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Strengthen Networks, Hone Competitive Advantages at Sept. 23rd Business & Community Showcase

Long term business success is predicated in large part on the strength of one's relationships with customers, suppliers, employees, and, increasingly, fellow business owners and decision-makers.

Perhaps that's why it's easy to recognize a competitive advantage held in common by many of Rolling Meadows' most successful companies: regular participation in the City's Business & Community Showcase, where business leaders expand their networks, promote their products and services, and forge new working relationships in a friendly, professional atmosphere.



The annual Showcase returns Thursday, September 23rd, 4:00 – 8:00 pm, at Meridian Banquet & Conference Center (1701 West Algonquin Road). All Rolling Meadows businesses received an invitation to the event earlier this summer.

The 2021 program – part private business-to-business networking and part public expo – is designed

Business Incentives Offer Grant Funding, Tax Rebates, Fee Reimbursements for New Restaurants & Retailers

City leaders have established a series of incentives aimed at drawing new restaurants and retail shops to Rolling Meadows, with particular emphasis on welcoming businesses to its downtown corridor along Kirchoff Road.

The incentives - designed specifically for non-corporate, independent business operations - include a blend of fee reimbursements, partial refunds of sales or food/beverage tax payments, and grant funding for facade or interior work. National chains and franchise owners, in most cases, are not eligible.

"We've expanded our available options for attracting new restaurants and businesses to Rolling Meadows," Business Advocate Martha Corner explained when outlining the program. "We view it as an opportunity to grow our business community, improve

residents' local shopping and dining experiences, and further diversify the City's tax base."

Annual Tax Rebates

Under the incentive program, owners of restaurants that open on Kirchoff Road (between Rohlwing and Wilke Roads) will receive tax rebates equaling:

- 60% of the food and beverage taxes paid to the City after one year.
- 40% after the second year.
- 20% after year three.

Restaurants that open elsewhere in Rolling Meadows will be eligible for annual rebates of 40%, 20%, and 10%, respectively.

Likewise, new retail businesses on Kirchoff Road are eligible for home rule sales tax rebates equaling 25%

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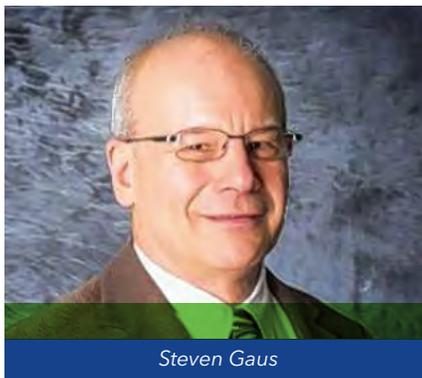
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Rolling Meadows Chamber Joins Regional Cooperative

Rolling Meadows' Chamber of Commerce is the newest member of a regional cooperative that also includes neighboring chambers in Arlington Heights, Mount Prospect, and Palatine, Business Development Director Steven Gaus reports.

The co-op was established in January as a response to the COVID-19 pandemic, which impacted local companies and business organizations throughout the northwest suburbs.

"Like many local businesses, area chambers struggled last year due to



Steven Gaus

the pandemic," Gaus explained. "The regional cooperative approach allows local chambers to maintain their independence and unique character, while creating a shared resource and staffing environment that is more responsive to all of its members."

Drive Business Growth & Increase Visibility

Gaus outlined multiple goals he intends to pursue on behalf of Chamber members:

1. **Increase the frequency of networking events** that create pathways for business development and growth.
2. **Expand Chamber membership** to stabilize/strengthen the organization's finances.
3. **Refine marketing & social media** support for all members.
4. **Reach out to other local business groups** (Schaumburg Business Association, for example) that



may provide new avenues for developing productive relationships.

5. Enhance availability of business development resources.

"I invite members to offer their own ideas for making the Chamber work better for them," he added. "I'm excited for this opportunity and look forward to helping members increase their visibility."

Aug. 24 Golf Outing

The Chamber's August 24th golf outing at Palatine Hills Golf Club promises a "fun-filled day on the course" and an opportunity to network with co-op members. Details and registration forms are available on the Chamber's website, <https://rmchamber.org>.

For more information about the Rolling Meadows Chamber of Commerce, call 847-398-3730 or email office@rmchamber.org.

Connect with us at www.cityrm.org or through:



Incentive Programs...continued from page 1

after one year, 20% after two years, and 15% after three years (15%, 10%, and 5% elsewhere).

NOTE: Businesses must remain in good standing with the City to qualify for the refunds.

Fee Reimbursements

Business owners who purchase or lease property for new restaurant or retail operations are eligible for reimbursement of up to \$5,000 in permit, inspection, and other fees paid to the City. Distribution will occur in two equal installments: the first coming just after the business opens to the public. The second installment will be paid after one year of operations.

Grant Funding

New business owners may also apply for up to \$10,000 in grant funding to cover facade and/or interior remodeling upgrades. The City will distribute approved grants in two installments: when the business receives its Certificate of Occupancy and after its first anniversary.

For more information, contact Martha Corner, Rolling Meadows Business Advocate (847-870-9004 or cornerm@cityrm.org).

Program details and applications are available online at <https://cityrm.org/858/Restaurant-Retail-Incentives>.

