



BUSINESS *matters*

SEPTEMBER 2011

KUDOS FOR WORKFORCE INITIATIVE FROM INTERNATIONAL COUNCIL

On September 20th, Greater Dubuque Development was recognized for "Excellence in Economic Development" by the International Economic Development Council (IEDC).

At an awards ceremony during the IEDC Annual Conference in Charlotte, North Carolina, the Council honored Greater Dubuque for its Workforce Initiative in the category of Human Capital for communities with populations of 25,000 – 200,000

"We recognize the Greater Dubuque Development Corporation for providing successful strategies to promote new standards in economic development in this period of global recovery," said Dennis Coleman, IEDC chair. "Our awards honor organizations and individuals for their efforts in creating positive change in communities. They demonstrate that they are at the forefront of the economic development profession and are using innovative and effective practices that can be replicated in other communities."

According to IEDC: "Ranking Top 20 nationwide and number one in the State of Iowa for job growth, the Greater Dubuque region sets the pace as a visible leader in 2011. Boasting accolades from Forbes.com as the #1 Best Smaller Metro for Projected Job Growth and a #3 job growth ranking from Careerbuilder.com, Dubuque is a model for other communities across the country. Local leaders continue to shape a model community filled with ample opportunity and an ideal environment for the workforce of our future to thrive – one in which the lights stay on for our children, grandchildren and generations to follow."

The Excellence in Economic Awards Program annually recognizes the world's best economic development programs and partnerships, marketing materials, and the year's most influential leaders. The program honors organizations and individuals in 28 categories for their efforts in creating positive change in urban, suburban, and rural communities.

The International Economic Development Council (IEDC) is the premier membership organization dedicated to helping economic development professionals create high-quality jobs, develop vibrant communities and improve the quality of life in their regions.

Serving more than 4,500 members, IEDC represents the largest network of economic development professionals in the world. IEDC provides a diverse range of services, including conferences, certification, professional development, publications, research, advisory services and legislative tracking.

A MESSAGE FROM THE CHAIR: THANK YOU & FAREWELL, MIKE BLOUIN

August 31 marked Mike Blouin's last day with Greater Dubuque Development Corporation. Mike will be missed! Having served as our President for more than 4 1/2 years, Mike landed some of the largest economic development projects in the United States during his tenure. Thanks to Mike, international brands such as IBM and Hormel are now part of Dubuque's corporate landscape.



The staff, Board and Investors of Greater Dubuque wish Mike and Suzanne much happiness in their well-earned retirement.

- Chad Chandlee, Chair of the Board

RICK DICKINSON
Executive Director
& COO



DAN McDONALD
VP of Existing
Business



SARAH HARRIS
VP of Workforce
Operations



MARK SECKMAN
VP of National
Marketing



KAREN KLUESNER
VP of Operations



SHANNON CAHERTY
Newcomer Relations
Coordinator



MARY KONRARDY
Office Assistant



BILL BAUM
Existing Business
Specialist



Dan McDonald

EXISTING



GROWING COMPANY BREAKS GROUND AGAIN; SEDGWICK CMS PLANS NEW FACILITY IN BELLEVUE



For the second time in a year, Sedgwick Claims Management Services, Inc. (Sedgwick CMS) has broke ground for new office space to support its rapid employment growth.

On August 29, Greater Dubuque Development was pleased to join local leaders and officials at an official kick-off for Sedgwick's new, 8,200 square foot facility in Bellevue. The construction of the new office is set for completion in March 2012 and will create 60 new jobs in Bellevue.

In 2010, Sedgwick built a 10,000 square foot addition to the company's office complex in the Dubuque Technology Park. Since establishing a presence in Dubuque in 2006, Sedgwick CMS has grown from 30 employees to more than 350.

Both Dubuque Mayor Roy Buol and Bellevue Mayor Virgil Murray

cited the project as an example of cooperation and regional economic development. Bellevue's financial match for the new project was made possible through the City of Dubuque's agreement with Sedgwick for its facility in Dubuque Technology Park.

Sedgwick is an industry leader of innovative claims and productivity management solutions for major employers through the expertise of 8,500 colleagues in 150-plus locations in the U.S. and Canada.

