



Village of Arlington Heights
Arlington Economic Alliance
Community Room, 3rd Floor
Arlington Heights Village Hall, 33 S. Arlington Heights Rd.
March 20, 2024
7:30 AM

I. CALL TO ORDER

II. ROLL CALL

III. APPROVAL OF MINUTES

- A. Economic Alliance Minutes 1/10/2024

IV. REPORTS

- A. Development Update
- B. Arlington Alfresco

V. OLD BUSINESS

- A. Economic Alliance Work Plan - 2024

VI. NEW BUSINESS

- A. Economic Development Statistics Report

VII. OTHER BUSINESS

VIII. PUBLIC COMMENT

IX. ADJOURNMENT

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Arlington Economic Alliance
3/20/2024

Item: Minutes 1/10/2024

Department: Planning & Community Development

ATTACHMENTS:

Description

Minutes 1/10/2024

Type

Minutes

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MINUTES OF THE MEETING OF THE ARLINGTON ECONOMIC ALLIANCE HELD ON JANUARY 10, 2024 AT 7:30 A.M. AT THE VILLAGE HALL

MEMBERS PRESENT:

Andrew Stengren – Chairman
Rich Casey
Tony Guido
Heather Larson
Kerri Oots
Brian Roginski
Andi Ruhl

MEMBERS ABSENT:

Tonia Etoh
Terry Iverson
Ellen Para
Michele Petrie
John Toliopoulos

STAFF PRESENT:

Michael Mertes – Business Development Manager

ALSO PRESENT:

Keith Moens, Resident
Mary Ellen Graf, Township High School District 214

Call to Order

Chair Andrew Stengren called the meeting to order at 7:36 AM.

Approval of Minutes – October 18, 2023

The meeting minutes of October 18, 2023 Arlington Economic Alliance meeting were reviewed.

HEATHER LARSON MOVED AND RICH CASEY SECONDED A MOTION TO APPROVE THE DRAFT NOVEMBER 15, 2023 ARLINGTON ECONOMIC ALLIANCE MEETING MINUTES. ALL ALLIANCE MEMBERS VOTED IN FAVOR OF THE MOTION.

HEATHER LARSON MOVED AND TONY GUIDO SECONDED A MOTION TO AMEND THE JANUARY 10, 2024 ARLINGTON ECONOMIC ALLIANCE AGENDA IN ORDER TO DISCUSS NEW BUSINESS PRIOR TO OLD BUSINESS. ALL ALLIANCE MEMBERS VOTED IN FAVOR OF THE MOTION.

Development Update

The Mylo development at 116-120 W. Eastman Street was approved by the Village Board in December following additional changes from developer, notably lowering the height to six stories and having the higher floors set back further from single-family residences across the street. The first phase of the Arlington Gateway redevelopment was also approved by the Village Board in December. Located at the southeast corner of Algonquin and Arlington Heights Roads, the first phase would cover 3.65 acres with an eight-story building featuring 301 rental residential units and approximately 25,000 square feet of first-floor commercial space.

Two small business interest-free loans have been approved, and staff is currently working on other applications in various stages of completion. One approved loan was for the relocation of a dental office within Downtown, with funds being used for interior build-out. The other loan was for a start-up pet grooming business, using the funds for build-out and purchase of equipment.

Sounds of Summer Concert Series

Mr. Mertes introduced Avis Meade, the Village's Communications and Outreach Coordinator. Ms. Meade is the staff person tasked with managing annual Sounds of Summer concert series. This agenda item pertained to potential date changes planned for this year's program, and stems from the Village Board's request that the Economic Alliance review and provide a recommendation. Ms. Meade presented a history of the program and explained that, per data from Placer.ai, Sounds of Summer and Arlington Alfresco cumulatively brought as many as 7,500 visitors within a

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small section of Downtown on Friday evenings in 2023. She explained the challenges of putting on such events, including public safety, parking demands, accessibility, and bathroom usage.

In light of concerns stemming from the busiest evenings of last year's program, Village staff is recommending that the Sounds of Summer program be changed from Thursdays and Fridays over six weeks, to being held exclusively on Thursday evenings over a 12-week period. This would result in the same number of concerts, and the program would extend into August instead of ending in late July. This change would help limit damage to the Harmony Park lawn, bring more people Downtown on Thursdays in August, and allow businesses to have live music and more parking for customers on Friday evenings. Impact on residents is expected to be limited, and Village staff will continue to communicate with them.

