

Opportunity Meets Community

March 2016



GREATER DUBUQUE DEVELOPMENT AWARDED THE COMMUNITY SERVICE AWARD

Greater Dubuque Development Corporation has been awarded the 2016 Community Service Award by the Iowa Association of Community College Trustees. Greater Dubuque Development received the award for our assistance in shaping Dubuque's future through business retention and expansion, workforce solutions, new business recruitment, sustainable innovation and entrepreneurial support.

The award recognized our efforts to address challenges and opportunities identified in our InfoAction and HRACTION interviews. One such action led to the creation of Opportunity Dubuque. Opportunity Dubuque is a unique, collaborative job training effort for individuals to complete a short-term certification program to fill employers' demand for talent in high-wage, high-demand careers. The award also acknowledged Greater Dubuque's assistance in the promotion and support of entrepreneurial growth through the creation of StartUp Dubuque. Both of these programs are delivered in collaboration with Northeast Iowa Community College.

Dr. Liang Chee Wee, Northeast Iowa Community College President and Greater Dubuque Development board member, presented the award to Rick Dickinson, CEO & President of Greater Dubuque Development. The ceremony was held during the Iowa Community College Association Trustee 2016 Conference in Des Moines, Iowa on February 22, 2016.



Dr. Liang Chee Wee, Ph.D., presents the award to Rick Dickinson.

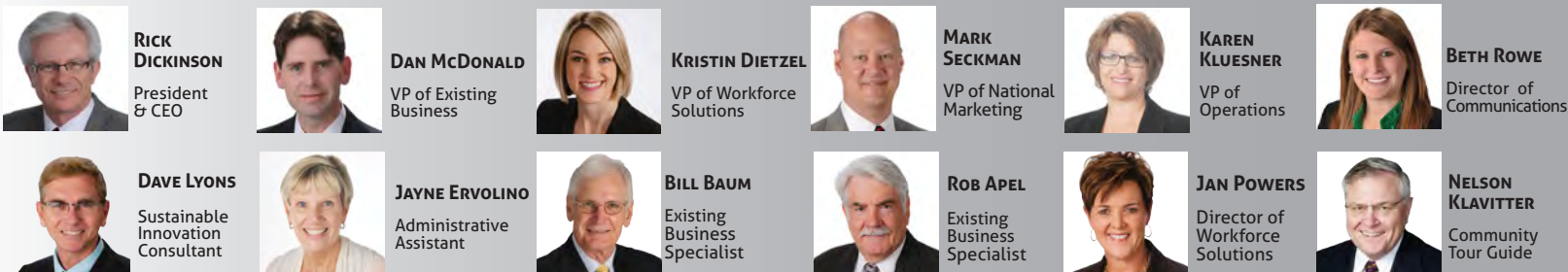
EXISTING BUSINESS

KEY PROJECT INFORMATION FOR EXISTING BUSINESS: CHANGES PLANNED FOR U.S. 20 / SWISS VALLEY ROAD INTERCHANGE

Greater Dubuque Development continues to stay informed and communicate with existing businesses about a project that could impact customers and employees along one of the area's most-traveled corridors. A concept study for the section of U.S. 20 near Swiss Valley Road was initiated in 1998 to identify both short and long-term improvements to provide improved traffic flow and safety along the corridor. A long-time in the making, a proposed project on U.S. 20 and the Swiss Valley Road interchange is now moving ahead. Currently design, planning, land acquisition and construction scheduling is underway.

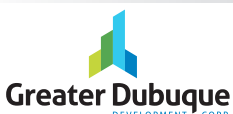
The first phase of the three phase project includes construction of the westbound lanes of U.S. 20 through the future Swiss Valley Road interchange, as well as the construction of an access road (north side of U.S. 20 from Cottingham Road to east of the Cedar Crest Subdivision). The westbound lanes will be reconstructed while the existing eastbound lanes will remain in use. Median crossovers will be provided between the existing eastbound and new westbound lanes from Swiss Valley Road to Landfill Road (click here to view map and details). Stages II and III (also on the project map) are not included in the 2016-2020 Iowa Transportation Improvement Program (TIP). Any improvements planned for these stages will have to be considered by the Iowa DOT Commission during the preparation of the future TIP programs. It is anticipated that the proposed improvements would be implemented as funding becomes available.