David North, president and chief executive of Sedgwick CMS, credits his employees for the company's success. Greater Dubuque Development thanks Mr. North and the Sedgwick team for their continued investment and confidence in the tri-state area.



Mark Seckman

NATIONAL MARKETING

MAKING CONNECTIONS BETWEEN EXISTING INDUSTRY & NEW PROSPECTS

On behalf of Greater Dubuque Development Mark attended and presented at the International Economic Development Council (IEDC) annual conference in Charlotte, N.C., September 18-21.

IEDC is the world's largest membership organization serving the economic development profession from public to private, rural to urban, and local to international. IEDC provides educational opportunities, and analyzes and disseminates information, which improves members' ability to develop more vibrant and sustainable communities while improving the quality of life of their regions.

On October 20-22, Greater Dubuque Development will exhibit at the Society of Industrial and Office Realtors (SIOR) Fall World Conference in Chicago, IL. SIOR is the leading commercial and industrial real estate association with more than 3,000 members in 580 cities in 28 countries.

Based on industry research and feedback from my meetings with area employers, I have also been developing a database of prospective firms located in specific geographic regions.

I am scheduling appointments with these firms while traveling in behalf of companies with a presence in Dubuque but which have corporate headquarters elsewhere. The strategy is to pursue supply chain management and industry cluster opportunities as identified by existing industry.

Currently we have a database of 225 companies that meet the parameters of our target industries. Our primary focus is on capital-intensive manufacturing companies utilizing a highly-skilled workforce. Initially, these firms employ fewer people, putting less stress on local employers and the community. These companies also pay higher wages due to skill sets of their employees.

Also, we will concentrate on tech-based/service sector companies using our well-educated workforce. We will do so by building on the strength of the colleges and universities throughout eastern Iowa, northwest Illinois, and southwest Wisconsin.





Sarah Harris

WORKFORCE DEVELOPMENT

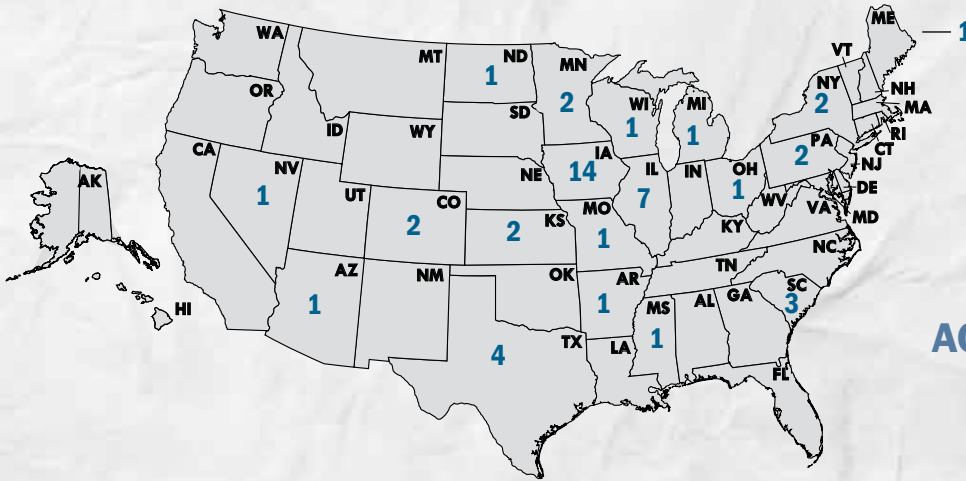


RELOCATION GUIDE UPDATE

Relocation Guides were sent to 48 individuals throughout the United States during August, while local businesses requested 17 for recruitment of potential employees. A total of 104 Relocation Guides have been distributed year-to-date (since 7/1/12).

The Relocation Guide contains community resources including information on employment, housing, education, and entertainment, as well as a DVD presentation that highlights the great things that are happening in our community. A personal postcard is sent to the individual two weeks later, and a follow-up email is sent two weeks after that to answer any questions they may have, regardless of whether they have received the guide in the mail or viewed it online.

