



NORTHBROOK CHAMBER of commerce & industry

BUSINESS NEWS & VIEWS

NORTHBROOKCHAMBER.ORG

BRINGING PEOPLE & BUSINESS TOGETHER

JANUARY 2017

Message from New Board Chair Glenn Weintraub, AA Service



Last month I was honored to be selected to chair the Chamber's 2017 Board of Directors. I look forward to working with these knowledgeable individuals to help set the direction for

the Chamber. Over the years, I have enjoyed getting to know many of you in a variety of settings -- at Business After Hours, at legislative events and even out at the golf course. I am impressed with the diversity of our organization and the camaraderie that exists between our members. We are not a one-dimensional organization, but a balance of companies of many sizes, spanning many sectors.

For those of you who I have not had the privilege of meeting, I'd like to formally introduce myself. I have a 50-year connection with Northbrook, both through my business and for the past eight years as a resident. Since 2003 I have been the General Manager/CFO of AA Service, an HVAC company serving residential,

New Board Chair Cont. to pg. 3

President Frum to Address Development, Downtown and Capital

Annual State of the Village Address
Monday, January 23, 11:45 a.m.
Renaissance Chicago
North Shore Hotel
Complimentary for Chamber members*



The potential redevelopment of Green Acres Country Club, one of the largest properties to come on the market in Northbrook in recent history, as well as other developments that have the possibility of impacting Northbrook's changing landscape will be addressed in Village President Sandy Frum's annual presentation to the business community. In addition, President Frum will review the Village's priorities and challenges for the future, including infill development, the Central Business District and a renewed focus on capital improvement projects. The Village's financial position and its legislative priorities for the next few years will also be addressed.

President Frum was first elected as Village President in April 2009 and re-elected to her second term in 2013. A resident of Northbrook for nearly 40 years, she previously served on the Village

Board for 24 years as a Trustee. She chaired the Village's Finance Committee for many of those years. In 2014/15 she served as President of the Northwest Municipal Conference. President Frum is an unopposed candidate for re-election and was recently endorsed by the Northbrook Caucus.

**As part of its ongoing advocacy efforts, the Chamber offers one complimentary admission for each member business with advance registration. Additional registrations are \$30. Guests or members at the door are \$35. To make a reservation, call the Chamber at (847)498-5555.*

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Village Seeks Answers on Proposed Amtrak Expansion

The Northbrook Village board, along with the leaders for the Villages of Glenview, Deerfield, and Bannockburn and the city of Lake Forest, Northbrook Village Trustees are taking action to get more answers on a proposed expansion of daily Amtrak Hiawatha commuter train service between Milwaukee and Chicago. In November, Northbrook Trustees passed a resolution officially seeking more information on the proposal and requesting an extension of the public comment period to address some of their concerns.

The Illinois and Wisconsin Departments

of Transportation (IDOT and WisDOT) in partnership with Amtrak are considering increasing the number of daily round trips on the Hiawatha Service line from seven to 10. Last October, the Federal Railroad Administration (FRA), the lead federal agency for the project, released a draft Environmental Assessment (EA) which outlined differed proposals that could be used to accommodate the increase and mitigate any conflict with freight trains. As part of the FRA's process, a public comment period must be held before the agency can

Proposed Amtrak Expansion Cont. to pg. 3

A Message from the Chamber President



As we start off the New Year, it's an ideal time to pull out our calendars and see what lies ahead. There are a lot of new things to consider -- new beginnings, new goals, new resolutions, and sometimes new laws. Ordinances

passed last year by Cook County are slated to go into effect this year that would mandate an increase in the minimum wage and require all employers to provide paid sick leave for all employees. The new law would apply to any business located in Cook County and is slated to go into effect in July.

