

Subject: News from Clinton Regional Development Corporation

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June 2006

News from Clinton Regional Development Corp. Greetings!

NEW TAG LINE APPROVED

After many trials and tribulations, Clinton Regional Development Corporation (CRDC) has approved a new tag line. "Where It All Flows Together" was researched for potential trade mark conflicts. No significant conflicts were uncovered and we are having the tag line federally registered which could take several months to compete. In the meantime, we will be incorporating the new tag line into our logo, collateral materials and web site. CRDC is hoping to host a launch event during the week of July 10 where we will unveil our updated website and new collateral sales-marketing materials.

WE HAVE MOVED!

CRDC and the Clinton Area Chamber of Commerce have recently relocated to the newly refurbished, historic Armstrong Building on the corner of 2nd Street and 8th Avenue South in Clinton. CRDC's mailing address is now 144 8th Avenue South, Clinton. Our entrance faces south looking toward the Highway 30 Bridge.

We thank all parties that worked together to make this a reality. The building turned out great not only aesthetically, but from a functional viewpoint as well. The act of bringing the Chamber and Development Corporation together under one roof benefits the entire Region. Since we collaborate on many projects together it makes sense to share resources and staff and to be in close proximity to one another. A media event and open house are being planned.

PROFESSIONAL DEVELOPERS OF IOWA CONFERENCE

In the spirit of Regional support and interaction, CRDC staff joined numerous Economic Development "Neighbors" in planning and attending the Professional Developers of Iowa (PDI) Spring Conference held recently at the Radisson in Downtown Davenport. Conference goers attended the many excellent training sessions that ranged from entrepreneur financing to spreadsheet design.

Steven Ames arranged for a tour of John Deere World Headquarters in Moline. Hugh LaMont, President Emeritus and also past President of PDI, helped organize and emcee a Taste of Eastern Iowa, which included talks for the group by local entrepreneurs: Linda Kramer of Kramer's Caliente Salsa in Camanche, Dr. Paul Tabor of Tabor Winery in Baldwin and Representatives from Whitey's Ice Cream in the QCA. Each also brought samples of their products.

Mr. LaMont, with support from PDI Board Member Ilene Deckert of Eastern Iowa Community College District, arranged to have Joan Jorgenson, nationally known Human Resource Consultant for Economic Development and member of the International Economic Development Council for a primary speaker. IDED Director Mary Lawyer updated everyone on new and existing business assistance programs, changes that should be expected from the Legislature, and the department's current project load.

The conference gave Economic Development Professionals from all over the state, Iowa Department of Economic Development (IDED) Staff, Utility and Rail Executives a chance to exchange ideas and learn new business activities occurring in Iowa.

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LINCOLNWAY RAILPORT

CRDC is working persistently to secure rail access to the Lincolnway Railport. Being able to legitimately say we have a rail served industrial park will give us logistics advantages that are of interest to many new and expanding businesses. Investment in rail infrastructure will benefit not only Lincolnway, but the entire Region, and will provide a sizeable return on the Quality Jobs 4A Strong Future Initiative.

On Friday, June 9, several CRDC Staff and Board Members, held a conference call with Union Pacific Rail Road (UP) officials to review a concept plan. UP requires bio-fuel producers requesting rail for operations, such as Clinton County Bioenergy, develop capacity to contain a complete unit train, which can be 100 rail cars or greater and is usually a mile in length. The UP will approve only those plans that show capability to pull a 100-car train off and then back on the mainline with minimal interruption. This standard necessitates the construction of a significant amount of track. We are now tasked with designing a rail system that will efficiently and safely serve the growing industrial and logistics needs of the Region. If done correctly, we will have an asset unparalleled in Iowa or Illinois. CRDC continues to partner with UP to win approval of a plan and hope to have engineering completed and construction scheduled within the next six months.

CRDC just got a financial boost to help make this plan a reality. On Friday, June 22, we received confirmation that we were awarded funding through the Revolving Loan and Grant Program by the IDOT Office of Rail Transportation. We are to receive a total of \$319,209 (\$90,000 in grant and \$229,209 in loan). Competition was fierce for these funds. The state program had only \$3.5 million in total funding. With over \$17 million demanded statewide from other economic development entities, IDOT had a challenge in determining the beneficiaries. We are pleased with this award, and feel it shows the state sees the potential we have for future growth once rail is in place.

NPE PLASTICS EXPO

On June 19th and 20th, Steven Ames partnered with MidAmerican Energy Company at the NPE 2006 Plastics Exposition at McCormick Place, Chicago. The show was sponsored by the Society of the Plastics Industry and took every square foot of McCormick Place to accommodate thousands of attendees and showcase representatives from every facet of the plastics industry supply chain, including suppliers to the automobile industry, domestic and abroad, showing their latest technology.

The show had more than 10,000 international participants representing more than 70 countries. The Illinois Department of Commerce and Economic Opportunity had a booth as did the Iowa Area Development Group. Numerous other states, utilities and regional development groups were there as well. Several viable leads were generated, and Mr. Ames made time to contact several site selection consultants while in the city.



Pictured from L to R 1st Row: Matt Pruitt – Quad City Development Group, Steve Dust – Greater Cedar Valley Alliance, Mark Rodvold – MidAmerican Energy Company, Steven Ames – CRDC, Kurt Hauser – Yankton SD Chamber 2nd Row: Kathryn Kunert, Donna Higgins, Debra Calvert all with MidAmerican Energy Company

BUSINESS RETENTION & GROWTH ACTIVITIES

Kent Boyeter, CRDC Business Retention and Growth Manager, has had a very busy June meeting with

Kent Royster, CRDC Business Retention and Growth Manager, has had a very busy June meeting with many local business and industry contacts. He is working on a large number of local expansion projects, many of which are brick and mortar, and also attended the PDI Spring Conference. We recently received word that, with Kent's assistance, a local company has applied for and will receive Clinton's first \$30,000 grant to fund E85 retail pumps.

Mr. Royster is ready to assist with all your business needs. He can link you to local and state resources for job training and financial assistance. All his efforts are confidential and free. E-mail or call him today kroyster@clintondevelopment.com or (563) 242-4536.

PROJECT STATISTICS

We will now be providing the following summary statistics on CRDC active projects.

- Project Load: 21 Active projects
- 0 Projects Closed Since May Newsletter

Source of Lead:

- IDED: 4
- DCEO: 6
- Direct: 2
- Local Partners: 3
- Regional Projects: 6 (within CRDC Bi-state territory)

Lead by Target Industry:

- Services: 1
- Manufacturing: 16
- Valued Added Agriculture/Bio Life Sciences: 4

An investor "scorecard" tracking our monthly sales- marketing activities will soon be available on the Newsletter and on our Web Site. We are working aggressively to complete our Web Site which we hope to go live during the week of July 10. If Quality Jobs 4A Strong Future Investors or CRDC Members would like more details about our current project mix, contact Steven Ames, President & CEO, sames@clintondevelopment.com. He will communicate the progress of these projects to the extent permitted by the clients' expectations of confidentiality.

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Marketing Activities: *Coming Soon...*

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