



NORTHBROOK CHAMBER of commerce & industry

BUSINESS NEWS & VIEWS

NORTHBROOKCHAMBER.ORG

BRINGING PEOPLE & BUSINESS TOGETHER

DECEMBER 2017

Chamber Welcomes Four New Board Members

The Chamber board will welcome four new individuals to begin three year terms in January 2018.



Thomas G. Fortman, Bell Flavors & Fragrances, Inc.

Tom has spent his entire career in the food industry and the last 20 years at the headquarters of Bell Flavors & Fragrances located in Sky Harbor Industrial Park. Bell is a

privately held international manufacturer of flavors, fragrances, aroma, chemicals, and botanical extracts. As the Vice President of Manufacturing, Tom is responsible for Corporate Quality Assurance, Regulatory Compliance, Corporate Analytical Laboratories, Engineering, Purchasing, and production from eight manufacturing sites located in the U.S., Canada, Mexico, Brazil, China, and Singapore. Prior to this position with Bell, Tom was the Vice President of Manufacturing and Engineering for North America at Quest International located in Hoffman Estates. Tom has an MS and BS in Food Science and Technology from the University of California, Davis and MBA from St. Mary's College of California. Tom has been concerned with the loss

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Retailers Offer Specialized Services to Compete with Online Sales

As they gear up for the busy holiday shopping season, retailers are finding new and creative ways to attract shoppers into their stores, both embracing the Internet and offering alternatives to online shopping.

Providing exceptional customer service, offering concierge services, constantly updating product lines and even offering local delivery are a few ways local store owners are keeping customers coming into their stores this holiday season.

According to statistics, holiday shopping accounts for more than one quarter of annual U.S. retail sales. Statistics also show that this holiday season, online spending is expected to exceed in-store for the first time.

In the past,

consumers would comb the Internet to compare prices and look for recommendations but would hit the stores when it was time to make a purchase. However this year, surveys show that shoppers plan to spend 51% of their budget online compared with 42% instore.

"We're not really afraid of the Internet," comments Brian Millman, Shelle Jewelers. "We find that it's actually a great tool for shoppers to educate themselves or get information on what's out there, so when they come into our store they already have an idea of what they are looking for." In the long run, he notes, customers realize the benefit of being able to actually feel or inspect a jewelry item or watch, compare it with others in the store, and learn more from a store expert who can explain settings, or how the item should fit. Shoppers also tell him they like the security of paying with their credit card at a store with people they know and trust, as opposed to online. They also know

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Northbrook Reports Strong Retail Data

Two indicators of Northbrook's strong economy were recently reported at the Village of Northbrook's Industrial and Commercial Development Commission (ICDC) meeting. Both low overall shopping center vacancy rates and strong sales tax receipts put Northbrook in an enviable position, according to officials.

Northbrook Shopping Center Vacancies

Northbrook's Shopping Center 4th quarter vacancy rate is now 5.6%, down from 8.7% in the second quarter of 2016. Four shopping centers are 100% occupied: Meadow Shopping Center, Plaza Park

Place (former Equitable Fund Building), Village Green Center (street level), and Willow Festival Annex (excluding the Sheraton Hotel). Five centers report less than 4% vacancies: Northbrook Shopping Plaza (3.26%), NorthShore 770 (2.45%), Northbrook Court (2.21%), Willow Festival (1.23%) and Village Square (.74%).

The shopping center with the biggest vacancy is Sanders Court, with over half the space available, due primarily to the large space that was formerly occupied by Dominicks. According to officials, efforts are underway to redevelop the center and

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It's no secret that the Internet is a powerful resource in all of our lives. In fact, it's hard to imagine our lives without it. And while I appreciate the ability to browse online, there's nothing like actually getting out and physically going

into a store to shop. One of the perks of my job is visiting our restaurants and retailers -- I love talking to the owners, the ability to see and touch the items, and the physical experience of being in their store. And happily the trip almost always ends with a purchase! Like me, many of you probably already know that shoppers in Northbrook experience outstanding customer service, terrific selections, and in some cases even delivery -- all factors that take the stress out of holiday shopping. As sales tax from these retailers is the largest source of revenue for the Village, an added benefit is that shopping and dining here also makes a difference in keeping Northbrook's economy one of the strongest on the North Shore.

