http://www.liskermusicfoundation.org).

Congratulations to owner Kesia King, **Chop Chop Mobile Salon and Barber**, winner of the Miller Lite Tap the Future Business Plan midwest regional competition, taking home the \$20,000 prize. Judges included successful entrepreneurs including TV Shark Tank's Daymond John. King moves on to compete against other regional winners from around the country later this month for a chance to win \$200,000.

**Dunkin Donuts** recently opened its newest Northbrook location at the intersection of Dundee and Pfingsten roads. Open 24 hours, the store features a full menu and a 24 hour drive-through. For more information call (224)261-8913.

**Youth Services of Glenview/Northbrook** will host its annual "Stand Up for Youth – A Night of Comedy," featuring comedian Corey Kahany on Friday, September 16, 7:00 pm. at Sunset Ridge Country Club in Northfield. The event will also feature a cocktail hour, raffle and live auction. Tickets are \$90. For more information visit [www.ysgn.org](http://www.ysgn.org) or call (847)724-2620.

Stop by **Red's Garden Center** on Saturday, September 17, 2:00 p.m. to learn more about houseplant basics. The free seminar will offer tips on selection, care and maintenance of plants as well as potting techniques, and how to deal with common pests and diseases. Pre-registration required; Call (847)272-1209 or e-mail [reds@redsgardencenter.com](mailto:reds@redsgardencenter.com).

**Glenbrook North High School's DECA** club, one of the most successful student business clubs in the state of Illinois, seeks sponsors to help offset costs of their competition at the state, regional and national level. Sponsorships range from \$50 to \$350 and include t-shirts and other marketing benefits. For more information call 847-509-2570 or [gbndeca@glenbrook225.org](mailto:gbndeca@glenbrook225.org).

**Noggin Builders** announced recently that it has moved to a more spacious location. Their new address is 3000 Dundee Road, Suite #201, Northbrook. All other contact information remains the same. Visit [nogginbuilders.com](http://nogginbuilders.com) for more information.

Support the **Northbrook Symphony** at a Garden Serenade on Sunday, September 11, 2:00 - 5:00 p.m. There will be music, savory appetizers, delectable desserts and refreshments. Cost is \$35 before Sept. 7. RSVP to (847) 272-0755 for location information.

**First Friday Networking Breakfast**

Friday, September 2

7:00 - 9:00 a.m.

Chamber Office

\$10 members, \$20 guests payable at the door

*Guests MUST register 24 hours in advance. Guest registration will not be taken at the door.*

Join over 125 members and guests for proven networking opportunities at the First Friday Networking breakfast. The structured breakfast includes time for informal networking, brief introductions and roundtable discussions that will give you solid business leads.

**Small/Home Office Roundtable**

Wednesday, September 14

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

Chamber Office

Members are invited to bring their lunch.

At this informal roundtable discussion, small business owners and entrepreneurs help each other problem solve and discuss relevant business concerns.

**Business After Hours**

Thursday, September 15

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

Office Designs

722 Landwehr Rd.

No charge to attend; \$20 guests

Explore the Office Designs showroom, which features the latest in modern office furniture. Sit in a variety of ergonomic office chairs, experience the adjustable-height desks, and network in the collaborative workspaces. Enjoy light bites and beverages, as well as the chance to win a Herman Miller Sayl chair (valued at \$500) raffle prize. Bring plenty of business cards for networking.

**Women In Business Roundtable**

Tuesday, September 20

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

Francesca's North, 1145 Cherry Ln.

\$21 members before Sept. 16

\$28 guests and members after Sept. 16

Women of the Chamber are invited to this lunch program to network and hear informative presentations by two members. Sara Silver, will discuss her transition from classroom educator to Computer Companion and share tech tips in the key areas of communication, convenience and creativity. Marlene Coyle, Costco Wholesale will discuss marketing strategies that she uses and how she turns prospects into clients.

**White Plains Center Cont. from pg. 1**

foot space, featuring a 75' x 27' pool with a depth of 4 feet. Plans call for constructing 11 changing rooms and 6 private restrooms. Open seven days a week, lessons would be offered for children ages three months to 12 years of age. The classes will be offered between 9:00 a.m. to noon weekdays and after school between 3:30 p.m. and 7:00 p.m., with shorter hours on weekends; there would be a maximum number of 10 instructors and 40 children on site at one time. With seating allowing up to 53 to view the classes, there could be 109 people in the space, which would require a minimum of 37 parking spaces. Trustee A.C. Buehler also noted that private swimming training facilities are becoming more popular and that he would have no problem with even longer hours and the use of the school for private parties. Trustees also asked for clarification of the parking and how children are brought into the facility before granting final approval.

Goldfish Swim School operates eight locations in Illinois, including one in Evanston, and 33 across the country.

