

Clinton Regional Development Corp.

Summer Greetings!

July 9, 2009

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Sell Iowa CHICAGO Trip

Steven G Ames - President & CEO:

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Steven Ames participated in a "Sell Iowa Trip" to Chicago from Tuesday through Thursday, June 23-25. The trip was coordinated by the Iowa Department of Economic Development (IDED) who set up 13 appointments for Ames over the 3-day period. IDED does multiple "Sell Iowa Trips" annually to a variety of markets across the United States and abroad.

IDED did a great job in getting CRDC in front of site selection consultants, businesses, real estate brokers, attorneys, developers and others who have an interest in rail. It afforded an opportunity to draw interest to the rail and barge capacities we have in the Region. A number of new valuable contacts were made that will be entered into our database for future reference and for potentials sales/marketing calls.

Illinois Managers Meeting

Sylvia Banes - Business Relations Manager: sbanes@clintondevelopment.com

Plant Managers, Fulton City Officials, and CRDC Staff met on July 8 for an update of activities happening in the Illinois Region. Randy Balk, Fulton City Administrator, announced that the new Windmill Cultural Center is expected to open during the city's Fall Festival on October 10th. The center located next to the windmill has received a collection of 21 scale-model windmills of varying shapes and sizes waiting to go on display during the Fall Festival.

Fulton is creating a Riverfront Corridor to add new streetscape for the downtown. Tax credits can be used by building owners when they rehab a building by retaining the historical correctness of the building. Fulton is trying to create a destination for tourists to the community, and the beauty of the Fulton Downtown is an important part of achieving that goal.

Whiteside County communities are working together to obtain monies for renovation of blighted houses. In smaller communities, few monies are available to renovate houses, thus creating a look of dis-repair to the neighborhood. The city leaders believe that by working together, more monies can be targeted to assist all communities in the county.

Much discussion was directed toward the railroad needs in the region. The Union Pacific has expressed interest in working with the Illinois Department of Transportation (IDOT) and local officials to begin the process to create an overpass over Highway 84. There may be some tax credit monies available but other resources will need to be identified to complete the overpass. The region is most fortunate to have three railroads to serve businesses. The group wants to keep the railroad projects moving and insure the region as an attraction for new industry and business.

The expansion of Highway 30 continues to be a top priority for all businesses. Randy Balk reported that the projection for beginning road construction in the county is now scheduled after 2010. The final design has not been completed. There have been setbacks in the project, but people attending the IDOT meetings believe the project remains important for everyone living in the area.

BUILDING MORALE . . .

Karen Mooney - Marketing / Research Specialist: mooney@clintondevelopment.com

On June 12, CRDC partnered with the Business Training and Seminar Committee of the Clinton Area Chamber of Commerce to host "Building Morale in a Broken Economy," a special presentation by Tom Terez, employee-morale expert. Terez is the author of [22 Keys to Creating a Meaningful Workplace](#), founder of [BetterWorkplaceNow.com](#) and [InnerBest.com](#), and author of [The Employee Morale Survival Guide](#). His e-letters have subscribers from 126 countries, and he has led talks and workshops for Boeing, Fidelity Investments, Jacobs Technology, Providence Health System, Nationwide, LensCrafters, Manulife Financial, Brookdale

Living Communities, Pepsi-Cola Bottlers Association, and more than 80 other companies, conferences, and business groups.

Mr. Terez spoke about how these economic "worst of times" can be the best of times for strengthening workplace morale. He shared building blocks for building morale: engage, affirm, include, inform. The basic message: "Treat people like people." Communication is key to keeping people engaged, feeling valued, and understanding their place in the organization, all of which fosters high morale.

Nearly 70 people from a wide variety of companies and backgrounds attended the workshop. All participants received a User ID and Password for full access to the [Better Workplace Now Online Desk Reference](#), a web-based resource including the full text of the book [22 Keys to Creating a Meaningful Workplace](#), plus a suite of ready-to-download assessment tools and articles.

We would like to thank our partners at the Chamber of Commerce for helping us make this event such a success. Also a big THANK YOU to our sponsors: AllStar Staffing, Clinton Community College, Clinton National Bank, Employers Council of Iowa, Gateway Human Resource Association, and Gateway State Bank.

State-Of-The-Art WELDING LAB

Silvia Banes - Business Relations Manager: sbanes@clintondevelopment.com

The Clinton Community School District is completing a state-of-the-art welding lab for area students located at Clinton High School. Camanche and Northeast School Districts have also contributed funding to assist in building the lab. A recent University of Wisconsin graduate has been hired to provide the instruction; and students from all three schools will attend classes and labs, each afternoon, beginning in the fall semester. Please watch for an "Open House" invitation to examine the new lab prior to the start of school.

Many thanks to Scott Schaver, Jacobs Engineering, for the many hours he has provided to assist in making sure the lab has the correct environment, supplies, and equipment. Also, thank you to the many companies in our region who supported this project and helped to make these welding classes and the new lab a reality for our area high school students.

IOWA BENEFIT CHANGES

Sylvia Banes - Business Relations Manager: sbanes@clintondevelopment.com

The Iowa Department of Economic Development (IDED) has made drastic changes to the benefits for which a company can apply when considering an expansion. One of the largest changes is that not all projects have to create jobs. If a company proves that an expansion or investment in the facility will retain jobs, a project may be eligible for state assistance.

All programs have been put into components that can provide additional opportunities to access funding sources. All awards can be negotiated with the state. Projects have more flexibility regarding the 80% health benefits rule. Employers were required to contribute 80% of health insurance premiums to qualify for benefits. Now, if the percentage doesn't equal the full 80%, other benefits may be substituted for a portion of the final percentage.

Currently, companies have up to 10 years to create new jobs, but that time frame is being shortened to 5 years. IDED now identifies the project as a 3-year performance period and then a 2-year maintenance period.

SAVE THESE DATES . . .

Thur, August 6, 2009 - 4 to 6 PM
"Showcasing Our Successes"
Clinton Marina Amenities Building
Hosted by CRDC

Wed, December 16, 2009 - 11:30 AM
CRDC's 56th Annual Meeting
Best Western Frontier Inn

Activity Score Card



Since 1953, the Clinton Regional Development Corp. 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 sales and marketing activities is available to our investor on our website: www.clintondevelopment.com

User ID: crdcnbr

Password: crdcweb

Investors who would like more details about our current project mix, please contact Steve Ames at 563-242-4536 or

sames@clintondevelopment.com

[See the Scorecard...](#)

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