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Clinton Regional Development Corp.

NOVEMBER 2007

in this issue...

[Activity Scorecard](#)

[CRDC 54th ANNUAL MEETING](#)

[NOVA BIOSOURCE GROUNDBREAKING](#)

[SIGNS OF GROWTH](#)

[P.D.I. LEGISLATIVE CAUCUS](#)

[DETERMANN INDUSTRIES SUPPORTS
ABI](#)

[CRDC PARTNERS FOR FABTECH SHOW](#)

Greetings!

• CRDC 54th ANNUAL MEETING

Preparations are being made for the **Clinton Regional Development Corporation (CRDC) 54th Annual Meeting to be held on Tuesday, December 18, 2007.** The event will take place at the Best Western Frontier Inn, Clinton, Iowa, and invitations to CRDC members and stakeholders will go out the first week in December.

This year's meeting will feature CRDC Staff Members as guest speakers. Staff consists of **Steve Ames**, President & CEO; **Karen Mooney**, Marketing/Research; **Ed O'Neill**, Infrastructure Development; **Mary B. Paul**, Administrative Assistant; and **Kent Royster**, Business Growth & Retention. Staff members will present concise overviews of their activities and show how they contribute the core elements that make up the **CRDC Team**--an economic development team that provides a "one-stop" shop for quick access to all key information in the Clinton Region of Iowa and Illinois -- "**Where It All Flows Together.**"



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.

A "Scorecard" tracking our monthly sales-marketing activities is available to investors on our Web Site @

www.clintondevelopment.com. User ID: crdcnbr Password: crdcweb. Investors who would like more details about our current project mix, please contact Steven Ames, President & CEO, at sames@clintondevelopment.com.

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We are looking forward to all of our members and stakeholders attending the CRDC 54th Annual Meeting on December 18th. If you have any questions, please don't hesitate to contact the CRDC office at 563-242-4536 and ask for Mary Paul.

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

• **NOVA BIOSOURCE GROUNDBREAKING**

On Thursday, November 15th, CRDC Chairman, Tom Determann, and President and CEO, Steven Ames, attended the **official groundbreaking ceremony of Nova Biosource's biodiesel plant located in the Lincolnway Railport**. You may recall that Nova Biosource purchased Clinton County Bioenergy, and this event was in celebration of the acquisition of the facility and its official renaming. Nathan Baker, Plant Operations Manager for the facility, coordinated the event, which included a sign unveiling at the entrance of the facility followed by a tour. Rusty Sammons, Vice President of Refining Operations with Nova Biosource, did a presentation on the facility. Plans are to expand the production capacity of the facility. A great dinner was served and many local leaders were in attendance.

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

• **SIGNS OF GROWTH**

Due to a recent expansion by the Swiss Colony, there is no more warehouse space available in the **Clinton Business Center**. What remains is approximately 11,000 sq. ft. of office space. The Clinton Business Center was established in the nearly 800,000 sq. ft. International Paper facility when the plant closed in 2001. In addition to the Swiss Colony, several local companies currently occupy space in the building.

The news that CBC is at capacity is somewhat of a mixed blessing for the region. While we have one less building to market to companies hoping to grow or relocate in our region, we can report that our local industry is thriving and growing. CRDC hopes to be able to build on that momentum in the times ahead.

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

• **P.D.I. LEGISLATIVE CAUCUS**

Kent Royster recently attended **Professional Developers of Iowa Legislative Caucus** held at the University of Northern Iowa on **November 19, 2007**.

The **Professional Developers of Iowa (PDI)** was established in 1973 as an organization of economic development professionals working to grow and develop Iowa's economic base. PDI's more than 350 members come from a variety of disciplines: county and regional developers, community developers, utilities, legal and financial firms, universities, community colleges, engineering and construction firms, and railroads.