If you have questions about the project or would like to discuss potential ideas or impacts, please call Dan McDonald at 563-557-9049.



Greater Dubuque Development Corporation

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SUSTAINABLE INNOVATION

GREATER DUBUQUE DEVELOPMENT AWARDED SBDC PARTNER OF THE YEAR AWARD

Greater Dubuque Development Corporation received the inaugural Partner of the Year award from America's SBDC Iowa. The award recognizes an outstanding individual or organization for excellence in advancing America's SBDC Iowa and Iowa's small businesses and entrepreneurs.

Jay Wickham, Regional Director of the Northeast Iowa SBDC, nominated Greater Dubuque Development. Jay's application noted, *"The Greater Dubuque Development Corporation has been a leader in supporting the Northeast Iowa Community College SBDC in Dubuque since our move to co-locate in March of 2014. They have provided space for the director and other start-up entrepreneurs. In addition, they provide excellent service to each of the SBDC clients in the form of receptionist, scheduling, and assisting clients with additional economic development services."*

The SBDC Partner of the Year Award was presented to Greater Dubuque Development Corporation in Dubuque by SBDC State Director Lisa Shimkat and Associate State Director Tricia Janes. The award ceremony was held on February 23rd at the Greater Dubuque Development Corporation's office.



Jayne Ervolino, Administrative Assistant for Greater Dubuque Development; Jay Wickham, Regional Director of America's SBDC Iowa; Lisa Shimkat, SBDC State Director; and Tricia Janes, Associate State Director are pictured above.

NATIONAL MARKETING

GREATER DUBUQUE RAMPS UP EFFORTS IN FOOD PROCESSING INDUSTRY

Each year, the food industry launches more than 240,000 new food products to meet evolving consumer needs. According to the Food Processing Manufacturing Trends Survey, more than half of the U.S. food processing companies surveyed are expanding, modernizing, or planning new plants in the coming years. The demand for healthier foods, low calorie products, natural ingredients and a shift to supermarket private-label products has created significant growth opportunities within this business sector.

The Greater Dubuque area has experienced, firsthand, significant economic growth from our Food Processing/Food Ingredients industry cluster. Over the past few years, Rousselot, Bimbo Bakeries USA, Hormel Foods and Roasting Solutions, LLC have combined in making capital investments of \$62.5 million and the creation of 111 new jobs.

In an effort to capture more of this industry growth, Mark Seckman annually attends the Institute of Food Technologists Meeting & Food Expo. During this annual event, Mark Seckman interacts with executives from the industry's largest collection of food ingredients and processing companies. Mark promotes the advantages of relocating or expanding in our area. A few of these advantages include excess water/wastewater capacity, immediate access to several suppliers of raw materials, close proximity to the Midwest distribution centers of major grocery outlets, and a consumer market of nearly 50 million customers within 1 day truck delivery.

The Greater Dubuque area now has an additional asset to market to this growing industry sector. Clarke University has developed a Bachelor's of Food Science degree. The curriculum is heavily focused on science with courses from chemistry, biology, microbiology, nutrition, engineering, safety and psychology and is designed to produce ready-to-work food scientists. Graduates of Clarke's new program will possess professional knowledge, along with writing and leadership skills in food processing, food management, marketing, quality control and safety. These principles will be applied to improve the flavor, color, texture and nutritional value in food. Clarke University's unique four-year food scientist program will encourage new companies to consider the Greater Dubuque area for future manufacturing or research and development operations.

Of equal importance, Clarke University's new Bachelor of Food Science program will be a benefit to our existing companies. Clarke University will offer area companies access to their newly-designed food research and development lab, which focuses on sensory evaluation analysis of newly developed food products. Students will also be encouraged to take internships within the area's food industry or research institutions. This will help companies save on the travel and accommodation expenses that they traditionally incur when relocating interns from other parts of the country. Lastly, Clarke's new program can also offer training courses, workshops, symposia, and seminars for area companies' current staff on all aspects of food science, processing, quality assurance, and safety.

