

**March 2007**

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

*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.*

### **AgriTalk RADIO SHOW / AG-DAY SHOWCASE**



**AgriTalk "The Voice of Rural America"** is coming to Clinton, Iowa, on April 13, 2007, at the Best Western Frontier. The radio talk show is part of the **First Annual Ag-Day Showcase** hosted by Clinton Regional Development Corporation, Clinton Area Chamber of Commerce, and KCLN Radio. *AgriTalk*, a nationally syndicated radio talk show, is broadcast daily on KCLN AM 1390 to thousands of listeners in our Region. Over 600 producers and ag-related industries have been invited to attend the Ag-Day Showcase and *AgriTalk* live broadcast on April 13th.

The Ag-Day Showcase activities begin with a Complimentary Breakfast and Ag-Day Exhibition (presenting event sponsors) from 8:30 to 9:45 a.m., and then followed by the **AgriTalk LIVE/ADM Hometown Tour Broadcast from 10:06 to 10:58 a.m.**

Mike Adams, host of *AgriTalk*, will facilitate a discussion about Value-Added Agriculture with a "heads up" on issues and ideas that impact rural America and our Region. The program closes at 11:45 a.m. and seating is limited to 200. We hope that April 13th will be the first of many Ag-Day Showcase annual events.

### **WASHINGTON DC TRIP MAY 9 & 10**

Steven Ames will be traveling to Washington DC in early May with about 50 other dignitaries from the Greater Clinton Region. The annual trip to the nation's capitol provides an opportunity to bring many Regional socioeconomic concerns to the attention of our legislators.

The committee is still defining our priorities, but our issues are weighted toward transportation infrastructure needs. The Lincolnway Railport in Clinton requires rail access and the Liberty Square and 19th Avenue North Extension projects need funding to be completed. Camanche is improving Washington Boulevard and is partnering with Clinton on a new, regional waste treatment facility. Highway 30 must be 4-laned from Fulton to I-88 and across Iowa. An intermodal project in Fulton can use federal assistance. CRDC and the Chamber have placed an application with HUD for a regional, wireless internet system. Factors influencing education, healthcare and housing will also be discussed with legislators. The Clinton Area Chamber of Commerce is coordinating the event.

### **"TASTE OF THE GATEWAY"**

This year's Clinton Area Chamber of Commerce Leadership Institute is hosting the "Taste of the Gateway," on Saturday, April 14, 2007, 11:00 AM to 4:30 PM., at Alliant Energy Field. CRDC President & CEO, Steven Ames, is a participant in the Leadership Class and Chair of the Marketing Committee. Thirteen (13) food vendors will provide a variety of menu choices ranging from Italian beef sandwiches and rotisserie chicken wraps to ice cream. Over forty (40) sponsors have graciously stepped forward to support the event. There will be lots of food, entertainment, and activities, including a live band for the whole family to enjoy. Those who attend the event will also have free admission to the Lumberkings baseball game that evening when they host the Beloit Snappers.



### **SMART Conference**

CRDC Staff and members of the Board of Directors will be attending the SMART Economic Development Conference on May 3, at the Polk County Convention Complex in Des Moines. The Iowa Utility Association and the Iowa Department of Economic Development partner to host this annual event which highlights a variety of economic development trends and topics.

Highlights at this year's conference include:

- Natural biofuel industry experts from Iowa State University
- "Big-box" retailer expert Margie Johnson
- Economic Development expert Eric Canada
- Workshops on renewable energy, workforce strategies, and entrepreneurialism
- Feature Luncheon speaker: NASCAR Champion Rusty Wallace

Anyone interested in learning more about the conference and how to register can contact Mary Paul at 563-242-4536 or [mpaul@clintondevelopment.com](mailto:mpaul@clintondevelopment.com)

## **LEGISLATIVE COFFEE & TOUR**

On Saturday, March 10, 2007, CRDC and the Clinton Area Chamber of Commerce hosted a Legislative Coffee, an interactive session where local leaders can discuss a variety of topics related to quality-of-life, community growth and economic development. Senators Roger Stewart and Frank Wood and Representatives Polly Butka, Steve Olson and Tom Schueller were in attendance. Topics discussed included a state-wide building code and "Fair Share" legislation, about which Steven Ames voiced his concern. CRDC has taken a formal stance opposing "Fair Share" as it negatively influences the state's ability to attract jobs and investment. Our transportation needs were expressed as well.

Directly following the coffee participants were provided a tour highlighting major projects in the Region. Highlights included: the location of a new 100-million gallon ethanol facility in Fulton, riverfront improvements on both sides of the river, Eagle Point Park, the Lyons Business and Technology Park, Lincolnway Railport, Clinton County Bioenergy, Liberty Square, Highway 30 and the ADM expansion. More tours will be offered in the near future.

