

Clinton Regional Development Corp.

Happy St. Patrick's Day –
Spring is just around the corner!

March 4, 2009

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SURVIVING A TOUGH JOB MARKET

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

MARCH 12, 2009 - MFG CAREER FAIR

HRU Inc.-Technical Resources will be holding a one-day Manufacturing Career Fair on March 12, 2009 from 7 AM to 7 PM at the Stoney Creek Inn (Salon C), 101 18TH Street, Moline.

HRU is looking to fill dozens of immediate openings located at the Rock Island Arsenal. Candidates with skills in any of the following areas are encouraged to attend: Machining, Tool Design, Process Planning, Engineering, Metallurgy, Methods, NC Programming, Quality Assurance, Inspection, Non-Destructive Testing, CMM Operation, Technicians, and many, many more. These are full-time positions with competitive pay rates, health, dental and vision insurance, life insurance, flexible spending account, LTD & STD, paid vacation, paid holidays and 401K.

For more information, contact the following:

Contact Person: Todd Briggs @ HRU Inc.-Technical Resources
Voice Phone Number: 517-272-5888
FAX Number: 517-272-5880
Email Address: briggs.todd@hru-tech.com
Website URL : www.hru-tech.com/

MARCH 19, 2009 - CAREER FAIR & WORKSHOPS

Clinton Community College (CCC) is hosting an Agency Fair and Career Workshops on March 19, 2009 from 12 Noon to 3 PM at the CCC Auditorium, 1000 Lincoln Boulevard, Clinton, IA.

Career Workshops start at 12:30 PM, 1:15 PM, 2 PM. These workshops include sessions on Stress Management, Credit issues, Budgeting, Skills Check Up, Job Search, Resume Writing & Interviewing, health Care Options, and College Training Options. A number of community agencies are coming together to provide you with the skills and assistance you need to succeed in a tightening job market.

Whether you have already experienced a recent layoff or are concerned how your current job may be affected by the downturn in the economy, CCC has resources to help you with the transition to a new career. You have career skills which have served you well in the past, so let us show you how to build on them and fuel up for a new future.

For more information, call 1-888-336-3907.

There are no limits to your potential.

PDI GROW IOWA DAY at the CAPITOL

Ed O'Neill - Resource Development Specialist:

eoneill@clintondevelopment.com

On Wednesday, February 4th, the Professional Developers of Iowa (PDI) sponsored the Grow Iowa Day in Des Moines. This annual event offers a unique opportunity for organizations, government agencies and companies, to showcase their growth, programs and projects from the past year and for the coming months.

Clinton Regional Development Corporation set up a booth that displayed the latest design drawing of the Lincolnway Railport, along with our brochures and additional rail information. The large design drawing served well as a magnet, drawing participants and non-participants to serve up questions. Once Steve Ames and I had their attention, we were able to convey that the railport was a \$14 million dollar project,

approved by the Union Pacific, with a 30% design drawing completed and ready to go to bid in the late spring or early summer.

During the lunch break, we both heard several comments about how ambitious and aggressive our project was, considering the state of the economy. By the mid afternoon briefing, it was well noted that the biggest, "shovel ready" project of any significance in the state was taking place in Clinton, Iowa. Several of the booths that I visited during the day had postponed or shut down their large projects until, either funding became available, or the economy got better. I believe our focus on this project and our ability to stay on track (*no pun intended*) has put us at the forefront of economic development in the state.

The trip offered a great venue to network with industry and government, and also to put Clinton in the spotlight.

SHRM LEGISLATIVE CONFERENCE

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

On February 10, Karen Mooney attended the 17th Annual Legal & Legislative Conference, presented by the Central Iowa Chapter of the Society for Human Resource Management (SHRM). The conference highlighted discussions in the legislature regarding workforce and employment issues at both the state and federal levels.

The Key Note Speaker was Mike Staebell of the U.S. Department of Labor who described the updates to the Family Medical Leave Act (FMLA), which were published in November 2008. Some of these changes include: the addition of provisions for caregivers required by military personnel who have sustained injury or illness in the line of duty; and the addition of leave time for family members of activated National Guard Soldiers and Reservists in order to organize their affairs. The final rule also updates and standardizes several definitions contained in the original law which is meant to ease administrative duties for complying.

