

**CLINTON REGIONAL  
DEVELOPMENT CORPORATION**

**BUILDING A BETTER TOMORROW**

## **2016 Year in Review**

Discussion With:

**Clinton City Council**

Presented by:

**Mike Kirchoff**

**Jenelle Kreiling**

**Andy Sokolovich**

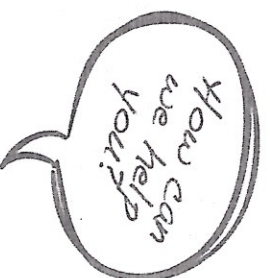
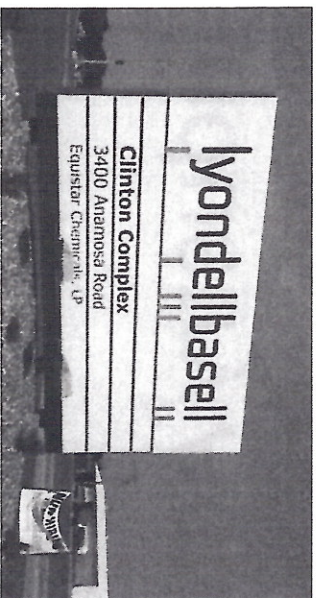
**March 7, 2017**

# CRDC Vision 2020 Strategies

1. Expand & Retain Existing Industries
2. Business Recruitment
3. Resolve Issues that Impede Growth
4. Communicate with All Stakeholders
5. Enhance Organizational Readiness

# Existing Industry Activities

- 17 VALUE Visits/2 Headquarters Visits
- 10 Technical Assistance Projects/8 Completed
- 75 Total Company Interactions
- 2 Quarterly VALUE Spotlight Awards Presented to Air Control and ADM
- New Administrative Center at LyondellBasell



**VALUE**  
A Program of the Clinton Regional Development Corporation

The Clinton Regional Development Corporation  
2016 Community Cornerstone Award

Presented to  
Air Control Inc.  
of Clinton, Iowa



**For 60 Years of Growth and Community Commitment**

At Air Control, we've spent 60 years perfecting our craft. We've built a reputation for excellence in the air control industry. Our commitment to quality and safety is unwavering. We're proud to be a part of the ADM family and to contribute to the growth and development of our community.



Did you know... In the last year:

- 43 total employees
- 10 new hires
- 10 new apprenticeships
- 10 new technicians



CLINTON REGIONAL DEVELOPMENT CORPORATION

VALUE




# Existing Industry Activities

- 2nd Corporate Cup Event (July 29), Won by WestRock
- Draft Industry & Services Indexes Completed
- Draft Workforce Development Programs Guide
- New BRE Program Marketing Materials



**VALUE**  
A Program of the Clinton Regional  
Development Corporation



## VALUE

A Program of the Clinton Regional  
Development Corporation

**OUR MISSION**

The Clinton Regional Development Corporation works and leads the region's business and economic development efforts to support priority employment decisions that improve the region's economic health, prosperity, and quality of life.

**CLINTON REGIONAL DEVELOPMENT CORPORATION**  
1000 W. Main Street  
P.O. Box 51227  
Clinton, MO 64601-0227  
816.843.2200  
www.clintondevelopment.com

**Facebook**  
facebook.com/clintondevelopment  
[www.clintondevelopment.com](http://www.clintondevelopment.com)

---

## VALUE

A Program of the Clinton Regional  
Development Corporation

**Visit**

At VALUE, we are committed to providing a high-quality, professional program for our clients. We are committed to providing a high-quality, professional program for our clients. We are committed to providing a high-quality, professional program for our clients.

**Acknowledge**

We are committed to providing a high-quality, professional program for our clients. We are committed to providing a high-quality, professional program for our clients. We are committed to providing a high-quality, professional program for our clients.

**Listen**

We are committed to providing a high-quality, professional program for our clients. We are committed to providing a high-quality, professional program for our clients. We are committed to providing a high-quality, professional program for our clients.

**Utilize**

We are committed to providing a high-quality, professional program for our clients. We are committed to providing a high-quality, professional program for our clients. We are committed to providing a high-quality, professional program for our clients.

