



# NORTHBROOK CHAMBER of commerce & industry

BUSINESS NEWS & VIEWS

NORTHBROOKCHAMBER.ORG

BRINGING PEOPLE & BUSINESS TOGETHER

MAY 2019

## Dust Off Your Clubs for the Chamber's Annual Golf Outing

One of the Chamber's most popular events, the Annual Golf Outing and Dinner brings together members, friends, clients and colleagues for a day of fun and friendly competition. Around 185 golfers gather at Sportsman's Country Club each year to play 18 holes, with extra entertainment provided along the way by enthusiastic hole sponsors. The all-inclusive event offers a casual lunch, a steady supply of snacks and beverages, and a cocktail hour and dinner at Marcello's featuring raffle drawings and golf awards. For the eighth year in a row, registration fees for individuals and foursomes have not increased.

The Outing's scramble format makes it a welcoming event for golfers at any skill level, allowing players to enjoy each other's company and solidify business relationships. Each hole has a skills contest, along with



opportunities to collect fun swag from sponsors. The afternoon is a perfect way to thank clients or reward employees, or to get to know fellow members in a new setting.

After a great day on the course, the action moves to Marcello's in downtown Northbrook for a cocktail reception, delicious dinner, presentation of awards, and distribution of raffle prizes including the \$500 grand prize. Raffle tickets can be purchased at the Chamber office, at the Business After Hours and First Friday breakfasts.

Steve Schmit, Wiss Janney Elstner Associates, has been a longtime participant in the Outing as both a golfer and an event sponsor. "I always look forward to the Chamber's annual golf outing," notes Steve. "The event is always well attended, and supported, by local businesses. It is a great place to be introduced to what the community has to offer in a casual and fun environment."

"The Chamber's Golf Outing was the first event I attended when I came to the Northbrook banking community 21 years

*Golf Outing cont. to pg. 4*

## GOLF OUTING & DINNER FRIDAY, JUNE 14

*Presented by*

**First Bank of Highland Park**

*Where Community is First!*

*Sportsman's Country Club*

*11:30 Registration, 1:00 Shotgun Start*

## Assessor's Reforms Leading to Commercial Sticker Shock

Cook County Assessor Fritz Kaegi was elected in 2018 on a platform to improve transparency, accuracy and fairness in the assessment process. Those efforts may involve significant growing pains, as commercial property owners have begun to see dramatically increased valuations in their assessment notices. According to Crain's Chicago Business, landlords of large rental properties in Evanston -- one of the first townships to be reassessed under the new regime -- have already seen assessed values double or almost triple.

Appearing at the Chamber's April Board of Directors meeting, Cook County Commissioner Scott Britton noted his concern for reassessments under his jurisdiction in Northfield Township, which will be taking place at the end of May. "It seems like a lot of the commercial properties are going to see some increases, in some cases significant increases," said Britton. "Fritz Kaegi is bringing a lot of reforms to the assessor's office. That's good.... But if you're going to see a significant increase in your property taxes, I want to make sure that it's done fairly and sometimes I think those increases may be a little bit out of

*Assessor's Reforms cont. to pg. 3*

## Last Chance to Register for May 1 Economic Outlook Breakfast

Featuring Erik Davidson, Wells Fargo Private Bank

Calling on his 30 years of experience, Davidson will take a data-driven look at the full economic picture, offering information on risk and opportunities. This annual event at the Hilton Chicago/Northbrook is held in partnership with the Deerfield Bannockburn Riverwoods and Glenview Chambers. Use the enclosed sign-up sheet to register or call the Chamber office at (847)498-5555.

### IN THIS ISSUE

**PAGE 2**  
Village Approves Budget for New Fiscal Year

**PAGE 3**  
Reserve Your Space in the Multi-Chamber Expo

**PAGE 4**  
Tales of a Networking Convert

**PAGE 6**  
CEOs of Leading Destinations Set to Speak at Women in Business Luncheon

## A Message from the Chamber President



May is a season of transition in our local governments, as candidates newly elected in municipal contests in April take up their duties and other community leaders step away from their public roles. It's a very

appropriate time to extend appreciation to the individuals who give so much of their time and energy to serve Northbrook on a wide variety of boards, commissions and organizations.

