

A Message from the Mayor



Dear Business Neighbors,

Working in partnership and keeping an open dialogue between the Village and local businesses is necessary for generating new ideas that strengthen our business community and add vibrancy to Arlington Heights as a destination for shopping, dining and entertainment.

Our business community is a great resource in developing the Village's outreach programs for attracting new businesses, retaining current businesses and promoting business growth. The Arlington Economic Alliance, which is an advisory commission to the Village Board, encourages local businesses to share ideas on projects that could help strengthen the local economy and promote the business community.

With the assistance of the Economic Alliance, the Village recently completed a new Economic Development brochure, an Arlington Heights Discover Guide and a Shop Local campaign that included direct mail pieces that promoted the value of shopping locally.

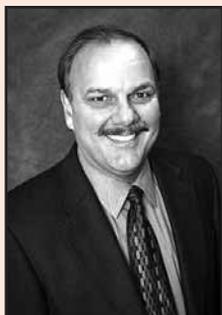
Another promotional initiative under way is to offer businesses an opportunity to participate in a short video advertisement that will be placed on our government access channels. Investing in a promotional video will help market the great shopping, dining and entertainment venues available in our community. These video advertisements can also be used by businesses on their websites or for an advertising package purchased through one of the cable networks.

An excellent, free tool to promote your business is the Online Business Directory located on the Village's Discover Arlington website, at www.discoverarlington.com. Click on the "Submit a Business" icon on the right side of the page to link to the submittal form. The Online Directory will feature details of your business, a picture, operating hours and other information you may wish to include. The popularity of our websites is growing and the Online Directory is an integral feature that gives residents and visitors a close-up view of all we have to offer.

Besides marketing opportunities, the Village offers assistance to businesses through various programs and services including the Illinois Small Business Development Center at Harper College (SBDC) located in Village Hall. We are fortunate to have Bonnie Richter, Director of the Illinois Small Business Development Center at Harper College (SBDC) to assist our small businesses. The Village's website, www.vah.com, also provides information regarding Federal, State, County, and local resources.

Your involvement and partnership with the Village and local business organizations is one of the greatest assets we have in effectively growing and strengthening the business community of Arlington Heights. A strong business community is important to the strength of our Village. ☺

A Message from Arlington Economic Alliance Chair - Tony Guido



The Alliance members are local business people that are intimately aware of the challenges facing our small businesses today. The Arlington Economic Alliance continues to advocate for local business interests. The Economic Alliance compiled a list of goals and objectives for 2010. One of our primary goals was to conduct more retention visits and enhance our interaction with our local businesses. The Economic Alliance members have conducted several retention visits with local businesses to hear firsthand the issues facing our business community. The information gleaned from these retention visits is passed on to the

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Goals and Objectives of the Arlington Heights Economic Alliance

The Economic Alliance has developed a list of goals and objectives for 2010. The Alliance discussed and identified several initiatives it would like to pursue to assist businesses and promote the business climate in Arlington Heights. The 2010 goals and objectives are as follows:

- A. Conduct the Economic Alliance Business Breakfasts.
- B. Continue to enhance the Discover Arlington Marketing Campaign.
- C. Print the Economic Alliance Brochure and place it on the Village web site.
- D. Participate in the Small Business Seminar.
- E. Continue to upgrade the functionality of the Village web sites.
- F. Encourage the Village to attract more big box anchor stores to the community.
- G. Encourage more Village events Downtown and get more businesses to embrace events.
- H. Economic Alliance participation in retention visits.
- I. Survey Arlington Heights businesses during the retention visits.
- J. Coordinate meetings with the Chamber of Commerce, Village Board, Convention Bureau, area hotels, and other key stakeholders.
- K. Promote common hours of operation for Downtown retailers and work with the Village toward this goal.

The Arlington Economic Alliance is comprised of business leaders from various sectors including healthcare, banking, real estate, retail, education, technology, lodging, automotive, and entertainment. The Alliance has worked in partnership with the Village to promote business interests and enhance the community's marketing and economic development efforts. The Economic Alliance Fall Breakfast provides an opportunity for residents and the business community to address the Economic Alliance and express ideas, provide suggestions, and ask questions. ❶

Virtual Business Directory-www.discoverarlington.com

The Village's discoverarlington.com web site is a great way to promote your business to visitors and residents. The business listing is free to Arlington Heights businesses with a valid business license. Our primary goal is to list businesses catering to visitors and residents looking for lodging, dining, shopping, entertainment, recreation, arts, cultural attractions and services. The web site is a marketing tool to attract people to our community and to be an information resource for residents. The web site also can enhance business to business commerce in Arlington Heights. Please submit your business to the web site at www.discoverarlington.com, and select the "submit your business" tab. ❶

The Village of Arlington Heights and the Illinois Small Business Development Center at Harper College

There's no question that small business is an important contributor to the vibrancy of our local and national economy. Starting and growing a small business is challenging, and most business owners could use a helping hand, now and then.