Other weekday nights, such as Wednesdays, were also considered. However, the Park District has concerts on Wednesday evenings and the Village does not want to create competition. Also, Downtown residents have an expectation of Thursday evening concerts. There would be a minimal increase in costs to the Village as a result of changing the dates. Chairman Stengren asked when staff began considering the proposed date changes. Staff considered this after last year's concert series, although there have been requests made to the Village in the past as well. Ms. Larson said that she understands the reasoning behind the new proposal and why other weekday nights were not chosen.

Mr. Roginski feels that the proposal is a fair compromise. He also noted that Thursday night crowds tend to be down in August (compared to June and July) and that Thursday night concerts could bring more customers to the businesses that month. Additionally, customers often have to wait over 90 minutes for a table at some of the restaurants during Sounds of Summer. As a result, numerous people will put their names on multiple restaurants' waiting lists, then choose whichever one comes available first. This can create some confusion among employees at these restaurants, and a loss of business. He also expressed concern with many attendees reserving spots in Harmony Park as early as 2:00pm, some of which claim a larger area of the lawn than actually needed and limit the number of people who can sit in the park.

Ms. Ruhl wondered if it's possible to create a rule that during set-up in Harmony Park, the attendee is required to stay at their spot, rather than just claiming a space with chairs or blankets before the concert. Mr. Guido asked if the residents were ok with the change. Ms. Meade and Mr. Mertes explained that the proposal was discussed with Downtown residents and HOA representatives in the fall, and no objections were raised. Chairman Stengren asked if the Downtown Arlington Heights Business Alliance is in support of the change, and Mr. Roginski responded that most of the restaurants he has spoken with support it.

Mr. Casey believes that the Commission, representing the business community, should acknowledge business feedback especially if there is not an economic concern with such a programmatic change. Mr. Roginski asked if an extension of the concert series into September was possible, and Ms. Meade replied that it could be considered in future years. Ms. Ruhl inquired about feedback from businesses not adjacent to Harmony Park, and if partnering with smaller, local musicians was possible. Ms. Meade said that conversations with various Downtown businesses via online meetings, and conversations with the Downtown Business Alliance, did not have objections raised. Efforts to work with local performers do occur, such as the Special Events Commission hosting events with students from School of Rock and Bach to Rock, adding that it's important to support those artists as well.

Ms. Oots asked if consideration was given to concerts on Sundays. Ms. Meade said that could be a consideration, although there would be additional costs for the stage and staff overtime. Ms. Ruhl asked about bathrooms, and Ms. Meade said that the Village is providing maintenance of the Metropolis Performing Arts Centre washrooms for attendees. Furthermore, adding more directional signage is planned in order to prevent attendees from using private business' bathrooms. Portable toilets are not ideal, especially if in near proximity to restaurants. Mr. Guido asked if there are concerns with bigger crowds coming on Thursdays. Ms. Meade said that the Village will continue to monitor attendance. Considering the popularity of Arlington Alfresco, Sounds of Summer shouldn't syphon off customers from businesses on Friday evenings.

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ANDI RUHL MOVED AND HEATHER LARSON SECONDED A MOTION TO RECOMMEND APPROVAL OF VILLAGE STAFF'S PROPOSED CHANGES TO THE DATES OF THE 2024 SOUNDS OF SUMMER CONCERT SERIES. ALL ALLIANCE MEMBERS VOTED IN FAVOR OF THE MOTION.

Chairman Stengren complimented Ms. Meade on the job she is doing for the community, and noted that greater police presence was helpful at last year's events. Ms. Ruhl suggested providing a medical station and drawing awareness to that. Also, a sign at Harmony Park highlighting the dates, performers, and rules about reserving space on the lawn would be helpful.

Economic Alliance Work Plan – 2024

Mr. Mertes summarized the proposed work plan presented to the Alliance, based upon discussions over the past several Commission meetings: small business seminars, small business profiles, and "thank you" messages to businesses that have reached five-year and ten-year milestones. Mr. Guido suggested consideration of businesses hitting three-year and seven-year milestones as well, if possible. Retention visits could also be valuable. Ms. Ruhl feels that the notes are considerate of the investment made by business owners and would like to have dates set in which the Commission would write those messages. This could also be done at the conclusion of future Alliance meetings.

A pre-printed card, providing an overview of the Economic Alliance, was suggested by Mr. Casey. These could be included with the "thank you" notes. A program or certification that helps prospective business owners know if a tenant space meets zoning and other common Code requirements was suggested by Ms. Ruhl. Such a program could encourage landlords to collaborate with Village staff. A notice that highlights the zoning, and other features of the tenant space (such as a grease trap or commercial sprinklers), could be helpful to realtors marketing the site.

