

Business News

The Voice of the Roselle Chamber of Commerce & Industry

October 2018

Volume XXV Issue 10



Chamber Honors Service and Leadership

The Roselle Chamber of Commerce and Industry continues its annual tradition of recognizing individuals for their contributions to the community. The Joseph G. Salerno Business Person of the Year Award honors professional successes and leadership in the community, and the Brian K. Healy Service Award pays tribute to outstanding community service. We're pleased to announce this year's award recipients!

Don Helmig, Catering with Elegance Business Person of the Year

In 1959 Don Helmig began his food industry career flipping hamburgers at Gossage Grill in the northwest side of Chicago, eventually building the business to ten locations in Chicago and several suburbs. Always looking to expand Don worked with a friend one evening catering a fundraising event and thought it to be exciting. In 1970 he established Gossage Catering with experience in serving many dignitaries, federal, state and local politicians. Somehow in 1976 Don feels he was fortunate to be hired as cater for a wedding of a friend's daughter at Glendale Golf Club, now known as Bloomingdale Golf

Club. Needless to say, this opened the door to his future. Don is still caterer to Bloomingdale Golf Club. Don has many memories including coffee with Vice President George Bush at Glendale Golf Club with the opportunity to serve him again in Gilberts, Illinois and the Mid-West Club in Oakbrook. Fast forward through a fabulous career, family is key to his success and happiness. Don is proud father of three, grandfather of five, and great grandfather of five.



According to Don, "Being in business in this community has been good for me, I have made friends and clients from all walks of life, making my job one that is most

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Upcoming Events... *Mark your calendar!*

Member Dinner

Tuesday, October 16, 5:30 pm

Spavone's Ristorante

266 W. Lake Street, Bloomingdale

DuPage County Board Member Sam Tornatore will speak about the county's budget and programs of interest to business.

Member Orientation

Thursday, October 18, 8:00 am

Roselle Bank & Trust

1350 W. Lake Street, Roselle

Learn how to take advantage of your membership and our activities from experienced members.

Business After Hours

Wednesday, October 24, 5:30 pm to 7:30 pm

Medinah Park District

22W130 Thorndale, Medinah

Check out what the Park District has to offer while networking with fellow-chamber members.

Multi-Chamber Lunch

Thursday, October 25, 11:30 am

Medinah Shrine Center

550 Shriners Drive, Addison

Join us for an opportunity to meet with area legislators and hear an update on current issues affecting the region.

Board of Directors

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Salerno's Rosedale Chapels

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Executive Director, Gail Croson

Letter from the President

In 1917, five years after Juliette Gordon Low founded the Girl Scouts, a troop based in Muskogee, OK baked and sold cookies in the school cafeteria. Following their success, Girl Scout troops around the country began baking and selling cookies as a fundraiser. By the 1920's the practice was widespread and the door-to-door sales of sugar cookies packed in wax paper bags for 25 cents began. It was networking that made sales grow.

Networking opportunities are everywhere. You no longer must leave your house to be able to network, but studies show that online networking doesn't hold the same power as in-person networking. Networking is critical to landing a job, learning about opportunities before they are broadcast, and getting more sales for your business.

You need to do it, even if you hate it, and one of the easiest most effective networking groups is the chamber. But the chamber does more than just introduce you to others. It offers very strong networking tools and opportunities. According to HubSpot, 85% of people "say they build stronger, more meaningful business relationships during in-person business meetings." Chambers facilitate this almost on a weekly basis in some form or fashion, but there are a host of other ways they can help you improve your networking.

If you're like most people, you're not a natural networker. It's something you do because you know it's necessary, but not something you enjoy. The chamber is rich with experience and advice on how to improve your networking skills. Don't be shy to admit to the chamber officers that you're struggling with networking. They can easily keep an eye out for you and help introduce you to the people who can make a difference in your business. You don't get this kind of service from an online group.

Networking is painful for most of us but having an organization that specializes in it can help you get the training and assistance you need to get more customers and grow your business. Chamber membership is a pretty small price to pay for that. Let's see you at the next Roselle Chamber of Commerce event! Thank you.

John Binneboese
Itasca Bank & Trust Co.
(630) 773-0350

Roselle Chamber Business News

Editor: Gail Croson, Executive Director

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enjoyable. It's like the parties never end. The Roselle Chamber of Commerce has opened many doors of opportunity for Bloomingdale Golf Club and Catering with Elegance. Thanks for giving me the opportunity to enjoy a great career."

Dr. Jay P. Mueller, DDS Service Award Recipient

Jay Mueller moved to Roselle in 1981 and was a founding partner of Roselle Dental Associates. Twenty years later he started a new dental practice, Mueller and Associates Dentistry, where he still practices today. In 1982 he joined the Roselle Chamber of Commerce and Industry where he has remained an active member. He



was elected to the Chamber Board in 1985 and has held every office – Secretary, Treasurer, Vice President and President. In 1991 Jay was named the Roselle Business Person of the Year. He presided over committees that established the Roselle Walk of Names at Turner Park and Banner Program. He also served the committee that built the Gazebo at Turner Park. Jay agreed to chair the Annual Rose Parade in the mid-80's and continues to bring this top-notch event to our community. He has chaired and co-chaired the Beer Tent many times since the Taste of Roselle began. This year Jay brought the idea of Sip and Stroll to the community and the Chamber Board. Based on this event selling-out, he continues to bring his experience and knowledge of how to successfully serve our community.

