

Happy Anniversary!

Congratulate our Buffalo Grove Area Chamber members celebrating milestone anniversaries with the chamber in 2003—

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25 Years

Wheeling Township

15 Years

- | | |
|---|---|
| Buffalo Grove Law Offices | Lou Malnati's Pizzeria |
| Café Winberie | Manning, Silverman & Co., CPAs |
| First American Bank | National City Bank |
| Greater Woodfield Convention
& Visitors Bureau | Omni Youth Services |
| Hamilton Partners | Re/Max Experts-Phyllis Rose
& DeAnn Glover |
| Kovitz, Shifrin & Nesbit | Smith Back & Neck Pain Center |
| Long Grove Confectionery Co. | Yen Yen Restaurant |

10 Years

- | | |
|------------------------------|--|
| A Touch of Health | Lauren Garfield, DDS |
| Blimpie Subs & Salads | Hymen & Blair, PC |
| Buffalo Grove Days Committee | In Working Order |
| Business Advisors, Inc. | Stan Kotecki Photography |
| RJ Drazner & Associates | Lists & Letters |
| Executive Chauffeuring | Nationwide Insurance –
Susan Moore Agency |

5 Years

- | | |
|---|---------------------------------|
| Amlt at Windbrooke | Lincolnshire Cruises & Tours |
| Bill's Youth Football Association | Northwest Community Healthcare |
| Buffalo Grove Golf Club | Okamoto Corporation |
| Buffalo Grove Police Dept. | Optimum Fitness |
| Buffalo Grove Recreation Association | Partners in Oral Health |
| Chicago Custom Cabinets & Fronts | Pear Tree Catering |
| Chunowitz Teitelbaum & Baerson, CPAs | Personalities, Inc. |
| Dairy Queen | Rosk-A-Deli |
| Foss Remodeling & Design | Spring Interiors |
| Giordano's Pizza | State Farm Insurance—Pam Meyers |
| Shari Green, The Thumb Lady | David Stolman & Associates |
| Hampton Inn & Suites | Sunrise Assisted Living |
| Highland Park Hospital Health
& Fitness Center | teamCo international |
| Iron Mountain, Inc. | The Image Factor |
| Journey Financial Group, Inc. | The Wheatlands |
| Klassman Financial Services | U.S. Storage, Inc. |
| LH Klein & Associates | Wentworth Graphics |

Holiday Luncheon Tuesday, January 7th

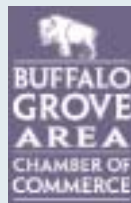
**Chamber Anniversary Party
Buffalo Grove – Then & Today**
Presentation by Debra Fandrei
Raupp Memorial Museum

11:30 a.m. Networking • 12:00 noon Buffet Lunch

\$17 Members • \$22 Non-members

Reservations are not required. Guests are welcome.

Grove Banquets at the Schwaben Center, 301 Weiland Road, Buffalo Grove



Around Town is published 12 times a year.

50½ Raupp Blvd.

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www.buffalogrovechamber.org

Chamber Chatter

- Dr. Gregg Stern of **Stern Chiropractic** won \$200 because he attended the December After Hours at Guaranty Bank. Dr. Stern announced that he would be donating his winnings to his “Charity of the Month” Meals on Wheels. The prize will be \$100 for the After Hours at **CoVest Banc** on January 23rd. Remember you must attend to win. The drawing is at 6p.m. Don’t miss it!

Special Thanks to—

- **Guaranty Bank** for hosting the December After Hours.
- **All That Marcasite & More, America’s Car Wash, Metropolis Ballroom & Michael Thomas Salon & Day Spa** for exhibiting at the December luncheon.
- **Starbuck’s and Costco Wholesale** for donating the December Luncheon raffle prizes. Thank you for your generosity!

Member News—

- **Stevenson High School** thanks the following chamber members that helped to make their 2002 Career Fair a huge success—**Buffalo Grove Chiropractic Center, Frost Ruttenberg & Rothblatt, Michael Thomas Salon & Day Spa, Partners in Oral Health, Pear Tree Catering, Premier Pediatrics, Siemens Building Technology and the Village of Buffalo Grove.**

Women in Business Council

WIBC

The Women in Business Council will meet on Wednesday, January 22nd, at the Buffalo Grove Fitness Center, 601 W Deerfield Parkway, Buffalo Grove, from Noon-1 p.m. Our speaker will be Bonita Richter of the Small Business Development Center at Harper College who will present *Designing a Successful Business Plan*. Don’t forget to bring your lunch and your business cards.

