

## A Message from the Mayor



Dear Business Neighbors,

The Village and the business community need to continue working in partnership during these unprecedented economic times. Like many businesses, the Village also faces fiscal challenges. By working together, we are stronger in facing any obstacles that may be ahead.

We recognize our business community as a wonderful resource in providing input and ideas that could help promote business growth, increase retail activity and help retain a healthy business base. Businesses are encouraged to share ideas with the Arlington Economic Alliance, which is an advisory commission to the Village Board.

With the assistance of the Economic Alliance, the Village strives to work on programs that promote Arlington Heights as a "business friendly" location, and a dynamic destination for shopping, dining and entertainment. Recent activities include launching the DiscoverArlington.com website, creating videos for cable access and the website that promote the benefits of shopping locally, printing Discover Arlington Guides and Downtown Pocket Directories, as well as "Discover Arlington Heights" themed advertising in newspapers and on the Metromix.com website.

We also thank the Arlington Heights Chamber of Commerce for the "My Town" initiative that promotes local businesses and provides benefits to those who are a part of the program.

As part of an outreach effort, the Arlington Economic Alliance and Village hosted a Small Businesses Seminar held in March with the ILSBDC at Harper College. The seminar provided strategies on how small businesses could reinvigorate their sales. Businesses were reminded to list their establishment on the Business Directory of the DiscoverArlington.com website.

The Discover Arlington Business Directory is a free online tool that helps promote businesses to residents, visitors, and tourists. If anyone needs assistance in creating a listing on our Directory, please contact John Melaniphy, Business and Development Coordinator, in the Planning and Community Development Department.

The Village also offers assistance to businesses through various programs and services. We are fortunate to have Bonnie Richter, Director of the Illinois Small Business Development Center at Harper College (SBDC), located in Village Hall, and a myriad of federal, state, county, and local resources can be found on the Village's website. Also, Village staff can provide help with any process regarding licensing and permits pertaining to your business.

One of the best resources we can offer is our willingness to work together. The Village maintains strong relationships with the Chamber of Commerce, the Economic Alliance, Downtown Business Association, the Greater Woodfield Chicago Northwest Convention & Visitors Bureau, and all other business-related groups. Our staff meets with these groups on a regular basis to better understand their needs and provide support.

The Village's strength is intertwined with a healthy business climate, and getting involved in business organizations and networking is one of the greatest assets we have in making sure we are addressing concerns and moving forward. Together, in partnership, we can grow and strengthen the business community of Arlington Heights. The stronger our business community, the stronger our Village. ☉

Arlene J. Mulder

Mayor, Arlington Heights

## A Message from Arlington Economic Alliance Chair - Sue Duchek



The Alliance members have all experienced the economic headwinds. Our members are local business people who love Arlington Heights and have demonstrated a commitment to advocating for local business interests. The Economic Alliance recently hosted the Small Business Seminar to provide expert advice and information to small businesses on how to reinvigorate your retail sales. The Alliance recently compiled our goals and objectives for 2010. We would like to conduct more retention visits and enhance our interaction with our local businesses. In 2009, we were instrumental in the development and implementation of a new Economic Development Brochure, the Village web site [www.vah.com](http://www.vah.com) as well as the [www.discoverarlington.com](http://www.discoverarlington.com) web site. One of our goals in 2010 is to continue to upgrade and improve the web sites so they provide the most up

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# Arlington Heights Economic Outreach Breakfast - May 12, 2010

## Meet the President & CEO of Roundy's Supermarkets, Inc. and Learn More about SBA Programs

The Village of Arlington Heights and the Arlington Economic Alliance are hosting the Spring Breakfast featuring Bob Mariano, the Chairman & CEO of Roundy's Supermarkets, Inc., speaking about the new Roundy's store (Mariano's Fresh Market) and the positive impact the store will have upon Arlington Heights. The second portion of the breakfast will focus upon strategies to invigorate small businesses. We have Alfred Belluomini, the Assistant District Director for Lender Relations at the Small Business Administration, who will discuss strategies, lending programs, and federal stimulus funds to assist small businesses.



