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October 2006

News from Clinton Regional Development Corp. Autumn Greetings!

IDOT OFFERS 2ND ROUND OF FUNDING

CRDC has been promoting the economic advantages of getting **rail service from Union Pacific Rail Road (UP) into Lincolnway Railport** to boards of directors, councils, commissions, the media and others. The Railport is situated south of the Clinton Regional Airport, just south of and adjacent to U.S. Hwy. 30. The UP mainline is immediately south of the Railport, and our goal is to get service off the mainline to meet the immediate needs of Clinton County Bio Energy, a biodiesel producer and first occupant of the Railport. Hawkeye Bioenergy, a 60-million gallon biodiesel manufacturing plant that recently got a great deal of local press, is reusing a site once occupied by PCS Nitrogen in Camanche. Both require rail access to bring raw materials, such as soy oil and methanol, and to ship finished product out.

The numbers of new biodiesel and ethanol producers coming on-line continues to rise at an increasing rate in the United States. It is inevitable that the competition among bio-fuel producers for feedstock and market-share will intensify and only those that are efficient will remain viable. Transportation is the key to meeting the need for efficiency and our Region has the transportation amenities to support a clustering of bio-fuel manufacturers. Rail and/or barge capacities are what these industries seek. Our Region is blessed with both.

Earlier this year, CRDC received an award of \$319,000 through the Iowa Department of Transportation's Rail Revolving Loan and Grant Program. Staff of CRDC and the Clinton Area Chamber of Commerce has submitted a second application under the loan and grant program requesting \$1.5 million in additional funding for planning and development.

We are excited that a large contingency of decision-makers from Union Pacific are making a trip to Clinton from their Headquarters in Omaha to review our plan, take a tour of the Region, and get familiar with the scope of our need and potential. As this continues to develop, we will keep everyone informed.

MARKETING VISITS TO DETROIT & ATLANTA

CRDC President & CEO Steven Ames spent two days marketing the Region in Detroit during the week of October 9th. presenting the advantages the Greater Clinton Region affords both new and expanding businesses in front various site selection consultants, including Mr. Mason Capitani, of L. Mason Capitani Worldwide. Capitani Worldwide's core competency is assisting in the location decisions of suppliers to the automobile industry, but they are working also with suppliers to bio-fuel producers.

CRDC is preparing for a recruitment trip to Atlanta during the week of November 6. Two hundred fifty (250) letters of invitation to targeted businesses were sent to site selection consultants, commercial/industrial brokers, developers, and others in the Atlanta Metro Area. Mr. Ames is hoping for 10 to 15 appointments in Atlanta, since he has visited the area many times and has established contacts. Atlanta will be the last CRDC sales-marketing trip of the calendar year, and we are now evaluating destinations for 2007.

Any CRDC or *QUALITY JOBS 4A STRONG FUTURE* investor is encouraged to **contact Steve Ames to arrange visits** to vendors, home offices, or others related to your local operations. He will be happy to call on contacts related to our local industry while

in the area, or arrange future marketing trips to include these markets.

BIODIESEL PROJECT GETS FUNDING

Hawkeye Bio Energy, LLC, the biodiesel manufacturing plant planned for the former PCS Nitrogen site in Camanche, has been awarded a significant assistance package from the Iowa Department of Economic Development. Site preparation for the project is planned to begin next month on the 60 million gallon plant and construction is planned to be completed July 2008. Hawkeye will create 38 new jobs at an average hourly wage of \$18.55/hr. Total investment in the project is over \$75 million.

Thanks go to **CRDC Business Retention Manager Kent Royster** for all his hard work helping to secure the IDED award. Kent says this "project is a great re-use of a former manufacturing site. It also serves to decrease our dependence on foreign oil."

CENTER LEAF OCCUPIES LBTP

On Friday, October 20th, a media event was held at the **Lyons Business and Technology Park** announcing a new tenant and the creation of over **200 professional jobs**. The new employer, **Center Leaf Partners, Inc.**, will provide support for Ashford University's On-Line Enrollment Services. Center Leaf is leasing the existing office building and a second to be constructed in the technology park. Frye Builders, the company responsible for construction of the existing speculative building, will also construct the second office building, which is expected to be completed in June 2007.

The potential to grow good jobs at Center Leaf increases as Ashford's on-line enrollment numbers rise. These jobs will help to diversify our economy and the Center Leaf project creates an excellent anchor for the technology park. Having two, fully-occupied, modern office buildings in the Park will enhance its marketability.

IDED and the Eastern Iowa Community College District, along with local public and private support, provided the assistance to make this project a reality.

CRDC ANNUAL MEETING

CRDC is holding its **53rd Annual Meeting of Stakeholders** on Tuesday, December 5, 2006. Luncheon begins at 11:45 a.m., in the Tuscany Room at Rastrelli's Restaurant, 238 Main Avenue, Clinton (The Lyons District).

After lunch, we will review progress toward our *QUALITY JOBS 4A STRONG FUTURE* first-year goals, recognize past year's accomplishments, and lay out our goals for 2007.

We are pleased to have **Mr. Michael Blouin, Director of the Iowa Department of Economic Development (IDED)**, as our keynote speaker. We will conclude with Mr. Blouin's thoughts and perspectives relative to the State of Economic Development and Trends pertinent to our area. We appreciate Mr. Blouin giving us the opportunity to recognize his leadership at IDED and his participation on many, past and current, Clinton Region success stories.

We really hope you are able to be with us on December 5th—you don't want to miss it! Invitations will be mailed soon.

ACT! TRAINING FOR CDRC STAFF

Our newest staff member, **Receptionist and Administrative Assistant Mary B. Paul**, recently completed a one-day class for **ACT! 2006**, Level 1, at New Horizons Computer Learning Center in Davenport, Iowa. *ACT! 2006* is a contact database used here in the CRDC Office. Karen Mooney, Marketing Research Specialist, recently installed and customized the *ACT!* program to fit our needs. We have found it to be a valuable and efficient database tool, which enables us to track and manage information about our projects and business contacts.

REGIONAL FACTSHEET

Marketing Research Specialist, Karen Mooney, has been busy developing content for a **Regional Fact Sheet** that will become part of our collateral marketing materials. Ms. Mooney is utilizing ECIA, among other resources, to assist in the compilation of the fact sheet, which will provide information about our Region's location, population base, climate, household income, cost-of-living, transportation amenities, utilities, telecommunications services, home prices, labor force, major employers, commercial/industrial lease rates, and construction and land costs. It will be posted on our Web Site to provide a quick reference on Regional demographics that can be easily downloaded or printed.

PROJECT SUMMARY

Project Load:

- 38 - Active Projects
- 0 - Projects Closed Since September Newsletter

Source of Lead:

- 6 - IDED
- 7 - DCEO
- 4 - Direct
- 3 - Local Partners
- 19 - Regional Projects / Projects Within CRDC Bi-State Region

Lead by Target Industry:

- 3 - Services
- 31 - Manufacturing
- 5 - Valued-Added Agriculture / Bio-Life Sciences

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A "Scorecard" tracking our monthly sales-marketing activities is available to investors on our Web Site. If investors would like more details about our current project mix, please check out the Membership page of our website www.clintondevelopment.com. To log in, enter the following user name: crdcmb The password is: crdcweb

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