Thursday, January 23rd, 5-7pm Business After Hours

CoVest Banc

770 W. Dundee Road

Arlington Heights

Bring your business cards!

Refreshments will be served.

Executive Board

President: Richard J. Drazner

*R. J. Drazner & Associates
Attorney & Public Adjusters*

Executive VP: Dr. Eric Smith
Smith Back & Neck Pain Center

Vice President: Ronald Jonas

Secretary: Angela Fink
Wyndham Garden Hotel

Treasurer: David Weiner
David M. Weiner & Associates, CPAs

Past President: Michael Jonas
Edge Media Group

Directors-at-Large:
Sara Herman, *Coldwell Banker*
Jan Obrand, *In Working Order*

Directors

Alan Burack

The Claremont Rehab and Living Center

Stu Cohen

Lou Malnati’s Pizzeria

Elizabeth Dimond

LaSalle Bank

Marilyn Dopler

Re/Max Suburban

Scott Fishkin

Transworld Systems, Ltd.

John Green

Groundwork Inc. & Grand Prix Car Wash

Ron Jess

United Specialty Advertising

Robyn Kove

Forest Grove Athletic Club

Greg Lundgren

Wyndham Garden Hotel

Alan Perlow

Wentworth Graphics

Dan Schimmel

Buffalo Grove Park District

Larry Wankovsky

JJ & M Insurance Agency

Village Liaison: Ghida Neukirch

Staff

Executive Director & Editor

Lynne Schneider

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NIBPAC

NIBPAC is your voice for business in Springfield. This organization represents over 6,000 businesses and lets the legislators know the feelings of the business community on issues affecting business.

Our Mission—The mission of NIBPAC is to expand the political influence of northern Illinois business by working together to develop a pro-business legislative agenda and raise funds to support pro-business legislators and candidates.

The other member organizations of NIBPAC are:

- Arlington Heights Chamber of Commerce
- Friends of the Northwest Suburbs
- Greater O'Hare Association of Industry & Commerce
- Greater Palatine Chamber of Commerce
- Mount Prospect Chamber of Commerce
- Northwest & Schaumburg Association of Commerce & Industry (NSACI)
- Rolling Meadows Chamber of Commerce
- Wheeling/Prospect Heights Chamber of Commerce & Industry

Our Financial Support—Members of each participating organization may voluntarily add an additional 10% of total membership investment toward the PAC.

Please contact the Chamber Office at (847) 541-7799 with questions concerning NIBPAC.

We look forward to your support!

President's Letter



On behalf of the officers and directors of the Buffalo Grove Area Chamber of Commerce, please accept our best wishes for a very happy, healthy and prosperous New Year. And if you haven't already done so, it is also time to renew your investment and commitment to our Chamber for 2003. I challenge each of you to increase your involvement in the Chamber this year.

The first step toward your commitment to the Chamber is to renew or pay your dues. Last year our Chamber not only had a membership increase, but reached the highest membership level in our Chamber's 30 year history. We encourage you to become part of our ever-increasing growth. Also, please consider increasing your investment in the Chamber by becoming a Gold Member. Our Gold Membership increased by more than 25% last year. Join our other Gold Members who have recognized the substantial additional Gold Membership benefits. In order to better succeed, go for the "Gold."

You may also increase your involvement in the Chamber by being a more active member. Take advantage of attending all the programs and activities that we offer. Are you promoting your business by attending all our monthly luncheon meetings, business after hours, seminars, Women in Business Council and our networkers group? Are you aware of the advertising and sponsorship opportunities by placing your business ad in Around Town, the Community Guide, village map, Chamber website and our other publications.

You can also further promote your business by presenting a mini-expo at our monthly luncheon meetings, participating in our Member-to-Member Discount Program, or being listed in the Chamber's Restaurant and Retail Guides. Furthermore, your business can apply to host a Business After Hours event, which will allow you to showcase your business to other Chamber members. In addition, you may wish to increase your involvement by applying to serve on one of the Chamber's active committees, including: Ambassadors, BG Days, Golf Outing, Marketing, Social, Economic Development and Governmental Affairs, Education, Meetings, and Restaurant & Retailers. The Chamber can always use your help and expertise. By becoming a more active member and helping the Chamber grow and promote business in our community, your efforts will also serve to promote yourself and your business.

