

**April 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 VISITS CLINTON**

On Friday, April 13, 2007, **AgriTalk "The Voice of Rural America,"** a nationally syndicated, daily radio talk-show, did a live broadcast from the Best Western Frontier Inn right here in Clinton, Iowa. The event was part of the First Annual Ag-Day Showcase, hosted by CRDC, CACC, and KCLN AM Radio.



About 85 people attended the Ag-Day Showcase, beginning with 8:30 a.m. breakfast and Sponsor Exhibition, followed by the live broadcast of *AgriTalk* at 10:06 a.m. During the breakfast and exhibition, people had a chance to interact with the hosts and sponsors of the show: Mike Adams, General Manager and host; Producer John Herath; and also Mike Perrine, Sales and Affiliates Manager. ADM was the Platinum Sponsor along with Gold

Sponsors Citizens First Bank, Gateway State Bank, River Valley Cooperative, Sterling Federal Bank, and U.S. Bank. Clinton National Bank was a Silver Sponsor of the event.

As part of the *AgriTalk LIVE/ADM Hometown Tour* radio broadcast, several local guests were interviewed, including Steven Ames, Clinton Regional Development Corp. (CRDC) President and CEO, and Kent Campbell, President of the Clinton Area Chamber of Commerce (CACC). The two focused their comments on the many positive things happening in the Greater Clinton Region like the ADM expansion, the biodiesel and ethanol manufacturing facilities that have been announced, 19th Avenue North Extension, Liberty Square Redevelopment Project, and Hwy. 30 improvements. They discussed the strengths in having a Bi-State Region and highlighted our economic advantages including access to rail and barge capacities and the region's ability to serve a wide array of industrial needs.

Others guests included Roger Holm, 4th Ward Council Member with the City of Clinton; Bob Bowman, Iowa Corn Growers Association; Brian Schmidt, Clinton County Farm Bureau; and Dan Holesinger, Clinton County Bio Energy. Ag In America Tour associates, Jessica Dornink and Britney Salmon, had spots on the show where they discussed their roles in educating students and consumers about the important function agriculture plays in America's economy and society. The Ag In America Tour is sponsored by ADM.

Many thanks to *AgriTalk*, our sponsors, speakers, and all those who worked so hard to put this program together. Everyone who attended the Ag-Day Showcase and the *AgriTalk LIVE* radio broadcast really enjoyed the entire show. We received lots of positive feedback and hope to make the Ag-Day Showcase an annual event.

**WELCOME ED O'NEILL**

Some of you may already know that Ed O'Neill has joined the CRDC staff. As Infrastructure Development Specialist with the Clinton Area Chamber of Commerce, Ed did much of his day-to-day work with CRDC, so it made sense to formally bring him on board. With Ed's new position--Resource Development Specialist--come a few new responsibilities. The result is that Ed is more integrated into the operation of CRDC, a move that will improve our efficiency in carrying out our collective mission. Welcome aboard,

Ed!

### **SMART CONFERENCE MAY 3**

There is still time to reserve your spot at the 2007 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 together and host this annual event which provides information on a variety of economic development trends and topics.

Topics during this year's conference include:

- Natural Biofuel Industry Experts from Iowa State University
- "Big-Box" Retailer Expert - Margie Johnson
- Economic Development Expert - Eric P. Canada
- Workshops on renewable energy, workforce strategies, and entrepreneurialism
- Lunch and Keynote Speaker - NASCAR Champion Rusty Wallace

CRDC staff and members of the Board of Directors will be attending the SMART Conference. Anyone interested in learning more about the conference and how to register should contact Mary Paul (by May 2nd) at 563-242-4536 or [mpaul@clintondevelopment.com](mailto:mpaul@clintondevelopment.com).

### **WASHINGTON, D.C. TRIP MAY 7-8**

The Mayor's Annual D.C. Summit takes place May 7 and 8. Steve Ames and Ed O'Neill will be attending to represent our regional, socio-economic concerns to the attention of our legislators. Some of the top priorities include the 19th Avenue North Extension and Liberty Square Redevelopment projects which require more funding to be completed. Liberty Square is a long-term project, and although the best opportunity for assistance is not until the 2009 transportation bill, our past success has been the result of keeping our legislators informed and voicing our needs consistently.

Other issues we plan to address include more transportation-infrastructure needs such as the Lincolnway Railport; Washington Boulevard improvements; and a new, regional, waste treatment facility. We continue to lobby for a 4-lane Highway 30 from I-88 and across Iowa. Factors influencing education, healthcare, and housing will also be discussed with legislators. Many thanks to the Clinton Area Chamber of Commerce for coordinating the trip.