The end of the year is always bittersweet, as we say good-bye to the old year and look with anticipation to all that lies ahead in 2018. Unfortunately, it's also the time bid fond farewell to members who are retiring from our

Board. Ashley Delaney was one of the most dedicated, hard-working and committed Board Chairs in my tenure here at the Chamber. I am forever grateful for her personal commitment to the Chamber's success. Neil Warnygora was a consistent supporter of the Chamber, always contributing his professional perspective and expertise. Dick Leopold and Tom Washburn, both busy owners of manufacturing companies, always kept that sector of the membership at the forefront of the Board's discussions. I hope all four of them will continue to participate as their service has made a difference.

December is also a time of generosity and compassion for others. A terrific example of this is a project taken on by one of our not for profit organizations, Hunger Resource Network, working to eradicate hunger right here in our backyard. I look forward to working with Dan and Henry on behalf of the Chamber, and doing what we do best -- helping them make connections with businesses and individuals who can contribute to their efforts.

As we enter the holiday season, I hope all of our members will take a break from their hectic work schedules and pause to reflect on their accomplishments and challenges in the past year. However and wherever you celebrate, from all of us at the Chamber, best wishes for a happy and healthy holiday. We look forward to seeing you in the New Year!

Local Group to Spearhead Hunger Free Communities Pilot Project

Thanks to a connection made through the Chamber with the global organization Alliance to End Hunger, local non-profit Hunger Resource Network (HRN) has been selected to lead a pilot project to make Northbrook a hunger-free community. One of only three communities in the country selected for the initiative, the project could have a huge impact on how local communities address hunger in their own backyard. The project kicks off in January and runs through September 2018.

HRN President Dan Jariabka and Director Henry Fetta met the Alliance Executive Committee member Patti Marshman-Goldblatt at this year's Annual Dinner. Patti helped connect Henry and Dan with her organization and its involvement with the Hunger Free Communities (HFC) initiative. Knowing that hunger exists in every community, including

Northbrook, but firmly believing the eradication of hunger is an achievable goal, Dan and Henry were excited to learn about the HFC initiative.

The project is based on the premise that because the food supply in the US is plentiful (and not a barrier to alleviating hunger), there is a tremendous benefit in sharing best practices and lessons learned across communities. To support the initiative, the Alliance is working in collaboration with the Academy of Nutrition and Dietetics and leveraging a grant received from General Mills. The grant is funding pilot projects in three U.S communities: Northbrook, Kalamazoo and Tampa Bay, and two international communities. The project includes a platform for coalitions committed to ending hunger in their localities to share their knowledge and experience with other organizers.

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BOARD OF DIRECTORS

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**NORTHBROOK CHAMBER
of commerce & industry**

2002 Walters Avenue, Northbrook, IL 60062

847.498.5555 | Tel
847.498.5510 | Fax

info@northbrookchamber.org
www.northbrookchamber.org

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returns are easier.

Robyn Swerdlow-Sprauer at Relax the Back concurs that the Internet generates interest and curiosity about her products, but that eventually consumers realize the benefit of coming into her store. "People are always comparing and looking online," she says. However, ergonomic office chairs, mattresses or pillows, have to be personally tried. Consultants trained in spinal health offer assistance, something not available to online shoppers. "We spend anywhere from one to three hours with the average customer," she estimates. Customers can also take something home for a trial period. "It's about relationship building and trust -- In the long run you have to excel at taking care of customers," she says.

Juniper clothing store owner Liz Dunton comments that the Internet is healthy for her business, as many customers "pre-shop" online and then come into the store. "People still want to try things on and avoid the hassle of returning for a different size, plus we work hard to help our customers pair their clothing items. We see ourselves as a styling resource," she says. As a specialty store, Liz and co-owner Jennifer Lawrence work hard to carry unique brands that aren't always available online, especially Juniper's popular jewelry selections. Their busy clients often come in for something to wear that weekend or for an upcoming event, do

not always have time to shop online or wait for something to be shipped; sometimes they will also even deliver!