Map of Relocation Guides Sent to Individuals in August 2011



New Investors – Platinum Supplemental Insurance, Roeder Outdoor Power

Renewed Investors – American Trust and Savings Bank, Black Hills Energy, City of Dubuque, Clarke University, Cottingham and Butler, Express Employment Professionals, Hartig Drug Stores, Medical Associates, McKesson, Medline, Sedona Staffing Services, Sinsinawa Dominicans, State Central Bank, The Friedman Group

ACCESSDUBUQUEJOBS.COM UPDATE

DATES SET FOR FALL 2011

CEO Network

Loras College	October 19
Clarke University	October 21
University of Dubuque	November 2
University of Wisconsin-Platteville	November 8
Northeast Iowa Community College	November 16

Career Fairs

University of Northern Iowa	September 19
University of Iowa	September 22
University of Wisconsin-Platteville	September 27
Iowa State University	September 28
Dubuque Tri-Colleges	October 27



Shannon Gaherty

NEWCOMER SERVICES

RELOCATION ASSISTANCE: SERVING INDIVIDUALS AND EMPLOYERS

Greater Dubuque's exclusive one-stop concierge services for newcomers and employers help make the transition to our community seamless. This program ensures that individuals and families who have chosen Dubuque as a place to live, work, and play are not only welcomed into the community, but are equipped with the knowledge needed to make the most of their experience.

Newcomer Services Assistance

2011	January	February	March	April	May	June	July	August
Individuals	34	17	54	47	39	52	24	51
Employers	13	8	19	21	17	17	12	14

Businesses Assisted Year-to-Date

	2011
Businesses assisted	67

Yearly Newcomer Services

	Number
2009	250
2010	375

Relocation Guide Distribution

2011	April	May	June	July	August
Individuals	43	42	28	24	48
Businesses	43	5	34	15	17
Total distribution: 2011	86	47	62	39	65
Total: 2010	147	230	96	99	107
Total: 2009	88	79	77	94	81
Total: 2008	177	58	64	85	55
Total: 2007	162	60	55	67	89

Housing update

2011	April	May	June	July	August
Total units managed	2,403	2,409	2,383	1,978	2,132
Vacancies	96	89	78	83	72
Vacancy rate	4.0 %	3.7 %	3.3 %	4.2 %	3.4 %

Distinctively Dubuque participants

2011	January/February	March/April	April/May	September/October	Total
Individuals	18	18	23	35	94
Businesses represented	9	13	13	10	45