The Arlington Economic Alliance & Village Board appointed economic advisory committee for Arlington Heights is pleased to host this Economic Alliance Spring Breakfast seminar. The presentations from Bob Mariano and Alfred Belluomini will provide useful information about our newest business venture in our Village, and what's in store for small businesses in Arlington Heights. ☺

**Moderator**     **John C. Melaniphy, III**  
*Business & Development Coordinator*  
Village of Arlington Heights

**Guest Speakers**     **Robert A. Mariano (Bob), Chairman & CEO**  
*Roundy's Supermarkets, Inc.*

**Alfred Belluomini, Assistant District Director for Lending Relations**  
*Small Business Administration*

### Program Agenda at Doubletree Hotel - Arlington Heights

7:30 – 7:45	Registration & Buffet Breakfast
7:45 – 7:50	Introduction by Sue Duchek & Welcome by Mayor Mulder
7:50 – 8:20	Presentation by: Bob Mariano – Roundy's Supermarkets, Inc.
8:20 – 8:30	Q & A
8:30 – 9:00	Presentation by: Alfred Belluomini - Small Business Administration
9:00	Q&A

To register, please send \$10 per person payable to the Village of Arlington Heights, and a completed registration form, to the following:

**Attn: Linda Neri, Village of Arlington Heights**  
**Department of Planning and Community Development**  
**33 South Arlington Heights Road**  
**Arlington Heights, IL 60005**  
**(847) 368-5200**

### Economic Outreach Breakfast – Registration Form:

Name(s)/Title(s): \_\_\_\_\_

Company: \_\_\_\_\_ Phone: \_\_\_\_\_

Address: \_\_\_\_\_

Email Address: \_\_\_\_\_

Method of Payment (\$10 per attendee):

Cash or check made payable to the Village of Arlington Heights enclosed for \$ \_\_\_\_\_  
Visa                      Mastercard                      Discover                      American Express

Name (as it appears on credit card) \_\_\_\_\_ Signature \_\_\_\_\_

Credit Card Number (include all digits) \_\_\_\_\_ Expiration Date (month/year) \_\_\_\_\_

To help prepare for an effective meeting, please provide questions or comments on the Arlington Heights business environment:

\_\_\_\_\_

\_\_\_\_\_

*Sue Duchek, continued from page 1*

to date information. 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 John Melaniphy and we advocate a healthy business climate to the Village Board and other elected officials.

The Spring Breakfast hosted by the Economic Alliance will feature presentations from Bob Mariano President & CEO of Roundy's Supermarkets, Inc. and Alfred Belluomini the Assistant District Director for Lender Relations at the Small Business Administration. The presentations will provide useful information to invigorate small businesses in Arlington Heights.

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 to hear from you on how the Village can better assist your business. Please join us at our Spring Economic Breakfast on Wednesday, May 12, 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 and look forward to an even better year ahead. ☉

## Village Gives Small Business A Boost

### The Village of Arlington Heights and the *Illinois Small Business Development Center at Harper College* Cooperate to Help Small Businesses Start and Grow.



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 Harper College opened a satellite business counseling office 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 Bonita Richter, Director, Illinois Small Business Development Center at Harper College, at 847-925-6570 or [brichter@harpercollege.edu](mailto:brichter@harpercollege.edu). ☉