Bob Krall, Plant Manager of Rousselot Dubuque, Inc., expressed his excitement for this new opportunity, *"The needs of the food manufacturing industry are unique to other industries, it's very beneficial having a food science resource locally to collaborate with on topics such as food industry trends, food safety, and impact of regulations like FSMA. It's also valuable that Clarke University will be training students specifically for our industry."*

WORKFORCE SOLUTIONS

OPPORTUNITY DUBUQUE LAUNCHES CULINARY FOUNDATIONS CERTIFICATION

Dubuque Works partners continue to grow the nationally-recognized, certificate training program known as Opportunity Dubuque. Through this initiative, individuals complete industry-driven certifications to upgrade their skills or start their career. A win-win for students and employers, Opportunity Dubuque builds career pathways for students to start employment and continue their education and training, while filling employers' demand for talent in high-wage, high-demand careers. Since 2012, Opportunity Dubuque has trained and employed hundreds of individuals in welding, computer numerical control (CNC) machining, mechatronics, industrial sewing, commercial driver's licensure and information technology careers.

New for 2016, Opportunity Dubuque is launching a Culinary Foundations Certificate in April. The 2-month, evening certification will pair a hands-on learning experience with core workforce skills training to prepare students for an entry-level career in the culinary or hospitality fields. Upon completion of the Food Protection Manager online training and exam, individuals will also be ServSafe® certified.

For more information or to register, contact Bailey Kloft, Program Manager, at 563.557.8271, ext. 140 or kloftb@nicc.edu.

ACCESSDUBUQUEJOBS.COM UPDATE



New Investors

- LabStrong Corp
- Young-Uns Preschool and Child Care Center

Renewed Investors

- Ruhl & Ruhl Realtors (TideMark)
- Sams Club
- Tschiggfrie Excavating Company
- Mystique
- Conlon Construction Co.,
- Georgia-Pacific Corporation
- River Valley Capital Corporation
- Berry Plastics and Subsidiaries
- Alliant Energy
- Bard Materials

INTERNSHIP POSTING UPDATE

	January	February	March	April	May	June	July	August	September	October	November	December	Total
Total 2016	43	17											60
Total 2015	11	22	16	14	11	4	6	16	16	15	7	8	146
Total 2014	13	5	7	11	8	2	4	23	12	25	12	1	123
Total 2013	13	9	24	30	12	2	9	4	4	3	5	13	128
Total 2012	-	-	-	-	-	-	2	12	6	4	5	7	36

If you would like more information about how **AccessDubuqueJobs.com** can benefit your business or learn how to post an internship, please contact Kristin Dietzel at 563.557.9049 or Kristind@greaterdubuque.org.

NEWCOMER SERVICES

CEO NETWORK LUNCHEONS PROMOTE CONNECTIVITY TO AREA STUDENTS

Forming connections with area students and promoting internships and employment opportunities following graduation is vital to the growth of our workforce. One way that we connect with area students is through CEO Network luncheon events.

Recently, we hosted our CEO Network Luncheon at Loras College. With over 150 students and business leaders in attendance, the speakers shared their thoughts on career readiness, leadership, risk-taking and following one's passion. Many thanks to these recent panelists: Kay Takes, Mercy Health Center; Mark Dickson, John Deere Dubuque Works; Sharon Covey, Dubuque YMCA/YWCA; and Natalie Hoffman, Honkamp, Krueger, & Co.

Annually, we host luncheons at Clarke University, Loras College, Northeast Iowa Community College, the University of Dubuque, the University of Wisconsin-Platteville and Southwest Tech. These events are designed to help students connect to area companies and promote the employment opportunities and internships available on the AccessDubuqueJobs.com.