**Orangetheory Fitness**



Using a heart-rate based group interval training, Orangetheory uses three different elements for their workout:

treadmills, rowing machines and strength training. Owners plan to occupy 4,250 square feet of the building, and would completely redo the interior of the space installing all new drywall, paint and tile work, new bathrooms, and new offices. Pre-registration is required for all classes, which would be offered seven days a week, so no walk-in traffic is expected. During peak hours of operation (5:00 a.m. - 9:00 p.m. weekdays; and 7:00 a.m. - 1:00 p.m. weekends) there would be approximately 24 clients on site; in total the facility expects to have approximately 8-10 employees. According to Village documents, the proposed use would require 17 parking spaces and appears to meet the Zoning Code parking requirements, as there are 455 parking spots in the center.

There are 28 Orangetheory fitness studios in Illinois, including Evanston, Glenview and Lake Forest, with 3 others planned for Chicago locations as well as Bloomington, Roselle, Riverwoods/ Buffalo Grove and Glen Ellyn.

**Overtime Rule Cont. from pg. 2**

for those eligible workers who work more than 40 hours a week. Some alternatives can be to forbid overtime, shift work assignments and hire additional workers.

The new overtime rules will cause hardships in some industries and for some employers. They may attempt to avoid implementation through worker reclassifications along with adjusted hiring and salary practices. In cases where classifying workers may not be straightforward, I highly encourage seeking the counsel of an attorney specializing in employment law. For further information, visit the DOL website <https://www.dol.gov/featured/overtime>.

*Neil Johnson is a partner with the Northbrook based CPA firm, The Dolins Group, Ltd. Neil has been helping clients with their tax, accounting and financial consulting needs for the last 28 years.*

Over 400 attendees had an opportunity to learn firsthand about the 66 business exhibitors at the Chamber's Business Expo and After Hours at the Hilton Chicago Northbrook.



**1.** Hilton Chicago Northbrook sales executives (l to r) Diana Schutz and Paul Payawal help Pastry Chef Marilyn McNabb serve up fabulous fare **2.** SCORE executives David Kirshner and Bob Davis (r) explain their many services **3.** Northbrook Village President Sandy Frum (l) with Chamber President Tensley Garris **4.** Whitehall of Deerfield's Ashley Delaney and Gustavo Guzman distribute hospitality bags from their presenting sponsor table **5.** Tracy Chudnow, Wheelpower **6.** Bean Miller and Rebecca Moody, CHOP CHOP Mobile Salon and Barber give mini- makeovers **7.** Tom Ishikawa, First Bank of Highland Park (l) with Sheldon Rosenfeld, Creative Capital **8.** Andrew Nicks, 22nd Century Media (l) with Howard Schultz, North Suburban YMCA

CALENDAR OF EVENTS					SEPTEMBER 2016				
Mon	Tue	Wed	Thu	Fri	Sat	Sun	Mon	Tue	Wed
29	30	31	1	2	3	4	5	6	7
				<b>First Friday Networking Breakfast</b> 7:00 a.m. - 9:00 a.m. Chamber Office					
5	6	7	8	9	10	11	12	13	14
			<b>Chamber Board Meeting</b> 7:30 a.m. - 9:00 a.m. Chamber Office	<b>Leadership Northbrook</b> 8:15 a.m. - Noon Northbrook Historical Society					
12	13	14	15	16	17	18	19	20	21
		<b>Small Office/Home Office Roundtable</b> 11:45 a.m. - 9:30 a.m. Chamber Office	<b>Business After Hours</b> 5:00 p.m. - 7:00 p.m. Office Designs 720 Landwehr					<b>Women in Business Roundtable</b> 11:45 a.m. - 1:15 p.m. Francesca's North 1145 Cherry Ln.	
19	20	21	22	23	24	25	26	27	28
26	27	28	29	30	1	2	3	4	5



**BACK TO SCHOOL  
HOT DEALS**

- AA Service Company**  
 \$20 off any repair service call  
 Valid: Through Dec. 31
- American Weathermakers**  
 Free Sensi WiFi Thermostat (\$350 value) or \$200 off with purchase of furnace  
 Valid: Through Dec. 31
- Dream Kitchens**  
 Free stainless steel undermount sink with new cabinet order  
 Valid: Through October 31
- Lewis Floor and Home**  
 Fall Rug Sale up to 50% off all area rugs  
 Valid: Through Sept. 30
- Metro Self Storage**  
 50% OFF First 3 Months of Rent  
 Valid: Through Oct. 30
- Mosquito Hunters**  
 3 treatments (for properties ½ acre or less) for \$225  
 Valid: Through Oct. 30
- Ravinia Plumbing & Heating Co.**  
 \$127 fall heating tune ups (\$257 value)  
 Valid: Through November 30
- Sears Garage Doors & Handyman Services**  
 \$25.00 off garage door repairs and 10% off any garage, entry patio or storm door  
 Valid: Through Dec. 31  
*Restrictions may apply. For more details & special offers go to northbrookchamber.org*