

Clinton Regional Development Corp.

News from CRDC

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COMMUNITY RETENTION PROGRAM

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

Beginning in 1999, Ilene Deckert with Eastern Iowa Community College (EICC), in cooperation with the Clinton Regional Development Corporation (CRDC), conducted monthly visits with companies throughout the Region. She continued these efforts through 2005. The records have proven invaluable to learn trends and successes of Regional companies.

The visits were arranged for directors from the CRDC Board to participate and become familiar with companies and key professionals in the selected companies. The directors appreciated the opportunity to learn more about products made locally and the successful company behind that product and/or service. Company managers were able to become more acquainted with the organization and inform community members about the uniqueness of their business. This experience proved to be an excellent opportunity for the two groups to work together for the benefit of the Region. However, retention needs other components to meet growing needs of companies.

For a successful retention program, it is important to have several ideas working together. Along with the involvement of the economic development board members, companies need an organization that provides information about Regional data, state program information and local statistics. The Clinton Regional Development Corporation should be the 'go to' place that assists company personnel in researching future growth and expansion decisions. This could be answers to: "What is the beginning wage of skilled laborers?"; "What types of permits are needed for an expansion?"; or "What types of benefits are companies providing?"

A retention program provides the opportunity for companies to network and work together. If companies are acquainted with each other, they can call their neighbors, knowing they have the capability to assist and help them, providing a savings in time and resources. Company managers have learned that by talking with other managers, their concerns may be a group concern, and working together helps to evaluate and address the problem.

A retention program works for companies and the community. With renewed efforts and direction, the Retention Committee for the CRDC is identifying goals for a retention program that assists all of the players in economic development. We look forward to creating a program that supports and assists companies in the Clinton Region.

THINGS ARE LOOKING "U.P." IN LOW MOOR!

Edward O'Neill - Resource Development Specialist: eoneill@clintondevelopment.com

The good folks in Low Moor are use to starting their days early, but April 21st was a special day. The Community Center was open at 5:00 AM; orange juice, coffee and biscuits with sausage gravy were being prepared. The meeting was being sponsored by the Low Moor Lions Club, and the featured speaker was Brenda Mainwaring, Public Affairs Director for the Union Pacific Rail Road, Iowa-Nebraska. After months of rumors, speculation and land acquisitions, all the questions were finally going to be answered.

Ms. Mainwaring began the meeting by explaining that the central mainline of the Union Pacific is now running at full capacity, which in itself is not a problem. The problem for the U.P. is the bottleneck congestion that has developed in the Clinton Yard over the years. This bottleneck is caused by several factors, one being the fact that the Clinton Yard is used for 65-75 crew changes every day. Ms. Mainwaring explained that a half-hour to forty-five minute delay in Clinton starts to back up trains to Cedar Rapids; past an hour, begins delays back to the west coast. In order to relieve some of this congestion, the U.P. began land acquisitions back in December of 2007. Starting just west of Low Moor, they purchased land in a 200-300 foot wide strip extending out three miles. Just east of 350th Avenue, the construction of a crew switching station will begin in June. Having the 65-75 crew changes taking place west of Low Moor will clear a great deal of the yard congestion now causing the problem. In addition, through Ms Mainwaring, the Union Pacific finally made public the long-time rumor that construction of a new rail bridge across the Mississippi River is being studied. The replacement of the old swing span bridge, which must open for river traffic by priority, will eliminate costly delays for the Union Pacific. Studies and cost analysis are being done now; and with favorable reports, construction could start in 2012.

The final portion of Ms. Mainwaring's presentation was the announcement that in June the Track Replacement Train (TRT) will be in Clinton. The TRT is a mile-long train configured with a number of construction and repair mechanisms that remove rail spikes, take up old track, pull out old ties and store them, replace new concrete ties and rail, and re-spike the new rail, all in one continuous operation, while moving down the track at one mile per hour. The project will cover seven miles, starting at the foot of the bridge, and take about seven working days in Clinton. If you have a chance to watch this TRT in operation, it is truly a marvel to see.

ANNUAL TRIP TO WASHINGTON, D.C.