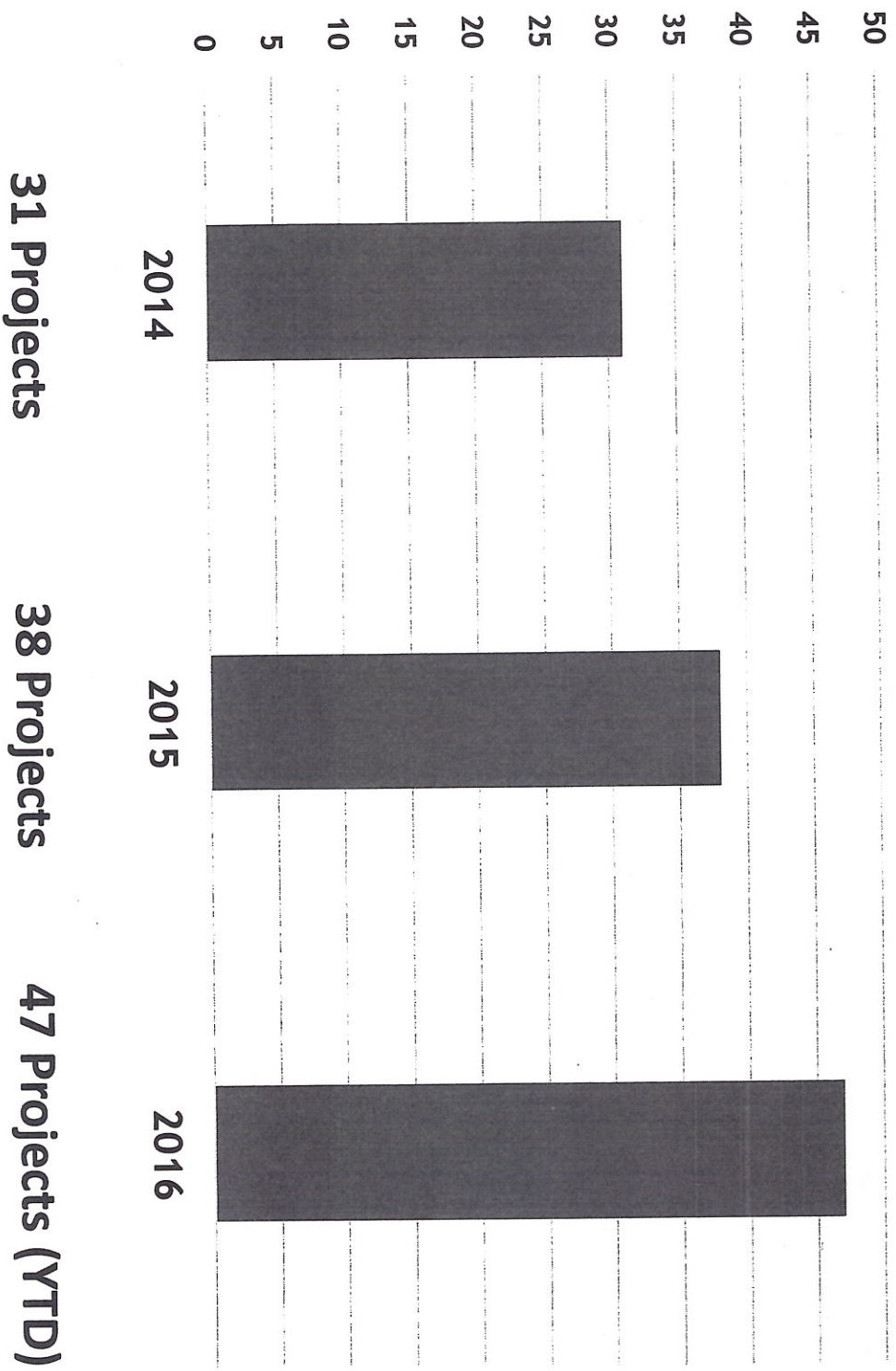
**Engage**

We are committed to providing a high-quality, professional program for our clients. We are committed to providing a high-quality, professional program for our clients. We are committed to providing a high-quality, professional program for our clients.

