



Since 1953, the Clinton Regional Development Corporation 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 monthly sales-marketing activities is available to investors on our Web Site @ [www.clintondevelopment.com](http://www.clintondevelopment.com). User ID: crdcmbr Password: crdcweb. Investors who would like more details about our current project mix, please contact Steven Ames, President & CEO, at [sames@clintondevelopment.com](mailto:sames@clintondevelopment.com).

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• **UP GRANTS APPROVAL**

On Tuesday, December 18, at the CRDC 54th Annual Meeting, Chairman Tom Determann announced that we have received approval from Union Pacific (UP) on our plan to get rail access into Lincolnway Railport. This is an exciting new development for the Region, given the fact that we have been working with UP for almost two years to get their blessing. The Railport is adjacent to one of UP's most congested mainline systems in country, and UP does not grant access to their congested systems easily. They required a plan that can accommodate a mile length of train, so their flow of customer commodities is not impeded. The next step is to begin construction of the lead- and loop-track in the Railport, which we hope to have completed by October 2008.

[Steven Ames - President and CEO:](#)  
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• **CRDC ANNUAL MEETING OF STAKEHOLDERS**

The Clinton regional Development Corporation (CRDC) celebrated its 54th Annual Meeting and luncheon at the Best Western Frontier Inn in Clinton, Iowa, on December 18th, with approximately 85 investors and invited guests in attendance.



The CRDC "Team" provided the featured speakers. Steven G. Ames, CRDC President & CEO, and staff updated investors on their progress toward accomplishing the **Quality Jobs 4A Strong Future** five-year mission to create: 1,250 new "quality jobs" and \$130 million in new capital investment; increased inquiries into the region; and an enhanced industrial growth and retention effort. CRDC expressed that it has made great strides during the first two years of the program and looks to continue this trend into the coming year.

The highlight of the program was the announcement by Board Chairman Tom Determann that Union Pacific Railroad (UP) has approved our plan for rail access into Lincolnway Railport. The announcement was the culmination of several years' work, begun under the leadership of former President & CEO, Hugh LaMont. CRDC thanked all partners and associates for their contribution to this and all successes of the past year.

A meeting of the Board of Directors followed the presentation. Business conducted included the election of **Officers for 2008:**

- Thomas E. Determann (Determann Industries, Inc.), CHAIR
- Peter Clausen (Clausen Supply Co.), VICE CHAIR
- Karen Vickers (Clinton Community College), VICE CHAIR
- Steven Howes (Howes & Jefferies Realtors), SECRETARY
- Bruce Christensen (U.S. Bank), TREASURER
- Thomas Fullerton (Clinton National Bank), PAST CHAIR

**2008 Board of Directors:**

- Robert Cassidy (Paul's Discount Store)
- Dr. Randall Clegg (Clinton Community Schools)
- Rita Dennis (YMCA-Retired)

- Ronald Gutierrez (The Clinton Herald News)
- David Hanson (Iowa American Water)
- Thomas Hesselmann (Mercy Medical Center-Retired)
- Robert Holesinger (Quality Concrete Co.)
- Ronald Rider (Alliant Energy)
- Courtney Ruth (Lyondell)
- Thomas Soenksen (Citizens First Bank)
- Brigham Tubbs (Gateway State Bank)
- David Vogel (Drives, Inc.)
- Jim Woll (ADM)

*Since 1953 CRDC has been an area non-profit organization devoted to the promotion of quality jobs, new business investment and economic development. CRDC goals for the future are to continue quality service to the Iowa and Illinois Regions of Albany, Camanche, Clinton, Fulton, Low Moor, and Thomson. CRDC offices are located at 144 - 8th Avenue, Clinton, Iowa 52732. If you have any questions, please contact Steve Ames at 563-242-4536.*

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## • CRDC ATTENDS MID-AMERICAN COMPETITIVENESS CONFERENCE

CRDC President and CEO, Steven Ames, attended the Mid-American Competitiveness Conference of Mid-American Economic Development Council (MAEDC) on December 2-4, 2007, at the Swissotel in Chicago, Illinois.

The opening Sunday session featured Mark James, a leading expert on technology- driven economic development. Mr. James focused on how to make economic development organizations more competitive through Internet marketing. He stressed the fact that site selection consultants and companies are now screening potential locations through information accessed on the Internet and through Web Sites, and communities will not be contacted until they are on the short list. Mr. James suggested that economic development organizations strive to have their Web Sites honed to meet the expectations of site selection professionals and have information easily accessible.

The conference also had sessions on different methods of financing economic development projects from leading experts in the field. Effective means of positioning your community to attract data centers was discussed, as was means to develop and implement effective internal and external marketing strategies.

One of the most interesting sessions- "Unraveling the Logistics Industry"- was coordinated by Adam Roth, NAI Hiffman; Dean Foote, Carter Burgess, Inc.; and Eric Pitcher, BNSF Railway Company. Each substantiated the fact that rail demand is growing exponentially, which is placing stress on our nation's rail system. Mr. Pitcher commented that railroads make their biggest revenue through long-haul operations, are not completely "open for business" and are concerned with any potential customer that might negatively impact their flow of commodities.

The conference provided an opportunity to network with other economic development professionals. MAEDC is leading the way in keeping its members informed about new developments occurring in economic development and innovative ways to market communities. Steven Ames

plans to attend its 2008 Spring Conference on May 14-16 in Columbus, Ohio.

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

• **CRDC REMEMBERS HUGH "JERRY" LAMONT (April 17, 1945 - December 3, 2007)**

Clinton Regional Development Corporation is mourning the passing of our colleague and close friend, Hugh LaMont. Hugh died Monday, December 3rd, at St. Mary's Hospital in Rochester, Minnesota, following an extended battle with pancreatic cancer.



As president of then, CADC, LaMont served as a primary contact with state and local officials, working to bring new jobs and successful corporations to the community, including Molded Fibre and IPSCO Tubulars. He should be recognized for his work with the local industrial parks, the new Lincolnway Railport, and expansions at Netlsé-Purina and ADM. At the conclusion of 20 years as President and CEO of CRDC, Hugh continued on to serve as advisor and mentor for the organization.

Hugh was a graduate of the University of Iowa where he obtained his B.A. in Business Administration. Throughout his career he served as both City Councilman and Mayor for the City of Mechanicsville. He served as President of the Iowa League of Cities and was an active member of the Mid-American Economic Development Council and the Professional Developers of Iowa, to which he was recently awarded a lifetime membership.

Hugh laid the foundation for so many of the initiatives in which CRDC is now involved. He built valuable relationships and made friends wherever he went - Hugh will be sorely missed. As we look back on and attempt to honor the legacy Hugh has left the staff of CRDC, we should keep in mind his signature phrase, "Straight Ahead!"

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