HEATHER LARSON MOVED AND TONY GUIDE SECONDED A MOTION TO APPROVE THE PROPOSED 2024 ARLINGTON ECONOMIC ALLIANCE WORK PLAN. ALL ALLIANCE MEMBERS VOTED IN FAVOR OF THE MOTION.

Other Business and Public Comment

Mr. Mertes mentioned that Jon Ridler has resigned from the Commission, and that the Chamber is expected to appoint a new representative to serve on the Alliance. Mr. Ridler was acknowledged by the Commission for his service.

Adjournment

BRIAN ROGINSKI MOVED AND ANDI RUHL SECONDED A MOTION TO ADJOURN. ALL ALLIANCE MEMBERS VOTED IN FAVOR OF THE MOTION.

The meeting adjourned at 8:52 AM.

Andrew Stengren, Chair
Arlington Economic Alliance

Prepared by Department of Planning & Community Development



Arlington Economic Alliance
3/20/2024

Item: Economic Alliance Work Plan - 2024

Department: Planning & Community Development

ATTACHMENTS:

Description	Type
Business Note of Appreciation - Draft	Exhibits
Alliance Reference Card 2024 - Draft	Exhibits

Dear Business Partner,

On behalf of the Arlington Economic Alliance, the Village Board's economic advisory commission on business issues, I wanted to personally reach out and congratulate you on five/ten years in business here in Arlington Heights. Five/Ten years is more than just a milestone, it is a validation of your efforts and investment, and we are grateful to have you as part of our business community.

As a fellow Arlington Heights business owner/representative, I invite you to reach out if the Economic Alliance can ever be of assistance. Please find enclosed more information on our Commission, and we wish you many more years of great success.

Sincerely,

XXXXXX

Contact?

ARLINGTON ECONOMIC ALLIANCE

The Arlington Economic Alliance is the Village Board's appointed economic advisory commission on business issues. It is tasked with providing the business community a strong partnership with the Village and to promote a healthy business climate.

Duties & Responsibilities

The Arlington Economic Alliance promotes economic development by activities including, but not limited to, the following:

- Advising the Village on the development and implementation of business retention/expansion programs
- Advising the Village on the implementation of a marketing program to attract new business and industry
- Monitoring business activity and trends on the local, state and national levels
- Establishing a focal point for businesses to approach and discuss issues that affect them
- Engaging representatives from community-wide entities at formal meetings, as appropriate
- Researching and advising the Board of Trustees, Village Manager, and other Boards and Commissions on economic development matters

Contact

The administrative contact for the Arlington Economic Alliance is the Business Development Manager, who can be reached directly at 847.368.5220 or at planningmail@vah.com.



VAH.com



TakeItToTheHeights.com

ARLINGTON ECONOMIC ALLIANCE

The Arlington Economic Alliance is appointed by the Village Board as an advisory body. The Alliance's intent and purpose is to promote existing businesses in the Village and to develop and support programs in order to foster and support a Village-wide initiative towards the promotion of quality economic development.

The Arlington Economic Alliance promotes economic development activities including, but not limited to, the following:

- a) Develop and implement the business retention/expansion program;
- b) Develop and implement a business attraction program to allure new business and industry;
- c) Utilize the Discover Arlington marketing program to promote the Village's businesses and activities;
- d) Monitor business activity and trends on the local, state, and national levels;
- e) Establish a focal point for businesses to approach and discuss issues that affect them;
- f) Assist business through mechanisms such as seminars and university programs;
- g) Research and advise the Board of Trustees on matters relating to economic development.



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Arlington Economic Alliance
3/20/2024

Item: Economic Development Statistics Report

Department: Planning & Community Development

ATTACHMENTS:

