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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. User ID: crdcnbr 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).

[See the Scorecard....](#)

## Greetings!

### • Plant Managers' Meeting at CHS

On July 11, 2007, CRDC partnered with Clinton Community School District to host a Plant Managers' Forum in the school's Voc-Tech building. The purpose of the Forum was to garner input from existing business leaders. The goal was to evaluate and recommend changes to the Voc-Tech program that will better meet the needs of existing industry in the Region. Dr. Randy Clegg, Clinton Schools Superintendent moderated the event along with Clinton High School's Principle, Ms. Karinne Tharaldson.

The event was well attended with over 25 industry leaders representing companies and organizations like ADM, Air Control, Inc., Allstar Staffing, Bemis Clysar, City of Clinton, Clinton Community College, Clinton Engineering, Collis, Inc., Custom Pak, Determann Industries, Guardian Industries, IPSCO, J.T. Cullen, Lyondell, and Nestle-Purina.

Attendees were asked to brainstorm ideas for renovating the Voc-Tech Program to produce the highly skilled workers needed in their respective industries. Having a trained workforce to replace retiring workers is critical to the long-range success of many businesses in the Region. The group developed quite a range of ideas from partnering with Clinton Community College to hiring retirees to teach classes. Means to cost-effectively revamp machinery and equipment that to meet OSHA Standards were discussed.

Dr. Clegg and his Staff will take these ideas and develop an action plan. With the help of local industry leaders, they will develop both short and long-range goals of the plan. We will keep investors and stakeholders apprised.

### Kent Royster, Existing Growth & Retention

### • CRDC Hosts EvironKids Tour

On Saturday, July 15, Steven Ames hosted a group of about 25 parents and kids on a boat tour of the Region. The Eviron Kids Program, sponsored by the Iowa State Extension Office of Clinton County, offers area youth the opportunity to participate in Saturday morning learning experiences focusing on our environment. Mr. Ames boarded the Blue Herron Eco Cruise pontoon boat at the 9th Avenue boat dock in Clinton to talk about the various businesses and industries that have operations on the river, how they use the river for cooling processes, and what measures have been undertaken to protect the environment. Events like these allow us to interact with citizens interested in what is happening in our Region. It is a great way to communicate all the economic activity occurring here and how activities impact others.

### Steve Ames, President/CEO

### • New E-85 Station in Clinton County

CRDC recently wrote grants to assist Eastern Iowa Propane and Petroleum in placing E-85 pumps on their Highway 30 location in Clinton. CRDC President & CEO says this is exciting "because it is the first site in Clinton County to offer E-85, and the fact that Iowa is the leading state in the nation in ethanol production capacity, but lags behind in the number of E-85 retail stations. This is a good start, but we need more retail locations in the state vending alternative fuels."

Owner and manager Brent Seeser, says that "having E-85 closer at hand, "we've developed a fairly good customer base, and a lot of people are actually out looking for the product."

### Kent Royster, Existing Growth & Retention

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- **CRDC Enters 3rd Round of RRLGP**

CRDC Staff is applying for a third round of funding through the Iowa Department of Transportation (IDOT) Railroad Revolving Loan and Grant Program (RRLGP). CRDC has been awarded over \$800,000 from the first two rounds of the program for use in getting rail access in the Lincolnway Railport. The first and third awards will be used to set track inside the industrial park, and the first and any future round awards will be used for getting rail to the park entrance. The total use of RRLGP

## • CRDC & Chamber at JDC

Steven Ames and Kent Campbell, Clinton Area Chamber President, joined the Quad City Development Group (QCDG) at the TPC at Deere Run. QCDG sponsored the 16th-Green skybox on the Friday of the event, hosting site selection consultants from Chicago and Minneapolis and state marketing representatives. The location provided an excellent backdrop for interacting in a setting outside the office. Thank you to Tom Hart, Sr. Vice President, Government Relations & Public Policy with QCDG, for allowing us to attend and do a little "soft sell" of the Greater Clinton Region.