[www.clintondevelopment.com](http://www.clintondevelopment.com)



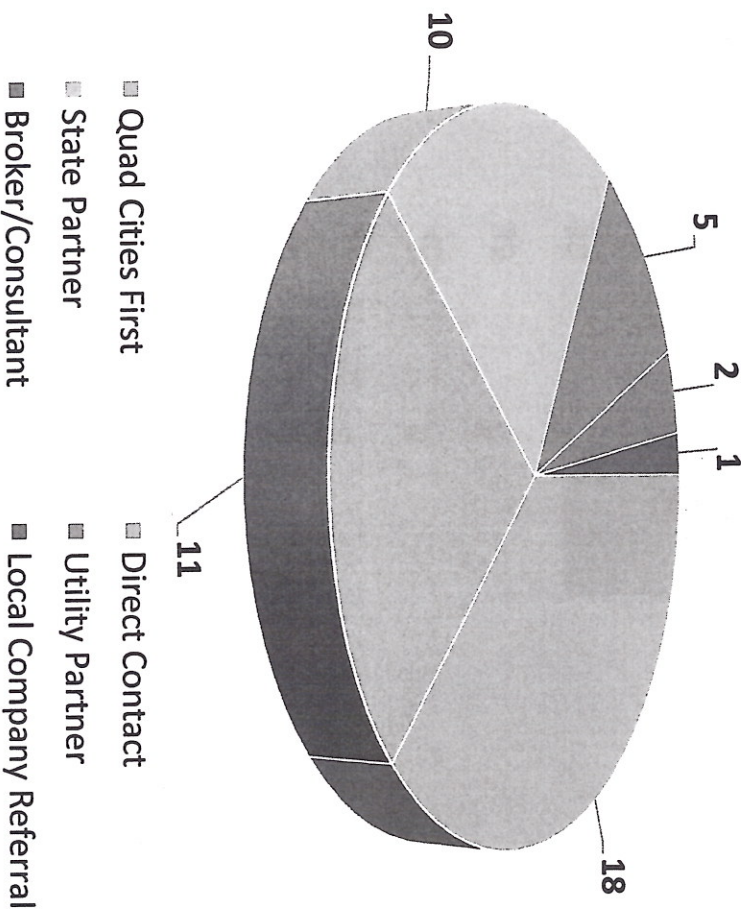
# Project Trends



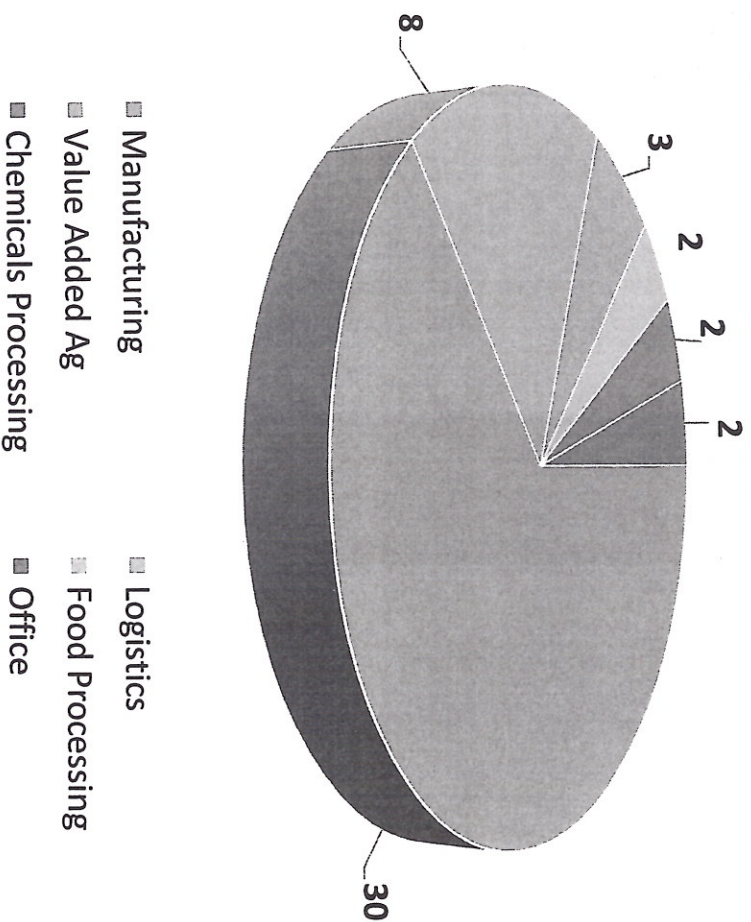
# Business Recruitment Project Activity

47 Total Projects Worked YTD; 30 New Projects Worked YTD

Project Source



Project Sector





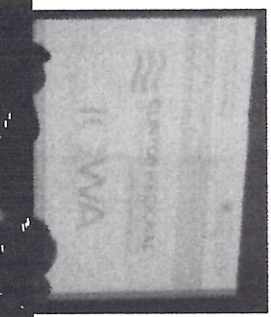
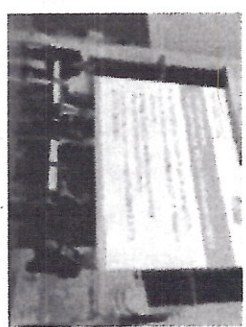