The Village Board is saying goodbye to two longtime Trustees who have dedicated themselves to the stewardship of Northbrook. A.C. Buehler and James Karagianis have served a 26 and 24 years on the Board respectively, providing great leadership as the Village faced periods of large-scale development, economic downturn, and everything in between. The Chamber is grateful for their insightful participation in discussions that recognized the critical relationship between the health of the business community and the vitality of the Village.

We also welcome Jojo Hebl and Heather

Ross as they join the Board, and congratulate Bob Israel on his re-election. They are among the many committed volunteers whose hard work provides us all with our outstanding schools, library, park district facilities, and other public services.

The Chamber has a unique platform to help develop future leaders through its Leadership Northbrook program. In April, 21 participants completed the eight-month series of behind-the-scenes tours and discussions, strengthening their understanding of local issues and inspiring civic engagement. This was our 30th year of running the program, and I'm proud to see our alumni shaping policy and improving the community in a host of ways. If you would be interested in joining the 2019-20 Leadership class that begins in September, feel free to contact me this summer for an application.

We're deep in the planning stages for our favorite summer event, the annual Golf Outing on June 14. Get ready to enjoy a day of fun on the course meeting old friends and making new connections. Mark your calendar and let us know that you'll be there -- a registration flyer is inserted in this newsletter. See you at Sportsman's!

## Village Approves \$95.5M Budget for New Fiscal Year

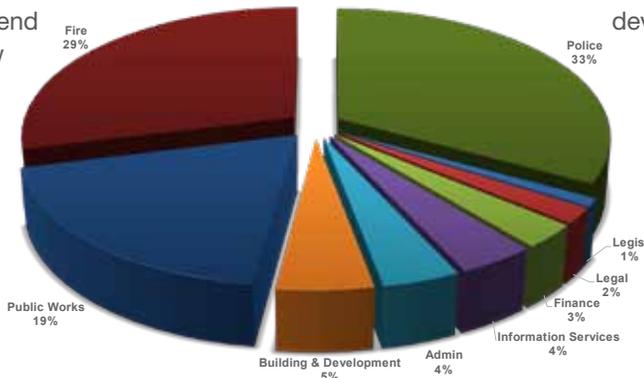
In its April 9 meeting, the Village Board approved Northbrook's budget for fiscal year 2019/20. The balanced budget of approximately \$95.5 million required no new taxes despite the continued pressure of declining sales tax collections. Noting that the sales tax revenue estimates for FY2018/19 were 3% below budget expectations, Village staff planned for a continuation of this downward trend moving into the new fiscal year. Sales taxes remain the primary revenue source providing 31% of the general corporate fund.

Overall operating expenses

for the Village have remained stable, with only a modest 4% increase over the past three fiscal years. New sources of revenue include anticipated building permits associated with Northbrook Court and other projects.

The budget includes a continuation of the longstanding partnership between the Village and Chamber for ongoing marketing and economic development efforts that benefit the entire community.

The partnership is funded by a distribution of approximately \$83,000 from local hotel taxes.



## BOARD OF DIRECTORS

**Robert Caldwell - Chair**  
Hallmark Homecare

**Steve Schmit - Treasurer**  
Wiss, Janney, Elstner Associates, Inc.

### DIRECTORS

**Holly Allgauer - Cir**  
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**Peter Balyeat**  
Korman Lederer & Associates

**Stephen Barr**  
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**Thomas G. Fortman**  
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**Hania Fuschetto**  
Glenbrook Hospital

**Gregg Gerstin**  
Align Wellness

**Allison Gilley**  
The Book Bin

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

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Shred Spot

**James King**  
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**Robyn Kole**  
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**Arnie Krause**  
The Claim Company

