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August 2006

News from Clinton Regional Development Corp. Greetings!

CLINTON RECOGNIZED IN FORBES

The Clinton Region was prominently mentioned in the July 23, 2006, issue of Forbes Magazine. The article, "Reviving Up Nature's Engines", focuses on biotech through value-added agriculture – specifically, the development of chemicals and plastics manufactured from agricultural products rather than fossil fuels.

Clinton was highlighted because of the Polyhydroxyalkanoates (PHA) plastics plant that is to be constructed by ADM in South Clinton. ADM and its partnership with Metabolix was recognized because of the use of corn to create biodegradable plastic for "uses such as anti-weed sheets for farmers to lay on their tilled fields" and environmentally-friendly utensils. The PHA plant that ADM is bringing to South Clinton has truly given our Region global recognition. The notoriety we have received as a result of the PHA project is priceless and underscores the huge advantage this Region has for the production of value-added, agriculture products.

Access a copy of this article on our website: <http://www.clintondevelopment.com/news.cfm>

MEMBER ACCESS TO CRDC WEBSITE

As members of Clinton Regional Development Corp. and contributors to Quality Jobs 4A Strong Future, you are entitled to exclusive access to the Membership section of our website. Go to: <http://www.clintondevelopment.com/membership.cfm>. You can access this section using Member Name: crdcmb and Password: crdcweb

TOPOGRAPHICAL WORK COMPLETED ON RAILPORT

Key Rail Road Engineering has just finished digitally recording topographical information about the Lincolnway Railport. The next step is to overlay concept drawings on this topographical information to evaluate ways to access to the Railport off the Union Pacific Main Line. We will then work with Union Pacific to get an access plan approved. Our hope is to get approval by Union Pacific, complete the engineering, and have a construction schedule defined within the next 4 to 6 months. Investing in rail to the Railport is a huge priority of CRDC, and doing so will enhance our ability to attract high- wage "Quality Jobs".

MANUFACTURING TECHNOLOGY SHOW – CHICAGO

CRDC President & CEO Steven Ames will be partnering with the Iowa Department of Economic Development (IDED) for the International Manufacturing Technology Show (IMTS) at McCormick Place, Chicago during the week of September 6. The event is one of the largest manufacturing-related shows in the country. IMTS boasts one of the biggest displays of manufacturing equipment and technology in one location in the world. Industry specific pavilions focus on particular areas of advanced manufacturing, providing the perfect backdrop to introduce new tools, controls, computers, software, components, systems and processes. Prototype machinery and experimental equipment will be on display, as will cutting-edge ideas that will direct the future of manufacturing. Countless negotiations between production equipment suppliers and buyers will transpire during the six day event.

Iowa will be one of several states marketing at the show. Mr. Ames will spend the 6th, 7th and 8th working in the IDED booth promoting the state and the Greater Clinton Region. Representatives from the DeWitt Development Company as well as several other economic development organizations including Cedar County and the East Central Intergovernmental Association will also be sharing time. It is a great way to market the advantages of the state, form stronger partnerships with other economic development groups, and generate leads for the Greater Clinton Region.

FOOD PROCESSING SHOW – McCORMICK PLACE

During the week of October 29, CRDC President & CEO Steven Ames will be sharing marketing space with the Quad City Development Group (QCDG) at the Process Expo at McCormick Place Chicago. This is the first time we have partnered with another regional economic development group at a trade show. We have so much in common with the Quad Cities; it makes sense to explore joint marketing opportunities.

Process Expo, one of the largest shows on the planet related to food processing machinery will focus on the newest developments in processing technology for food and beverage manufacturers. Exhibitors will demonstrate state-of-the-art equipment in the fruit and vegetable, beverage, canning/freezing, environmental, instrumentation, prepared foods, can- making, meat, dairy and snack food industries. Over 50,000 attendees are expected including 6,000 internationally from more than 70 countries, including decision-makers representing multi-billion dollar industries. The event provides a great venue to market the Greater Clinton Region. Mr. Ames has attended several Process Expos as Project Manager with QCDG. Each time, a sizeable number of leads were generated.

This Pack Expo will be co-located with Process Expo at McCormick Place. Pack Expo is a showcase for companies that represent every sector of the packing industry including packaging machinery, converting machinery, materials, packages, and containers, controls, software, components, fabrication, robotics and design systems will exhibit their latest innovations. PACK EXPO 2006 attendees represent a broad range of industries from food & beverage, aerospace and pharmaceutical/medical to confectionary, bakery and snack food. The show will feature over 1,600 companies from all over the world.