PDI has recently formulated its **2008 Legislative Agenda**. Three topics are at the top of their list:

1. **Reform Iowa's Property Tax System.** PDI's proposed solutions include ending the property rollback tax that was established in the 1970's in response to an era of high inflation and artificially high agricultural land values.
2. **Improve, Grow and Expand Iowa Workforce.** PDI is proposing a variety of programs in areas of recruitment, retention, and training. On January 15, 2008, Generation Iowa Commission must submit a written report to the Governor and the general assembly. This report will include findings and recommendations of the commission regarding the status of efforts to attract and retain the young adult population in the state, career opportunities and educational needs of young adults, and the movement of the young adult population between rural areas and urban areas and between Iowa and other states.
3. **Funding of TIME 21 Policy Bill.** The TIME 21 Policy was passed in the 2007 Legislature, but there was no funding mechanism put in place. This bill would allow a \$200 million-dollar cash infusion into Iowa's aging and deteriorating infrastructure. PDI is promoting the development of revenue streams to help fund this bill.

These policy recommendations represent only the top three concerns of our profession. There are several more items that were and are being discussed. If you would like further information regarding the Economic Development Policy Initiatives, give Kent Royster call at 563-242-4536.

[Kent D. Royster - Business Growth & Retention:](mailto:kroyster@clintondevelopment.com)
kroyster@clintondevelopment.com

• **DETERMANN INDUSTRIES SUPPORTS ABI**

Determann Industries was recently acknowledged as a member of the Cornerstone Leadership Program supporting the Iowa Association of Business & Industry (ABI). ABI is an organization of more than 1,300 businesses in Iowa with a mission to "foster a favorable business, economic, governmental and social climate within the State of Iowa."

Tom Determann currently serves as chair of the CRDC Board of Directors and serves on the Board of Directors of ABI. In both capacities, he has been an advocate for many issues that stand to benefit our region, including transportation-related issues such as expansion of US Hwy. 30 and funding for TIME 21.

CRDC is fortunate to have a Board of Directors committed to promoting issues that can enhance our efforts to develop our regional economy.

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

• **CRDC PARTNERS FOR FABTECH SHOW**

CRDC President and CEO, Steven Ames, was invited by **MidAmerican Energy Company (MEC)** to partner with at the **FABTECH International & AWS Welding Show** at McCormick Place, Chicago, on November 12-14, 2007.

The FABTECH trade show is North America's largest metal forming, fabricating, and welding exposition and conference. This exposition is the longest-running event in the nation dedicated to showcasing a large array of sheet metal forming and fabricating, welding, and tube and pipe equipment. It brought buyers and sellers together in a convenient venue that facilitated business relationships, networking, education, and the buying process.

A number of qualified leads were generated at the show. MEC will review the leads and distribute them to local partners for follow-up. There were several requests for information about rail and barge capacities.

MidAmerican Energy was represented by Kathryn Kunert, Vice President of Community Relations, and Economic Development Consultants Greg Theis and Ken Wunsch. Also invited by MEC to market at the event were Lisa Rivera Skubal CECD, Director of Marketing with the Greater Cedar Valley Alliance in Waterloo, and Jim VanderVelde, Economic Development Director with the City of Rock Valley, Iowa.

CRDC was pleased to take part in the FABTECH trade show and to represent the Greater Clinton Region of Iowa and Illinois.

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

• **BOSTON MARKETING TRIP**

CRDC President and CEO, Steven Ames, spent Halloween and the **first two days of November in Boston** calling on site selection consultants, developers and businesses. Marketing trips are part of CRDC's plan to showcase the advantages our region can offer prospective new business and industry.

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One appointment was with **Mr. John McHugh, Vice President of Meredith & Grew, Inc.**, a full-service, commercial real estate firm with over 130 years of experience. He represents a number of *Fortune 500* companies exploring locations for back-office and other customer service operations. Mr. McHugh asked for details on the Lyons Business and Technology Park and for information on commercial sites available around the new Wild Rose Casino.

Ms. Alicia Agapito is Corporate Services Associate, of CB Richard Ellis, representing a spectrum of clients with customer service operations. Some of her responsibilities include working with clients who are looking to establish logistics operations. Needless to say, she was very interested in learning more about our rail and barge capabilities. Ms. Agapito requested details about our workforce, our technology park, and the Lincolnway Railport.

While in Boston, Ames also met with **Mr. Richard LeSavoy, Vice President of Manufacturing with UFP Technologies, the parent company of Moulded Fibre in Clinton**. Moulded Fibre manufactures packaging for a variety of products from recycled paper. Next year's marketing calendar will include more trips to corporate offices of our local companies such as this one.

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

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