Shoppers educate themselves by going on the website to see a gallery of brands and styles, notes Payton Rose clothing store owner Mindi Kane, whose tagline about the store is that it's "not just any boutique...it's an Experience!" She adds "I'm 'old school' and can give customers something a computer can never give you." As a neighborhood store, coming to shop in person is fun, she adds. "I'm always ahead of the styles -- I look beyond the current trends and am constantly re-inventing and picking different lines." She also designs many of the pieces in the store -- picking out colors and body styles, so shoppers always see something new and unusual when they come in. Many of her customers are older and appreciate the customer service, she adds. In addition, a loyalty program, where she can text with her customers, has vastly increased her outreach to her loyal clientele.

Downtown boutique la de da! offers a "concierge service" where a customer can call the store, say what they are looking for, hear about gift options, give a price range, indicate whether they want it wrapped, and stop by and pick it up in less than an hour. Or they can come in and literally walk out with a gift after 10 minutes. "It's really about customer service," comments

owner Jill Carlisle. She estimates that 50% of her shoppers are 'hit and run' and have limited time to get a gift, ruling out any online purchase. Her customers know and trust her, like the size of her store, the convenience of the location and her unique product lines, and also appreciate that there are no shipping charges. This year she finds shoppers are half holiday shopping, and half shopping for themselves.

At The Book Bin in downtown Northbrook, owner Alli Mengarelli and her staff will help any shopper find the book or book related item they are looking for, offer advice and suggestions for gifts. The store can also help fill out any child's "wish list" or fill out the list provided by charity groups. For example, for the Rotary "Operation Santa Claus," project, anyone can bring in a list of requested books into the store and let the staff fulfill it, working within a budget. They also offer free gift wrap, saving customers time and hassle. As one of her customers likes to say, "I came in for a book, but I left with a gift."

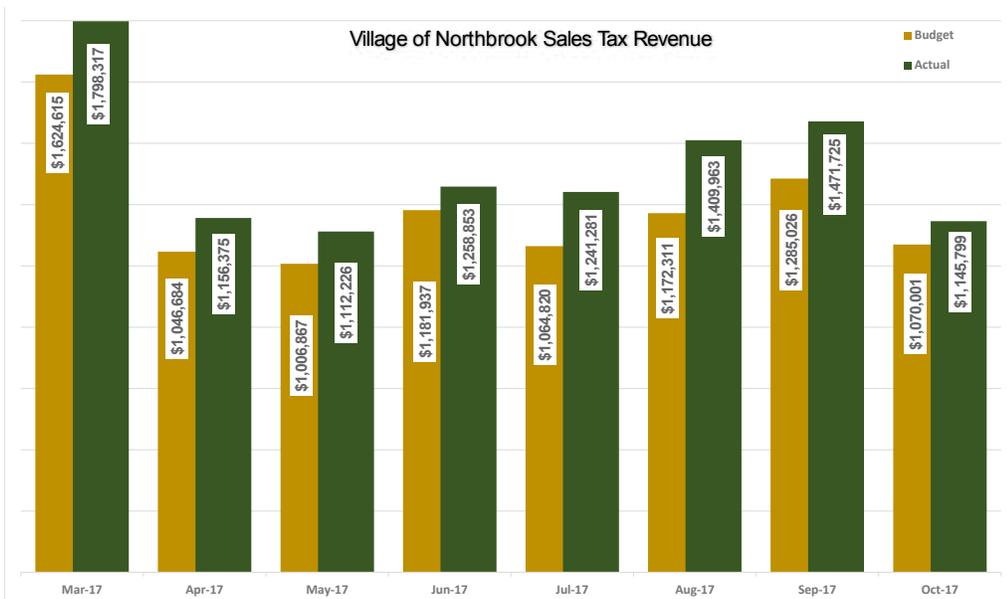
For more information about these and other retailers, visit the Chamber's website www.northbrookchamber.org, or check out the Chamber's Holiday Shopping and Dining Guide, recently mailed to all households and businesses in Northbrook. Additional copies are available at the Chamber office.

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relocate some of the business currently on Dundee to the recessed areas.

Northbrook Sales Tax Receipts

Sales taxes continue to be the largest source of revenue for the Village, according to its most recent annual financial report. Since February, sales tax receipts for every month in 2017 have consistently exceeded budget. Sales tax receipts reported in March, reflecting the fourth quarter of 2016 and the holiday shopping season, spiked to nearly \$1.8 million. In August, sales tax receipts were over \$1.4 million, exceeding budget by 17%. In September receipts were \$1.47 million, exceeding budget by over 12%. For the latest month of October, sales tax receipts were nearly \$1.45 million, more than 6% above budget.