Tax Refunds for New Businesses

Food & Beverage Taxes (Restaurants)

- Up to 60% after first year
- Up to 40% after second year
- Up to 20% after third year

Home Rule Sales Taxes (Retail)

- Up to 25% after first year
- Up to 20% after second year
- Up to 15% after third year

Note: Refunds are higher for businesses that open on Kirchoff Road, along the City's downtown business corridor.



Build relationships that lead to long-term business success at this year's Showcase.



City's 'Buzz' Website Helps Businesses Share Their Own

Creating some "buzz" in your respective professional field? Let "The Buzz" help you share it!

The RM Business Buzz (<https://rmbusinessbuzz.org>) offers all Rolling Meadows businesses an opportunity to promote their successes – everything from important milestones, anniversaries, awards, or other successes – at no cost.

That's right: free!

Submit your success stories to Business Advocate Martha Corner (cornerm@cityrm.org) for consideration and possible posting on the Buzz's "Accolades" page. It's a great way to share valuable content with customers and other businesses leaders. *Note: Information selected for posting may be edited for clarity and/or length, as necessary.*

Join the Buzz!

The Buzz is a City-sponsored website that makes it easier than ever for residents to support local businesses. Features include:

- Details and contact information for more than 760 Rolling Meadows-based retailers, restaurants, and service providers.
- Coupons and special deals offered by participating businesses.
- Job listings at area companies.
- Local business profiles.
- And more.

Add your business to the growing 'Buzz:' Simply click "Join the Buzz" on the site's homepage.

Business & Community Showcase ...continued from page 1

to appeal to multiple constituencies:

1. **Business owners** looking to connect with customers and/or hire employees.
2. **Professionals** who actively engage in business-to-business (B2B) networking.
3. **Job seekers** exploring employment opportunities with local businesses.
4. **Residents** interested in learning more about products and services offered by area companies.

"This year's Showcase will offer a welcoming forum for professionals in all industries to network with other business owners," explained Business Advocate Martha Corner.

"It's also an excellent opportunity for local companies to connect with customers, potential employees and freelancers, and other key contacts," she added.

There are multiple options available for participating in the Showcase:

- **Private B2B Networking Event** (4:00 – 5:00 pm). Drop in and share

information about your products and services with fellow professionals while enjoying appetizers and a cash bar (*no charge to attend*).

- **Public Business Expo** (5:00 – 8:00 pm). Showcase ways your business stands out from the rest: engage new customers and prospects in a personalized setting, distribute marketing or other materials to target audiences, and promote available employment opportunities (*\$25 exhibitor charge*).

Professionals who are unable to attend the Expo are welcome to provide marketing materials and/or employment information for distribution during the event.

Register now at <https://cityrm.org/728/Business-Community-Showcase>. For more information, contact Martha Corner at cornerm@cityrm.org or 847-870-9004.

Note: This year's Showcase will incorporate COVID-19-related public safety precautions - including social distancing and face coverings, as deemed necessary. The event may be postponed or cancelled for public health reasons.



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- City Manager's Office 847-394-8500
- Finance Department 847-394-8500
- Fire Department (non-emergency) 847-397-3352
- Police Department (non-emergency) 847-255-2416
- Public Works Department 847-963-0500
- Community Development Division 847-506-6030

Street Banner Sponsors Raise Nearly \$10,000 for Community Events

Local businesses have raised almost \$10,000 for Rolling Meadows' Community Events Foundation (CEF) by purchasing customizable street banners that now line Kirchoff Road

and other high-traffic areas.



The annual street banner program offers local companies and organizations a high-profile opportunity to market themselves while providing financial

support to the CEF. Banners may be ordered to include a sponsor's name and/or logo.

The Foundation is a 501 (c) 3 nonprofit entity whose mission is to provide financial support to Rolling Meadows' community events. It relies solely on tax-deductible contributions and gifts from donors. Learn more or make an online donation by visiting <https://cityrm.org/679/Community-Events-Foundation>.

Thanks to the following companies, organizations, and individuals for supporting this year's banner program:

- Aerex Pest Control
- Aloft Hotel
- American Star Heating
- BEAR Construction
- Christopher B. Burke Engineering
- Community Church of Rolling Meadows
- Complete Lawn & Snow Services
- Consumers Credit Union

- Edward Jones Investments
- Emerald Lawn Care
- Dr. Michael Errico, DDS
- Flood Brothers Disposal Co.
- Arthur J. Gallagher
- J&J Pavement Repairs
- JC Restoration
- JML Overhead Door
- Lakeshore Title Agency
- Maid Brigade
- Meet Chicago Northwest
- State Representative Thomas R. Morrison (R-54th)
- Northwest Suburban College
- Northwest Special Recreation Association
- Phoenix Builders
- Plum Creek Supportive Living
- Plum Grove Properties, LLC
- Rolling Meadows Historical Museum
- Roberta Williams Salon & Spa
- Spacelite
- Suburban Accents

In Brief

Business Owner Named to City's Economic Development Committee

Local entrepreneur Nick Martinelli has been appointed to a three-year term on the City's Economic Development Committee (EDC).

A graduate of Rolling Meadows High School, Martinelli is the founder/owner of Robin Hood Restoration, which recently relocated to Rolling Meadows.



The EDC meets at 6:00 pm on the first Monday of each month at City Hall.

Learn more about the City's volunteer boards and committees at <https://cityrm.org/349/Boards-Commissions>.