Steven Ames - President & CEO: sames@clintondevelopment.com

Clinton Regional Development Corporation (CRDC) will be partaking in the Mayors' D.C. Summit to Washington, next week May 4-7. About thirty leaders from the public/private sector will be converging on the nation's capitol to advocate for a variety of projects ranging from transportation and cultural affairs to education. Savanna, Illinois, will be a first-time participant in the summit and will be meeting with legislators about how proposed BRAC (Base Closures and Realignment Commission) closures may affect their community. Savanna officials will be representing their Historical Museum as well.

The number one priority for Clinton, Iowa, is the completion of the 19th Avenue North Extension. The top priorities for the Greater Region are funding for rail to the Lincolnway Railport, the Regional sewer system, renewable fuels legislation and the mission to four-lane U.S. Highway 30 across Iowa.

CRDC has appropriations requests in to Senators Grassley and Harkin and Representative Braley for assistance in building the rail plan that was approved by Union Pacific for the Railport late last year. Our main mission in D.C. will be selling our economic advantages relative to our rail and barge capacities and our ability to attract an array of industries. Camanche, Iowa, will be meeting with legislators about their Washington Boulevard Project.

The annual trip to D.C. is vital to keep our legislators apprised of important projects occurring in our Region. In the past, we have been successful in bringing a significant amount of federal funds back to our Region. In times of a tight federal budget, we must be persistent and consistent in our messages in order to secure any assistance. In fact, one trip a year to D.C. does not do it, and we plan on multiple trips to our nation's capitol this year to keep the momentum going.

SMART Conference MAY 8

Mary B. Paul - Administrative Assistant: mpaul@clintondevelopment.com

Mark your calendars! There is still time to reserve your spot at the 23rd Annual SMART Economic Development Conference on May 8th at the Polk County Convention Complex in Des Moines. The Iowa Utility Association and the Iowa Department of Economic Development (IDED) are partnering to present this annual event, which provides a variety of information on economic development trends and topics.

CONFERENCE HIGHLIGHTS:

- **Featured Luncheon Speaker, Robert Stephens** - Founder of the Geek Squad and the idea behind the company and all those conspicuously marked vehicles.
- **Morning Keynote Speaker, the Honorable Harris Wofford** - Held an instrumental role in the formation of the Peace Corps and the revitalization of AmeriCorps, and he serves as co-chairman for America's Promise.
- **Concurrent Session Speaker, Kennedy Lawson Smith** - One of the nation's foremost experts on both commercial district revitalization and main-street economics.

CRDC staff and members from the CRDC Board of Directors will be attending the SMART Conference on May 8th, held at the Polk County Convention Complex, on Fifth and Grand Avenues in Des Moines, Iowa. You won't want to miss this exciting event.

Register online at www.iowasmartconf.com.
For questions, please call 515-225-1051.

Meet LOIS

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

On April 23rd, Karen Mooney attended a conference sponsored by the Iowa Department of Economic Development (IDED) entitled *Mechanics of a Project Proposal*. The purpose of the session was to update local and regional partners on best practices for responding to requests for information (RFI) as they are received from industries or site selection consultants.

Representatives brought examples of successful local responses, as well as examples of how the state packages these for submission to a client. It is IDED's hope that passing on this information will help each of us put our best foot forward and ensure that the State of Iowa can provide the best quality response to each RFI received. Ms. Mooney was pleased to note that CRDC's responses have been generally well done, and that the information presented at the IDED conference will only help to improve our efforts.

One item which can help our region, and clearly stands out, is to improve the quality and quantity of the information contained in LOIS. **Location One Information System (LOIS)** is a national database of cities, sites, and buildings which IDED relies upon heavily when trying to match projects and locations. It was stressed to the group that the most appropriate sites with the most complete information in LOIS are generally given priority when selecting a community to receive an RFI.

LOIS can be accessed through the CRDC website www.ClintonDevelopment.com by clicking on any link for finding commercial and industrial real estate. If you have a site or building you would like CRDC to market, please feel free to contact us (563-242-4536). We are always looking for suitable locations in Iowa and Illinois.

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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