Help us make this year, 2003, the best year yet for our Chamber and for business in the Buffalo Grove area community. May we grow together from strength to strength.



Rick Drazner, President

BG Networkers

The BG Networkers meet on the 2nd & 4th Tuesdays of the month from 7:30-9:00 a.m. at the Chamber Office. Find out what a networking group can do for your business! Guests are always welcome. For additional information, call the Chamber Office at (847) 541-7799.

Area Events

- The Stevenson High School Community Foundation will present the Maxwell Street Klezmer Bank on Saturday, January 25 at 7:30 p.m. at Stevenson High School. Tickets are \$15 for adults and \$12 for seniors & students. For tickets, call Barb at (847) 634-40000, ext. 1882.

Illinois Chamber Report

Illinois Chamber 2003 Holiday Survey Results

(Data based on a holiday survey taken by members of the Illinois Chamber.)

Martin Luther King, Jr. Day		Mon., Jan. 20	11%
Lincoln's Birthday		Wed., Feb. 12	1%
President's Day		Mon., Feb. 17	17%
Washington's Birthday		Sat., Feb. 22	0%
Casimir Pulaski Day		Mon., Mar. 3	1%
Good Friday	Half Day	Fri., Apr. 18	9%
	Full Day	Fri., Apr. 18	39%
Memorial Day	Observed	Mon., May 26	99%
		Fri., May 30	1%
Independence Day		Fri., July 4	100%
Labor Day		Mon., Sept. 1	98%
Jewish Holidays		(1 or more)	2%
Columbus Day		Sun., Oct. 12	1%
	Observed	Mon., Oct. 13	9%
Election Day		Tues., Nov. 4	0%
Veteran's Day		Tues., Nov. 11	15%
Thanksgiving		Thurs. Nov. 27	100%
		Fri., Nov. 28	77%
Christmas	Half Day	Wed., Dec. 24	27%
	Full Day	Wed., Dec. 24	44%
		Thurs. Dec. 25	100%
		Fri., Dec. 26	25%
New Year's Day	Half Day	Wed., Dec. 31	18%
2004	Full Day	Wed., Dec. 31	26%
		Thurs., Jan 1	98%
		Fri., Jan 2	6%
Employee's Birthday			7.4%
Average Number of Paid Holidays			9.2%
Average Number of Paid Personal Days			1.5%

Taxes Low in Illinois

According to the Tax Foundation, Illinois residents will pay about 10% of their income in state and local taxes during 2002. In comparison with other states, Illinois ranks 31st among the 50 states. Maine (12.8%), New York (12.3%) & Wisconsin (12.0%) take the national lead. Midwest States with a higher tax bite than Illinois include Minnesota (11.3%), Ohio (11.2%) and Michigan (10.7%).

Social Security Taxable Rate Rises for 2003

The combined Social Security and Medicare tax rate remains at 7.65% for 2003. However, the Social Security taxable wage base (for the 6.2% Social Security portion of the tax) rises from \$84,900 in 2002 to \$87,000 in 2003. The Medicare portion of the rate remains 1.45% and applies to all wages. There is no maximum on the Medicare portion. The employee pays 7.65% in the first \$87,000 and 1.45% on earning over \$87,000. The employer matches both tax payments. For the self-employed, these rates are doubled.

Buffalo Grove –

Now & Then

Do you remember when Lake Cook Road didn't run through Buffalo Grove? Plan to attend this month's meeting when Debra Fandrei, Curator of the Raupp Memorial Museum, gives a brief presentation of Buffalo Grove over the past 30 plus years. Following the presentation, we will recognize those Chamber businesses that are celebrating milestone anniversaries with the Chamber in 2003. (See article entitled *Happy Anniversary* on page 1.)

Tuesday, January 7th



www.rjdrzner.com
E-Mail: rjdrz@rjdrzner.com

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PRESIDENT

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DEERFIELD, IL 60015-3500

TEL: (847) 537-3345 PAGER: (708) 994-5895
FAX: (847) 537-3343 TOLL FREE: 1-877-WE-ADJUST

Social Security 2003 Earning Exempt Amount

The retirement earnings exempt amount under full retirement age increases from \$11,280 a year (\$940 a month) to \$22,520 a year (\$960 a month) in 2003. One dollar in benefits will be withheld for every \$2 in earning above the limit.