## **US HIGHWAY 30 4-LANE COALITION**

Business Growth & Retention Manager, Kent Royster attended the most recent Highway 30 Coalition meeting on Friday March 9th, at the Meskwaki Resort and Casino in Tama. The purpose of the meeting was to pass an Interagency Agreement among the Highway's Metropolitan Planning Organizations (MPOs) to complete a study of the current conditions of the corridor and make recommendations for future improvements along the corridor. The coalition remains steadfast in its goal to see US Hwy. 30 become four lanes across Iowa and Illinois.

## **TRAINING FOR CRDC STAFF**

Administrative Assistant / Receptionist, Mary B. Paul, attended a Publisher 2003 – Level 1 Class at Eastern Iowa Community College on March 9, 2007. Publisher is a Microsoft computer program for creating newsletters, brochures, flyers, and many other documents for print, e-mail, and the Web. Knowledge of this program enables our staff to create polished and professional-looking publications for distributing information about CRDC and its activities. Karen Mooney, Marketing Research Specialist, is already well versed in this program, and Mary Paul will now be able to implement the use of Publisher into her work as well.

## **NEW MARKETING MATERIALS**

CRDC will be adding a new product to our marketing materials. Marketing Research Specialist Karen Mooney is working with The Ad Group to develop a multi-purpose postcard. Some the planned uses for this product are to announce our upcoming presence at trade shows and to confirm appointments prior to sales trips. The postcard will depict our many transportation advantages, an asset we actively promote when we market the Region externally.

## **SUPPORTING LOCAL INDUSTRY**

The "Existing Business & Industry Program" is a key initiative of the Clinton Regional Development Corporation's effort to keep in touch with local partners. The purpose of our visitation program is:

- To identify ways public and private sectors can support existing companies
- To maintain communication between CRDC and our regional partners
- To identify and access resources to assist in expansion or retention efforts
- To gain insight about our partners and the issues impacting them

Please contact Kent Royster at 563-242-4536 to discuss how you can participate in this program. Some of his upcoming appointments include:

April 4th at 10:00 Lyondell , 3400 Anamosa Rd  
April 19th at 2:30 Rastrelli's 238 Main Avenue  
April 25th at 11:00 Valley Bank (Inside Hy-Vee) 901 S 4th St  
April 26th at 3:00 Medical Associates 915 13th Avenue North

May 4th at 10:00 Core-Vens 2301 N. 2nd St  
May 16th at 2:00 ADM 2451 Beaver Channel Parkway

## **CAROLINAS MARKETING TRIP**

Steven Ames, CRDC President & CEO, spent March 19 and 20 traveling between Greenville/Spartanburg, SC, and Charlotte, NC presenting the business advantages of the Greater Clinton Region to site-selection professionals and consultants. All are involved in assisting companies in identifying sites for investment, expansion, or relocation opportunities. Following is a brief synopsis of some of the more meaningful appointments.

Mr. Ames met with Jim Kupferer, Managing Director of Global Location Strategies with Fluor Corporation, and Jim Sisson and Max Schwandt of Site Location Advisors, LLC. They work with a number of suppliers to the automotive industry and have been involved with locating firms that require rail and barge. They are very interested in our Region's capabilities in those transportation modes.

McCallum and Sweeney Consulting headquarter in Greenville. They have a variety of Fortune 500 companies as clients and like the Fluor group, sometimes work with companies who require both barge and rail to bring in raw inputs and ship finished goods. McCallum and Sweeney provided assistance to Project Tiger, the large rail car manufacturing project that evaluated the Lincolnway Railport in Clinton as a possible location for a 2.3 million square foot manufacturing plant.

Walbridge Aldinger, a global construction, consulting and engineering firm houses its business development team in Greenville. Mr. Ames met with Bob Powell who is working with a jet engine manufacturer. Walbridge constructed Daimler- Chrysler's World Headquarters in Auburn Hills, Michigan, and has engineered and constructed a significant number of ethanol plants as well.

Wesley Crum and Lisa Smith of JW Crum Consulting, LLC, located in Greenville, met with Mr. Ames. Mr. Crum's specialty is negotiating incentives on behalf of companies exploring location decisions. They are now working with a company, requiring barge access, which is evaluating several locations in Houston. Mr. Crum had questions about Iowa and Illinois EPA Guidelines for air permitting and asked for details on business assistance programs.

Carroll Properties, Spartanburg SC, is a commercial/industrial tenant broker. Elizabeth Belenchia, President has assisted with the development of several port authorities and foreign trade zones in Missouri and Tennessee. She can be a useful resource as we explore both these issues for our Region. Ms. Belenchia requested details on local and state business assistance programs.

It is interesting to note that Spartanburg, SC, located just south of Charlotte, is the number one metro area in the country for direct foreign investment. BMW located a 2-million square foot manufacturing facility there in 2003.

## **CURRENT PROJECT STATISTICS**

### **Project Load:**

- 16 Active Projects

### **Source of Lead:**

- 1 - IDED
- 1 - Direct
- 1 - Local Partners
- 13 - Regional Projects / Projects within CRDC Bi-State Region

### **Lead by Target Industry:**

- 2 - Services
- 11 - Manufacturing
- 3 - Value-Added Agriculture