Newcomer Services Assistance

2016	January	February	March	April	May	June	July	August	September	October	November	December	Total
Individuals	17	14											31

Employers Assisted

YTD 2016	13
Total 2015	52
Total 2014	34
Total 2013	72
Total 2012	93
Total 2011	81

Individuals Assisted

YTD 2016	31
Total 2015	217
Total 2014	152
Total 2013	334
Total 2012	528
Total 2011	420

Community Tours

	January	February	March	April	May	June	July	August	September	October	November	December	Total
Tours 2016	8	6											14
Tours 2015	5	10	8	8	8	15	19	12	18	15	12	8	138
Tours 2014	6	12	12	10	7	15	20	13	9	15	6	10	135
Tours 2013	15	18	12	29	13	8	17	13	10	11	11	10	167
Tours 2012	26	22	22	28	28	21	27	26	23	20	11	11	265
Tours 2011	9	5	10	17	7	16	7	24	10	9	10	15	139

Distinctively Dubuque Participants

2016	January/February	February/March	April/May	August/September	October/November	Total
Individuals Total YTD	28	25				53
Individuals Total in 2015	26	25	24	25	27	127
Individuals Total in 2014	29	29	26	27	28	139
Individuals Total in 2013	26	27	25	27	27	132
Individuals Total in 2012	25	25	24	26		100

**Number of Employers Participating YTD: 28

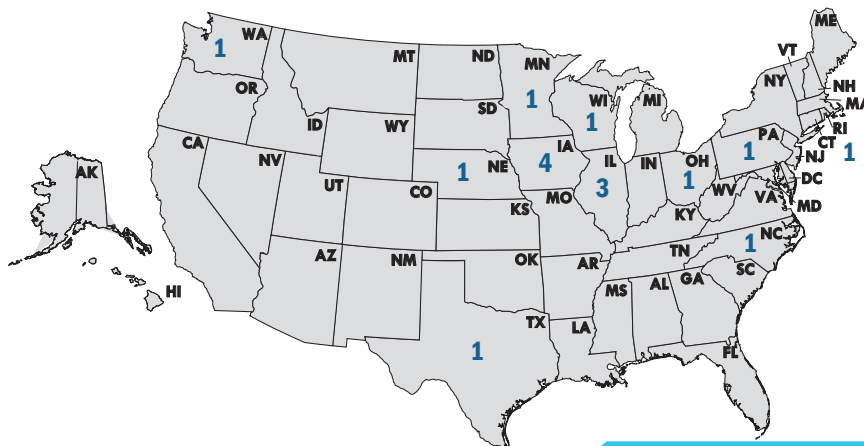
Monthly Relocation Guide Distribution

2016	January	February	March	April	May	June	July	August	September	October	November	December	Total
To Individuals	16	16											32
To Businesses	16	27											43

Yearly Relocation Guide Distribution

	January	February	March	April	May	June	July	August	September	October	November	December	Total
2016	32	43											75
2015	27	141	36	66	109	191	48	100	180	52	43	61	1,054
2014	17	34	29	31	143	86	27	23	45	69	515	145	1164
2013	58	56	47	58	92	38	43	37	35	40	23	17	544
2012	127	48	66	62	74	58	43	47	40	64	61	35	725
2011	40	56	100	86	47	62	39	65	77	34	33	65	704
2010	60	130	120	147	230	96	99	107	151	110	110	62	1422
2009	129	93	135	88	79	64	85	81	59	86	86	44	1029
2008	87	97	103	177	58	64	85	55	69	59	59	58	971
2007	N/A	78	77	162	60	55	67	89	37	75	75	64	839