**Brian Lee**  
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**Julie Lerman**  
The Franklin Law Group

**Michael Nortman**  
Crossroads Partners

**Glenn Weintraub**  
AA Service Co.

**Jason Young**  
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### STAFF

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President

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Communications Manager

**Kathi Quinn**  
Membership Director

**Katie Walther**  
Programs & Events Manager



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## Reserve Space in the Multi-Chamber Business Expo, July 22

Boost awareness of your brand and meet new customers at the annual Multi-Chamber Business Expo and After Hours on Monday, July 22. The Expo provides a unique setting to showcase your business for a large audience of potential clients. Face-to-face interactions combined with instructive displays allow exhibitors to connect with attendees on a personal level.

Presented at the Hilton Chicago/Northbrook, the Expo accommodates 65 exhibitor businesses from the Northbrook, Glenview, and Deerfield Bannockburn Riverwoods (DBR) Chambers. Over 400 attendees and exhibitors will enjoy excellent networking along with food and drink graciously provided by the Hilton. Each Expo booth offers ample space for highlighting your business's strengths. Product demonstrations, samples, and informative displays attract attendees, and personal conversations allow you to establish your expertise.

Expo spaces are available at two levels. The standard package includes a six-foot skirted table, complimentary WiFi access, and marketing benefits coordinated by the Chamber. The premium package adds a wall-space placement, electrical outlet,

and extra space for floor signage. Due to space limitations, only 24 premium exhibitor reservations can be accepted and will be taken on a first come, first served basis.

Derek Gau, Apigrate, a first-time exhibitor at the 2018 Expo, looks forward to returning. "Participating in the Expo was both fun and surprising!" says Derek. "I had heard that it was well-attended, but was rather surprised to find it shoulder-to-shoulder (in a good way) after it got underway. As an exhibitor it was also nice to get set up early and walk around and meet other peers. We've forged some great ongoing business relationships as a result."

Registration fees are \$225 for the Standard Package, \$275 for the Premium Package if booked by June 24, and increasing to \$300/\$350 after June 24. Last year's Expo spaces were sold out by



the end of June, so don't delay! Complete the enclosed registration form to reserve your spot today or call Katie Walther at (847) 513-6003 with any questions.

### Assessor's Reforms cont. from pg. 1

line. My staff and I are going to be available to help both individuals and businesses for any help they need with the tax structure."

One of the proposals sought to support Kaegi's reform efforts is under consideration in Springfield. House Bill 2217, in committee at press time, is a "data modernization" bill that Kaegi argues will improve the accuracy of initial assessments for businesses, thereby reducing the need for appeals. The law would require some owners of commercial property to submit data on the income produced by the property, including federal income tax information (such as Internal Revenue Service Schedule E or Schedule 8825), annual reports, rent rolls, and annual income and expense statements. The proposed bill would exempt commercial properties with a market value under \$400,000 and residential properties with six

or fewer units, or with a market value under \$1 million. The requirements would apply only in Cook County.

In an interview with WTTW-TV, the assessor argued that new disclosure requirements would benefit commercial investors by reducing the prevalence of appeals.

"We think it will de-risk our assessment system by providing more transparency and also encouraging investment in the county by being able to publish really accurate data on real estate market conditions," said Kaegi. Since this type of data is regularly submitted as part of an appeal, Kaegi sees the information as a tool to produce assessments that reflect market realities.

During his visit to the Chamber, Britton noted that several other large cities have similar disclosure requirements and commented that he believes the data will

be adequately protected for privacy within the assessor's office. Some critics of the law remain concerned. The Illinois Retail Merchants Association (IRMA) stated on its website, "We share the goal of a more accurate and transparent assessment process but believe the proposal in its current form is highly flawed. Just to name a few examples of issues that must be hammered out in detail include definitions, privacy, scope of data, program evaluation, etc. This is a highly technical area where the smallest omission or error can have grave consequences."

For questions involving assessments or other county matters, Commissioner Britton invites residents and business owners to contact his Glenview office at (847) 729-9300.