## Goals and Objectives of Arlington 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:

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|---|--|
| <p><b>A.</b> Conduct the Economic Alliance Business Breakfasts.</p> <p><b>B.</b> Continue to enhance the Discover Arlington Marketing Campaign</p> <p><b>C.</b> Print the Economic Alliance Brochure and place it on the Village web site.</p> <p><b>D.</b> Participate in the Small Business Seminar.</p> <p><b>E.</b> Continue to upgrade the functionality of the Village web sites.</p> <p><b>F.</b> Encourage the Village to attract more big box anchor stores to the community.</p> <p><b>G.</b> Encourage more Village events Downtown and get more businesses to embrace events.</p> | <p><b>H.</b> Economic Alliance participation in retention visits.</p> <p><b>I.</b> Survey Arlington Heights businesses during the retention visits.</p> <p><b>J.</b> Focus on enhancing the permit process and review the rules and regulations in the Village.</p> <p><b>K.</b> Add a business checklist on the web site for new businesses with hyperlinks to other departments.</p> <p><b>L.</b> Coordinate meetings with the Chamber of Commerce, Village Board, Convention Bureau, area hotels, and other key stakeholders.</p> <p><b>M.</b> Promote common hours of operation for Downtown retailers and work with the Village toward this goal.</p> |
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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 Spring Breakfast provides an opportunity for residents and the business community to address the Economic Alliance and express ideas, provide suggestions, and ask questions. ☉

# Arlington Heights Special Events Spring/Summer 2010 Calendar

Activities are still being planned by many civic organizations.

To learn of the latest event schedule information, visit [www.vah.com](http://www.vah.com) or [www.discoverarlington.com](http://www.discoverarlington.com).

Date	Event	Time	Location
May 30	<b>Salute, Inc. Got Freedom?</b> 5K/10K Run and 5K Walk Visit <a href="http://www.saluteinc.com">www.saluteinc.com</a> for more information.	8:30 a.m.	Miner School 101 E. Miner Street
May 31	<b>Memorial Day Parade</b> Visit <a href="http://www.discoverarlington.com">www.discoverarlington.com</a> for more information. 847 368-5000	9:30 a.m.	
Starting in June	<b>Sounds of Summer Concert Series</b> Unplugged Thursdays and Sounds of Summer Fridays. Schedule to be determined. Visit <a href="http://www.discoverarlington.com">www.discoverarlington.com</a> for more information	7:30 p.m.	Harmony Park Vail Avenue and Campbell Street
Starting June 8	<b>Arlington Heights Chamber Challenge</b> Baggo Tournament – Held every Tuesday this summer starting June 8th. Visit <a href="http://www.arlingtonhtschamber.com">www.arlingtonhtschamber.com</a> for more information 847 253-1703	6:30 p.m.	Harmony Park Vail Avenue and Campbell Street
June 13	<b>Historical Society House Walk &amp; Tea</b> Visit <a href="http://www.ahmuseum.org">www.ahmuseum.org</a> for more information. 847-255-1225	Noon - 5 p.m.	Arlington Heights Museum 110 W. Fremont Street
June 19	<b>Arlington Heights Farmer's Market</b> Begins Saturday June 19th. The Farmer's Market has been moved to Lot S to accommodate more vendors. Visit <a href="http://www.discoverarlington.com">www.discoverarlington.com</a> for more information.	7:30 a.m. to 1:30 p.m.	New Location Lot S - Vail Avenue & Fremont Street across from the Arlington Heights Museum
June 26-27	<b>Arlington Heights Promenade of Art</b> Visit <a href="http://www.amdurproductions.com">www.amdurproductions.com</a> for more information	10:00 a.m. – 5:00 p.m.	Downtown Arlington Heights - Campbell Street and Vail Avenue
July 1-5	<b>Annual Frontier Days Festival</b> Visit <a href="http://www.frontierdays.org">www.frontierdays.org</a> for more information. 847-577-8572		Recreation Park 500 E. Miner Street
July 5	<b>Annual 4th of July Parade</b> Visit <a href="http://www.frontierdays.org">www.frontierdays.org</a> for more information. 847-577-8572		Recreation Park 500 E. Miner Street
July 15-17	<b>Sidewalk Sale Days</b> Visit <a href="http://www.arlingtonhtschamber.com">www.arlingtonhtschamber.com</a> for more information. 847 253-1703	10:00 a.m. to 5:00 p.m.	Downtown Arlington Heights - Campbell Street and Vail Avenue
July 16-17	<b>Irish Fest</b> Visit <a href="http://www.ahmuseum.org">www.ahmuseum.org</a> for more information. 847 255-1225	Hours vary	Arlington Heights Museum 110 W. Fremont Street
July 18	<b>American Legion Auxiliary Car Show</b> Visit <a href="http://www.discoverarlington.com">www.discoverarlington.com</a> for more information. 847-253-6632	9:00 a.m. to 3:00 p.m.	American Legion Hall 121 N. Douglas
August 20	<b>Mane Event</b> The event is an end-of-the-summer party that is a kick-off celebration to the Arlington Million held at Arlington Park Racecourse on Saturday August 21st. Visit <a href="http://www.vah.com">www.vah.com</a> for more information. 847-253-1703	3:00 p.m. to 6:00 p.m.	Downtown Arlington Heights - Campbell Street and Vail Avenue
August 22	<b>"A Walk in the Park" Art Show</b> The event is hosted by the Arlington Heights Arts Guild. Visit <a href="http://www.discoverarlington.com">www.discoverarlington.com</a> for more information.	10:00 a.m. to 5:00 p.m.	North School Park 410 N. Arlington Heights Road

