

## **News from Clinton Regional Development Corp. Greetings!**

### ***ARMSTRONG BUILDING OPEN HOUSE***

The Clinton Area Chamber of Commerce and CRDC are hosting an open house at our offices in the newly refurbished Armstrong Building.

- Thursday, August 3, 2006
- 4:00 to 6:00 p.m.

We are very proud of our new offices and are excited about showing them off. Please stop by and enjoy refreshments as you tour this historic building.

### **CRDC SHOWS NEW WEB SITE**

On Tuesday, July 19, 2006, CRDC unveiled its New Web Site to the public. Preparing the site to go live kept staff very busy over the past few months, and for good reason. A well-executed web site is critical to successful economic development. The objective in designing the site was to provide details about the Greater Clinton Region that are of interest to site selection consultants and businesses evaluating Midwest locations for investment, expansion and/or relocation opportunities.

Our location is well identified showing proximity to Chicago and other major metro markets. Access to multi-modal transportation networks is a key to many business decisions, and we have highlighted our advantage of rail/barge and highway connectivity. Our recently-completed Laborshed Study is posted on the site as is information about taxes, utilities, business assistance programs and available buildings and sites.

The Ad Group from the Quad Cities designed the Web Site. CRDC staff will continue to work, going forward, to keep the information on the site fresh and relevant, as having an exceptional website to reference will bring recognition to our Region. Check us out [www.clintondevelopment.com](http://www.clintondevelopment.com).

### **REGIONAL TRANSPORTATION MEETING**

On Thursday, June 29, Steven Ames, Clinton Regional Development Corporation (CRDC) President & CEO, attended a Multi-Regional Roundtable Discussion focusing on the future of transportation and its affect on economic development. The Roundtable was held at Lavender Crest Winery in Colona, IL and hosted by the Illinois Department of Commerce and Economic Opportunity (DCEO). Bi-State Regional Commission, the Council of Governments serving the Quad Cities coordinated the event, and assisted on lining up guest speakers including: Wayne Borg, Regional Manager, Industrial Development, Union Pacific Railroad, Larry Daily, President, Alter Barge Line, Inc., Aaron Hoste, Sales Manager, Dohrn Transfer Company, Chris Ingraham, Industrial Development Manager, Norfolk Southern Corporation, Eric Pitcher, Regional Manager, Economic Development, BNSF Corporation, Richard Stoeckly, VP Business Development, Iowa Interstate Railroad and Jeff Wagoner, Sales Manager, Regional Development, CSX Transportation.

The three railroad representatives related interesting news about their respective organizations. The two Class 1 railroads, the UP and BNSF, are at or above capacity on many of their primary main lines across the country which is causing them to evaluate their systems for efficiencies and ability to meet future customer demand. To alleviate congestion and, at the same time, continue to grow their customer base, both the UP and BNSF are implementing the transload method of moving goods; railroads establish partnerships with trucking/logistics companies to transfer rail shipments to truck or barge or both. Under this mode of operation, railroads move raw materials and finished goods to locations where they are offloaded and distributed to their final destination, allowing businesses to benefit from low freight rates without investing huge amounts into rail infrastructure. Some of you may be aware that UP, the largest

without investing huge amounts into rail infrastructure. Some of you may be aware that UP, the largest Railroad company in the country, will provide service to bio-fuel producers only if they can accommodate unit trains on their sites. Transloading avoids this high cost of additional rail infrastructure. Transloading operations are not new to the Greater Clinton Region, and we have the advantages for more.

In addition to rail, truck transportation is in steady demand, as evidenced by the amount of traffic on our highways, although rising fuel cost is making cheaper modes of transportation more important, especially when moving bulk commodities. Barge is the cheapest way to transport goods, and barges transport over \$1 billion in products annually, representing 15% of all U.S. freight. They move over 20% of the coal, oil and petrochemicals via the nation's inland waterways. The average barge can move 15 times more than railroad cars and 60 times more than semi-trailers. A normal barge tow consists of 15 barges, equaling the carrying capacity of a three-mile long freight train, or a line of semi-trucks 35 miles long.