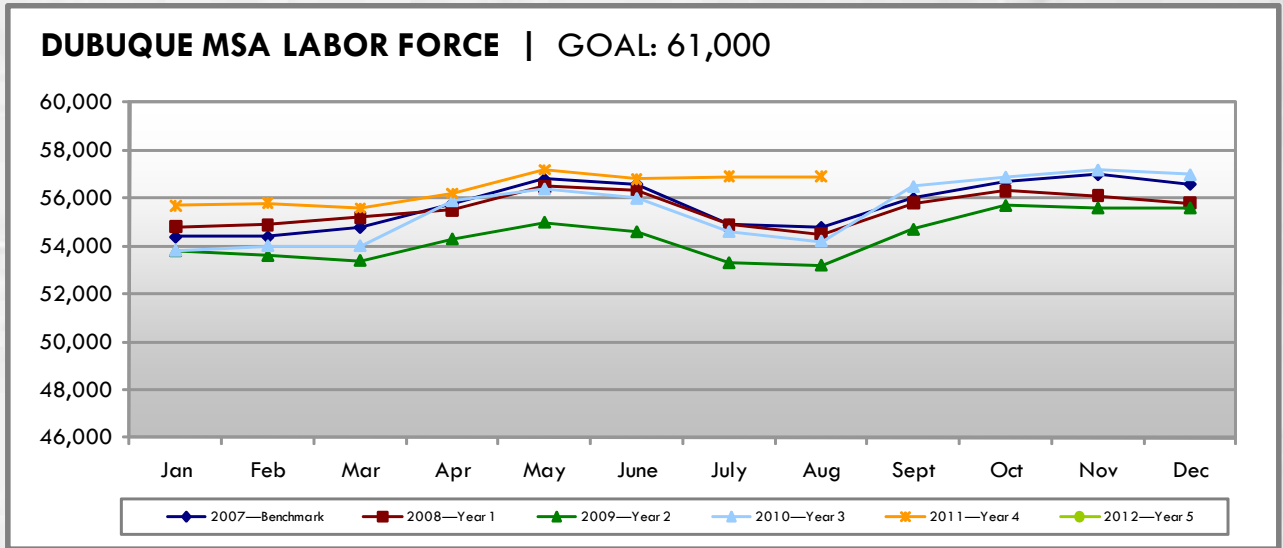
Rick Dickinson

DESTINATION FOR OPPORTUNITY



JOB CREATION UPDATE

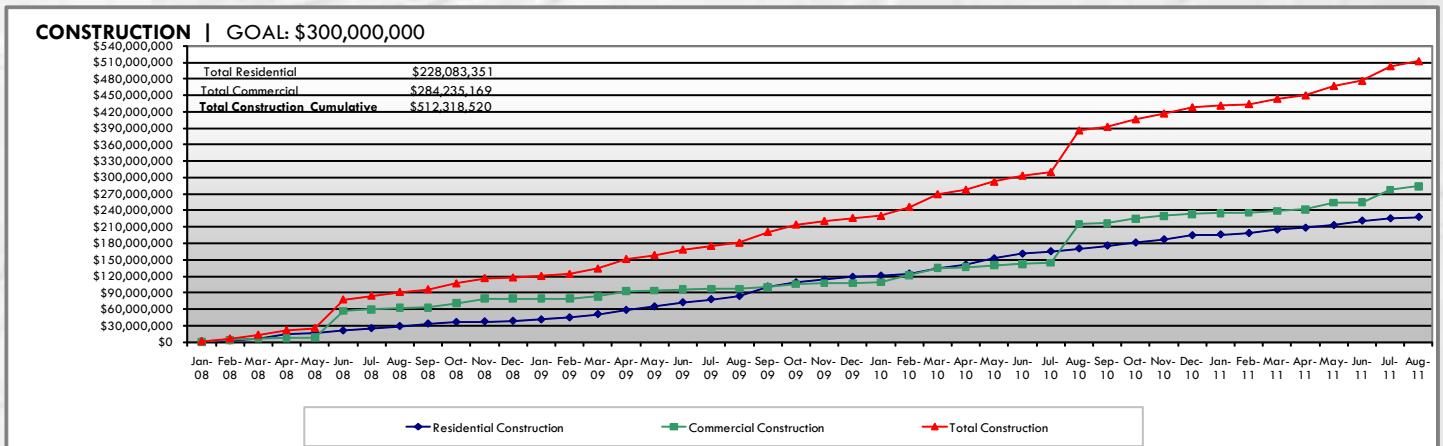
The resident unemployment rate for August 2011 was reported as 5.4% and non-farm employment was 56,900.



SOURCE: **Estimates** from Iowa Workforce Development (sampling error +/- 7.5% @ 95% confidence level.)

NEW CONSTRUCTION UPDATE

Since the beginning of the Greater Dubuque Destination for Opportunity Campaign (1/1/08 through 8/31/11), residential construction totals \$228,083,351. Commercial construction totals \$284,235,169. Total construction equals \$512,318,520.



SOURCE: City of Dubuque and Dubuque County, incorporated and unincorporated.