[Steve Ames, President/CEO](#)

## • Big River Packaging Gets Notice

Over the last year, CRDC has been assisting Big River Packaging with an expansion project. The Eastern Iowa Community College District and the Iowa Department of Economic Development (IDOT) provided training and other business assistance to the company.

The growth and success of Big River Packaging has significant sentimental value to its President Mr. Bob Simpson, who was the plant manager of the former International Paper (IP) plant in Clinton. Mr. Simpson had, for a long time, entertained the idea of opening a paper/packaging company in Clinton and two years ago, he and his business partner John Huling, finally did it --- in Clinton!

What makes this project even more special is that it has put some of the talent back to work that was originally employed by IP. Big River's potential for growth is significant. The company currently employs about 20 people and produces about 400,000 boxes a week for it's more that 1,400 customers. Sweetheart Bakery uses their cup cake box. Brenda Thornton says, "We always try to buy local, and they can produce any box we've requested of them."

[Kent Royster, Existing Growth & Retention](#)

## • New Jersey Marketing

During the last week June, Steven Ames spent two days in New Jersey calling on site selection consultants. He met with Katie Burdorf of Wadley- Donovan-Gutshaw Consulting, an independently owned location advisory firm in Bridgewater. Her firm has been in business for over three decades whose sole focus is assisting corporations resolve location challenges. Their clientele spans the industry spectrum, and includes roughly one-third of the Fortune 500. Ms. Burdorf specializes in manufacturing and distribution operations. She has worked on many corporate relocation projects as well. Ms. Burdorf works with clients that utilize many means of transportation to move raw materials and finished goods. She is seeing the demand for rail coupled with barge capacity increase, and was very interested in learning about our Region's capabilities in both.

Mr. Ames met also with Bruce Hoch, Director of Development Advisory Services with DCG Corplan Consulting located in West Orange, New Jersey. DCG Corplan Consulting LLC is a global leader in strategic planning, economic development, site selection, feasibility and market analysis, management consulting, corporate planning and logistics. The firm's principals have counseled nearly 25% of the Fortune 500 corporations, assisted with more than 2,600 location decisions, as well as hundreds of assignments for public development agencies in the United States, Europe and the Caribbean. Mr. Hoch was interested in about our proximity to markets, and like Ms. Burdorf, wanted to learn more about our rail and barge capacity.

[Steve Ames, President/CEO](#)

## • Minneapolis Marketing

Steven Ames spent Monday, July 23rd in Minneapolis calling on site selection consultants and businesses. One appointment was with F. Doyle Shea, Senior Real Estate Specialist with 3M Corporate in St. Paul. Mr. Shea is responsible for all the Real Estate holdings under the 3M umbrella, and is also the lead when it comes to expansion opportunities. This was an important meeting given the fact that the 3M's facility in Cordova, Illinois, is only 10 miles south of the Greater Clinton Region. If you tour the parking lot at 3M's Cordova location, you will see a lot of license plates from Clinton County. The meeting was more or less a courtesy call to let Mr. Shea know who we are and to offer any assistance to help them grow and flourish.

Mr. Ames had an early afternoon meeting with a distributor of fuels and lubricants, also headquartered in St. Paul. They are exploring expansion opportunities to increase their market share in Chicago and other Midwest markets. They require rail service to bring in liquid products which will be transloaded into storage tanks for distribution. The project will start with about 20 employees possibly growing to over 70. We are now evaluating potential buildings and sites that may work for expansion project, and providing responses to the company's questions about taxes and workforce availability.

CRDC had the chance to stop by the Minneapolis office of the Staubach Company and drop off marketing materials to the attention of Frank Sherwood, Vice President of Staubach's Minneapolis Office. Mr. Sherwood's primary role is to provide clients with leadership in the areas of strategic real estate and facilities planning, international project management and corporate real estate services. Some of his clients include ADC Telecommunications, AMEC, DataCard Worldwide, Patterson Dental Supply, Medtronic, and Rosemount, Inc.

**[Steve Ames, President/CEO](#)**

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