## Business Notes

### Pamela's Parkside Grill

Pamela's Parkside Grill on Campbell Street took over the former Regina's Restaurant and is undertaking major renovations. New windows are being installed to look on to Harmony park. This was previously a brick wall with no windows. The owners are making a significant investment in downtown Arlington Heights. The restaurant will enjoy the sights and sounds of Harmony Park. ☺

### Sheraton Hotel



The Village is working with ownership to recruit investors to reopen the Sheraton Hotel. The Sheraton Hotel is the largest hotel property in the Village and staff is using all of its resources to assist in this effort. We are

hopeful the property will reopen in the short term. ☺

### Roundy's Grocery Store – Former Lattof Chevrolet Dealership



Roundy's is expected to open their new grocery store called Mariano's Fresh Market on the former Lattof Chevrolet site at Northwest Highway and Kensington next

month. The new 68,000 square foot store will open on a six-acre piece of land at 800 E. Northwest Highway. Mariano's Fresh Market will provide over 100 new full and part time jobs. ☺

### Rohrman Auto Mall

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

### Arlington Market

The Village is working with Pulte Homes on a development plan for the stalled Arlington Market development. The Village is excited to work with a new residential developer to move this project forward. Pulte Homes has submitted preliminary plans and the Village is working together with the developer to unveil a high quality master planned development. ☺

### It Pays to Shop Local

The Village of Arlington Heights strongly encourages residents to shop local. The sales tax dollars that are generated from shopping in town go back into the Village. This allows us to maintain and enhance the many municipal services we provide to our residents. The businesses in the Village also support many of our charitable organizations, fundraisers, neighborhood groups, organizations and community events. When Village residents shop locally in Arlington Heights, they help local business grow, create more jobs, and assist in providing valuable municipal services. Each time a Village resident makes purchases outside of Arlington Heights, they export sales tax dollars to other communities. Shopping locally helps reduce the need for additional property taxes. We encourage residents to Discover local stores and support our local businesses. ☺



### Al A Mode

The new Al A Mode store opened in February 2010 in Downtown and has received strong reviews from Downtown retailers and customers. The women's apparel store draws customers from a wide geographic area due to its unique and trendy merchandise mix. ☺

### Dollar Tree

A new Dollar Tree store is opening in Arlington Towne Square at Golf and Arlington Heights Road in the vacant former Card & Party Outlet store. The store had been vacant for over three years. The Village assisted in the recruitment of Dollar Tree and worked with ownership on signage and other issues. ☺