## Golf Outing cont. from pg. 1

ago, and I've returned almost every year since then," recalls Jim King, Northbrook Bank & Trust Co. "You meet so many great people, from the other golfers to the hole sponsors to the volunteers. I like to bring clients and guests who really enjoy the whole event. The topper is the great cocktail hour and dinner at Marcello's, which is the perfect way to cap the day."



## The golf package includes:

- Putting contest with a \$200 prize
- 18-hole "best ball" scramble tournament
- Lunch prior to tee-off
- Snacks, beer and soda on the course
- Complimentary golf carts
- Contests and prizes on every hole
- Cocktails, appetizers and dinner at Marcello's
- Awards for best play
- Hospitality bag with gift items

Sign up before Friday, May 17 and take advantage of the early bird registration rate of \$185 for individuals, \$695 for a foursome. To register, complete the enclosed flyer or call (847) 498-5555.

## Not a Golfer? Not to Worry!

Be part of the Outing excitement by joining us for the cocktail hour and dinner at Marcello's. Dinner registration is \$60 and includes drinks, appetizers and dinner.

Members are also encouraged to purchase raffle tickets, available at the Chamber office, Business After Hours and First Friday breakfasts. Prizes include a \$500 cash prize, as well as hotel overnights, sports tickets and restaurant certificates.

## Tales of a Networking Convert



by David Telisman, David Telisman Communications

*I'll never forget my initial First Friday experience two years ago. Sometime after I delivered a nervous, voice-cracking elevator pitch, I remember Dan Gelfond saying, "People will do business with those they like, know, and trust." Though I was incredibly green and networking-intolerant at the time, Chamber members offered the support I needed to change my outlook.*

Before joining the Chamber, I viewed networking through a muddled lens. I thought that you networked because you needed a new job, and I felt like I was imposing and bothering people. Thankfully, I've learned that successful networking really is cultivating relationships and being a giver. The results are invaluable: you build trust and respect, and business opportunities grow from there.

How do you get started? To quote Bob Caldwell, "Show up." Those two simple words are vital to developing your networking muscle. Show up to as many events as you can, and get involved on the planning committees for the Annual Golf Outing & Dinner or the Taste & Auction. The more present you are, the more people will remember you.

When you meet someone during these events, make the effort to learn about their business and story. Ask questions: Who

is your ideal client? Who are people with whom you want to connect? Never end a networking conversation without asking how you can help.

Consistently following up with people is key to establishing your networking sea legs. I learned to set calendar reminders to touch base with my network. Utilize whatever system works best for you--whether it's Outlook, Google Calendar, or a CRM--to track your networking activity. Schedule follow-up meetings each quarter, and look for ways to connect people to each other.

In conclusion, show up, give, and build relationships. Fill up the time you're not spending on client projects with networking appointments, and be sure to stay in touch with the good folks in your network.

*David Telisman Communications creates outstanding websites and content writing that inspires your customers to buy from you. Contact us at david@davidtelisman.*

## Multiple Chamber Members Honored with Choice Awards

22nd Century Media recently announced the results of its Third Annual North Shore Choice Awards, and the Northbrook Chamber was well represented on the list of winning businesses. Awards were selected by votes placed by readers of the Northbrook Tower and other 22nd Century publications, reflecting strong bonds of customer loyalty.

Congratulations to these Chamber members who were award winners, several in multiple categories:

- American Weathermakers
- Coldwell Banker Residential Brokerage
- Costco Wholesale
- Covenant Village of Northbrook
- Expedia Cruiseship Centers
- Fields Auto Group
- Franz Jewelers Ltd.
- Georgie V's
- Glenbrook Hospital
- Heart Certified Auto Care
- Illinois Bone & Joint Institute
- Janzen Janzen & Chwa Orthodontics, Ltd.
- Josh's Hot Dogs
- Juniper Boutique
- La de da!
- Lewis Floor & Home
- Lou Malnati's Pizzeria
- Marcello's
- North Shore Aesthetics
- North Suburban YMCA
- Pinstripes
- Ravinia Plumbing & Heating
- Sportsman's Country Club
- Sunset Foods
- The Glen Club
- The Optometrists of the North Shore
- Village Treasure House
- Waterway Carwash.

