

Clinton Regional Development Corp.

News from CRDC

October 31, 2008

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PDI November Legislative Round-Table

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

Professional Developers of Iowa (PDI) is a voluntary group of professional economic development personnel affiliated for the purpose of furthering the development of the economic base of the State of Iowa. Each fall, PDI hosts a series of round-tables around the State allowing members and legislators to have an open and honest discussion of legislative topics related to economic development. Mark your calendars and please join us for the following PDI Legislative Round-Table sponsored by Clinton Regional Development Corporation.

PDI 2008 Legislative Round-Table

Thursday, November 13, 2008 - 9:00 to 11:00 AM - Doors Open @ 8:30 AM

Best Western Frontier Inn - 2300 Lincolnway, Clinton, Iowa 52732

Get To Know LOIS

Karen Mooney - Marketing / Research Specialist: kmooney@clintondevelopment.com

CRDC is always on the lookout for new commercial and industrial sites in the region to market to prospective clients. We find it helpful to have information at our fingertips which we can forward to site selection consultants and corporate decision makers who contact us with potential new projects. A tool we use to keep this information readily available, in presentation quality format, is called LOIS.

LOIS, Location One Information System, is a national database of communities, sites, and buildings which our economic development partners rely upon heavily for matching projects and locations. The database maintained by economic development staff all over the country. Anyone looking for a new place to do business can search this database based on the criteria most important to them. Examples are size, location, existing buildings or available land, utilities or transportation modes available.

Our regional LOIS records can be accessed through the CRDC website

www.ClintonDevelopment.com by clicking on any of the links for finding commercial & industrial real estate.

If you have an appropriate site or building you would like CRDC to market, please feel free to contact us (563-242-4536). We are always looking for suitable locations, and we would love the chance to match yours to a new opportunity for growth within the region.

Staff Attends PDI Fall Conference

Steve Ames - President & CEO: sames@clintondevelopment.com

President & CEO, Steven Ames, and Infrastructure Development Specialist, Ed O'Neill, attended the Professional Developers of Iowa (PDI) Fall Conference in West Des Moines from September 24th to September 26th. CRDC sponsored the golf event that was held at the Willow Creek Golf Course in West Des Moines. PDI invited a lot of professional site selectors and many of them participated in the Wednesday golf outing. Our sponsorship provided a way to get Greater Clinton Region economic advantages in front of those who assist companies in making location decisions.

There were many good conference sessions that dealt with very important economic development topics. There was a seminar on ways to improve your Web Site not only to enhance retention and external marketing efforts but also how to better communicate with investors and stakeholders. There were sessions hosted by site selection consultants that focused on different industries like logistics, call centers, office, bioscience and manufacturing. The conference ended with a presentation from Jeff Rossate with the Iowa Department of Economic Development (IDED). Mr. Rossate gave an update on IDED's marketing efforts and the numbers of active leads in the hopper. He provided insight on what site selectors are demanding in community responses and gave suggestions on how Regions can be better prepared to respond quickly to Requests For Information (RFI). The conference provided a good venue to exchange ideas among economic development professionals, interact with site selectors, and learn cutting edge sales and marketing strategies.

Clinton Contingent Attends IDOT Public Input Meetings

Steve Ames - sames@clintondevelopment.com

The Iowa Department of Transportation Commission held one of four Public Input Meetings in Muscatine on Tuesday, October 14, to discuss transportation matters with representatives of local government, interest groups and individuals. Items that were discussed at the meeting included the State Transportation Improvement Program; transportation policies; and highway, aviation, rail, river, and transit issues.

Highway coalitions, city and county representatives, as well as advocates for passenger rail, all converged on the input meeting to promote their respective projects. The Honorable Rodger Holm, Clinton Mayor, thanked the Commission for its investment in the Liberty Square Project. Steven Ames provided an update on the economic development potential of the Lincolnway Railport and details of the Union Pacific Railroad approval to get service to the industrial park. Ames also mentioned the need to increase funds allocated to the IDOT Rail Revolving Loan and Grant Program. Edith Pfeffer did a presentation on Highway 30 and the need to four-lane this highway across the state.

Clinton County Business / Education Partnership

Sylvia Banes - Business Retention Manager: sbanes@clintondevelopment.com

Clinton Regional Development Corporation (CRDC) hosted a luncheon at the Clinton Community College Technology Center on October 21. The meeting was arranged to explore the possibility of creating a partnership between industry, high schools, and the community college to provide training programs for high school students to acquire valuable skills enabling them to enter the labor force immediately after high school graduation.

Rich Basden, Clinton Community Schools Superintendent, shared information about the vocational programs that he had promoted with industry while in Jacksonville, IL. He had great success working with large industries to develop the right skills students could use immediately after high school graduation. Further more, companies were able to offer summer employment to students attending a university program in hopes of attracting them back to the community after completing their degrees. Yes, there were obstacles for students working in an industrial environment, but the school worked with industries to create a win-win situation for the student and industry.

Tom Parker, Camanche Community Schools Superintendent, related that county superintendents are talking about county-wide vocational programs to benefit more students and create a collaboration of resources. He stated the superintendents are willing to "think outside the box" and partner with industries to create much needed, high quality, skill programs.

Karen Vickers, Clinton Community College President, informed attendees about the vocational programs at the high school that could be developed in cooperation with the community college. She talked about credits a high school student could acquire in a program, such as welding, and then finish their associate degree at the community college. Vocational programs are easier for the community college to have ready, because more than likely, they already have a similar program.

Further discussion identified other issues such as the work ethic of employees, students who do not think they can get a good paying job in local industries, and concerns with replacing workers who will be retiring in the next five years. Some companies are working hard to begin responding to these concerns but need assistance to create programs for high school students.

Tom Parker thought a pilot program should be established to begin in the 2009 Fall Semester. One skill area should be identified. This could be done through a quick survey of companies. Sylvia Banes, CRDC Business Relations Manager, volunteered to compile a short survey to companies. Rich Basden will work with Steve Ames and Sylvia Banes to identify the process for making the program ready-to-go. Other people will be asked to participate as the needs arise.

Another meeting will be scheduled after the survey information is compiled. Please Sylvia Banes if your company would like to be included in the workforce development project.

Economic Gardening Ed O'Neill - oneill@clintondevelopment.com

On September 22, Alliant Energy sponsored a one-day economic work shop designed to help elected officials, economic professionals, and business leaders plant and cultivate the seeds of economic success.

Economic Gardening started in Littleton, Colorado as a city department pilot project, and has become an internationally recognized program that provides high-end, corporate-level tools for any Littleton business. The city department provides market research, competitor intelligence, industry trends, marketing lists, strategy development, Web optimization and customized research for any business inside the city limits, at no charge. Chris Gibbons is the director of the Business and Industry Affairs Department for the City of Littleton, and has developed and run the program since its beginning, and was the facilitator for this workshop.

Election Day is Tuesday, November 4th.

DON'T FORGET TO VOTE!

Activity Score Card



Since 1953, the Clinton Regional Development Corp. 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.

A "scorecard" tracking our sales and marketing activities is available to our investor on our website: www.clintondevelopment.com

User ID: crdcnbr

Password: crdcweb

Investors who would like more details about our current project mix,
please contact Steve Ames at 563-242-4536 or

sames@clintondevelopment.com

[See the Scorecard...](#)

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