New Board Members Cont. from pg. 1

of manufacturing jobs in the U.S. and is looking forward to helping the Chamber attract, retain, and grow manufacturing operations in the area. Tom and his wife Rose reside in Wheeling.



Jacqueline (J.J.) Hart, Allstate Insurance Co.

J.J. recently joined Allstate's Corporate Strategy group as Corporate Strategic Operations Director. In this position she is responsible for assessing trends,

conducting market analysis and analyzing current operations to develop and implement key strategies and business models that enable the Allstate Corporation to reach its goals. Prior to her current position, J.J. worked across the company in a variety of leadership roles including technology, sales, call centers, business unit strategy, marketing and corporate relations. Prior to joining Allstate in 2008, J.J. spent over 10 years at Accenture in their financial services practice. J.J. is a graduate of Michigan State University with

a degree in international relations with an emphasis on economics and the Japanese language. As part of her studies, she spent a year in Japan on a work-study program. Following graduation she returned to Japan and spent 2 years teaching English as a second language, then traveled extensively for 2 years visiting over 18 countries on 5 continents before moving to Chicago and starting her career. A new Northbrook resident, J.J. is an active volunteer in her children's schools. "I am honored to be a member of the Chamber Board as it provides me with the opportunity to lend my business experience to an organization whose goal is to help businesses and our community prosper -- truly a win-win!" she comments. J.J. and her family live in Northbrook.



Steve Schmidt, Wiss, Janney, Elstner Associates

Steve was recently named Chief Financial Officer (CFO) for global engineering firm Wiss, Janney Elstner, headquartered in Northbrook. In his

position he is responsible for the company's accounting, risk management and finances. Steve began his career with the company in January 1997 as Manager of Accounting/ Controller. He was promoted to Director of Finance in April 2016. Following graduation in 1987 from the University of Illinois at Urbana-Champaign with a B.S. in Accountancy, Steve was a CPA for the accounting firm Deloitte & Touche. Steve is the annual coordinator of a company event to benefit the Wheeling Food Pantry, and is an active member of the Chamber's Golf League. Steve has lived in Palatine for the last 15 years with his family. "I look forward to serving on the Chamber board and finding ways to give back, and support the business community," he comments.



Jason Young, Waterway Carwash

During his 16 years with Waterway, Jason has worked his way up through the ranks, starting as a Line Associate, and promoted along the way to his current

position as Market Leader at the Northbrook location. In his position he oversees the day to day operations for Waterway's current and future Chicago locations. During his tenure at Waterway, Jason has managed individual locations in the St. Louis market, as well as served as Facilities Maintenance Manager of multiple locations in the St. Louis, Cleveland and Chicago markets. His current role as Market Leader of Chicago began in July 2017. Jason has a B.A. in Management from Webster University in St. Louis. Through Waterway, he has supported numerous community organizations including the North Suburban YMCA, Glenbrook North High School, as well as Shermerfest and Northbrook Days. Previously he was a volunteer at Camp Sherwood Forest in Missouri. "Through my board service, I hope to build on the good working relationships Waterway has built with the Northbrook community since we opened 2 years ago," he says. "I'd like to increase our involvement and get to know Chamber members better, and help Waterway continue to have a positive impact on the business community."

Hunger Free Communities Cont. from pg. 2

The nine month project will involve key stakeholders in the community who will be asked to identify as many programs and projects as possible that support efforts to alleviate hunger, including what has worked well, what hasn't and where there are gaps. With assistance from the Northfield Township Food Pantry, the Chamber and Village volunteers, HRN will reach out to civic, education, healthcare, academic, business, religious and other organizations for their input and involvement.

The stakeholders will also test a playbook developed by the Academy of Nutrition and Dietetics to accomplish the goal of eradicating hunger, and provide them with feedback on its effectiveness. Half of the \$10,000 grant will go towards administrative costs and half towards a nutritionist, to provide further input. "We want to make sure there are proper nutritional resources for those who need it," points out Patti. "Research shows there are

higher costs if nutrition is not addressed." In the end, HRN hopes to develop strategies and best practices for organizations to work together to eradicate hunger, possibly creating a community-wide calendar that identifies all programs across the community dedicated to hunger alleviation.