Topics currently being discussed in the Iowa Legislature, but not formally introduced as bills, include: healthcare requirements for small business (<50 employees); mental health parity in healthcare coverage; requirements for employers to pay a portion of COBRA premiums if coverage is elected; and a prevailing wage requirement for municipalities that contract work such as construction projects. As of this conference, "Fair Share" had not been reintroduced, but many of you may be aware of the "Employee Free Choice Act" or "Card Check" which is being tossed about at the federal level. EFCA alters the procedures for organizing labor, in part, by removing the step of having a secret ballot certification election, if 50% of the proposed bargaining unit signs cards expressing an interest in being organized.

As you can see, many issues are being discussed which could have a great impact on businesses and on tax payers. Most, however, are still works in progress. These topics were presented to our Iowa Legislators during the Clinton County's recent trip to Des Moines and will also be presented during the Clinton Chamber-sponsored trip to Washington, D.C. this week.

We encourage you to contact your legislators regarding these issues and express to them the likely impact. **Contact information for the people who represent you can be found by following these links:**

Illinois General Assembly: <http://www.ilga.gov/>

Iowa General Assembly: <http://www.legis.state.ia.us/FindLeg/>

U.S. Senate:

http://www.senate.gov/general/contact_information/senators_cfm.cfm

U.S. House of Representatives: <http://www.house.gov/>

FOREIGN TRADE ZONE

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

Clinton Regional Development Corporation sponsored a meeting on February 16th to inform companies on how a Foreign Trade Zone (FTZ) can provide a positive impact when a business relies on importing. Doug Plank, consultant under contract with the Quad Cities Development Group, presented the basic facts about an FTZ.

Doug stated that companies utilize FTZ's in order to reduce operating costs associated with a U.S. location that are avoided when operating from a foreign site. This cost reduction allows firms to maintain cost competitiveness in their U.S. based operations.

A Sub Zone is effective for a company importing \$1 million or more in foreign merchandise. This type of zone works well for a large manufacturer who imports from all over the world.

For some companies it is more cost effective to create a General Purpose Zone for multiple activities for multiple users. Warehousing is an excellent example because companies may not have enough activity to use a sub zone but could band together with other companies to use one central warehousing center.

Companies attending this FTZ informational meeting learned that an assessment is completed prior to setting up the zone that determines if an FTZ is cost effective for their business. Completing a questionnaire assists in learning what the value of an FTZ will be to an importer. The FTZ located in the Quad Cities can be used by local companies. A company located within a 90-mile radius has access to the services of that zone.

In the end, a Foreign Trade Zone is another tool for companies to use in examining the bottom line of competition and profit. Please contact Sylvia Banes at CRDC (563-242-4536) if your company would like to learn more about FTZ's or speak directly with Mr. Plank.

CLINTON COUNTY "DES MOINES DAY"

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

On February 17th, CRDC Board Chair Tom Determann, President & CEO Steve Ames, Infrastructure Development Specialist Ed O'Neill, and Administrative Assistant Mary Paul traveled to Des Moines, along with a contingency of approximately 35 regional leaders, to meet with our legislators and discuss topics of importance in Clinton County.

The items discussed included transportation, community and economic development, workforce, education, healthcare, tourism, and quality of life issues. Meetings were held with Senator Roger Stewart, Chairman of the Economic Growth Committee; Senator Mike Gronstal, Senate Majority Leader; Senator Paul McKinley, Senate Minority Leader; and Senator Tom Reilly, Chairman of the Senate Transportation Committee. The group also spent time with Nancy Richardson, Director of the Iowa Department of Transportation.

Later in the day, CRDC Staff and Clinton City Administrator Gary Boden met with Bob Cecil of the Economic Development Administration to discuss possible funding for the Lincolnway Railport. Our last meeting was at the Iowa Department of Economic Development (IDED) where Steven Ames and Ed O'Neill discussed progress made on getting rail access into the Railport with approximately fourteen IDED staff and marketing managers in attendance. IDED was pleased to learn how far we have progressed during the last year and how close we are to actually breaking ground.

Clinton County "Des Moines Day" is one of many trips made every year to the Capitol to bring issues facing our region to the attention of our legislators. We must continue to build and strengthen relationships with lawmakers, so that they are aware of what we are doing and we can be in a position to receive any available funding.

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: crdcubr

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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Clinton Regional Development Corporation | The Armstrong Building | 144 - 8th Avenue South | Clinton | IA | 52732

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