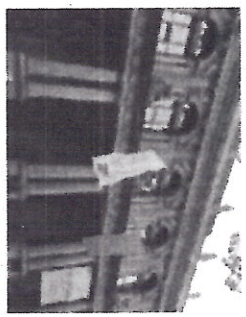
# Business Recruitment - Outreach

- IFT Tradeshow
- German American Business Forum
- Consular Officials Visits



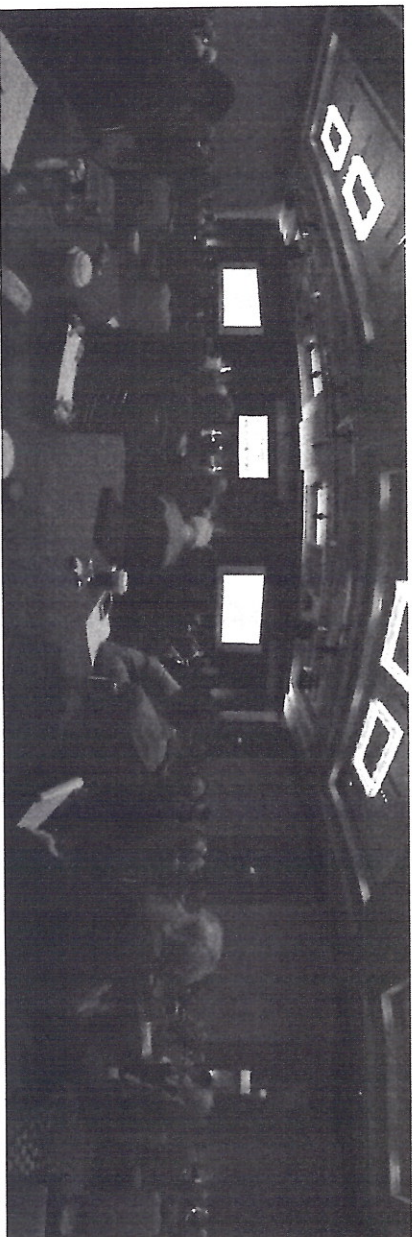
**Darin Buelow**  
@darinbuelow

2016 Site Selectors Guild survey result: Germany expected to provide the most FDI into the US in the next 3 years. #SSGNashville