In December, the Chamber board discussed the impact this new ordinance would have on our businesses and the fact that they would be put at competitive disadvantage with businesses right across the street in Lake County. The board asked the Village to exercise its authority under its home rule status, and pass legislation to exempt Northbrook from this mandate. The Chamber pointed out that for our businesses to grow and thrive, it is critical that they compete on a level playing field. It reminded Trustees that Northbrook already is impacted by an inconsistent tax and regulatory environment. The Chamber reminded Trustees that if they allow these ordinances to be implemented, a

business merely needs to move across Lake Cook Road into Lake County to obtain a lower sales tax rate, a cheaper hotel tax and now a less expensive labor pool. Instead, the Chamber asked the Village to use its power to keep Northbrook in line with state employment requirements. As the debate begins on this topic, the Chamber will keep our members informed and encourage everyone to share their views and experiences.

Every year Village President Sandy Frum graciously agrees to address the Chamber and the business community and give an update on Village economic development projects, initiatives and challenges. It's a terrific way to get up to speed about all that is going on in Northbrook. It is also an ideal opportunity to share your thoughts and views on issues that are of concern to you. In recognition of the value and importance of the program, the Chamber again this year has a policy of one complimentary admission to the lunch for each member. I encourage you to take advantage of this generous offer and come out for this informative presentation.

Thank you to our members who have promptly renewed their membership. We value each and every one of you and look forward to working with you in the New Year!

-Tensley Garriss, President

Membership Dues and Benefits for 2017

By now all Chamber members should have received an invoice for their 2017 membership. For the fifth year in a row there has been no increase in either the standard or upgraded membership. Prompt dues payment keeps your Chamber records current with no interruption of benefits.

Members in good standing enjoy all the privileges of membership, including a listing on the Chamber website, the ability to attend events and programs, and to be listed in the annual Community Guide.

Members can upgrade their status to enjoy additional marketing benefits at any time. Upgraded memberships include a category banner ad, the ability to have a longer business description and key words to help your business

appear in an Internet search as well as a copy of the Chamber mailing list. Upgraded benefits also include:

Gold Membership (\$275): annual pass to First Friday networking breakfast, additional membership category, advertising insert in the Chamber's monthly newsletter, videolink on website

Platinum Membership (\$550): two passes to First Friday breakfast, two additional membership categories, two advertising inserts in Chamber newsletter, Directory search banner ad on the website, videolink on website

If you have questions about your invoice or would like more information about the upgraded options, call Kathi Quinn at (847)513-6004.

BOARD OF DIRECTORS

Glenn Weintraub - Chair
AA Service Co.

Ashley Delaney - Past Chair
Whitehall of Deerfield

Marty Albert - Treasurer
Albert & Goodman C.P.A.s

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Hilton Chicago Northbrook

Peter Balyeat
Korman Lederer & Associates

Stephen Barr
Renaissance Chicago North Shore Hotel

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Gregg Gerstin
Align Wellness

Kristen Gorenberg
Ruben & Goldberg

Paul Kaufmann
Shred Spot

James King
Northbrook Bank & Trust Co

Jim Lazar
Marcello's

Richard Leopold
Rightech Fabrications

Julie Lerman
The Franklin Law Group

Steve Margis
UL

Allison Mengarelli
The Book Bin

Michael Nortman
Morningside Crossroads Partners

Neil Warnygora
Covenant Village of Northbrook

Tom Washburn
Washburn Envelope

STAFF

Jenee Collin
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Kathi Quinn
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Jean Streeter
Office & Communications Manager



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Proposed Amtrak Expansion Cont. from pg. 1

make a finding of no significant impact, which would make the project eligible for federal funding.

