

**Subject: News from Clinton Regional Development Corporation and
Quality Jobs 4A Strong Future**

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September 2006

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

SALES AND MARKETING TRIPS

Steven Ames, President & CEO of the Clinton Regional Development Corporation (CRDC) recently spent a week in Chicago and surrounding suburbs calling on site selection professionals, developers and commercial industrial brokers. The mission was to let these entities know that the Greater Clinton Region is open for business. Mr. Ames did presentations on the transportation and operational advantages the Greater Clinton Region affords, both existing and new industry, focusing on our electric/gas and barge and rail capacities.

A total of fourteen appointments were held including a couple with businesses exploring expansion plans. Ames brought leads back that have potential for the Region, including some that require rail capacity.

These face to face meetings are invaluable in forming long-term relationships with folks that perform site analyses for multinational corporations and an array of medium and large businesses. Through these interactions, we often learn of projects we otherwise would never know about

Two more recruitment trips are scheduled before the end of this year. Mr. Ames will be traveling to the Detroit/Windsor area during the **week of October 9**, and the **week of November 2** will be spent in Atlanta. In each case, introductory letters are mailed to approximately 200 to 300 businesses and industries that meet our target industry profile, and where we can demonstrate operational advantages relative to their current locations. Specific professional organizations involved in site selection and commercial/industrial development are targeted and mailed letters as well.

CRDC contracts with a telemarketing service specializing in economic development to follow up the letters and set appointments for sales presentations. The telemarketer is well versed in the attributes of our Region and conveys the advantages we afford business effectively. Through this process, we normally get a number of requests for information and anywhere between 3 to 15 appointments with businesses and others exploring Midwest location opportunities.

PDI FALL CONFERENCE

CRDC Staff attended the Professional Developers of Iowa (PDI) 2006 Fall Meeting and Conference in Des Moines September 20th through the 22nd. Marketing was the theme of this year's conference, and there were some excellent presentations on how communities and regions wishing to attract outside investment may bring recognition to themselves. One interactive seminar explored possible ways for communities to distinguish themselves by focusing on a particular, unique element that sets them apart from the rest of the competition. Another seminar focused on ways to make a web site a more

effective marketing tool for little or no cost.

Jeff Rossate, Business Development Director, with the Iowa Department of Economic Development, **provided an overview** of the state's marketing activities and an update on assistance programs for marketing and retention. The Chairman of the PDI Legislative Committee, Mark Norman, updated attendees on proposals coming from the capitol that could impact state's effectiveness to attract industry.

Perhaps one of the best seminars was put on by Mr. Robert Pittman, Senior Principal with Lockwood Greene, a global construction engineering firm that provides site selection services to U.S.-based Fortune 500 and international companies around the globe. Mr. Pittman, who is based in Atlanta, took us through the various stages of a typical site selection process emphasizing that businesses exploring locations are doing so to maximize profits and minimize costs. He emphasized the importance of having ready and current information about the Region like labor cost and availability, labor climate, infrastructure capabilities, population changes, cost of living, industrial composition, etc. This is not the first time we've heard this need for current data, and that is precisely why we have worked so hard to get a great web site up and running.

As mentioned above, CRDC's President & CEO will be in Atlanta in early November. Mr. Ames knows Mr. Pittman from working with him on projects and by meeting with him during previous visits to Atlanta. PDI's Fall Conference afforded the opportunity for Mr. Ames to let Mr. Pittman know that he will be visiting with him soon

AGRI-TALK APPLICATION

CRDC is completing an application for a spot on the nationally syndicated radio show, *AgriTalk, The Voice of Rural America*. *AgriTalk* picks a limited number of locations every year to host a live broadcast where they highlight ag-related, news-making events. Radio reaches a broad audience, and if we are chosen as one of the locations, the recognition we can garner is significant.

In order for a location to be considered, *AgriTalk* asks that the application include verbiage explaining why our location is "special" and why they should visit and tell our story. Of course they are looking for those locations that have a strong relationship with the agricultural world. What better place than the Greater Clinton Region!

Our application provides an historical account from our early lumber mill beginnings, to our first foray into agricultural processing with the start of Clinton Corn Processing in 1906, and eventually to the recent development of renewable energy in the form of biodiesel and ethanol. We mentioned the PHA Plastics plant to be constructed in South Clinton by ADM, and other value-added agriculture producers such as Sethness, Danisco, Nestle-Purina Pet Care, Agri-King, Bunge, Cargill, Darling International (formerly National By-Products) and Blue Hill Dairy.

If we get chosen for a spot on the broadcast tour, we think it will provide the perfect backdrop to showcase, to a national audience, our Regional advantages in agriculture-related industries. We can promote the renewable energy producers coming on line, as well as other industries that transform product grown regionally, into commercially viable uses for human and animal consumption as well as industrial applications. We will keep everyone apprised of the status of our application.

BARGE TERMINAL CONCEPT

CRDC was recently awarded \$13,900 from EDA to kick off a feasibility study of a potential barge terminal in Camanche, Iowa. We are seeking additional funding from the state and other sources to cover the entire cost of the study.

The study will be done in two phases: The **first phase** involves evaluating a floating, liquid barge terminal that would service the renewable energy industry by bringing in ingredients for biodiesel

production, and also for exporting biodiesel, glycerin, and ethanol. The **second phase** will explore taking the liquid terminal to a land based operation where it will provide throughput for other raw materials and commodities like corn for ethanol production.

A large portion of our mission is to explore mechanisms that make our Region more competitive. A liquid barge terminal operation will do just that, especially when you couple the project with rail access. The terminal will provide Regional renewable energy providers a conduit to allow them to compete better in a global economy. The terminal will also make our Region more marketable to business and industry that require barge and rail access for import and export. This is good for everyone.

CURRENT PROJECT STATISTICS

Project Load:

- 30 Active projects
- 1 Projects Closed Since August Newsletter

Source of Lead:

- 6 - IDED
- 7 - DCEO
- 2 - Direct
- 3 - Local Partners
- 12 - Regional Projects/Project's Within CRDC Bi-State Region

Lead by Target Industry:

- 2 - Services
- 24 - Manufacturing
- 4 - Valued Added Agriculture/Bio Life Sciences

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, contact **Steven Ames, President & CEO, sames@clintondevelopment.com**.

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