MIDWEST COMMUNITY DEVELOPMENT INSTITUTE

During the week of August 14, Mr. Kent Royster, CRDC Business Retention Manager, participated in a five-day training program called the Midwest Community Development Institute (CDI). The CDI sharpens participants' skills and knowledge in community and economic development so that they can improve the economic vitality of their communities. The event was hosted by the Illinois Institute for Rural Affairs (IIRA) at Western Illinois University.

CDI featured speakers from across the country who are experts in community and economic development, including Robert Pittman from Lockwood Greene, an engineering firm, who has 20 years experience in helping businesses find sites internationally and June Holley who is nationally-known for her success in promoting entrepreneurship in southeastern Ohio. Participants also had the opportunity for a field trip along the Moline Riverfront which is being converted from old industrial properties to an attractive urban environment.

Topics covered included facilitation skills, leadership, marketing your community, the role of the private sector in economic development, strategic planning, and fund-raising. Furthermore, participants had the opportunity to network with colleagues in the region facing similar challenges.

CRDC PREVIEWS COMMUNITY VENTURE NETWORK

A Community Venture Network (CVN) preview session in was recently attended by CRDC President Emeritus and Priority Eastern Iowa Regional Marketing representative Hugh LaMont. CVN has grown over the past 15 years as a unique venue for growing communities and expanding companies to meet and explore each others needs. This Minneapolis event consisted of six live presentations including: projects for a technical and software support center; a software development and customer support center; a consumer fabricated wood products manufacturer; a consumer electronics manufacturing and distribution systems expansion; a corporate headquarters for transportation related manufacturing, assembly and distribution operation and superior high tech new water elimination system for private and public instillations.

As part of the trip, CRDC, Professional Developers of Iowa, and Priority Eastern Iowa staff paid a visit to Canadian Consulate General, Murray Hardie and made a presentation to his staff of seven. CRDC has worked with this office in the past on IPSCO Steel related matters, and made many previous marketing trips to Canadian Manufacturing firms with Alliant Energy. These activities help protect and leverage your investment in international attraction / expansion efforts for Quality Jobs 4 A Strong Future.

PORT AUTHORITY AND FOERIGN TRADE ZONE

The Clinton Regional Development Corporation and the Clinton Area Chamber of Commerce have been providing information on the concept of a Regional Port Authority and development of a Foreign Trade Zone (FTZ). Both can add significantly to our arsenal of economic development tools. The more details we can provide on both will reduce the number of questions and misinformation in the future. The Development Corporation and the Chamber have been entertaining the concept of creating a port authority, due to the number of inquires from companies considering job creation and private sector capital investment in the Greater Clinton Region.

Port authorities provide an organized structure to utilize all the transportation modes that are available to a certain region. They also assure transportation, storage and security are available to all of industries in a region on a fair and equitable basis. Formation of a port authority creates a unified service area with one governing body that is impartial and seeks regional harmony for economic development. A port authority can apply for state and federal government funds as a joint regional application, representing a diverse group of political subdivisions thus creating a higher degree of approval over single, stand alone applications. This way we are able to return tax dollars back to the region from Des Moines, Springfield and Washington D.C.

Foreign Trade Zones are a related economic development tool that often times conjures up the image of a vast waterway on the ocean with large ships waiting to enter a port. This is not true in the age of a global economy. We are all connected to the rest of the world. To simplify the concept, the area designated as a FTZ is no longer part of the United States. It becomes an area controlled and regulated by United States Customs, which has authority over all goods and activity that moves in and out of the zone. The use of FTZ defers, and in some cases reduces or removes the duty on foreign goods.

The concept and use of foreign trade zones and port authorities is nothing new. What is new is the desire to examine this tool as a way to attract new employers to the Greater Clinton Region, and to help the firms already here add jobs and capital investment. Our mission is to research tools that will enable us to have the best answers for those who seek to create jobs and to make capital investments.

For a more detailed version of this editorial go to the Development Group's Web Site www.clintondevelopment.com/news.cfm

We will now be providing the following summary statistics on CRDC active projects.

- Project Load: 25 Active projects
- 1 Projects Closed Since July Newsletter

Source of Lead:

- IDED: 6
- DCEO: 7
- Direct: 2
- Local Partners: 3
- Regional Projects: 7 (within CRDC Bi-state territory)

Lead by Target Industry:

- Services: 1
- Manufacturing: 20
- Valued Added Agriculture/Bio Life Sciences: 4

A "Scorecard" tracking our monthly sales-marketing activities is available to investors on our website www.clint_onddevelopment.com. Quality Jobs 4A Strong Future Investors or CRDC Members who would like more details about our current project mix can contact Steven Ames, President & CEO, sames@clintondevelopment.com. He will communicate the progress of these projects to the extent permitted by the clients' expectations of confidentiality.

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