

Clinton Regional Development Corp.

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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: 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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Happy New Year!

• CLINTON COUNTY LEGISLATIVE DAY

The annual Clinton County Trip to the Capitol is scheduled for **Wednesday, February 13th**. This is our opportunity to take issues impacting the Iowa side of our region to our state legislators and communicate our needs for funding or other support. We also use this opportunity to thank them and to update them on the status of completed or on-going projects in the region.

If you are interested in participating in the February 13th Clinton County Trip to the Capitol and have not done so, please contact Karen Friis at the Clinton Area Chamber of Commerce (563-242-5702) to reserve a spot on the bus.

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• ABI LEGISLATIVE RECEPTION

Steven Ames and CRDC Board Chairman Tom Determann attended the Annual Legislative Briefing & Reception on Wednesday, January 16th, hosted by the Iowa Association of Business and Industry (ABI) held at the Science Center in Des Moines. ABI invites all legislators to this event at the beginning of each year to coincide with the start of the legislative session.

John Gilliland, Senior Vice President Government Relations, and Nicole Molt, Director of Government Relations, are full-time lobbyists employed by ABI who actively defend and fight for pro-business legislation to improve Iowa's business climate. Their role is to work with the legislature and executive branch, and to advocate or challenge any bills or legislation that will affect ABI members. John and Nicole work to ensure that ABI members have a voice at the State Capitol in everything that happens and provide ABI members exclusive access to the legislative process and key decision-makers on the hill.

ABI has identified key initiatives that are in compatible with CRDC's views on legislative issues. For example, ABI supports the state's Right-To-Work status and challenges any legislation that forces public sector or private industry employees to join a union or to pay union dues/fees in order to get/keep a job. ABI endorses the use of incentives and educational programs to address the workforce needs and supports the funding of job training programs at levels necessary to maintain the state's competitive advantage for job-skill training. ABI encourages the efforts of environmental regulatory authorities to work proactively and expeditiously with business and industry to enhance economic growth and development. ABI strongly encourages funding of the TIME-21 Initiative to address critical needs and growing revenue shortages that have been identified to maintain and improve the state's roads and highways. ABI also supports the development of a property tax system that is equitable to all classes of property.

The ABI Legislative Briefing was well attended both by legislators and ABI members. It provided us another opportunity to network with our state senators and representatives and to discuss issues that are vital to the economic growth and stability of our region.

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• CRDC PARTICIPATES IN TIME-21 RALLY

CRDC along with representatives from the Clinton Area Chamber of Commerce, the Highway 30 Coalition, and the City of Camanche participated in the "Transportation Day" TIME-21 Rally on Wednesday, January 23rd at the State Capitol in Des Moines to advocate for funding the TIME-21 Initiative (*Transportation Investment Moves the Economy in the 21st Century / TIME-21*). In December 2006, the Iowa Legislature passed a law that established the TIME-21 Fund which developed because of a dramatic need to improve the condition of Iowa's bridges, highways, roads, railway systems and structures. Unfortunately, no funds were appropriated.

Those attending from our region were Julie Alisee, Convention and Visitors Bureau Director; Steven Ames, CRDC President and CEO; Kent Campbell, President of the Clinton Area Chamber of Commerce; Tom Determann, CRDC Board Chairman; Mike Kearney, City of Clinton Council Member; Edith Pfeffer, President of the Highway 30 Coalition; and Tom Roth, Camanche City Administrator. We were joined by delegates from the Highway 34 Coalition, the US 169 Corridor, the Highway 20 Association, the Highway 63 Corridor, the Iowa 44 Association, the Highway 61 Association, and the Iowa 100 Extension and Southwest Arterial.

The group assembled early in the morning at the Wallace Building in Des Moines and marched across the street to the Capitol Building. We wore "Fund TIME-21 Now" buttons and were armed with piggy banks stuffed with pennies displaying the slogan "Pennies a Gallon Can Fill the TIME-21 Bank." The banks were distributed to every senator, congressman, and the governor's office.

Throughout the day, we had meetings with Senator Tom Reilly, Chairman of the Senate Transportation Committee; Senator Jeff Danielson, Vice-Chair of the Senate Transportation Committee; Senator Larry Noble, Ranking Member of the Senate Transportation; and Representatives Polly Butka and Rod Roberts, both Members of the House Transportation Committee.

We also met with Representative Christopher Rants, House Minority Leader; Senator Pat Ward, Member of the Senate Economic Development Appropriations Subcommittee; Roger Stewart, Chairman of the Senate Economic Growth Committee; Senator Daryl Beall, Member of the Senate Economic Growth Committee; and Representative Steve Olson, Member of the House Agriculture Committee.

Our plan is to make frequent trips to the Capitol to continue to impress upon the Iowa Legislature the need to fund TIME-21. Every city- and county-elected official and engineer needs to be at these meetings as well as economic development representatives, chambers of commerce members, and tourism advocates. The funding of TIME-21 is vital to the continued economic growth of the State of Iowa.

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• CHINA ARUOND THE CORNER

You probably have never been to China, but it is not as far away as you may think; in my case it was as close as Rock Island. On January 10th, I attended what seemed to be just another breakfast seminar about trade with China, but I was pleasantly surprised to discover how wrong I was.

The seminar was sponsored by Buyer-Supplier Connection through Prosperity Eastern Iowa (PEI), but the facilitator was the real China connection--Dr. Yuanyuan Xing of China. Dr. Xing is the Department Chair for the Department of World Economy at the School of

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International Relations at Liaoning University.

Dr. Xing vividly discussed the geography, population/demographics and the political/legal system in China. She explained that in today's China, it is not unusual to see a massive manufacturing complex with thousands of workers, located next to a rice field, filled with local peasant workers. Dr. Xing also explained the most recent economic trends and business opportunities in China, which have resulted in the movement of millions of people from the countryside to the cities in order to work in factories and processing plants. The result of all this extensive infrastructure expansion and production is a massive need to export goods to the global economy. Finally Dr. Xing touched on the traditions of China, from socialism, to the art of "face"--the rules by which westerners must follow during negotiations with provincial rulers.

The only disappointment of the seminar was the lack of more time; after an hour and a half, most participants were ready to spend the day. Dr. Xing has authored several books and has advised many U.S. companies on doing business in China. *Ref.*
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• **COMMERCIAL REAL ESTATE CONFERENCE AND EXPO**

Steven Ames attended the Chicago Commercial Real Estate Forecast Conference & Expo at the Chicago Hyatt Regency on Tuesday, January 22nd. The conference started with an overview by Dr. Michael Miller of DePaul University on the local, regional and national factors that will shape the economy in 2008. Dr. Miller suggested the Federal Reserve will continue to cut interest rates as a way to ward off recession and to encourage investment.

Mr. Ames had time to meet with Mr. Gary Weiss of First Industrial Realty Trust--a leading provider of industrial, real estate, supply-chain solutions with more than 100 million square feet of industrial space owned or under development. Ames provided Mr. Weiss with information on industrial, commercial and retail development opportunities occurring in the region.

Many development companies were represented at the conference including Ryan Companies US, CenterPoint Properties, Venture One Real Estate, GE Commercial, and Prologis--the world's largest owner, manager and developer of distribution facilities with operations in 20 countries across North America, Europe and Asia. Economic development groups at the conference included Aurora Economic Development Commission, Grundy County Economic Development, and I-88 West Corridor Association representing Sterling, Rock Falls and Dixon.

The Commercial Real Estate Conference & Expo afforded Mr. Ames the opportunity to interact with large developers, tenant representatives, and peers in economic development. He distributed a lot of details about the Greater Clinton Region and its current projects.

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