

Clinton Regional Development Corp.

News from CRDC

May 30, 2008

In This Issue...

[D.C. Trip Success!](#)

[Fulton Breakfast Mtg.](#)

["Green" SMART Conf.](#)

[TIF Approach](#)

[Regionalism](#)

[Activity Score Card](#)

Quick Links...

[Our Website](#)

[News & Events](#)

[About Us](#)

[CRDC Staff](#)

[Contact Us](#)

Annual TRIP TO WASHINGTON D.C. Deemed A Success!

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

Clinton Regional Development Corporation (CRDC) participated in the annual Mayors' D.C. Summit to Washington from May 5th to the 7th. About thirty (30) leaders from the public/private sector converged on the nation's capitol to advocate for a variety of projects ranging from transportation and cultural affairs to education. Mayor William Lease of Savanna, Illinois, was a first-time participant in the summit who met with legislators about how proposed BRAC closures (Base Closures and Realignment Commission) may affect their community. Savanna represented its Historical Museum project as well.

The number one priority for Clinton, Iowa, that was represented to legislators was the completion of the 19th Avenue North Extension. The top priorities represented for the Greater Region are funding for rail to the Lincolnway Railport, the Regional sewer system, renewable fuels legislation and the mission to four-lane U.S. Highway 30 across Iowa.

CRDC has appropriations requests in to Senators Grassley and Harkin and Representative Braley for assistance in building the rail plan that was approved by Union Pacific for the Railport late last year. Our main mission in D.C. was selling our economic advantages relative to our rail and barge capacities and our ability to attract an array of industries. Camanche, Iowa, representatives met with legislators about the Washington Boulevard Project.

The annual trip to D.C. is vital to keep our legislators apprised of important projects occurring in our Region. In the past, we have been successful in bringing a significant amount of federal funds back to our Region. In times of a tight federal budget, we must be persistent and consistent in our messages in order to secure any assistance.

We are now planning for next year's trip to D.C. which is tentatively scheduled for the week of May 3rd. We encourage those that have not attended this event in the past to place this date on their calendars. The larger the number of Regional participants, the better we are recognized.

FULTON BREAKFAST MEETING Held MAY 29

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

The Clinton Regional Development Corporation in partnership with the City of Fulton hosted a breakfast for Fulton manufacturing and large businesses at Cousins Subs in Fulton. Randy Bulk, Fulton City Administrator, provided an update of infrastructure improvements, state programs available for the city, and other economic development activities in Fulton. Steve Ames, CRDC President & CEO, talked about Union Pacific progress and the importance of working together selling the Region. Several large prospects that need rail, barge, and good roads for heavy products are looking at this Region.

Further discussions included the available workforce for local employers; the importance of the 19th Avenue North project in Clinton, providing an easier access for both communities; the need for additional housing with limited land available; state programs that can assist in helping companies with expansions and training, as well as the continued priority to have Highway 30 expanded. There were good discussions and the group appreciated the opportunity to meet and learn from each other.

Everyone who attended this Breakfast Meeting thought it important to meet again to learn from each other, as well as keeping current on economic development activities in the Region. There was great representation and excellent ideas were generated from the meeting.

CRDC Staff Attend 2008 *SMART* Conference

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

CRDC Staff members attended the 23rd Annual *SMART* Economic Development Conference held at the Polk County Convention Complex in Des Moines, Iowa, on May 8, 2008. The Iowa Utility Association and the Iowa Department of Economic Development (IDED) partnered together to present this event. (Pictured are Ed O'Neill, Karen Mooney, Tom Determann-Board Chair, and Steve Ames. Mary Paul attended but was not in the picture.)



It was a fantastic, one-day conference offering valuable information and resources for those interested in economic development, business/industry retention and expansion, and community members engaged in bettering the world we live in. Staff attended several Breakout Sessions entitled "Workforce"; "Tax Increment Financing"; "Working Within Your Budget and Organization"; and "Green Streets" which focused on smart growth and economic prosperity within your community.

"Green" is the new norm for IDED programs, and this year the *SMART* Conference was a "Green" Conference. Breakout Sessions focused not only on the aspects of economic development, but also on the advantages of implementing environmentally-friendly practices which help to make our communities more sustainable. In fact, this is the first *SMART* Conference to receive a "Renewable Energy Certification." Governor Culver stated, in his video address at the conference, that his goal is to make Iowa the leading state in environmental business and energy development.