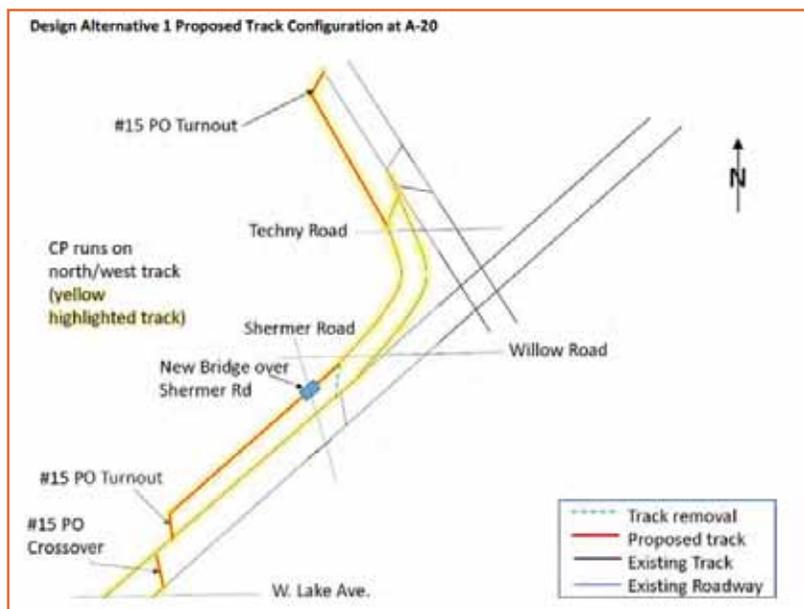
In the EA, two different alternatives for improvements to be made at the area around the junction point of the Canadian Pacific and Union Pacific (UP) railroads located south of Techny Road were proposed. Both alternatives call for the construction of a holding track adjacent to the existing tracks between West Lake Avenue in Glenview and just north of Techny Road. This track would allow for Canadian Pacific trains to hold and wait for clearance before moving off onto the UP line without blocking other rail traffic. In addition to the new holding track, the project would also require a new bridge to be built next to the recently constructed replacement Shermer Road viaduct.

In their resolution, the Village expressed concerns about the impact the additional trains would have on traffic at the crossings in Northbrook at Dundee Road, Shermer Road through the Central Business District and especially Techny Road. In particular, they expressed concern with the impact on residents and businesses living and working near the proposed project site.

Also of concern are idling trains, a new railroad turnout north of Techny Road and temporary lane closures on Techny and Shermer Roads during construction.

The Village and neighboring communities, along with U.S. Representatives Schneider and Schakowsky are requesting a more comprehensive Environmental Impact Statement (EIS) which would require more extensive documentation of the project's initial impacts. Additionally, the Village is requesting an engineering study of the traffic and emergency service impacts of the proposed holding track on Techny Road.

Shortly after passing the resolution, federal and state officials extended the



public comment period until January 15, 2017. Links to the EA and methods of commenting on it can be found on the Village website www.northbrook.il.us. Once the public comment period ends, the FRA will make a determination as to whether to issue a finding of no significant impact and whether or not to move forward with the proposal.

Message from New Board Chair Cont. from pg. 1

commercial and industrial clients. While my face may not be familiar to you, I am confident you would recognize our red trucks and our location, the original airplane hangar for the Sky Harbor airport.

While it may sound cliché, I am 100 percent committed to our mission of making Northbrook a better place to do business. Through my Board service and participation in Leadership Northbrook, I have come to appreciate the inner workings of the community and the wealth of resources that make Northbrook special. Whether it's supporting shopping local or giving back through the Chamber's community service projects, staying involved and being an advocate for our businesses is important to me.

As Board Chair, I intend to focus on member engagement, particularly newer members. From the minute they join the Chamber, I want businesses to understand and gain value from their investment.

Where else can you personally meet over 120 people at a networking event - not just once, but every month of the year? What other organization offers the opportunity to publicize your products in print publications delivered to every household and business in the community and through a dynamic website that captures the attention of residents, visitors and other professionals alike? Where else can you find like-minded individuals to meet with in small, intimate roundtable settings to problem solve and learn best practices?

It is important for our members to get involved – volunteer at our Golf Outing, or Auction, or help with one of our community events, such as our annual Meal Packing program. Or consider attending one of our advocacy luncheons or signing up for Leadership Northbrook. In addition to learning something or giving back, you might meet someone unexpected who may be able to help you. It's important to

remember to stick with it -- like most things, the benefits may not be immediate, but will be worth it in the long run. The more you put into it, the more you will get out of it.

I am excited and eager to move forward this year. We have a terrific board of directors, a diverse and talented membership and hard working staff. Let's work together to make 2017 one of the best years ever.