Current Economic Indicators

National

- National Unemployment Rate—Drops to 5.6% in September from 5.7% in August.

Illinois

- U of I Flash Index—Drops to 95.6 in October from 95.4 in September. Under 100.0 means contracting economy.
- Illinois Unemployment—Up to 6.7% in October from 6.3% in August.



Member-to-Member Discount Program

Have you taken advantage of the Chamber's Member-to-Member discount program yet?

As a Discount Provider—make sure that your staff is aware of the discount that you are offering to Buffalo Grove Area Chamber members.

As a Chamber Member—make sure that you take advantage of this program provided by the Chamber. Utilize the goods and services of Buffalo Grove Area Chamber members. It's "good business" to support your fellow chamber members.

An addendum to the 2002/03 Member-to-Member Discount Program will be published later this year. If you would like to participate in the program, contact the chamber office for a registration form at (847) 541-7799.

Mini-Expos

Have you ever taken advantage of the Chamber Mini-Expo?

If not, you're missing out on the chance to showcase your business at one of the monthly luncheon meetings. You can set-up a display about your business and provide samples of your products or brochures. During the scheduled networking time before and after the meeting, you will have the opportunity to discuss your business with Chamber members. You will also have a minute to introduce yourself at the podium during the meeting. The cost of the Mini-Expo is \$25. (Gold Members receive one free Mini-Expo during their Gold Membership year.) Space is available over the next several months. Call Jan Obrand of In Working Order at (847) 541-3324 to reserve your Mini-Expo table.

New members


Welcome these new members:

Anna Alfano
Insurance Resource
Consultants
Northbrook

Deborah Devine
Metropolis Ballroom
Arlington Heights

John Koelig
John Koelig & Associates
Des Plaines

Drew Olbur
Wiener Take All
Buffalo Grove



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Vernon Hills
McHenry
847-816-1300

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Website:

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www.mdopler@yourchicagohomes.com

www.remax.com

Marilyn Dopler has been a residential real estate broker for 13 years. She has an MBA in Finance and a BSBA in Accounting. Marilyn covers over 25 North and Northwest suburbs specializing in first-time homebuyers, corporate transferees and new construction. She has completed the Accredited Buyer Representative (ABR), Graduate Realtor Institute (GRI) and Certified Residential Specialists (CRS) professional designations. Marilyn has been awarded the prestigious Re/Max Platinum Club, which represents less than the top five percent of Re/Max agents nationwide. As an active chamber member, she served as the Chairperson for the Ambassadors for three years, participated in the Marketing Committee and served as Co-Chairperson for the Women in Business Council and serves as a Director.

Her husband, Jim, handles marketing of their business and as a licensed Realtor, assists with their clients. Jim has an MBA in Finance, BSBA in Accounting and Business Administration and a graduate degree in Information Systems. He completed his ABR designation and works full-time as Manager of Application Infrastructure at Abbott Laboratories, Global Pharmaceutical Research and Development (GPRD).

They welcome the opportunity to assist with your real estate needs. If you need assistance out of their coverage area, they can refer you to other top Re/Max agents nationwide.

December After Hours



Rick Drazner presents an appreciation plaque to Becky Thomas and Jill Belconis of Guaranty Bank, for hosting the December After Hours.



Dr. Gregg Stern wins the Chamber Mixer Money at the December Business After Hours.

December Luncheon Meeting



Entertainment was provided by Stevenson High School-LadyJazz & Just The Guys.



Thank You!


The Buffalo Grove Area Chamber would like to take this opportunity to thank those Board members that are stepping down for 2003.

- Mike Batler of Kamensky & Rubinstein served as a Director from 1995-2002.
- Jerry Goetz of Sherlock Systems served as a Director in 2001 and 2002.

We greatly appreciate your expertise and hard work during your tenure. Your input was greatly appreciated. We look forward to seeing you at Chamber events.

Installation Dinner

The Buffalo Grove Area Chamber of Commerce will hold its annual **Installation Dinner**  on Saturday, January 25th at the **Metropolis Ballroom**, 6 S. Vail in Arlington Heights. The evening will begin with a Cash Bar and hors d'oeuvres from 6:30-7:30 p.m. followed by the Installation of Officers and Directors at 7:30 p.m. and dinner at 7:45 p.m. Immediately following dinner we will go down to the Metropolis Auditorium for a performance by the **Second City troupe—The Best of Second City** . The cost for the evening will be \$55 per person which will include hors d'oeuvres, full dinner with dessert and tickets for Second City. (For those opting not to attend the Second City performance, the cost of the evening is \$40 per person.) Reservations are required by January 8th.