Description	Type
Economic Development Statistics Report (March 2024)	Report

Village of Arlington Heights



Summary of Economic Development Statistics



Department of Planning & Community Development
March 2024

Retail Sales

CATEGORY	2023	2022	2021	2020	2019
<i>TOTAL</i>		<i>\$1,567,045,987</i>	<i>\$1,534,522,721</i>	<i>\$1,214,707,014</i>	<i>\$1,284,083,195</i>
General Merchandise		\$71,970,864	\$65,883,918	\$53,247,902	\$62,819,864
Food		\$192,133,415	\$186,149,544	\$193,525,074	\$177,474,428
Eating & Drinking Places		\$186,931,429	\$172,495,402	\$138,278,901	\$166,013,591
Apparel		\$36,830,993	\$33,831,551	\$21,149,891	\$32,959,165
Furniture & H.H. & Radio		\$98,101,424	\$94,957,871	\$79,542,426	\$84,175,116
Lumber, Bldg., Hardware		\$82,624,735	\$74,877,072	\$68,460,342	\$63,097,040
Auto & Filling Stations		\$325,668,764	\$353,756,647	\$309,646,528	\$385,670,944
Drugs & Misc. Retail		\$348,464,306	\$345,118,852	\$226,377,176	\$162,735,417
Agriculture & All Others		\$204,851,586	\$187,426,483	\$107,964,560	\$120,388,189
Manufacturers		\$19,468,471	\$20,025,381	\$16,514,214	\$28,749,441
Municipal Sales Tax Revenue		\$15,670,460	\$15,345,227	\$12,147,070	\$12,840,832

Source: Illinois Department of Revenue / Village of Arlington Heights Department of Finance

Sales Tax Generated (Municipal & Home Rule)

CATEGORY	2023	2022	2021	2020	2019
<i>TOTAL</i>		<i>\$25,247,650</i>	<i>\$24,348,072</i>	<i>\$18,455,067</i>	<i>\$20,134,276</i>
General Merchandise		\$1,363,708	\$1,232,522	\$985,431	\$1,172,541
Food		\$2,450,013	\$2,391,755	\$2,396,154	\$2,202,676
Eating & Drinking Places		\$3,561,410	\$3,267,616	\$2,593,417	\$3,166,627
Apparel		\$734,025	\$674,115	\$420,837	\$656,139
Furniture & H.H. & Radio		\$1,961,937	\$1,899,076	\$1,590,769	\$1,682,944
Lumber, Bldg., Hardware		\$1,651,606	\$1,496,333	\$1,368,248	\$1,261,479
Auto & Filling Stations		\$3,973,643	\$4,252,103	\$3,591,317	\$4,591,470
Drugs & Misc. Retail		\$5,648,267	\$5,583,788	\$3,185,068	\$2,551,872
Agriculture & All Others		\$3,518,797	\$3,155,389	\$1,998,610	\$2,280,301
Manufacturers		\$384,244	\$395,375	\$325,216	\$568,767

Source: Illinois Department of Revenue

New Licensed Businesses

Year	Businesses	Employees	Square Feet	Major Employers
2023	71	496	405,563	At Home; EcoShield; Gerry's Café; Red Bull; Action Behavior Centers
2022	95	621	656,145	Amazon Fresh; Fluence Automation; VisionTek Products
2021	86	915	482,257	United Airlines; DMI Logistics; Tarifold; FedEx Express; Eberhard Manufacturing
2020	58	935	625,440	Amazon Services; International Services Inc.; Frito Lay; Carvana
2019	59	328	361,010	Taiki USA; Advocate Healthcare (warehouse); Tropical Smoothie Café; Arby's

Source: Village of Arlington Heights Department of Planning & Community Development

Retail Vacancy Rates

End of Year	Arlington Heights	Northwest Submarket
Existing SF	5.4 million	30.3 million
2023	4.9%	5.1%
2022	6.2%	6.6%
2021	5.8%	8.3%
2020	9.5%	9.2%
2019	7.2%	7.5%

Source: CoStar (December 2023)

Office Vacancy Rates

End of Year	Arlington Heights	Northwest Submarket
Existing SF	4.9 million	35.7 million
2023	22.8%	29.8%
2022	19.3%	22.2%
2021	20.0%	24.8%
2020	20.0%	23.2%
2019	18.3%	21.4%

Source: CoStar (December 2023)

Industrial/Flex Vacancy Rates

End of Year	Arlington Heights	Northwest Submarket
Existing SF	6.0 million	80.8 million
2023	8.2%	3.9%
2022	10.4%	3.6%
2021	16.3%	4.3%
2020	13.7%	7.4%
2019	16.3%	6.5%

Source: CoStar (December 2023)

Note: "Northwest Submarket" includes portions or all of the following: Arlington Heights; Buffalo Grove; Elk Grove Village; Hoffman Estates; Mount Prospect; Palatine; Prospect Heights; Rolling Meadows; Schaumburg

Unemployment Insurance-Covered Businesses and Employees

Year	Establishments	Workers
2023	2,966	36,890
2022	2,969	35,482
2021	2,940	39,237
2020	2,893	41,449
2019	2,878	42,282

Source: IL Department of Employment Security (Dec. 2023)