Glenn Weintraub is the General Manager/ CFO of AA Service, an HVAC company that contracts with residential, commercial and industrial clients to meet every facet of their HVAC needs. Glenn has served as Treasurer, on the Executive Committee and as a board member since 2012, and is a graduate of Leadership Northbrook. AA Service is a member of the Associated Builders & Contractors, BBB, Angie's List, and is a Carrier President's Award winner.

Chamber Welcomes New Board Members

The Chamber Board approved the appointment of three new board members last month. The following individuals will begin their three-year term this month.

Paul Kaufmann, Shred Spot



Paul has an extensive career that includes real estate, aviation, and currently document destruction. In 2009, Paul founded his company Shred Spot, a Northbrook-based document

destruction company that also provides recycling of paper, cardboard, electronics and pallets. Shred Spot is also developing a self-service paper shredding kiosk. Paul began his career in commercial real estate finance with two downtown banks. After five years there, he joined a real estate development company and then started his own residential development and construction company, Genesis Builders from 1993 - 2002. He then went to work for larger builders as Manager of Production for Neumann Homes' Wisconsin Division and Director of Operations for Environs Development, a high end custom home builder in Chicago. After the industry downturn in 2009, he travelled the country doing operational consulting for construction companies before starting Shred Spot.

Paul has an MBA in Real Estate Finance and Investment from DePaul University, a BS in Finance from Indiana University and an AAS in Aeronautical Science from Embry-Riddle Aeronautical University. He is a licensed commercial pilot with instrument and multi-engine ratings and was formerly a flight instructor. Paul volunteers with the Northbrook Civic Foundation, Small Business Advocacy Council, Hunger Resource Network and also serves as a Northbrook Chamber Ambassador. He was previously on the board of Lifeline Pilots for 11 years. He currently resides in Buffalo Grove. "I'm looking forward to helping the Chamber communicate the value of membership to grow the organization,

especially since it has had such a positive impact on my business Shred Spot," comments Paul.

Julie Lerman, Franklin Law Group



A 25-year resident of Northbrook, Julie is an attorney specializing in the area of civil litigation with Franklin Law Group, a seven person law firm located in Northfield. In her legal practice, Julie serves as an

advocate for individuals and small and medium sized businesses in the resolution of a broad range of legal conflicts, including contract disputes, landlord/tenant or other real estate disputes, professional liability or negligence claims, and insurance coverage issues.

Following graduation from Northwestern Pritzker School of Law, Julie worked for many years in the early part of her career in the area of commercial real estate transaction, including representing lenders in mortgage loan financing, landlords and tenants in office and retail leasing matters and purchasers and sellers in the acquisition or disposition of commercial property. During her time off from the practice of law to raise her three sons in Northbrook, she served her school community in various leadership capacities at Glenbrook North High School and as President of the Shabonee PTA and was in charge of the District 27 Hot Lunch program.

Julie has been actively involved with the Chamber, serving as a volunteer for the annual Golf Outing and for the annual Auction and Taste. She has also held leadership positions in various professional organizations, including Executive and Professional Women's Networking Group (EPWNG) in which she serves as a Meeting Leader and Administrator, and North Shore Law, an association of women attorneys, where she is the incoming treasurer. "I am honored to serve on the Chamber board, and I hope to contribute to its success in supporting and promoting the Northbrook business community," comments Julie.

Allison Mengarelli, The Book Bin



Except for a short one and a half year stint as a book wholesaler in Georgia, Alison (Ali) Mengarelli's entire career has been devoted to the success of downtown Northbrook's

independent book store, The Book Bin. Now the owner of the beloved store, her roots go all the way back to her teenage years.

Her career at the store began as a high school junior, when she walked into the store on her 16th birthday and was hired by the store's owner Janis Irvine as a clerk. She continued her employment there until she graduated from North Park College. After a move to Georgia in 1998, she returned to Northbrook in 1999 and was offered the job of store manager just as the store was in the process of relocating a few doors down from its current location. In September 2015, she purchased the store from the Irvines, who founded the store almost 45 years earlier in 1971.