Jay lives in Roselle with his wife Lynne. He has three daughters who are married and who all live in the Chicagoland area. He is especially blessed with four grandchildren. His middle daughter Amy is also a Dentist and has been practicing with Jay since 2010.

Jay stated, "Roselle has been a blessing to myself, my business, and my family in so many ways. Great people, great families, great location. And it just keeps getting better! I feel very lucky to have been a small part of it."

Awards Ceremony

The Chamber invites you to pay tribute to Don and Jay at the upcoming Annual Holiday Party & Awards Banquet on December 7. Watch for your formal invitation to the party in early November!

Celebrate the Season!



Mark your calendars for our Annual Holiday Party & Awards Banquet on Friday, December 7 at Bloomingdale Golf Club. We'll have great entertainment, food and drink, and awards program honoring individuals for their dedication to the Chamber and our community.

The evening will start with a reception including open bar serving premium brand cocktails and hors d'oeuvres. We'll enjoy a scrumptious dinner followed by award presentations when we pay tribute to our Business Person of the Year, Business of the Year, and Service Award Recipient, and install our 2019 Board of Directors. We'll top off the night with music and dancing.

Formal invitations will be sent out early November . . . Be sure to join us!

Member Orientation

On Thursday, October 25, 9:00 am we will hold a Member Orientation when Chamber representatives will offer an overview of the Roselle Chamber and its activities. New and prospective members are encouraged to attend as well as members who may have dropped off the radar a bit. Whether this is a first-time meeting for new or prospective members or a meeting to introduce a long-standing member business, we expect these meetings will strengthen and grow our Chamber. We thank our partner Roselle Bank & Trust for their support in hosting these meetings.

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Invite a business associate! If you would like to attend or know of a particular business that will benefit from participation, please contact Gail at the Chamber office at (630) 894-3010 or executivedirector@rosellechamber.com.



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eBlast Service

Do you have a special event or other announcement that you'd like to share with your fellow-chamber members? We can help! Using the Chamber's e-Blast Service your email message will reach over 250 recipients.



For more information or to schedule an e-blast, please contact Gail Croson at the Chamber office, (630) 894-3010 or executivedirector@rosellechamber.com.



Business After Hours Hosting

In the upcoming months the Board of Directors will be working on the Chamber's 2019 Calendar of Events. As a staple, our calendar provides for Business After Hours event on the fourth Wednesday of the month which are hosted by member businesses.

Our partnership begins with the Chamber's promotion of the event followed by an invitation to the membership.

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Reservations will be collected by our office and reported to our host as we get closer to the event. At the event, a Chamber provided Ambassador will greet and provide name badges for all attendees.

As a member host, there are many elements to consider in preparing for a successful event which include:

- offering a variety of complimentary warm and cold appetizers,
- complimentary beverages to include wine, beer, pop and water (mixed drinks optional),
- contributing item(s) for raffle drawing, and
- providing a Greeter Table near the entrance for Chamber Ambassador to register guests and collect their business cards for the raffle.

This is a terrific opportunity to bring 50 or more potential customers into your business while at the same time offering fellow-Chamber members a networking venue. If you'd like to host an After Hours, please call Gail Croson at (630) 894-3010.

We Want You!



Get more out of your Chamber membership by getting involved! Regular attendance at monthly member meetings are a great venue to get you and your business known. Chamber annual events offer additional networking opportunities to build and strengthen relationships with your fellow chamber

members. Be sure to mark your calendar with our upcoming meetings and events and register for these activities by contacting the Chamber office as well as through reservation links displayed in our email messages!



Request for Bids

The Roselle Fire Department is currently seeking bids for two projects. Sealed bids for the Generator Replacement Project are due by 3:00 p.m. on October 15, 2018, and sealed

bids for the Apparatus Bay Floor Radiant Heat Replacement Project are due by 3:15 p.m. on October 15, 2018. Details, including bid packets for each of these projects, are available on the Village of Roselle website at www.roselle.il.us/bids.

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Roselle Chamber of Commerce and Industry
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Chamber Names Business of the Year

Itasca Bank & Trust Co. has been named Business of the Year by the Roselle Chamber of Commerce. A little over nine years ago, Itasca Bank & Trust Co. met with Mayor Smolinski and the Village of Roselle Board of Trustees to request the opportunity to build a bank in the village. The Mayor and the Board welcomed the request with enthusiasm and the Bank opened its doors at the corner of Roselle Road and East Irving Park Road in July of 2011.



Itasca Bank & Trust Co.

Together we'll shape the future

As a true community bank, one of the top goals of Itasca Bank & Trust Co. has always been to be Roselle's preferred bank for personal and business banking needs. The support shown for Itasca Bank & Trust Co. by the residents and businesses of Roselle has been extraordinary in every respect and has contributed to their growth year after year. Itasca Bank & Trust Co. is proud to be a business in Roselle and looks forward to many years of helping shape a stronger financial future for its customers and the community of Roselle.

Join the Chamber at this year's Holiday Party & Awards Banquet when we celebrate our award recipients.