

News from Clinton Regional Development Corp.

Since 1953, the Clinton Regional Development Corporation has offered professional, client-driven, site selection services. Our goals are to enhance the regional business climate, attract new investment, expand existing industry, and encourage quality new jobs.

ADM & METABOLIX GROUNDBREAKING

President & CEO, Steven Ames: sames@clintondevelopment.com

On Monday, June 25th, **ADM in partnership with Metabolix formally broke ground** on the first commercial plant to produce a new generation of high- performance natural plastics that are eco-friendly and based on sustainable, renewable resources. The plant is due to be operational in 2008.

The plant will produce Mirel, a natural plastic that will have a wide variety of applications, including: coated paper, film, and molded goods. The PHA natural plastics are produced using a fully-biological fermentation process that converts raw materials, such as corn sugar, into the plastic. These new plastics have excellent durability, can be used as compost, and are biodegradable.

Ms. Patricia A. Woertz, Chairman of the Board of Directors, Chief Executive Officer and President of ADM, addressed an audience of about 100 state and local leaders on the site of the PHA Plastics Plant.

This is great for Clinton, the Region and the State. This new development fits well with our mission to promote value-added agriculture and will reduce our dependence on foreign oil.

LINCOLNWAY RAILPORT - 2nd IDOT AWARD

Resource Development Specialist, Ed O'Neill: edoneill@clintondevelopment.com

CRDC staff finalized the contract for the second IDOT Rail Road Grant and Loan Program award.

As we reported earlier, the first award will be used to place rail and related infrastructure inside of the industrial park. This second award will be used to design and construct a main lead track off the Union Pacific mainline running south of the industrial park entrance.

This track infrastructure outside the park is the first phase of a two-phase program to assure quality rail service to the industrial park in the very near future. The first phase will utilize manifest rail service from the Union Pacific, changing over to full, unit-train capacity in phase two.

The first IDOT award total was \$319,209; \$90,000 was in the form of a grant, and \$229,209 was awarded as a loan. The second award total was \$489,000 divided equally between loan and grant. These awards have provided us with over three- quarters of a million dollars toward this project.

PORT AUTHORITY ON THE HORIZON

Resource Development Specialist, Ed O'Neill: edoneill@clintondevelopment.com

The finalization of the IDOT Railroad Grant and Loan awards coupled with the immediate need to provide rail service to the industrial park signal that the establishment of a regional port authority is eminent. The use of a port authority has always been in the CRDC tool bag, and now the need for such a tool is at hand. During the next two weeks, we compare the Illinois and Iowa legislation in order to make a recommendation as to which one would be most advantageous for the needs of our Region. Both states offer some unique characteristics in their legislation.

GROWTH & RETENTION ACTIVITIES

Business Retention Manager, Kent Royster: kroyster@clintondevelopment.com

Business Growth and Retention efforts were in high gear during June.

We had a retention meeting with Danisco Sweeteners and an excellent tour of their plant and received samples of gum, one of the products made using their trademark artificial sweetener Xylitol. We met also with **Gateway State Bank, Collis, Collis Tool, ISPCO, Blue Ridge Paper, and UFP Technologies (Moulded Fibre)**.

Currently we have four (4) retention meetings scheduled for July with others on the way. If you would like to participate on any of these meetings, give Kent Royster a call at (563) 242-4536.

During these retention meetings, we discussed our partnership with the **Buyer-Supplier Connection** program that operates under Prosperity Eastern Iowa. The Buyer-Supplier Connection allows companies to identify the products they have to offer locally, as well as what they would like to source from other companies in the Region. The program will soon be available on-line through the Prosperity Eastern Iowa website: www.prosperityeasterniowa.org

CRDC is sponsoring a **Plant Managers Forum on July 11, 2007**, at the Clinton High School Vocation Food Service Lab. This is a great opportunity to help provide input as the Clinton School District works toward updating the VOTECH Program.

Quality Jobs UPDATES TO MEMBER COMMUNITIES

President & CEO, Steven Ames: sames@clintondevelopment.com

During the past three months, CRDC staff has been providing updates on the **Quality Jobs 4A Strong Future** initiative. Albany, Fulton, and Thomson in our Illinois Region; Camanche, Clinton, and Low Moor in our Iowa Region; and the Clinton County Board of Supervisors have all hosted formal presentations at their regular city council/board meetings. Communicating with our investors and stakeholders is an important part of our mission, and we must keep them informed of our activities and the goals we have accomplished. ***Thank you to all of our communities for your support!***

KEEP IOWA BEAUTIFUL

Summer Intern, Travis Johnson: tjohnson@clintondevelopment.com

Travis Johnson, CRDC Summer Intern, recently traveled to Newton, IA, to attend the annual **Keep Iowa Beautiful First Impressions Symposium**. Keep Iowa Beautiful is an affiliate of the national program, Keep America Beautiful, which encourages cities to beautify public and private properties. This program deals mostly with volunteers who want to make a difference in their cities. The City of Clinton is in the process of becoming affiliated with the Keep Iowa Beautiful program.

At the symposium, Mr. Johnson learned of other cities' projects such as the PICA (Pride in Community Appearance) program in Fort Dodge, IA. This volunteer program receives materials from the City of Fort Dodge which are used to update public areas throughout Fort Dodge. The symposium also provided information on litter-free school campuses, paint donations from Diamond Vogel® Paints, grants and available funding for projects.

CRDC will coordinate with City of Clinton staff to explore the possibility of implementing the Keep Iowa Beautiful program within the city's nuisance abatement program.