While Ali has updated many of the processes of running the store, it's still the personal attention and exceptional customer service that is the benchmark of the store which is the only independent book store in Northbrook. Her vision of the store as a small cultural center goes beyond merely shopping - the store hosts book discussions over coffee and cookies, and hosts a frequent reader club with rewards. Ali is active in the Shops of Downtown Northbrook, which encourages shopping locally and supporting downtown businesses. Ali grew up in Northbrook and is a Glenbrook North High School graduate. "Northbrook is a special community that allows a store like The Book Bin to grow and thrive," she comments. "As a passionate advocate for our local businesses, I hope to do what I can to support the work of the Chamber in its efforts to serve this important segment of its membership."

TCBoost Sports Performance will hold a 3 day JV and Varsity Holiday camp for young athletes January 3 - January 6 for \$149. A 2-day Youth Holiday Camp will be held Tuesday, January 3 and Wednesday January 4 from 5:30 p.m. - 6:30 p.m. for \$49. Students will learn the fundamentals of speed development in a small group setting. Visit www.tcboost.com for information on the classes.

The **UPS Store #0986** recently relocated to its new space at 2720 Dundee Road in the Dunbrook Shopping Center. The newly designed and upgraded store will continue to provide assistance to small businesses, offering a full range of print services, including the ability to print a wide variety of marketing materials, as well as mailbox services that offer convenience, security and professionalism.

PNC Wealth Management will hold a program "Staying Sane in an Unstable Economic Environment" on Wednesday, Jan. 18, 5:30 - 6:30 p.m. featuring Daniel J. Thompson, PNC Investment Advisor. Refreshments will be served. RSVP to Laurie Lathrum at (847)715-4553.

The **Cove School** is looking for professionals to be guest presenters at their Career Day morning sessions on Thursday, March 16, in particular: photographers, pre-school assistants, vet techs, dental hygienists, shipping/logistics, animators, mechanics, travel agents, welders, sound technicians, heating/cooling installers. E-mail Marla Altshul at maltshul@coveschool.org for more information.

Congratulations to the **Village of Northbrook** for receiving the Distinguished Budget Presentation award from the Government Finance Officer's Association. The reward reflects the Village's commitment to meet the highest principles and standards of governmental budgeting.

For the second straight year, **Heartland Animal Shelter** has received the top rated non-profit award from GreatNonprofits, the largest site dedicated to recognizing outstanding charitable organizations based on reviews from clients, donors and

At the Business After Hours hosted by PNC Bank, Laurie Lathrum (l) greeted over 100 other Chamber members and guests, including Chamber President Tensley Garris (r) and congratulated Northbrook Park District Executive Director Molly Hamer (c) winner of the raffle prize.



volunteers. Heartland is one of only 50 nonprofits in the state and one of 10 animal shelters in the state to receive the award.

Professionals in the beauty and wellness business interested in owning their own salon/spa are encouraged to check out the beautiful suites at **Salons by JC** in Highland Park, that are specifically designed and furnished for hair stylists, massage therapists, nail technicians and others. Short and long term leases available. Call (847) 877-4784 for more information.

Zengeler Cleaners recently collected over 4,100 coats, jackets, gloves and other winter apparel valued at over \$400,000 as part of its "Coats for Vets" drive. Zengeler's cleaned and repaired all of the items and delivered them to the North Chicago VA Hospital on Veterans Day, November 11.

The annual **Northbrook Park District** Winter Carnival will be held at Meadowhill Park on Saturday, January 14, 11:00 a.m. -1:30 p.m. featuring horse-drawn trolley rides, ice sculpting, snowshoeing and a sled dog demonstration. The free event also includes a bonfire with s'mores. For more information, visit nbparks.org or call (847) 291-2995.

Northbrook Rotary is now accepting applications for vocational scholarships. Northbrook residents of any age looking to pursue a vocational education are encouraged to apply. Scholarships will be awarded to individuals preparing or advancing their careers with an Associate

Degree, Diploma, or Certificate in their respective trade. Four-Year Degree programs are not be eligible. Several \$1500 scholarships will be awarded in May. Email courtneyrotary@gmail.com for an application and more information.