Northbrook is a close-knit, giving community, and the project fits well with the HRN mission of being a connector and finding ways to accelerate the alleviation of hunger, according to HRN President Dan Jariabka. "We are pleased and honored to be able to participate and facilitate a project with a potentially transformational impact," he notes.

Further information will be available on the Hunger Resource Network website www.hungerresourcenetwork.org in January. Anyone interested in participating, or sharing information about existing programs at their business, is encouraged to reach out to Dan or Henry through the website.

Holiday Happenings & Events

Northbrook Court will feature extended shopping hours and special holiday photo opportunities in December. Parents can avoid long wait-times for visits with Santa by registering for an appointment on www.northbrookcourt.com. Volunteers from Orphans of the Storm will wrap holiday gifts Friday-Sunday in return for a small donation to the shelter

At the **Chicago Botanic Gardens**, visitors can experience the dazzling Wonderland Express miniature train display, a festive tradition featuring model trains and dozens of Chicago landmarks beautifully crafted in miniature from all natural materials. Enjoy caroling singalongs and ice sculpture demonstrations, and then stop by the Gift Shop for unique items for gardeners and nature lovers. Visit www.chicagobotanicalgardens.org/ for more information on holiday activities.

The **Northbrook Park District** will host a Gingerbread Workshop for families on Wednesday, December 6, 6:00pm. Parents and children can customize preassembled gingerbread houses with candy, licorice ropes and gum drops. Pizza and soda are included. Visit NBParks.org to register.

The **North Suburban YMCA** will host its second annual Holiday Extravaganza on Sunday, December 10, featuring free photos with Santa and Mrs. Claus, a festive tree lighting, caroling, and the chance to win whimsical or elegant decorated wreaths in the Deck the Halls Raffle. Open to the public free of charge from 3:00 to 6:00 p.m. For more information call 847 272-7250 or visit NSYMCA.org.

The **Northbrook Symphony** presents its annual Holiday Concert with special guests the Chicago Children's Choir, Rogers Park & Humboldt Park Neighborhood Choirs, and Music Institute Chorale, on Saturday, December 2, 7:00 p.m. at Our Lady of the Brook. Visit NorthbrookSymphony.org for details.

Take a photo with Fido and "Santa Paws" at **Heartland Animal Shelter** on Saturday,

December 2, 1:00 to 4:00 p.m. Each \$20 donation supports the shelter, and provides a link to digital images of the pet photos. Call (847)296 6400 for an appointment.

Whole Foods of Northbrook will host "A Taste of Whole Foods" on December 2, 3, 9, and 10 from 1:00 to 4:00 p.m. There will be opportunities to sample traditional favorites and new flavors, and learn more about take-out options to help plan holiday feasts.

Allgauer's will host a Breakfast with Santa on Saturdays, December 2, 9, and 16 from 8:30 a.m. - 10:30 a.m. There will be cookie decorating, photos with Santa and other activities. Call (847)509-7010 to register.

Lisker Music Foundation presents a holiday seasonal concert featuring some of the most beloved works from the Baroque era, including masterpieces of Bach, Vivaldi, Handel and more on Sunday, December 3, 3:00 p.m. at Nichols Concert Hall in Evanston. For more information visit www.listermusicfoundation.org.

Live reindeer will be featured along with holiday greenery and décor at **Red's Garden Center** on Saturday, December 9 from 11:00 a.m. - 5:00 p.m.

New, unwrapped toys for needy children for the U.S. Marines Toys for Tots program can be dropped off through Tuesday, December 12 at **Glenview State Bank, BHHS KoenigRubloff - Northbrook, American Weathermakers, Walgreens, the Northbrook Police Department, and the Village of Northbrook** lobby during office hours.

An annual favorite, there will be a performance of uplifting and joyful music at the Northbrook Community Choir Holiday Concert on Monday, December 11, 7:30 p.m., held in the auditorium at the **Northbrook Public Library**.