The Village of Arlington Heights and the Illinois Small Business Development Center (SBDC) at Harper College are working together to help our local businesses start, grow, and expand. In May 2008, Harper College opened a satellite business counseling office in the Planning & Community Development Department in the Village Hall. (The main SBDC business counseling office is located at Harper Professional Center, 650 E. Higgins Road, Schaumburg, IL.)

The Illinois SBDC at Harper College provides premier counseling services to small businesses. Typical issues addressed, but not limited to, include business start-up and expansion, business plan development, marketing and sales assistance, accounting and bookkeeping issues,

human resources, eCommerce, financial analysis, and other general business issues. The SBDC offers "No-Cost" confidential one-on-one counseling, "by appointment", to help small business owners needing assistance to achieve financial and operational success.



The SBDC at Harper College is funded in part through a cooperative agreement with the U.S. Small Business Administration and the Department of Commerce and Economic Opportunity, and Harper College to provide business counseling services to the public.

To schedule a counseling appointment at either SBDC location or for more information, contact Bonnie Richter, Director, Illinois Small Business Development Center at Harper College, at 847-925-6570 or brichter@harpercollege.edu. ❶

Arlington Heights Special Events Calendar Fall/Winter 2010

Activities are still being planned by many civic organizations. To learn of the latest event schedule information, visit www.discoverarlington.com.

Date	Event	Time	Location
November 26	Tree Lighting Visit www.discoverarlington.com for more information.	4:45 p.m.	North School Park Eastman & Arlington Heights Road
December 4	Santa Fun Run Visit www.discoverarlington.com for more information.	Run starts at 10 a.m.	Campbell & Vail, Downtown Arlington Heights
December 4 - 5	Battle of the Bulge Visit www.ahmuseum.org for more information.	1 - 5 p.m.	Arlington Heights Museum, 110 W. Fremont
December 10, 11 & 12	Holiday Tea at the Historical Museum Visit www.ahpd.org for more information	For times and registration visit www.ahpd.org	Banta House Euclid Avenue & Vail Street
December date to be determined	Movie with Mayor Mulder Admission is a non-perishable food item. Bring an unwrapped new toy to receive a free large popcorn; (No stuffed animals) Visit www.discoverarlington.com	8:00 a.m. doors open and 9:00 a.m. movies start.	Arlington Theatres, 53 S. Evergreen Avenue
February 12	Hearts of Gold Awards Dinner Reservations call 847-368-5104	5:30 p.m. to 10:30 p.m.	European Crystal 519 W. Algonquin Road

Tony Guido... Continued from page 1

Village to enhance the business climate. Also in 2010, the new Economic Development Brochure was printed and placed on the Village's web site www.vah.com to assist in our business attraction efforts. We plan to continue to upgrade and improve the Village web sites so they provide the most up to date information. We are also working with the Village to undertake marketing videos to be utilized on the Village's municipal cable channel and Village web sites. The Economic Alliance wants you to know we are partners in the success and growth of your business. We meet regularly with our Village liaison, where we advocate a healthy business climate to the Village Board and other elected officials.

The Business Breakfast is also an ideal opportunity to meet other business leaders from the community. Members of the Economic

Alliance will also be there along with Village Trustees to hear from you on how the Village can better assist your business. Please join us at our Fall Economic Breakfast on Wednesday, November 17, 2010 for a special event focused on strategies for small business. See the invitation in this newsletter for details.

Finally, I would like to thank my colleagues on the Arlington Economic Alliance for their service to the business community in Arlington Heights. The Economic Alliance has provided the Village with strong leadership and direction to enhance the marketing efforts and business climate in the Village. I am proud of our accomplishments thus far in 2010 and look forward to reaching our objectives during the balance of the year. ☺

Business Notes

Mariano's Fresh Market



The new 68,000 square foot Mariano's Fresh Market opened to the general public on July 20, 2010. The addition of a high quality grocery store at this location (800 E. Northwest Highway) in Arlington Heights was a

priority for the Village and its residents since the closing of the former Jewel Food Store at Arlington Market. The new Mariano's Fresh Market is the first of its kind in Illinois and has proved to be a significant economic benefit to the Village by providing retail sales, jobs, and goods and services that are highly desired by the community.