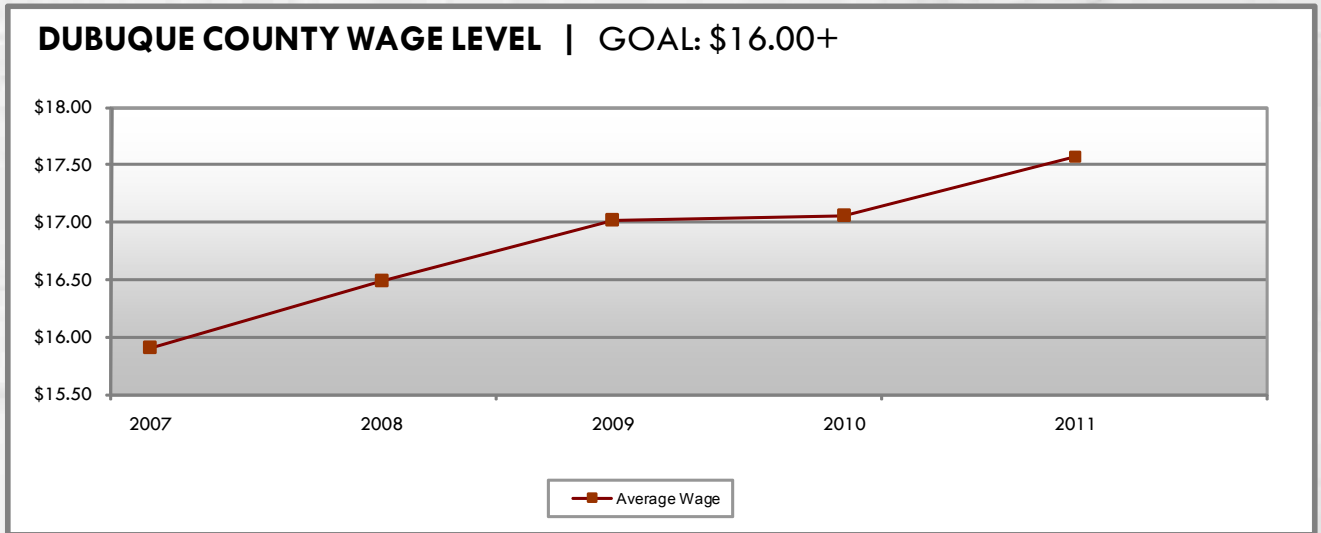
Rick Dickinson

DESTINATION FOR OPPORTUNITY



WAGE LEVEL UPDATE

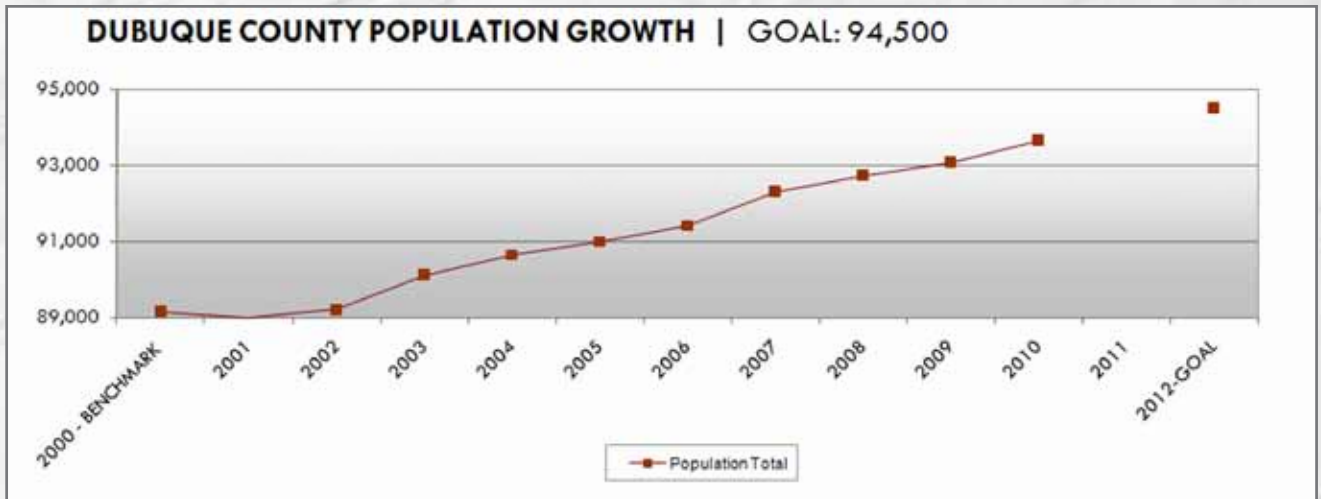
The benchmark median wage for Dubuque County was reported at \$17.57 for the period 7/1/11 through 6/30/12.



SOURCE: Iowa Department of Economic Development County Wage Thresholds.

POPULATION GROWTH UPDATE

The population benchmark for Dubuque County is 89,143. The goal is to increase the population to 94,500.



SOURCE: U.S. Census Bureau, Population Division