### Kolbi Pipe Markers

The Village has been successful in recruiting and attracting Kolbi Pipe Markers to the Village of Arlington Heights from their former location in Wheeling. The company specializes in the production of pipe markers, valve tags, arrow tape, engraved nameplates, detectable tape, and medical markers. The company will bring approximately 20 employees to Arlington Heights. ☺

### Okaya & Co. Ltd. Headquarters

The U.S. affiliate of Japan-based Okaya & Co., Ltd., is moving its headquarters from Paramus, N.J. to a 23,910-square-foot office building in Arlington Heights at 64 W. Seegers Road. The Village assisted the company with architectural and site issues prior to their decision to bring their headquarters to Arlington Heights. The company will bring approximately 20 employees to the location. ☺

### Northwest Community Hospital

The new hospital pavilion is expected to officially open in May. The Village is extremely fortunate to offer such a high quality medical facility in the community. The proximity of Arlington Heights's businesses to this award winning facility is another attribute of the Village's strategic location for business. The facility attracts patients and visitors throughout the Northwest Suburban Area and beyond. The new pavilion demonstrates the commitment the hospital has made to grow in the Village of Arlington Heights. ☺

ARLINGTON ECONOMIC  
**ALLIANCE**

Mayor – **Arlene J. Mulder**

Board of Trustees:

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

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

**Listing of Important Contacts Phone Number**

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 email to [planningmail@vah.com](mailto:planningmail@vah.com) to share your ideas!



Village of Arlington Heights  
Department of Planning and Community Development  
33 South Arlington Heights Road  
Arlington Heights, IL 60005

**HAVE COMMENTS OR QUESTIONS? CALL AN ECONOMIC ALLIANCE MEMBER**

The Arlington Economic Alliance encourages any member of the Arlington Heights business community to call or email its members with any thoughts, observations, comments or questions relative to doing business in Arlington Heights. Please refer to the information at the head of this newsletter for Alliance member names, telephone and email contact information.

Alliance Members	Company	Phone Number	Email Address
Susan Duchek <i>Chair</i>	Picket Fence Realty	(847) 394-5804	<a href="mailto:picket999@aol.com">picket999@aol.com</a>
Mike Field	School District 214	(847) 718-7706	<a href="mailto:mike.field@d214.org">mike.field@d214.org</a>
Anthony Guido	Arlington Heights Ford	(847) 870-1300	<a href="mailto:tguido@ahford.com">tguido@ahford.com</a>
Mary Ellen Hogan	Urban Harvest	(847) 632-0860	<a href="mailto:urbanharvest@earthlink.net">urbanharvest@earthlink.net</a>
Michael O'Connor	Motorola	(847) 576-2906	<a href="mailto:michael.o'connor@motorola.com">michael.o'connor@motorola.com</a>
Regina Schlamp	Village Bank & Trust	(847) 385-7066	<a href="mailto:rschlamp@bankatvillage.com">rschlamp@bankatvillage.com</a>
Gary Skiba	Northwest Community Healthcare	(847) 618-5016	<a href="mailto:gskiba@nch.org">gskiba@nch.org</a>
Linda Smogor	Double Tree Hotel	(847) 427-4200	<a href="mailto:linda.smogor@hilton.com">linda.smogor@hilton.com</a>
Kris Stabler	Arlington Park	(847) 255-4300	<a href="mailto:kstabler@arlingtonpark.com">kstabler@arlingtonpark.com</a>
Scott Whisler	Brian Properties	(847) 640-1500	<a href="mailto:swhisler@brianproperties.com">swhisler@brianproperties.com</a>

*The Arlington Economic Alliance meets the third Tuesday of every month at 7:30 a.m. in the Arlington Heights Village Hall, 33 S. Arlington Heights Road.*

**Have Comments or Questions? Call an Economic Alliance Member**

The Arlington Economic Alliance encourages any member of the Arlington Heights business community to call or email its members with any thoughts, observations, comments or questions relative to doing business in Arlington Heights. Please refer to the information at the head of this newsletter for Alliance member names, telephone and email contact information. ☎



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