Northeast Corner of Arlington Heights Road and Golf Road

The Village is in the midst of acquiring the last piece of property at the northeast corner of Arlington Heights and Golf roads. The Village razed the former vacant gas station, strip center and restaurant. The property will be revitalized with a commercial redevelopment in the future.

2020 E. Northwest Highway Redevelopment

Nicholas and Associates is proposing to redevelop the former Mark Motors site with three new commercial buildings. The site was razed and the developer is working with several tenants for space in the development.

Home Energy Program - Grants And Loans To Homeowners

For a limited time, the Village of Arlington Heights is offering eligible homeowners a unique opportunity to learn about their home energy usage. The Village will provide matching grants to homeowners to have home energy audits performed that provide detailed information about home energy efficiency modifications that may be made to lower energy usage and costs. The Village is also offering 0% interest, deferred loans up to \$3,000 per home for making home energy efficiency improvements.

Energy Efficiency and Conservation Small Business Grant and Loan Program

For a limited time, the Village of Arlington Heights is offering eligible business a unique opportunity to reduce energy consumption. The Village is also offering 0% interest and deferred loans up

to \$10,000 for making energy efficiency improvements to their commercial buildings.

Arlington Crossings

Pulte Homes plans were approved by the Village to bring a high quality master planned Townhome development to part of the Arlington Market site. Pulte Homes began construction on a town home development that has 66 units located at the northern end of the Arlington Market mixed residential and commercial development.

The Woodfield Chicago Northwest Convention & Visitors Bureau

The convention bureau announced a new membership model. In 2011, the bureau is changing to a non-membership organization, a move designed to allow for more marketing opportunities. The objective of the change is for the bureau to promote and represent all businesses in Arlington Heights and other member communities.

Sheraton Hotel

The Sheraton Hotel is the largest hotel property in the Village.



There has been strong interest from hotel investors regarding this valuable asset. The Village prepared a hotel market feasibility study to assist investors with their review of the property. Questions about the hotel should be

directed to Charles Witherington Perkins.

Rohrman Auto Mall

The Rohrman Auto mall is under construction and is expected to open the new 75,000 square foot Lexus Dealership. The project will create approximately 40 new jobs and enhance sales tax revenues in the Village.

Other New Businesses

Some of the other new businesses that have opened in the Village recently include PNC Bank, Dollar Tree, Verizon, Kolbi Pipe Marker, Okaya USA, Inc., LitePoint Corporation, Tungaloy America, Inc., Newnet Communications Technology, and Bigby Coffee, among many others. ☺

Chamber of Commerce

The My Town Shop Arlington Heights program has been enhanced. The program encourages local shopping and allows merchants to create discounts, incentives and promotions. Please help support local business. ☺

ARLINGTON ECONOMIC
ALLIANCE

Mayor – **Arlene J. Mulder**

Board of Trustees:

Norman Breyer	Thomas Glasgow
Joseph C. Farwell	Bert Rosenberg
Thomas W. Hayes	Thomas F. Stengren
Carol J. Blackwood	John Scaletta

Village Manager's Office 847-368-5100

Police and Fire Emergency – 9-1-1

Published by the Village of Arlington Heights
Department of Planning & Community Development www.vah.com

Important Contact Information

Department of Planning & Community Development	847-368-5200
Department of Building	847-368-5560
Department of Engineering	847-368-5250
Wheeling Township Assessor's Office	847-259-1515
Elk Grove Township Assessor's Office	847-437-0300
Arlington Heights Chamber of Commerce	847-253-1703

The Village of Arlington Heights is here to serve your business. Are we missing an important topic in our newsletter coverage? Please call the Department of Planning and Community Development at 847-368-5200 or send your e-mail to planning@vah.com to share your ideas! *Visit us on the web at www.vah.com*



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Scott Whisler	Brian Properties	(847) 640-1500	swhisler@brianproperties.com

The Arlington Economic Alliance meets the third Tuesday of every month at 7:30 am at the Arlington Heights Village Hall, 33 S. Arlington Heights Rd., Arlington Heights.

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