During the Installation Dinner, there will be a  **Silent Auction**. If you would like to donate a certificate, gift, tickets, etc., please contact Angela Fink at the Wyndham Garden Hotel at (847) 215-8883.

Gold Members 2003

Sharon Gardner	Advocate Medical Group	847-459-1160
David Schroeder	American Enterprise Bank	847-465-9700
Jan Antkowiak	Buffalo Grove Countryside of Pioneer Press	847-797-5130
Kristi Vik & Dan Schimmel	Buffalo Grove Golf Center	847-459-2321
Bruce Glickson	Cartwheels Catering, Inc.	847-490-1451
Dr. Gary Mical	Community Consolidated School District 21	847-537-8270
Rick Drazner	Public Adjusters & Attorney	847-537-3345
Vicki Baker	Gifts of Distinction	847-459-1191
Michael Goldman	Gold & Azen Realty	847-419-0007
Irwin Goldman	Goldman Funeral Group	847-478-1600
Tamiye Meehan	Indian Trails Public Library	847-459-4100
Keith Drew	The Intelligent Office	847-325-5555
Gregg Steinberg & Shelle Bareck	International Profit Associates	800-537-7100
Christie Howard	Jameson's Charhouse	847-392-7100
John Koelig	John Koelig & Associates	847-299-4085
Dr. Bertram Kraft	Kraft Total Eye Care	847-541-3334
Sallie Winfrey	Lawn Doctor of Buffalo Grove -Lake Zurich	847-537-1111
Dr. Fred Margolis	Margolis-Shiffman-Morris-Lin Family Dental Center	847-537-7695
Marilyn & Jim Dopler	Re/Max Suburban	847-577-9797, ext. 228
Dr. Gregg Stern	Stern Chiropractic	847-537-2225
Allen Meyer & Echo Morgan	Vernon Area Library District	847-634-3650

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Ad Rates and Info

Advertise in the Chamber's *Around Town* newsletter. Your ad will be received by nearly 1,300 businesses in the Buffalo Grove area as well as being viewed worldwide on the Chamber's website—www.buffalogrovechamber.org. Advertising rates are as follows:

	One Month	Three Months	Six Months	Full Year*
Business Card	\$40	\$35	\$30	\$300
1/4 Page	\$60	\$55	\$50	\$500
1/2 Page	\$105	\$95	\$85	\$1,000
Insert*	\$100			\$750

- Annual fee
- * You provide insert—currently 1,300. Must be 8½" x 11".

Please Note: Prices are based on camera ready art supplied. Digital material preferred: Postscript (EPS), QuarkXpress, Photoshop (TIFF or EPS). email ads to: ehill@ehdesign.com



* Ads received by the first of the month will be included in the following month's edition.

* Inserts received by the 15th of the month will be included in the following month's edition. Inserts should be delivered to **Data Direct, 733 Hastings Lane in Buffalo Grove.**

If you are interested in advertising, please contact the Chamber office at (847) 541-7799.

January Events

2003

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
			 1 New Year's Day	2	3	4
5	6 Executive Board Meeting-Noon	7 Chamber Luncheon— Chamber Anniversary Party 11:30am-1:30pm <i>Schwaben Center</i>	8	9	10 Golf Committee Meeting-Noon	11
12	13	14 BG Networkers 7:30-9am <i>Chamber Office</i>	15	16 Chamber Board Planning Session 5:30pm-8:00pm	17	18
19	20	21	22 Women in Business Council Noon-1 p.m.	23 After Hours— CoVest Banc 5-7pm	24	25 Annual Installation Dinner 6:30 p.m.-???? <i>Metropolis Ballroom & Second City Performance</i>
26	27 Full Board Meeting-Noon	28 BG Networkers 7:30-9am <i>Chamber Office</i>	29	30	31	

Post this calendar so you don't miss any meetings!

Next Month...February 4 Membership Luncheon 11:30 a.m.-1:30 p.m. • **February 11** BG Networkers 7:30-9:00 a.m
February 18 Business After Hours 5-7 p.m. **Buffalo Grove Golf Center** • **February 25** BG Networkers 7:30-9:00 a.m



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