Celebrating the Bach to Rock Grand Opening were President Sandy Frum (2nd from l), B2R President Brian Gross, B2R Director Krysten Warnes and Chamber President Tensley Garris (2nd from r).

Home Instead Senior Care is sponsoring Be A Santa To A Senior program to collect gifts for more than 1000 area seniors this holiday season. Visit one of their locations, select an ornament with the gift request information, purchase the items listed and return the unwrapped gift to their Northbrook office prior to Dec. 20. Visit www.BeaSantatoaSenior.com for more information.

Morton's The Steakhouse will be open for lunch Wednesday through Friday the second and third weeks of December, featuring a limited a la carte menu. Lunch hours are 11:30 a.m. - 2:00 p.m.

Noggin Builders offers Winter Break workshops starting Monday, Dec. 18 through Friday, January 5. Students in Pre-K through 8th grade can enjoy a different project each day, or choose an extended length project. Call (847) 687-2450 to register.

Five Seasons Family Sports Club offers a Winter Break Day Camp for children ages four to twelve. Half day and full day options are available December 26 to January 5 (New Year's Day excluded). For details call 847-897-5030.

Goldfish Swim School celebrates New Year's Eve with a family pool party on Sunday, December 31 from 5:00 to 6:30 p.m. The party includes swimming, snacks, games, and a balloon drop. \$10/child, pre-registration required. Call (847)897-4300.

SAVE THE DATE **State of the Village Address with President Frum Monday, January 29**

Chamber members are reminded to turn the page of their calendar to 2018 and circle Monday, January 29, the date for the annual presentation by Northbrook Village President Sandy Frum. At this informative lunch program, President Frum will share valuable information about opportunities and challenges faced by the Village of Northbrook. Attendees will have the chance to share their thoughts about matters of concern and ask questions. There will also be an opportunity to learn about important staff contacts at the Village who can be helpful resources to the business community. Each Chamber company will receive one complimentary reservation for the event. Additional guests can register for \$30.



First Friday Pass to Offers Substantial Savings

Through December 29, the Chamber is offering a deeply discounted 2018 Annual Pass to the First Friday Networking breakfasts for \$85. As the cost of the First Friday breakfast will increase to \$12.00 starting in January 2018, the pass will offer over 40% savings. The First Friday pass eliminates the need to carry cash or fish around for payment. Members who pre-pay for the year will receive a personal e-mail reminder before the event every month, and need only RSVP ahead of time and check in at the door. If the pass is bought in the name of the member company, it can be used interchangeably by any employee. To purchase a pass, fill out the enclosed form or call the Chamber office at (847)498-5555. As a convenience, members can add the cost of the pass to their membership renewal invoice.

Year End Housekeeping Reminders!

With the busy holiday season, please note the following Chamber office hours and year end reminders:

- In recognition of the holidays, the Chamber office will closed on the following dates: December 25, 26 and January 1. On December 27, 28 and 29, the office will be open between 10:00 a.m. and 3:00 p.m. A staff person will be available to register anyone for an event, accept a dues payment, or answer questions. The office will resume normal business hours on Monday, January 2.
- By now all members should have received an invoice for their 2018 membership dues. This will be the sixth year in a row with no dues increase, and there is also no increase in either the gold or platinum upgrades. Prompt payment of dues keep memberships active without interruption and allows members to attend all events and programs. If you have not received your invoice or if you have any questions, please contact the office at (847)498-5555.

Monthly Networking Events

First Friday Networking Breakfast

Friday, December 1

7:00 - 9:00 a.m.

Chamber Office

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

Join over 120 members and guests for proven networking opportunities. The structured breakfast includes time for informal networking, brief introductions and roundtable discussions that will give you solid business leads. *Guests MUST register 24 hours in advance. Guest registration will not be taken at the door.*

**Help make the holidays sweeter and happier for our friends & neighbors served by the Northfield Food Pantry and Youth Services of Glenview/Northbrook. Bring a box of cereal or package of ground coffee for the Pantry or a Lego set, Barbie or Action Hero toy for Youth Services and receive free admission to this month's First Friday breakfast. \$10 Gift Cards are also welcomed.*

Women in Business Luncheon

Tuesday, December 5

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

Francesca's North, 1145 Church St.