Among the inspiring keynote speakers was the morning speaker, Honorable Harris Wofford, a former U.S. Senator from Pennsylvania who was instrumental in developing the Peace Corps. Wofford spoke about "cracking the atom of civic power" in order to harness the valuable energy resource of "people power" for solutions to our major national, state, and community problems. Then we were totally entertained by the featured luncheon speaker, Robert Stephens, founder and CEO of the Geek Squad. With over 17,000 agents and conspicuously marked vehicles, the Geek Squad is North America's largest technology support company offering phone, in-store, and in-home support.

The 2008 *SMART* Conference was informative, exciting, and well worth the long drive. If you have never been to a *SMART* Conference, you may be missing out on an experience that could make a positive difference in your business and community. CRDC attends every year in May, so please think about joining us in 2009.

The DAVID LETTERMAN APPROACH to TIF

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

On May 8th I attended the *SMART* Conference in Des Moines. One of the conference Breakout Sessions was given by Robert E. Josten from Dorsey & Whitney, LLP. Mr. Dorsey is the recognized leading authority on TIF in the State of Iowa; I felt this was an excellent opportunity to increase my knowledge on the subject. First, let's define the subject:

"What is TIF?" - TAX INCREMENT FINANCING

Under the Tax Increment Financing (TIF) program, businesses are given the incentive to construct new industrial or commercial facilities by receiving direct benefit from the property tax increase caused by the added value of those new facilities.

HOW IT WORKS

1. Business constructs new industrial or commercial facility.
2. New facility increases property tax assessed on the business.
3. City councils or county board of supervisors may use the additional property tax to:
 - Finance direct grants or loans to the business.
 - Offset the costs of public improvements or provision of utilities to serve the new private development.
 - Provide the local match for federal or state economic development assistance programs.

The TIF Breakout Session lasted about forty minutes, and at the conclusion, Mr. Josten gave his "Letterman List" to the group:

Top TEN THINGS You Need To Know About TIF

- *NUMBER 10* - TIF is NOT tax abatement.
- *NUMBER 9* - All forms of TIF debt count against a the city's or county's constitutional debt limit.
- *NUMBER 8* - Annual appropriations clauses protect constitutional debt capacity.
- *NUMBER 7* - Rebate agreements provide the greatest protection against liability for the city or county.
- *NUMBER 6* - Cities and counties have virtually identical TIF powers and authority.
- *NUMBER 5* - It is legal and practical to do very small dollar amount TIF projects.
- *NUMBER 4* - It is also legal and practical to do very large dollar amount TIF projects.
- *NUMBER 3* - Using TIF revenues for housing infrastructure requires LMI set aside and an 11 year TIF collection limit.
- *NUMBER 2* - TIF is most effective when it is combined with other incentives and revenue sources.
- *NUMBER 1* - The Iowa legislature has NOT amended or changed the TIF law in 2008.

CRDC Attends "REGIONALISM" Session at SMART Conference

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

Dr. Jerry Paytas, with GSP Consulting of Pittsburgh, Pennsylvania, is an expert on regionalism, and he presented examples of best practices in regional collaboration at the SMART Conference in May. His rare combination of humor, academic rigor, and wealth of experience in regional case studies gave attendees a good laugh and offered great insights into handling regional decision-making and other consensus-building situations that all economic developers face.

Dr. Paytas mentioned that regional collaboration is nothing new and can be traced back to 1850 when it was first discussed as a way to consolidate municipal services. He made the point that regions should not be formed to coincide with governmental boundaries, like counties or cities, but rather should be determined by synergies such as workforce commuting patterns and industry compatibility. He emphasized that it is important to market regionally rather than individually, so you have a larger portfolio of advantages to represent to businesses exploring expansion, relocation, and/or investment opportunities.

The SMART Conference "Regionalism" Breakout Session was very timely, given the fact that we are working to form a new region--"Eastern Iowa Economic Development Regional Partnership"--which includes Cedar County, Clinton County, Muscatine County, Scott County and Jackson County.

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...](#)

--