One speaker compared utilizing the Mississippi lock system to threading a needle. As demand for barge transportation continues to grow, an issue that must be faced are costs associated with upgrading our lock and dam structures. Improving the transportation network on the Mississippi River would enable Midwestern growers to send their crops more cheaply down to New Orleans for export overseas. It will also allow fast-growing soybean-producing countries like Brazil to more economically send their crops up the river, where they can supplement our demand for feedstock for our Region's growing bio-fuels industry.

The conference was very informative and worthwhile. It was a great way to learn, in one afternoon, what is happening with major modes of transportation across the country, and how changes occurring in each industry impact Regional economic development. It was an excellent networking opportunity, as most DCEO's directors were in attendance as were representatives from economic development organizations from eastern Iowa and western Illinois.

## **CHICAGO SALES MARKETING TRIP**

CRDC is contacting around 230 companies in the Chicago Metro Area for an upcoming recruitment trip scheduled for the last week in August. We are targeting industries for which our Region offers advantages and businesses that typically require rail and barge access to move raw materials and finished goods. In addition, over 30 developers, site selection consultants and commercial industrial brokers will be getting an invite to meet with us while we are in Chicagoland. Members and local companies are welcome to contact CRDC with recommendations for who we should call upon in the Windy City. If a specific contact can benefit your operations, please contact our offices with their contact information. 563-242-4536

## **CRDC REPRESENTED AT JDC**

CRDC President & CEO Steven Ames spent an afternoon networking with Quad City Development Group (QCDG) representatives, marketing staff from the Iowa Department of Economic Development and the Illinois Department of Commerce and Economic Opportunity, and other Regional ED groups at the John Deere Classic Golf Tournament. The backdrop was a sky box on the 16th green overlooking the Rock River. Quite a number of site selection consultants from the Chicago metro area were in attendance. The event afforded a great opportunity to interact with these professionals prior to our upcoming recruitment trip to Chicago.

## **CRDC CONTRACTS WITH KEY RAILROAD ENGINEERING**

CRDC has signed a contract with Wisconsin-based Key Railroad Development, LLC, to do topographical analyses of the land around Lincolnway Railport. CRDC is moving to get rail into the Railport, and we have been working with Union Pacific Railroad to ensure that we have their approval of our design before we commit to accept funding to assist with developing the rail infrastructure.

Mr. David Bauknecht, Key Railroad Design Engineer, spent the better part of the week of July 24 in the field taking measurements and calibrating previous studies to develop a digital rendering of elevations and contours. The topographical information will be used as a base for evaluating conceptual plans for rail access. Concepts can be easily drawn on paper, but they can not be credibly examined if the geography of the land is not taken into account.

Once we have developed several concept plans relative to the area's topology, we will assemble a Rail Infrastructure Task Force to review the concepts and make recommendations on which one(s) will be presented to Union Pacific officials. We hope to have a concept approved by UP, have the engineering work completed, and have a schedule to begin laying track within the next six months. This is an aggressive

completed, and have a schedule to begin laying track within the next six months. This is an aggressive timeline, but if we get everything lined up, it is feasible.

## PROJECT STATISTICS

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

- Project Load: 24 Active projects
- 0 Projects Closed Since June Newsletter

Source of Lead:

- IDED: 6
- DCEO: 7
- Direct: 2
- Local Partners: 3
- Regional Projects: 6 (within CRDC Bi-state territory)

Lead by Target Industry:

- Services: 1
- Manufacturing: 19
- Valued Added Agriculture/Bio Life Sciences: 4

A "Scorecard" tracking our monthly sales-marketing activities is available to investors on our website [www.clintondevelopment.com](http://www.clintondevelopment.com). Quality Jobs 4A Strong Future Investors or CRDC Members who would like more details about our current project mix can contact Steven Ames, President & CEO, [sames@clintondevelopment.com](mailto: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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