### **ST. LOUIS RECRUITMENT TRIP**

Steven Ames spent April 2 and 3 traveling the St. Louis Metro Area. Mr. Ames had four appointments during the trip. His first meeting was with Ian Silberman, Director of Retail Development, and Joe Cook, Finance Manager, with THF Realty, in St. Louis. Mr. Silberman is responsible for many of THF's successful, national retailer relationships and serves as a key contact for all of the firm's retail relationships. He has completed transactions with such retailers as Fashion Bug, Dollar Tree, Staples, Blockbuster, Office Max, Applebee's, Pizza Hut, Arby's, Burger King, Michael's Arts & Crafts, Linens N Things, Marshall's/TJ Maxx, Shoe Carnival, Dick's Sporting Goods, Petsmart, Babies R Us, Kohl's, Wal-Mart, and Sam's.

THF Realty was founded by Stan Kroenke, a billionaire who is co-owner of the NFL's St. Louis Rams, and a full owner of the NBA's Denver Nuggets, Colorado Avalanche, Colorado Crush, Colorado Mammoth, and Colorado Rapids. Mr. Kroenke is married to Anne Walton who is family heir to Wal-Mart. The firm is one of the largest retail/commercial brokerage houses in the nation. With their connection to Wal-Mart, they are an exclusive developer of all Wal-Mart stores and shopping centers. THF owns a sizeable amount of land in the Quad Cities along 53rd Street in Davenport and 23rd Avenue in Moline. During the course of Ames' meeting with Mr. Silberman and Mr. Cook, he mentioned the retail development occurring on the west-end of Clinton--especially with the new casino--and the retail/commercial potential in Fulton. Ames also discussed the retail demand occurring from the recently announced Center Leaf (Ashford University) Project in the Lyons Business and Technology Park. Mr. Silberman is very interested in exploring the Greater Clinton Region for investment opportunities. Although CRDC does not generally get involved in retail developments, we still see the importance of encouraging outside investment to the Region.

Mr. Ames met with Craig Olchanski and Phil Horstmann, Attorneys with Thompson and Coburn LLC, St. Louis. Both assist multinational firms exploring location opportunities by negotiating incentives. Their job

is to obtain the incentive package that provides the greatest benefit for their clients' operational needs. The recent growth of "data centers" has kept both of them busy during the last year. These "centers," typically consist of primary/secondary internet server or redundant security systems that are required, by both government and industry, to maintain security and function efficiently. Mr. Olchanski negotiated the incentives on a 500,000 square foot "center" for Google Corporation in the Chicago area. These "centers" require a significant amount of electricity and communications capabilities. Ames' message was that the Region has an abundance of both electrical and communications capacities, as well as access to competitive local and state assistance programs.

Sansone Group is a large industrial/commercial firm headquartered in St. Louis which represents a number of *Fortune 500* clients exploring location opportunities. Mr. Ames spent some time with Adam Stien, a broker with the firm, specializing in industrial warehousing and distribution. Mr. Stein works with businesses that require rail and barge capacities to maintain efficient operations. As we know, rail and barge access is one of our Region's most important economic attractions. Mr. Ames provided Mr. Stein information about our active barge terminals and rail access.

Curtis Bailey, Business Development Manager with ARCO Construction Company, was the fourth appointment of the trip. ARCO is a nation-wide firm specializing in designing/building office buildings, warehouse distribution centers, speculative warehouse buildings, healthcare and medical development/construction, retail facilities, cold storage warehouses, commercial housing projects, and light industrial projects for end-users, developers, entrepreneurs, and small businesses. Mr. Bailey asked for details on the Lincolnway Railport and other industrial sites in the Region. We are hoping to get Mr. Bailey in for a tour of the Region.

#### **PDI CONFERENCE MAY 30-JUNE 1**

Steve Ames and Kent Royster will attend the Professional Developers of Iowa Spring Conference (entitled "New Economy - New Workforce") in Iowa City on May 30 through June 1. While many of the sessions are geared toward developing a local workforce, PDI offers sessions relating to a wide variety of topics designed to benefit economic development staff and the organizations they serve.

#### **CURRENT PROJECT STATISTICS**

##### **Project Load:**

21 - Active Projects

##### **Source of Lead:**

2 - IDED

2 - Direct

1 - Local Partners

16 - Regional Projects / Projects within CRDC Bi-State Region

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

2 - Services

16 - Manufacturing

3 - Value-Added Agriculture

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A "Scorecard" tracking our monthly sales- marketing activities is available to investors on our Web Site @ [www.clintondevelopment.com](http://www.clintondevelopment.com). If investors 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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