Youth Services of Glenview/Northbrook, will host their annual Firefighter Chili Cook-Off and Trivia Contest on Saturday, January 28, 5:00 pm. at the Glenview Park Center. Chili tasting admission is \$10 in advance and \$15 at the door and trivia admission per team of six to eight is \$300. Trivia admission includes chili tasting. For more information or tickets visit www.ysgn.org or call (847)724-2620.

Congratulations to Connie Fuller, **Coldwell Banker Residential Brokerage** for receiving the Civic Foundation award for exceptional volunteerism. Connie was recognized for her five-year volunteer efforts with Northbrook's Sidewalk Sale and a number of other community events.

Wayne Karlins, **Reed Social Media Group** has a special discount offer for a social media makeover. He will help you communicate your business vision and complete your LinkedIn and/or Facebook profile, as well as review picture, experience, summary skills and privacy settings. Cost is \$150 (half off) for Chamber members. Call (847)497-0097 or e-mail wayne@reedsocialmedia.com.

First Friday Networking Breakfast*

Friday, January 6
 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 100 Chamber members and guests for proven, successful networking opportunities at the First Friday networking breakfast. The structured event includes time for informal networking, brief introductions, and round table discussions that will give you solid business leads. In addition to catering by Leonard's Bakery, the breakfast features Starbucks coffee.

SOHO (Small Office/Home Office) Roundtable

Wednesday, January 11
 11:45 a.m. - 1:15 p.m.
 Chamber Office

No charge; 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. Discussion is driven by participants, and often centers around best business practices, keeping up with the latest trends, marketing tips and the latest in technology.

Women in Business Luncheon

Tuesday, January 17
 11:45 a.m. - 1:15 p.m.
 Noggin Builders, 3000 Dundee Rd., Ste. 201
 \$15 for members before Jan. 13
 \$20 for guest and members after Jan. 13

Women of the Chamber are invited to an informative luncheon at Noggin Builders, where owner Amy Torf will lead team building exercises that will help attendees identify their personal strengths while networking and getting to know one another. She will also briefly explain how she transitioned from her previous careers as an engineer, teacher and day camp director into starting her own business.

Business After Hours

Thursday, January 19
 5:00- 7:00 p.m.
 Francesca's North
 1145 Church St.
 Complimentary for members; \$20 for guests

Enjoy sampling Francesca's northern Italian specialties while learning more about private dining options. Opened in May of 1995, the restaurant is a popular North Shore dining hot spot. Bring plenty of business cards for networking and a chance to win a raffle prize.

Gain Visibility, Credibility With Sponsorship Investment

As you start to budget for marketing opportunities in the New Year, it's an ideal time to consider Chamber event sponsorships. These promotional opportunities make lasting impressions with your customers and other businesses. Each event attracts a different audience, so evaluate your goals and objectives, and plan ahead.

Programs Manager Tami Olsen points out that sponsorships are turnkey marketing with sponsors listed on advertising collateral including posters, newspaper ads, event programs, website, newsletter and signage at events. "Sponsorships and event donations offer a unique way to create visibility for your business while generating positive feedback for your investment," comments Tami. "Being a marketing partner with the Chamber indicates your commitment to the success of the organization and provides a halo of goodwill."

Annual Meeting and Dinner - March 13, 2017

Featuring a keynote address by Crate and Barrel President Steve Woodward and the recognition of the Chamber's Business Award winners, the Annual Dinner attracts over 200 corporate, civic and business leaders. For a small investment, attendees can purchase a sponsor table or individual sponsorship.

Annual Golf Outing & Dinner – June 9, 2017

The Golf Outing combines an 18-hole "friendly" tournament at Sportsman's Country Club with a rousing post-event awards dinner. Among the 170 attendees are business owners, corporate business leaders, their clients and friends. Hole sponsors can greet golfers at their assigned hole. The Chamber takes care of all details, including signage and providing both a hole contest and a sponsor prize. Sponsorships include:

- Hole Sponsor \$275 • Golf Cart Sponsor \$375*
- Beverage/Snack Station Sponsor \$600*

Business Expo & After Hours – July 24, 2017

Attracting over 400 business owners and decision makers, from across the North Shore, the Business Expo is an affordable opportunity to showcase your products and services. For increased exposure, the Expo is co-hosted by the DBR and Glenview Chambers, and is held in the spacious Hilton Chicago Northbrook. There is also a discount for businesses that register early to be an exhibitor.

