

Clinton Regional Development Corp.

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Greetings!

• 3RD IDOT RRG&LP AWARD

On October 25, 2007, CRDC received notification from IDOT that we will receive a **third RRG&LP award** (Railroad Grant & Loan Program) in the amount of **\$840,000.00**. The award is divided \$120,000.00 in grant and \$720,000.00 in a zero-interest loan for ten years. A summary of this award and the two previous awards from this year are below.

IDOT Railroad Grant & Loan Program Award Summary

- 1st award received June 22, 2006: \$90,000.00 grant; \$229,209.00 loan
- 2nd award received December 14, 2006: \$244,500.00 grant; \$244,500.00 loan
- 3rd award received October 24, 2007: \$120,000.00 grant; \$720,000.00 loan
- **Grand Total \$1,648,209.00:** \$454,500.00 grant; \$1,193,709.00 loan

The combined total awards and the \$35,000.00 gaming grant to fund a Master Plan for the Lincolnway Railport will contribute greatly to the \$9.3 million dollar project.

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

• CRDC ATTENDS NATIONAL MANUFACTURING WEEK

During the week of September 24-27, 2007, CRDC staff manned our newly-minted marketing booth at **National Manufacturing Week**, held at the Donald E. Stephens Convention & Exhibition Center in Rosemont, Illinois. We were one of several economic development groups at the show representing our region including: MidAmerican Energy, Iowa Area Development Group, and the State of Illinois.



The trade show was four-in-one exhibition: 1) *Assembly Technology Expo*; 2) *Electronics Assembly Show*; 3) *PLASTEC Midwest*; and 4) *Quality Expo*. The focus was on advanced manufacturing, and attendees of the show were able to experience the latest technology in every area

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country and is attended by thousands of manufacturers and suppliers from all over the globe who are looking for business opportunities.

We received a great deal of interest in our "give-away" - red and blue metallic-colored tire gauges imprinted with our company name and website. We also provided handouts that detailed our region's transportation and operational advantages. We generated over ninety (90) contacts from the show, and twelve (12) were "qualified," meaning they mentioned that their business will be exploring future expansion, relocation and/or investment opportunities, and would consider a Midwest location. Staff has responded to all requests for information and is in the process of setting appointments with those that have viable projects.

Because of this, CSX and other rail companies are promoting rail-to-truck transload capabilities. This system of transportation allows inbound product to be shipped long-haul, via rail, then shipped short-haul, by truck, to the customer, which eliminates the substantial cost of getting rail access from Class 1 mainlines and allows partnering with other modes of transportation.

The conference provided an excellent opportunity to sell our regional transportation advantages to large tenant representatives, developers and site selection consultants. There were some engineering/construction firms there as well that have the capability of designing rail yards. Given that CRDC will soon be going out for bid to engineer and construct the first phase of rail infrastructure in the Lincolnway Railport, these contacts alone made the trip worthwhile.

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• KAREN MOONEY TO ATTEND LEADERSHIP INSTITUTE

"Developing Leaders is Essential in the Enhancement and Growth of our Communities." That is the motto displayed at the top of the admissions application to the **2007-2008 Leadership Institute** presented by the Clinton Area Chamber of Commerce. The Leadership Institute is sponsored by Members Choice Community Credit Union, Ashford University, and Lyondell. Established in 1984, Leadership Institute identifies and develops future community leaders. Community members are nominated to the Leadership Institute program and then selected to attend as "the next generation of leaders." The Institute presents a yearly series of 15 sessions in which important economic and social elements are examined. Those attending these sessions are provided with the opportunity for dialogue between other program participants and civic leaders. An area-wide community project must be completed by the participants each year. The Leadership Institute creates a major benefit to the Clinton, Camanche, and Fulton Communities by promoting community events and continuing the tradition of excellence in leadership. ***We are pleased that CRDC staff Karen Mooney has been selected to attend this year's Leadership Institute.***

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• NATIONAL VS REGIONAL CONCERNS

