

## Thank you -

Thank you to our investors for your support of CRDC and Quality Jobs 4A Strong Future for the past 5 years. Without your support, we cannot fulfill our mission to create jobs and capital investment for the Greater Clinton Region.

As we conclude Quality Jobs 4A Strong Future, we reflect on the many successes that the region has seen over the course of the campaign. CRDC's ongoing mission will be to leverage the great things happening here to sustain that momentum.

Although we have seen success, our region still has a great deal of potential for growth; potential we intend to continue cultivating.

The following is a summary of the projects and programs carried out by our organization and staff throughout the campaign. Again, many thanks for making progress possible!



Steven G. Ames  
President & CEO

## New Business Attraction

We are continuously looking for new areas for industrial development to better market the region. All available sites and buildings are placed in a database accessible to our state economic development agencies and others evaluating the region as we are made aware of them.

### Where Have We Been?

- Chicago, IL
- Dallas, TX
- Charlotte, SC
- St. Louis, MO
- Philadelphia, PA/Southern NJ
- Boston, MA
- Minneapolis, MN
- San Diego, CA
- Atlanta, GA.

### What Have We Done?

- Professional Conferences
- Site Selection Forums
- Sales & Marketing

### Who Have We Met?

- Consultants/Developers/Tenant Reps
- Business/Industry
- Corporate HQ Suppliers

We have fielded and responded to **102** Requests for Proposal from economic development partner organizations in the past five years.

## Existing Business Growth & Retention

- Established a monthly electronic newsletter to keep investors apprised of our activities and communicate opportunities to access projects and/or financial benefits to support local industry.
- Co-hosted "Building Morale in a Broken Economy" with the Clinton Area Chamber of Commerce Business Training & Seminar Committee.
- Hosted Iowa Department of Natural Resources to discuss air quality issues with regional industry and community representatives.
- Conducted over **280** meetings with local business and industry throughout the region.

## Partnership

In 2006, the Clinton Regional Development Corp. and the Clinton Area Chamber of Commerce relocated to the Armstrong Building.

The benefits of this arrangement are many, but two stand out:

- The rehabilitation of one of the original buildings in Downtown Clinton provides an anchor for continued development of a vital area of the community.
- The CRDC and the Chamber can capitalize on the synergy of having two organizations with complementary missions under one roof. We share expertise and resources to maximize your investment dollars.

## Marketing & Research

- Re-branding of Clinton Regional Development: Redesigned website; Enhanced marketing; Targeted efforts; Contact/Project database.
- Identified and executed a number of PR opportunities including: a periodic editorial piece by Steve Ames in the Clinton Herald; radio shows with Dave Vickers on KROS; a regional profile in the Quad-Cities Business Journal; an open-house event to promote the economic development activities taking place regionally, entitled "Showcasing Our Successes", and a profile piece in *Trade & Industry Development*.
- Compiled annual position papers and packaged them for legislators and staff on visits to Des Moines, IA and Washington, DC.

## EIEDA

- Utilized a grant from the Iowa Department of Economic Development to form the Eastern Iowa Economic Development Alliance (EIEDA); a partnership among Cedar, Clinton, Jackson, Muscatine, and Scott Counties in Iowa to further our collective marketing efforts.
- The Alliance intends to aggressively market our region both domestically and globally. From Sell Iowa trips, to targeted recruitment of individual business, this group shares the belief that economic development is about relationships and taking the initiative when it comes to recruitment and the expansion and retention of existing business.
- EIEDA has established a web presence using the branding and market research data compiled by Voltege and Janus Economics.
- We are looking forward to working with this group to further promote the assets of our region.

## Quality Jobs 4A Strong Future

Results are direct efforts of your regional economic development staff. As of December 6, 2010 --

Since 2005:

681 - jobs created  
1955 - jobs retained  
262 - contacts by new and existing industry  
\$770 - million new capital investment



Your Investment Supports...

Relationship Building

Communication

Grant Writing

Support of Regional Projects

Sales & Marketing Efforts

Recruitment Trips

Response to RFPs

Follow-up on Leads

Thank you again for your support of economic development in the Greater Clinton Region. Please feel free to contact us for additional information regarding our activities, or check out our web site:

[www.clintondevelopment.com](http://www.clintondevelopment.com)

# *Progress Report*

*Quality Jobs 4A Strong Future 5-Year Recap*



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