**Juniper Boutique** was named “Best Boutique for Weekends” in the April issue of NS Magazine. The editors praised Juniper’s selection of “perfect jeans, beautiful sweaters, interesting necklaces, and fun, date-worthy dresses.”

Chuck Gitles, **First Bank of Highland Park**, was elected to the Glenview Village Board on April 2. His past civic involvement includes 12 years on the Northbrook/Glenview District 30 school board, serving as president for the last four.

**Shellé Jewelers** holds its 4th Annual Lillian C. Millman Mother’s Day Event on Saturday, May 4, featuring a trunk show of top jewelry designers. A portion of proceeds benefit Keshet’s Adult Day Program and Residential Initiative. For more information, visit [ShelleJewelers.com](http://ShelleJewelers.com).

**Rotary Club of Northbrook** and **Sunset Foods** present a Vitalant blood drive on Saturday, May 4, 8:00 a.m. to 1:00 p.m. in the Sunset mezzanine. Donors receive a coupon for free Culver’s frozen custard. To sign up, call (877) 258-4825 or visit [Vitalant.org](http://Vitalant.org) and use group code NV32.

The **Northbrook Symphony** presents “Celebrate Romanticism” on Sunday, May 5, 4:00 to 6:00 p.m. at Glenbrook North High School’s Center for the Performing Arts. The program includes works by Alexander Glasunov as well as Johannes Brahms’s Piano Concerto No. 2 featuring pianist Susan Merdiger. Tickets available at [NorthbrookSymphony.org](http://NorthbrookSymphony.org).

The **Northbrook Park District’s** annual Northbrook on Ice program returns for four performances during Mother’s Day weekend May 10 - 12, featuring hundreds of local skaters. For tickets or more information visit [NBParks.org/programs](http://NBParks.org/programs).

**Pulse Technology** was one of 23 companies recognized by the Daily Herald Business Ledger in its 29th Annual Awards for Business Excellence. Pulse was honored in the category for family businesses.

**AmpliVox Sound Systems** has updated its website, [Ampli.com](http://Ampli.com), with 360 Spin images

*(From left) Mindee Epstein, Tip Top Rehab and Training joined Scott Kempler and Christi Turdo, Glenbrook Racquet Club in welcoming Chamber President Tensley Garris and other Chamber members to the March Business After Hours at the recently remodeled racquet sports facility.*



for many of its most popular products. The new images enable customers to interact with the products online by spinning the image and zooming in on important features.

**School District 30** invites current Maple School families, alumni, and community members to a closing ceremony and open house for the old school building on Thursday, May 23, 6:00 to 8:00 p.m. The event will provide a final chance to tour the school before it is demolished in June, replaced by the new Maple School just west of the original building.

**Campanella Children’s Choir** will participate in the 2019 National Children’s Festival Chorus at Carnegie Hall on June 7-10. Selected after a very competitive application process, they will perform with other choirs under the direction of internationally-known conductors.

Support the 4th of July festivities, presented by the **Village of Northbrook** and the **Northbrook Park District**. Sponsorship opportunities include parade entries, recognition on event website, and other benefits based on commitment levels. Applications are due by Friday, June 7. Visit [Northbrook4thofJuly.com](http://Northbrook4thofJuly.com) for details.

At the **Glenbrook North High School** Business Incubator Program Pitch Night on Tuesday, May 21, teams of student entrepreneurs will make “Shark Tank”-style presentations in a competition to receive funding for their project. Advisory Board members for the program include Michael

Nortman, **Crossroads Partners**, Doug Boersma, **Northbrook Bank and Trust**, and Denise Press, **BMO Harris**. The event runs from 7:00 to 9:00 p.m. at the Northbrook Public Library and is open to the public.

**Hunger Resource Network** held a successful Community Outreach Day on April 6. Over 100 volunteers, including many Chamber members, gathered at **Sunset Foods** to help load three semi-trailers filled with 126,000 pounds of frozen chicken for distribution to 100 local food banks.

