

News from Clinton Regional Development Corp.

CRDC MARKETING TRIP TO DALLAS

Steven Ames, CRDC President & CEO, spent three days in Dallas, Texas, at the end of January giving eight presentations on the economic advantages of the Greater Clinton Region. During the week of January 29, 2007, Mr. Ames met with several site selection consultants, a couple of tenant representatives, and a large corporation.

Mr. Ames met with Mr. Mark Stiles, President of Trinity Industries, one of the nation's largest manufacturers of railcars and inland barges in the world. Trinity's rail group produces a full range of freight cars, tank cars, and related parts, while its leasing group provides a variety of financing and asset management options for its railcar customers. The construction products group is the domestic leader in the production of highway safety products.

Although Trinity did not have an immediate project for our Region, the corporation spends tens of millions each year adding new manufacturing and process facilities, and expressed an interest in the advantages our Region offers. The relationship developed with this firm's leadership should place us at the top of the list when a need in the Midwest is identified.

Mr. Cole Morvan of Duff & Phelps, a leading independent financial advisory firm serving client needs in the areas of valuation, investment banking, transaction advice and dispute consulting, met with Mr. Ames during his Dallas trip. Morvan's expertise is in negotiating incentives for firms exploring locations for investment opportunities. His clients represent a broad range of Fortune 500 companies.

Ames did sales presentations in front of staff of Mohr Partners, the Swearingen Group, and Arledge Partners, all of which provide site selection services for many types of industries. Several mentioned an increase in the demand for rail, an asset that the Clinton Region offers and is in the process of refining.

GREENVILLE/CHARLOTTE and KANSAS CITY/ST. LOUIS RECRUITMENT TRIPS

Steven Ames will be in Greenville, South Carolina, and Charlotte, North Carolina, the week of March 19, 2007. Ames will also be in Kansas City/St. Louis, Missouri, the week of April 2nd. For both trips, over 300 letters- of-introduction were mailed to businesses, site selection consultants, real estate firms, tenant brokers, developers, and others.

Our prospect lists are influenced by the types of industries that dominate a certain market. The Greenville and Charlotte areas, for example, are lead employers in the financial and customer service industries. Hence the prospect list for Greenville/Charlotte was weighted for these types of businesses, whereas the list developed for Kansas City/St. Louis was focused more on manufacturing and logistics.

Mr. Ames is hoping for a large number of sales/marketing appointments during both trips. He knows several site selection consultants in both markets and has worked projects with tenant/real estate brokers headquartered in each area.

DES MOINES LEGISLATIVE DAY

On Thursday, February 15, 2007, a total of 54 persons from the Greater Clinton Region participated in the Annual Des Moines Day event to meet with state legislators. Seventeen members of the Clinton High Acapella Choir sang at various times during the day.

The first meetings of the morning were with House Majority and Minority Leaders, Representative Kevin McCathy and Representative Christopher Rantz, respectively. We then met separately with Senate Majority Leader Mike Gronstal and Senate Minority Leader Mary Lundbe followed by a meeting with House Speaker Patrick Murphy. We had lunch catered by Hy-Vee. This provided the perfect opportunity to run the looping video promoting our region to the 300-plus folks standing in the lunch line. The positive exposure we got during lunch was worth the cost.

We met also with Mr. Jim Schnoebelen, Assistant District Engineer – District 6 Office in Cedar Rapids, Iowa Department of Transportation. We discussed many of the transportation issues facing the Region including

Liberty Square, 19th Avenue North and the RailPort in Clinton, and Washington Boulevard in Camanche.

CRDC Chairman Tom Determann, Steven Ames, President & CEO, and Ed O'Neill, Infrastructure Development Specialist, met with Senator Tom Rielly (Senate District 38- D), Chair of The Transportation Committee. Our focus was on the rail infrastructure regarding the LincolnWay RailPort. We overviewed the benefits this will bring not only to our Region but to the state as well. We argued that the state's goal of being a lead producer of renewable energy will never be met if rail access is not addressed. We specifically requested that DOT's Rail Revolving Loan and Grant Program be funded to the tune of \$20 million or more and cited that the last round under the program received 49 applications totaling more that \$29 million. This made competition for these funds fierce, given that only \$1.3 million was available statewide through the program.

Our last meeting of the day was with Senator Joe Bolkcom (Senate District 39-D), Chair of the Ways and Means Committee. We discussed an array of issues including tax credits for historic preservation, property tax reform, transportation concerns, and "Fair Share Legislation."

This annual event provides the conduit to bring health care, education, transportation, economic development, and other issues to the attention of our legislators. Thanks to the Clinton Area Chamber of Commerce for coordinating the day-long event.

The photo below shows some of the contingency who made the trip to Des Moines.



UPCOMING RETENTION MEETINGS

Business Growth and Retention Manager, Kent Royster, has five meetings scheduled with area businesses over the next several weeks. Kent's mission is to provide existing businesses and industries a link to economic development resources. If you would like to learn more, please e-mail Kent Royster at kroyster@clintondevelopment.com.

CRDC ATTENDS HTML TRAINING CLASS

Marketing/Research Specialist, Karen Mooney, attended an HTML Level I course at Eastern Iowa Community College. For those of you who may not be familiar, HTML (hypertext markup language) is the

programming language in which web pages are written. Level I provided the foundations of web page structure in HTML as well as some basic formatting of text, adding colors, and images. The training received, and the upcoming Level II training, improves our ability to make frequent and complex updates to our website. CRDC's web is one of our greatest marketing tools, and training such as this gives us the tools to remain a vibrant presence in "cyberspace."

GROUNDBREAKING CEREMONY

Ashford University and Governor Chet Culver would like to formally invite you to Ashford's Enrollment Center Groundbreaking Ceremony. **This "tented event" takes place on Thursday, March 8th, 10 a.m. at the Lyons Business and Technology Park, 1310 19th Avenue N.W., Clinton, Iowa.** Please come and enjoy light food and drink. Space is limited, so get your reservations in today! **R.S.V.P. is required at invite@ashford.edu.**

CLINTON ON THE "TIME 21" STOP

Iowa Senator Tom Rielly, Chair of the Transportation Committee, will be visiting Clinton with the "Time 21" Campaign. His stop will provide an opportunity to review options the DOT has available to raise funds for road construction and repair, such as increasing the gas tax and truck registrations. **This event is scheduled for Friday, March 23, 2007, 7 a.m. in Clinton Area Chamber of Commerce Offices, 721 South 2nd Street, Clinton, Iowa.** Please mark your calendars and try to attend.

CURRENT PROJECT STATISTICS

Project Load:

- 15 Active Projects

Source of Lead:

- 1 - IDED
- 1 - Direct
- 1 - Local Partners
- 12 - Regional Projects / Projects within CRDC Bi-State Region

Lead by Target Industry:

- 2 - Services
- 10 - Manufacturing
- 3 - Value-Added Agriculture

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A "Scorecard" tracking our monthly sales- marketing activities is available to investors on our Web Site @ www.clintondevelopment.com. If investors would like more details about our current project mix, please contact Steven Ames, President & CEO, at sames@clintondevelopment.com.

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