# Business Recruitment - Outreach

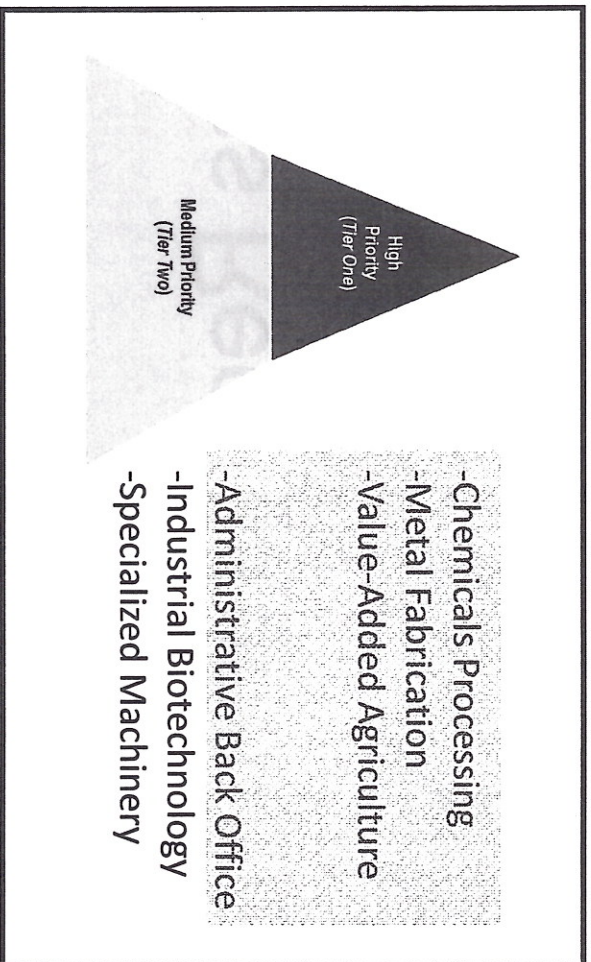
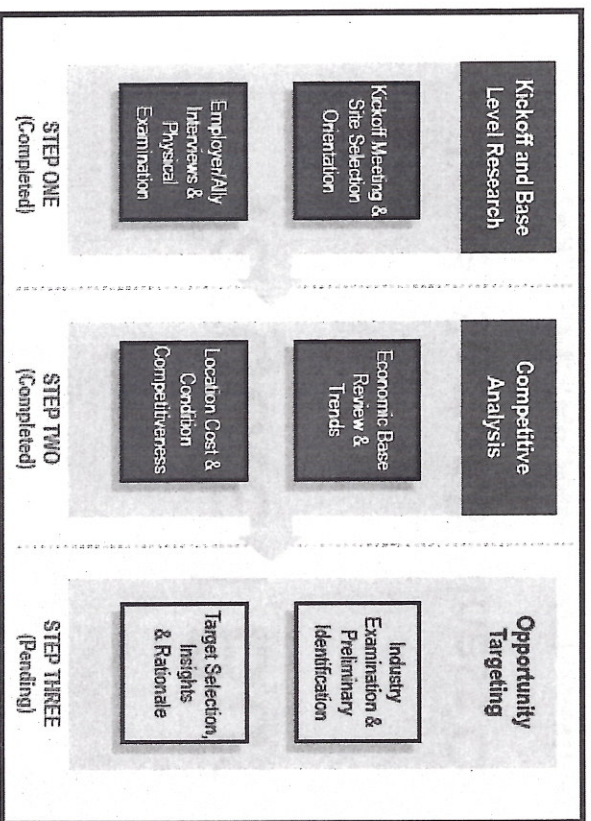
- Site Selectors Guild Annual Meeting
- San Francisco Site Selectors Event with Governor Branstad
- Site Selector FAM Visit





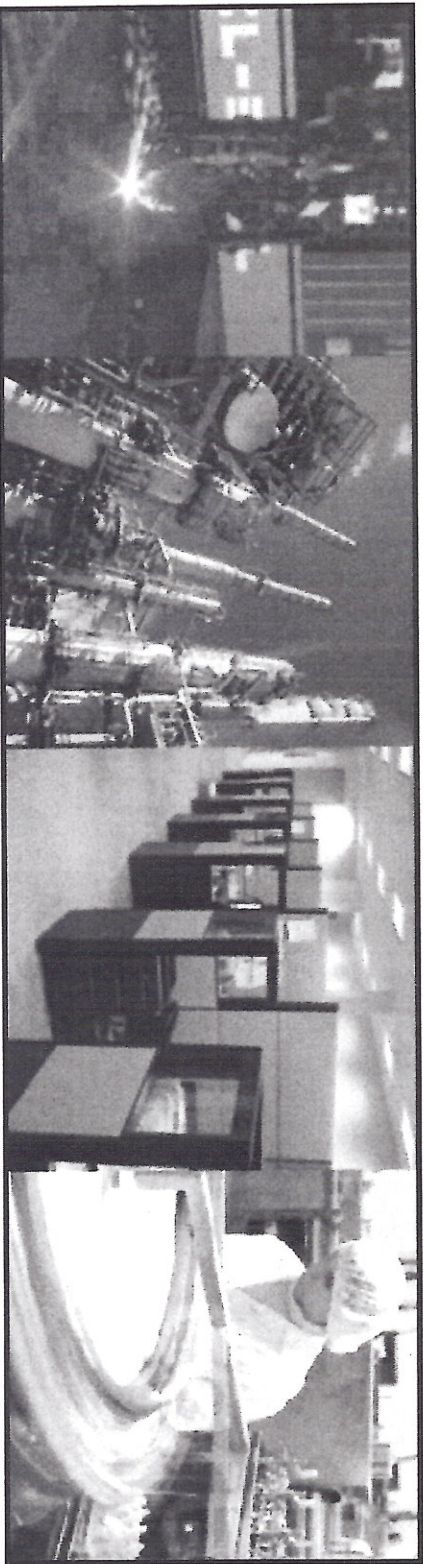
# Business Recruitment - Research

- Prager Company
- Competitive Base Analysis
- Target Industry Evaluation/Identification