The **North Suburban YMCA** presents Seniorpalooza, an expo of products and services for older adults and caregivers, on Wednesday, May 29, 11:00 a.m. to 2:00 p.m. Businesses interested in exhibiting should contact Kim Nyren, [knyren@nsymca.org](mailto:knyren@nsymca.org).

**First Bank of Highland Park** was named one of the top 100 places to work by Crain’s Chicago Business. Selections were based on survey responses from over 14,000 Chicago-area employees.

The Annual Downtown Northbrook Sidewalk Sale will be held on July 5 and 6, featuring community groups, sales by downtown stores and other vendors, raffles, and children’s activities. To apply for a sponsored booth, visit [NorthbrookNine.com](http://NorthbrookNine.com) or call (773) 398-6488.

**Bach to Rock** offers a wide variety of half and full day music summer camps for ages pre-K to high school. For schedules and registration, visit [BachtoRock.com/Summer19](http://BachtoRock.com/Summer19).

**Monthly Networking Events**

**First Friday Networking Breakfast**

Friday, May 3  
 7:00 a.m. - 9:00 a.m.  
 Chamber Office  
 \$12 members, \$20 guests payable at the door\*

*\*Guests MUST register 24 hours in advance.*

Join over 100 members and guests for this proven networking event. The structured program includes time for informal networking, brief introductions and roundtable discussions that will give you solid business leads.

**SOHO (Small Office/Home Office) Roundtable**

Wednesday, May 8  
 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. Topics include best business practices, new trends, marketing tips and the latest in technology.

**Multi-Chamber Networking Lunch**

Thursday, May 9  
 11:30 a.m. - 1:30 p.m.  
 White Eagle Events and Convention Center, Niles, IL  
 Members \$30 by April 29  
 Guests and Walk-Ins, \$40  
 With attendees from 12 area Chambers, enjoy a productive networking experience at this structured event. Each participant has an opportunity to speak about their business, rotating through three distinct groups. Table assignments begin promptly at 12:00 noon. Anyone not checked-in by 11:45 a.m. will risk having their space given to another participant. Walk-ins are discouraged and may not be accommodated.

**Business After Hours**

Thursday, May 16  
 5:00 p.m.- 7:00 p.m.  
 Life Time Athletic Northbrook  
 1100 Skokie Blvd.  
 Complimentary for members, \$20 for guests  
 Discover the 89,000 square foot Life Time Athletic Northbrook resort that features indoor and outdoor pools, a salon & spa, a café, and exceptional fitness facilities. Bring your business cards to share and enter in the raffle for exciting prizes.

**Multi-Chamber Women in Business Luncheon Welcomes Special Guest Speakers**

Thursday, May 23  
 11:45 to 1:30 p.m.  
 Chicago Botanic Garden  
 McGinley Pavilion  
 1000 Lake Cook Road, Glencoe  
 \$25 for registrations received  
 by May 20, \$35 after May 20

Women of the Chamber are invited to enjoy an afternoon of multi-chamber networking in a uniquely beautiful setting: the open-air McGinley Pavilion at the Chicago Botanic Garden. The luncheon will feature presentations by two accomplished CEOs of nationally recognized destinations: Jean Franczyk of the Chicago Botanic Garden, and Susan Abrams of Illinois Holocaust Museum & Education Center. Each will reflect on their personal journeys as professional women and leaders in the field of educational museums.

As CEO of the world's third largest Holocaust museum, Susan Abrams promotes a timely message of human rights, justice and action and champions innovative technology that preserves the lessons of Holocaust survivors for future generations. Jean Franczyk leads one of the world's great living museums and conservation science centers, encompassing gardens, islands, natural areas, and education facilities visited by over a million guests each year. Each came to their current positions with extensive experience in non-profit management with renowned institutions.