TRAINING FOR CRDC STAFF

Administrative Assistant, Mary B. Paul: mpaul@clintondevelopment.com

Administrative Assistant, Mary B. Paul, attended the **Administrative Assistants Conference**, sponsored by SkillPath Seminars, on Thursday, June 7, 2007, in Davenport, Iowa. The one-day workshop offered five sessions each on two different tracks: Image and Communication Skills Or Professional Development.

sessions from each track which included such topics as "Communicate with Confidence-verbal and written skills that convey professionalism" and "Juggling Multiple Projects with Ease."

The conference sessions were lead by two, highly educated women speakers. They gave excellent class instruction, offered a myriad of information resources, shared their personal stories, gave valuable insight and advice, and were extremely entertaining. This was an opportunity for Assistants not only to learn new, practical skills, but to network with peers who face the same day-to-day challenges.

CRDC encourages its staff to attend seminars and workshops, so that they may better serve our members and the Region. Mary Paul commented that the Administrative Assistants Conference made her feel refreshed, re-energized, and ready to tackle the world-- again!

SAN DIEGO CONSULTANTS FORUM

President & CEO, Steven Ames: sames@clintondevelopment.com

Steven Ames attended "**Best Practices for Economic Developers**", a Consultants Forum in San Diego hosted by Area Development, a professional site selection service.

The forum afforded the chance to interact with a large number of consultants and learn what their clients are looking for when considering expansion, relocation, and/or investment strategies. Mr. Ames had the opportunity to do several sales presentations and receive beneficial feedback from consultants on how to make his presentation most effective.

A highlight of the forum was a presentation by **Bob Hess, Consulting Partner with Cushman & Wakefield, Inc.** Mr. Hess discussed how they assisted Thyssen Krupp, a German based, multi-national steel producer, find a location for a new steel mill in Mobile, Alabama. It was interesting to learn about all the nuances of the project, and how and why sites were eliminated. In the end, the proximity to raw materials coupled with aggressive state incentives landed the project.

Darrin Buelow, Senior Manager with Delloitte Consulting, LLP, did a great presentation on the factors that drive site selection. His emphasized that "development-ready" sites get the projects, meaning a site with existing infrastructure or a plan for how and when services can be extended to the site. Mr. Buelow also encouraged the development of rail- served sites, as demand for rail access has grown exponentially in the last two years.

Mark Sweeny, Principal in McCallum Sweeny Consulting discussed their "Certified Sites Program" in which they evaluate sites and "certify" those that are development-ready. Many sites his firm has certified have made short lists or have been chosen for major expansion, relocation, and/or investment projects. Clinton Regional Development Corporation is now working with McCallum Sweeny to begin the certification process for Lincolnway Railport.

Overall, the forum provided an excellent venue to interact with a large number of site selection consultants in one location. Mr. Ames was able to meet some of the new, "rising stars" in the site selection world and solidify relationships with those consultants he has met in the past.

ABI ANNUAL CONVENTION

Marketing Research Specialist, Karen Mooney: kmooney@clintondevelopment.com

In June, Karen Mooney attended the Association of Business & Industry (ABI) Annual Convention, entitled **Workforce 07: Getting the Best from Every Body.**

Panel discussions were held on a variety of workforce issues including retention strategies, recruiting a non- traditional workforce, and less traditional recruiting methods. Panelists sharing their expertise represented a variety of top Iowa Companies and global companies with operations in the state such as **HON Company, Manpower, Mid-American Energy, Pella Corporation, and Wells Fargo Financial.**

The opening speaker of the conference was **Mac Anderson, the founder of Successories, Inc.** For those not familiar with the company, Successories produces motivation and recognition products such as artwork displaying motivational messages. Mr. Anderson shared some insight into strategies for achieving top performance from one's self as a leader and from those we lead.

Charlie Wittmack, the closing speaker for Day 1, was the first Iowan to reach the summit of Mt. Everest and is currently training to attempt swimming the English Channel. With many significant accomplishments under his belt, one might think there is not much left for him to do. Mr. Wittmack's message: "Performance is more important than outcome." The success achieved in attaining a goal is open to evaluation by other people, but the effort made during the process is something intrinsic.

CRDC staff takes part in continuous training and development activities to stay abreast of issues impacting our Regional partners. If there are challenges that we can help your company address, please feel free to contact us. We are eager to help you grow your business or connect you with the resources to make it happen.

CIP INDUSTRIAL DEVELOPERS CONFERENCE

President & CEO, Steven Ames: sames@clintondevelopment.com

Steven Ames spent June 13th, attending the **Chicago Industrial Properties (CIP) Industrial Summit** in Rosemont, IL. The conference provided an opportunity to interact with major commercial/industrial developers in Chicago.

Many of these developers work with Fortune 500 clients that are continuously looking for expansion, relocation or investment opportunities. The purpose of attending the conference was to generate interest in our Region's current development projects and get on the developers "radar" for future projects.

The conference focus was on land and buildings in Chicagoland and recent trends in financing large-scale projects. A lot of discussions focused on the demand for land outside There were several state and regional economic development groups in attendance as well. CRDC plans to exhibit at the conference in 2008.

CURRENT PROJECT STATISTICS

Project Load:

- 16 - Active Projects

Source of Lead:

- 1 - IDED
- 2 - Direct
- 13 - Regional Projects / Projects within CRDC Bi-State Region

Lead by Target Industry:

- 3 - Services
- 10 - Manufacturing
- 3 - Value-Added Agriculture

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A "Scorecard" tracking our monthly sales- marketing activities is available to investors on our Web Site @ **www.clintondevelopment.com**. If investors would like more details about our current project mix, please contact Steven Ames, President & CEO, at sames@clintondevelopment.com.