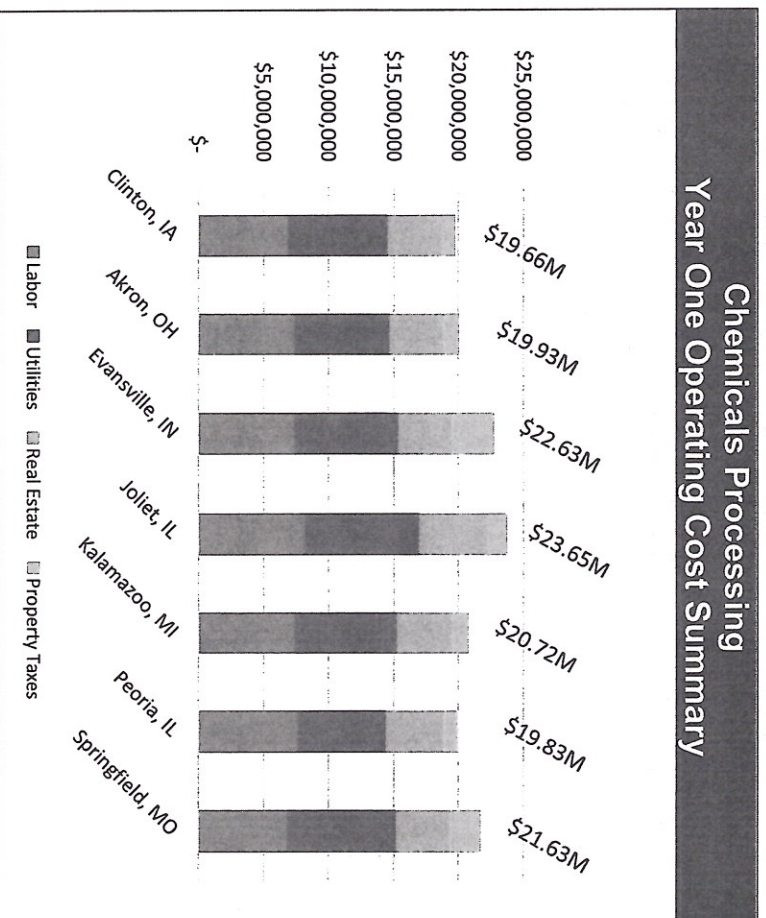
# Targeted Business Recruitment

- Target Sector Business Case Studies  
(Metal Fabrication/Chemicals Processing/Administrative Back Office)
- CCDA Grant for Value-Added Ag/Food & Beverage Processing





# Sample Business Case Study Findings



Location ranking from least to most costly is as follows:

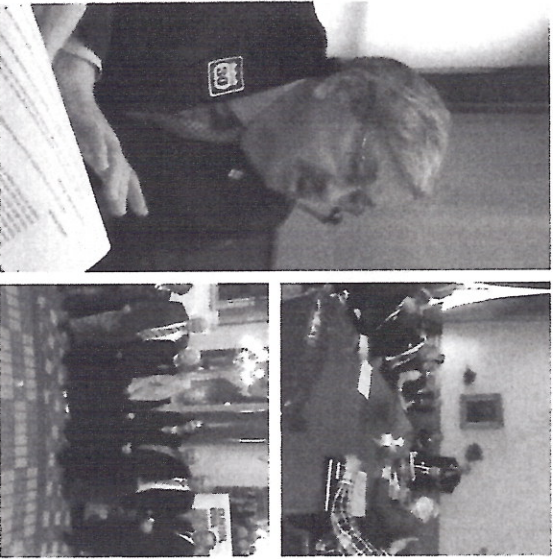
- #1 Clinton, Iowa
- #2 Peoria, Illinois
- #3 Akron, Ohio
- #4 Kalamazoo, Michigan
- #5 Springfield, Missouri
- #6 Evansville, Indiana
- #7 Joliet, Illinois

Local year one total savings might range from about \$170,000 to over \$4 million vs. competing locations.