Participating organizations include the Northbrook, Deerfield Bannockburn Riverwoods, Glencoe, Glenview, Highland Park, and Winnetka-Northfield Chambers, and Chicago's North Shore Convention and Visitors Bureau. All professional women are welcome. RSVP by May 20 to take advantage of a \$25 advanced registration rate, which includes lunch and complimentary parking. Admission at the door will be \$35. Register online at [www.northbrookchamber.org](http://www.northbrookchamber.org) or call (847) 498-5555.



Susan Abrams



Jean Franczyk

**Not Getting Chamber Emails? Check Your Spam!**

Have you been missing our emails? Since the start of 2019, we've noticed an increase in email addresses that have "bounced back" our weekly event reminders and monthly e-Announcements. Members should be receiving Chamber messages each Friday morning and on the first business day of the month. Please check with your IT administrator to ensure that all emails from "northbrookchamber.org" are authorized to come to your inbox.

The Chamber welcomed new businesses and elected officials to the community this spring.



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1. Bob Caldwell, Hallmark Homecare greeted Cook County Commissioner Scott Britton 2. Shannon Valko (center) and The Kindness Connection team joined Chamber President Tensley Garris and Village President Sandy Frum at the non-profit's grand opening. 3. Gail Eisenberg, 22nd Century Media, Wayne Karlins, Reed Social Media, and Rabbi Nancy Landsman, Congregation Ahavat Olam volunteered for Hunger Resource Network. 4. Glenn and Sandi Moak (front), surrounded by their staff, cut a grand opening ribbon at A Body with Heart. 5. The Chamber and Village welcomed Lux Salon, owned by Margaret Snopek and Sarah Gorsky, to Downtown Northbrook. 6. Patti Marshman-Goldblatt, NorthShore Loyalty and Robin Fields, Toffee Break Desserts shared their professional histories at the Women in Business lunch. 7. Geoff Horwitz, The MacMentor, led a Chamber workshop with Apple device tips. 8. Staff members from The Citadel of Northbrook marked their grand opening. 9. Donna Meyer, Solus and Raymanda Floden, Wise Eyes Bookkeeping enjoyed the First Friday breakfast.

CALENDAR OF EVENTS					MAY 2019
Mon	Tue	Wed	Thu	Fri	
29	30	1 Annual Economic Outlook Breakfast 8:00 a.m. - 9:30 a.m. Hilton Chicago/Northbrook	2	3 First Friday Networking Breakfast 7:00 a.m. - 9:00 a.m. Chamber Office	
6	7	8 Small Office/Home Office Roundtable 11:45 a.m. - 1:15 p.m. Chamber Office	9 Chamber Board Mtg 7:30 a.m. - 9:00 a.m. Multi-Chamber Networking 11:30 a.m. - 1:30 p.m. White Eagle Center, Niles	10	
13	14	15	16 Business After Hours Life Time Athletic Northbrook 5:00 p.m. - 7:00 p.m.	17	
20	21	22	23 Multi-Chamber Women In Business 11:45 a.m. - 1:15 p.m. Chicago Botanic Garden	24	
27 Chamber Office Closed in observance of the Memorial Day Holiday	28	29	30	31	



**MOTHER'S DAY  
HOT DEALS**

- Allgauer's on the Riverfront**  
Mother's Day Champagne Brunch  
Valid: May 12
- Dairy Queen**  
\$5 off an 8" cake  
Valid: May 1- 31
- Eve's Hallmark**  
BOGO on Select Scented Candles  
Valid through June 15
- Francesca's North**  
Mother's Day Brunch Buffet  
Valid: May 12
- Juniper**  
\$15 Gift Card with \$100 Gift Card Purchase  
Valid: May 6 - 12
- Maggiano's Old Orchard**  
Mother's Day Brunch Buffet  
Valid: May 12
- Pinstripes**  
Mother's Day Brunch and Holiday Game Prices  
Valid: May 12
- Toffee Break Desserts**  
Pink stripe gift package, \$8  
Valid: May 1-31

*Restrictions may apply. For more details & special offers go to [northbrookchamber.org](http://northbrookchamber.org)*