Members \$23 before Dec. 1,

\$30 for Guests and Members after Dec. 1

Jennifer Lawrence, owner and manager of clothing boutique Juniper, and Karen Firsell, owner of restaurant Jar Bar, will be the presenters at this informal networking lunch. Each will tell their personal story and elaborate more on the establishment of their downtown businesses.

SOHO (Small Office/Home Office) Roundtable

Wednesday, December 13

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, the latest trends, marketing tips and technology.

Holiday After Hours

Thursday, December 14

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

Mission Hills Country Club

1677 S. Mission Hills rd.

Complimentary for members. \$20 for guests

Share holiday cheer colleagues at the annual, festive Holiday After Hours. Enjoy a sampling of Mission Hills' small bites, desserts and drinks. Bring plenty of business cards for a chance to win a raffle prize -- a party for 50 that includes a \$2,000 credit to be used for food and beverages.

At the Chamber's Annual Auction and Taste, hosted by the Renaissance Chicago North Shore Hotel, over 300 attendees enjoyed bidding for valuable items in the Live and Silent Auction while sampling sumptuous fare from 18 area restaurants!



1. Christi Bartlett and Lori Jordison, Chicago Gardenworks with Bruce Gonzalez, Sunset Foods **2.** Steve & Leslie Chiappetti, DrumStix Market served up their specialties **3.** Everyone's favorite Auctioneer Ron Bernardi, Sunset Foods **4.** Ed Samson, Ameri-Clean Commercial and volunteer Steven Elisco, Elisco Design Architects. **5.** (l to r) Chamber board members Marty Albert, Albert and Goodman; Jim King, Northbrook Bank and Trust with Jim Kahan, Morgan Stanley Wealth Management; and Howard Schultz, North Suburban YMCA **6.** Maral Poladian, Glenview State Bank (r) with her guest Linda Jones **7.** Chamber President Tensley Garris with Carlos Frum, Northbrook Library Trustee and Village President Sandy Frum **8.** Phil Kuhn, Hub International (l) with Stephen Barr and Toni Kinsel, Renaissance Chicago North Shore Hotel

CALENDAR OF EVENTS

DECEMBER 2017

Mon	Tue	Wed	Thu	Fri
27	28	29	30	1 First Friday Networking Breakfast 7:00 a.m. - 9:00 a.m. Chamber Office
4	5 Women in Business Luncheon 11:45 a.m. - 1:15 p.m. Francesca's North	6	7	8 Leadership Northbrook UL 8:15 a.m. - Noon
11	12	13 Small Office/Home Office Rountable 11:45 a.m. - 1:15 p.m. Chamber Office	14 Chamber Board Mtg 7:30 a.m. - 9:00 a.m. Business After Hours Mission Hills Country Club 5:00 p.m. - 7:30 p.m.	15
18	19	20	21	22
25 Chamber Office Closed In observance of Christmas	26 Chamber Office Closed In observance of Christmas	27 Chamber Office Abbreviated Office Hours 10:00 a.m. - 3:00 p.m.	28 Chamber Office Abbreviated Office Hours 10:00 a.m. - 3:00 p.m.	29 Chamber Office Abbreviated Office Hours 10:00 a.m. - 3:00 p.m.



HOLIDAY HOT DEALS

Bravo Cucina Italiana

\$10 reward card for every \$50 gift card purchase
Valid: Through Dec. 30

California Pizza Kitchen

\$20 reward card with \$100 gift card purchase
Valid: Through Dec. 30

Costco

\$10 card for new Gold Star and Business members
Valid through Dec. 31

Eve's Hallmark

Buy a Peanuts ® ornament and help Toys for Tots
Valid: Through Dec. 24

Morton's The Steakhouse

\$50 reward card with \$250 giftcard purchase
Valid: Through Dec. 24

Pandora

Free clutch with Mickey & Minnie icon charm
purchase
Valid: Through Dec. 26

Ruth's Chris Steak House

\$10% bonus card on gift card purchase of \$250
Valid: Through Dec. 31

State & Main

Holiday Party discount for Chamber members
Valid: Through Feb. 1, 2018

Sunset Foods

\$10 off any \$50 or more catering order
Valid: Through Jan. 31, 2018

*Restrictions may apply. For more details & special offers go to
northbrookchamber.org*