Annual Auction & Taste – late October 2017

A long-standing Chamber tradition, the Auction & Taste is a big draw for a broad audience of over 350 attendees, who come to sample the fare from the area's finest restaurants, and enjoy an evening of friendly bidding on 150 items. Each sponsorship includes admission to the event as well as different levels of marketing benefits in ads or other printed materials.

- Patron \$125 • Major \$250 • VIP \$ 350*

Tami cautions that most sponsorships sell out and encourages members to reserve their spot as early as possible. For more information, call her at (847)513-6003.

Members recently enjoyed networking and making new connections at the Chamber's First Friday breakfast, Business After Hours hosted by PNC Bank , and the Women in Business lunch at Francesca's North



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1. Women in Business lunch presenters Kris Gorenberg and Myrna Goldberg 2. Karen Sorenson, Metro Self Storage and Marybeth Hughes-Lacy, Therapeutic Massage Center at the After Hours 3. (l to r) Ryan Smith, Matlin Law, Mohamed Hafezi and Andrew Kunzer, PNC Bank 4. Women's lunch presenter Kim Svoboda, Aspiration Catalyst 5. Mark DeBartolo, Len Roofing and Remodeling; Glenn Weintraub, AA Service Co. and Tom Len, LS Home Builders 6. Mark Zisook, First Bank of Highland Park 7. Paul Kaufmann, Shred Spot and Brent Sopol, Merchant Pro Express 8. Ann Furman, Gordon Flesch Company, Robyn Kole, Karlin Kerschner Sharpe & Co., and Cecelia Isenman, Arden Courts 9. Jan Gosselin, Gosselin Counseling and Psychotherapy and Sue Blue, Blue Life Coaching

CALENDAR OF EVENTS					JANUARY 2017				
Mon	Tue	Wed	Thu	Fri	Sat	Sun	Mon	Tue	Wed
2	3	4	5	6					
				First Friday Networking Breakfast 7:00 a.m. - 9:00 a.m. Chamber Office					
9	10	11	12	13					
		Small Office/Home Office Rountable 11:45 a.m. - 1:15 p.m. Chamber Office	Chamber Board Meeting 7:30 a.m. - 9:00 a.m. Chamber Office	Leadership Northbrook 8:15 a.m. - 3:00 p.m. Glenbrook North High School					
16	17	18	19	20					
	Women In Business Luncheon 11:45 a.m. - 1:15 p.m. Noggin Builders 3000 Dundee Rd., Ste. 201		Business After Hours 5:00 p.m. - 7:00 p.m. Francesca's North 1145 Church St.						
23	24	25	26	27					
State of the Village Address 11:45 a.m. - 1:15 p.m. Renaissance Hotel 933 Skokie Blvd.									
30	31	1	2	3					
				First Friday Networking Breakfast 7:00 a.m. - 9:00 a.m. Chamber Office					



**WINTER FITNESS
HOT DEALS**

- Eco Gym**
7 day Free Trial
Valid: Through Feb. 28
- Elements Massage**
Massage Discount Specials
Valid: Through Jan. 31
- Five Seasons Sports Country Club**
Two free training sessions with Membership
Valid: Through March 31
- Flex Fitness**
20% off your first three months
Valid: Through February 15
- Fred Astaire Dance Studio**
Two lessons for \$40
Valid through Feb. 28
- Gym Guys**
10% off all in home personal training packages
Valid: Through January 31
- JCC - Bernard Weinger Northbrook**
Free on-site childcare with family membership
Valid: Through March 31
- North Suburban YMCA**
New member special: Joiner's Fee waived; 1 hour of free personal training and 10% off program fees
Valid: Through January 31
- Progressive Sports Performance**
10% off first training package
Valid: through Jan. 2018
Restrictions may apply. For more details & special offers go to northbrookchamber.org