Every year, Blaine Canada, the manufacturer/distributor of the **Synchronist** software we use to track and summarize regional business retention meetings, releases a list of the **Top 10 Concerns** of businesses based on their national database of **Synchronist** users. Below is a summary of those concerns along with those identified by businesses located in our region:

The Top National 10 Concerns of Existing Businesses

1. Negative Business Climate
2. Land Availability or Cost
3. Labor-Costs
4. Weak Transportation System
5. Cost of Doing Business

6. Poor Infrastructure
7. Customer-Supplier Availability
8. Negative Quality of Life
9. Labor-Skilled Supply
10. Negative Community Leadership

Region's Top 10 Existing Business Concerns

1. Poor Infrastructure
2. Weak Transportation System
3. Land Availability
4. Worker Availability
5. Utility Costs
6. Worker Recruitment
7. Increasing Needs of Technology
8. Increased delays in construction permitting
9. Availability of housing
10. Negative Quality of Life

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• **READY, SET, GO!**

On October 25, 2007, Ed O'Neill and Kent Royster attended the Alliant Energy's **Ready, Set, Go!** Conference held in Cedar Rapids, Iowa. This conference was the last in an annual series of workshops that Alliant Energy sponsors to assist the communities they serve get **READY** for economic development. David Buerle, one of the world's best-known economic developers, spoke at this conference on getting your community **SET** to **GO** for economic development.

David Buerle's 10 traits of a healthy community are:

1. **EVIDENCE OF A STRONG COMMUNITY PRIDE AND INCLUSIVE CULTURS.** Successful communities are often the showplaces of care, attention, history and heritage. They celebrate their success and have a strong and positive local attitude and support a culture of risk-taking and innovation. Diversity is often celebrated and people are welcomed.
2. **INVEST IN THE FUTURE--BUILT TO LAST!** People believe that something worth doing is worth doing right. In addition to the brick and mortar investments, all decisions are made with an outlook on the future. Expenditures are considered investments in the future, including investments in people.
3. **PARTICIPATORY APPROACH TO COMMUNITY DECISION MAKING.** Even the most powerful leaders work toward building consensus. The stress is on working together toward a common goal and the focus is on positive results. People collaborate and share resources.
4. **CREATIVELY BUILD NEW ECONOMIC OPPORTUNITIES.** Successful communities build on existing economic strengths in a realistic way; and explore new economic opportunities provided by the "new economy." They actively seek out new opportunities and ideas for new businesses.
5. **SUPPORT LOCAL BUSINESSES.** Local loyalty is emphasized, but thriving communities know who their competitors are and position themselves accordingly.
6. **DELIBERATE TRANSITION OF POWER TO NEW LEADERS.** People under 40 regularly hold key positions in civic and

business affairs. Women (and people from 'minority groups') often hold positions as elected officials, plant managers, and entrepreneurial developers.

7. **STRONG BELIEF IN AND SUPPORT FOR EDUCATION.** Good schools are the NORM and centers of community activity.
8. **STRONG PRESENCE OF TRADITIONS AND INSTITUTIONS ARE INTEGRAL TO COMMUNITY LIFE.** Churches, schools, and services are strong influences on community development and social activities.
9. **WILLINGNESS TO SEEK HELP FROM OUTSIDE THE COMMUNITY.** People seek outside help for community needs, and many compete for government grants and contracts for economic and social programs. They seek out the best practices and ideas and new people to help build on their communities' strengths.
10. **COMMUNITIES ARE SELF- RELIANT.** There is a wide-held conviction that, in the long run, "You Have To Do It Yourself." Thriving rural communities believe their destiny is in their own hands. Making their communities good places is a pro-active assignment, and they willingly accept it.

Buerle's 10 Traits of a Healthy Community were adapted from "Heartland Centre for Rural Leadership"

How many of these traits do you think this region has, and what do you think we could do better in order to become a healthy community?

The October 25th **Ready, Set, Go!** Conference was the last in a series of eight workshops during 2007. Each year Alliant Energy Economic Development sponsors a different series of workshops on economic and community development, held in Iowa and surrounding states, and features various guest speakers. You just might want to check out their website for the 2008 workshop series at www.midwestsites.com.

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