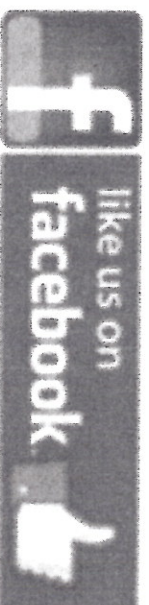
# Resolve Impediments to Growth

- Lobby & Advocate for U.S. Hwy 30 Expansion
- Attain Rail Park Site Certification  
(Announcement: 12/19/16!)



# Investor/Public Relations Activities

- Quarterly Investor Updates (*Next: March 9<sup>th</sup> @ 7:30 am*)
- Monthly Emails to Investors & Stakeholders
- Updates to: Clinton County, Cities of Fulton, Camanche, Clinton, Farm Bureau & Others
- Print & Broadcast Media/Website/FaceBook



[Facebook.com/ClintonDevelopment](https://www.facebook.com/ClintonDevelopment)



# Enhance Organizational Readiness

- New Committee Structure
- IEDC Accreditation
- IEDC Economic Development

Research Partner

Economic Development  
Research Partners



"EDRP reports address common situations that ED professionals face. Based on thoughtful research, EDRP findings give practical advice that directly helps the economic development practitioner. My entire organization reads EDRP reports!" Brett Doney, CECD, FM



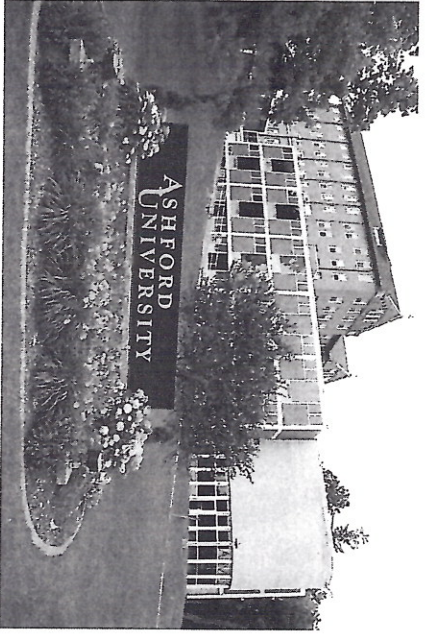
# Other Activities

- Home Base Iowa
- Ashford Redevelopment/Clinton Catalyst/Iowa STEM Academy



**HOME BASE IOWA**  
**A home for vets**  
*Clinton County celebrates the passage of Home Base Iowa*

Clinton County is celebrating the passage of Home Base Iowa, a new law that will allow veterans to live in the county's new veterans' homes. The law was passed by the Iowa Legislature in May 2014 and signed by Governor Branstad in June 2014. The law allows veterans to live in the county's new veterans' homes, which are located in Clinton County. The law also allows veterans to live in the county's new veterans' homes, which are located in Clinton County. The law also allows veterans to live in the county's new veterans' homes, which are located in Clinton County.



# Major 2017 Initiatives

- ✓ Production of New Marketing Materials
- ✓ Target Sector Site Selectors Marketing/Outreach
- ✓ Site Selectors Guild Annual Conference
- ✓ German American Chamber of Commerce Domestic Marketing
- ✓ Ashford Redevelopment/STEM Academy
- ✓ Continued Ramp-Up of Existing Industry Program
- ✓ Re-Launch of Clinton Area Development Foundation
- ✓ Intensified Lobbying Efforts at the State & Federal Level
- ✓ Closer Working Relationship with Partners Such as Quad Cities First
- ✓ Intensified Media Relations & Public Relations Efforts



**PRAGER COMPANY**  
Building Economic Success



**THE  
SITE  
SELECTORS  
GUILD**



**AHK**  
German American  
Chambers of Commerce  
Deutsch-Amerikanische  
Handelskammern

# Contact Information

Mike Kirchhoff, CECD

President & CEO

Jenelle Kreiling

Business Development Manager

Andy Sokolovich

Existing Industry Manager

Clinton Regional Development Corporation

721 S. 2<sup>nd</sup> Street

Clinton, IA 52732

Phone: 563.242.4536

email: [mkirchhoff@clintondevelopment.com](mailto:mkirchhoff@clintondevelopment.com)

[jkreiling@clintondevelopment.com](mailto:jkreiling@clintondevelopment.com)

[asokolovich@clintondevelopment.com](mailto:asokolovich@clintondevelopment.com)