Map of Relocation Guides Sent to Individuals in February 2016

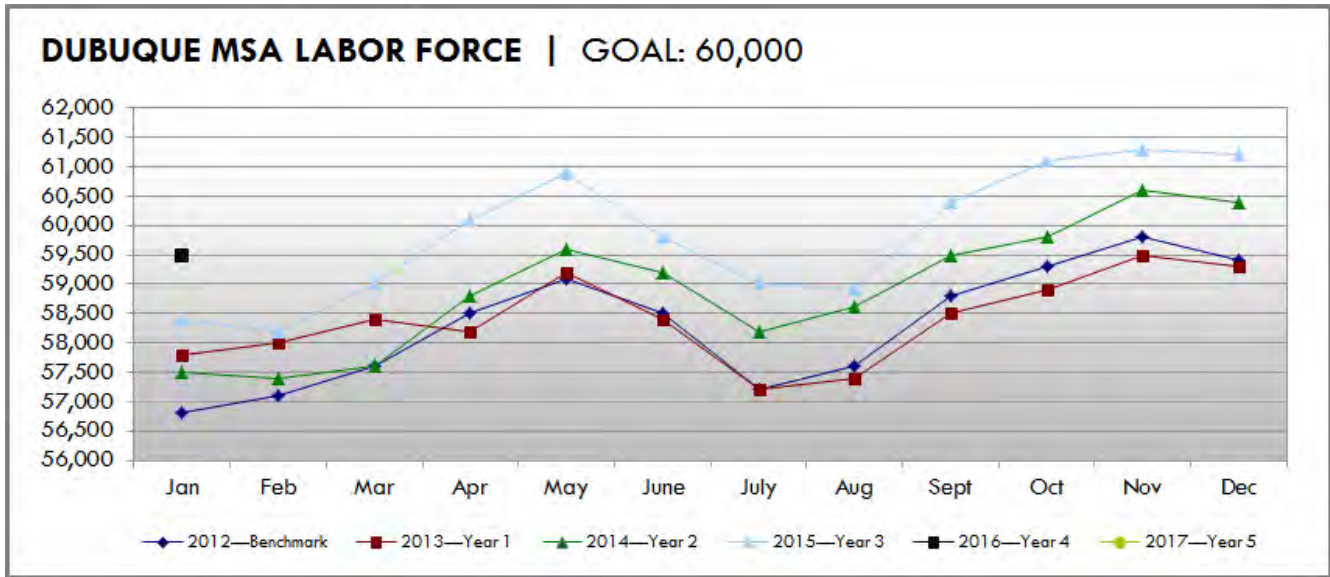


GOALS & PROGRESS



JOB CREATION UPDATE

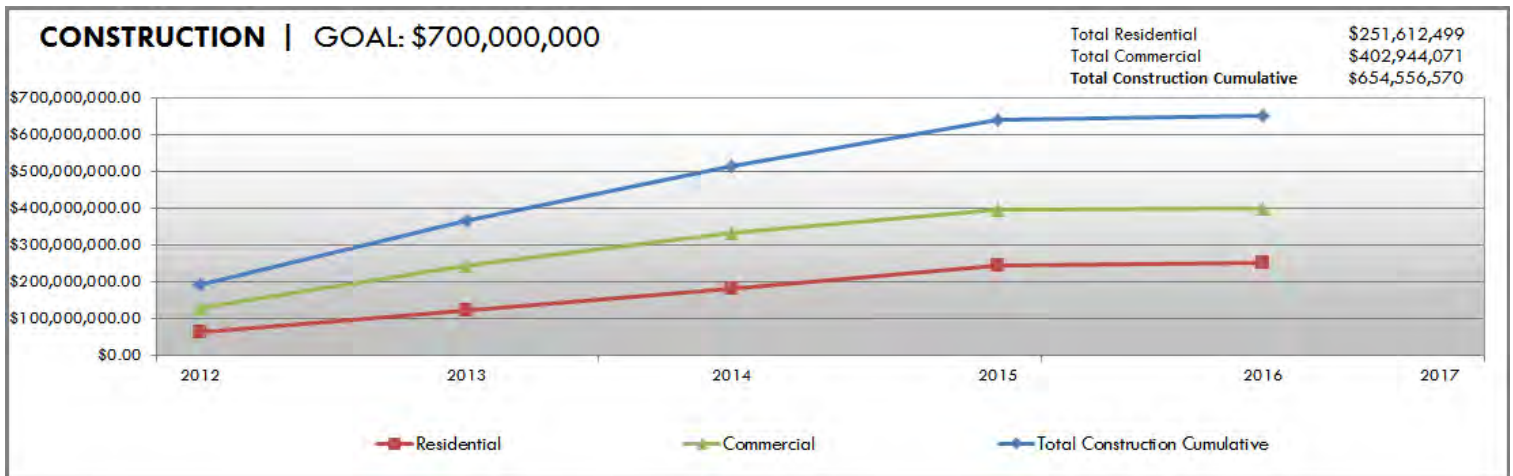
The resident unemployment rate for January 2016 was reported as 4.6% and non-farm employment was 59,500.



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

NEW CONSTRUCTION UPDATE

Since the beginning of the NEXT Campaign (7/1/12 through 2/29/16), residential construction totals \$251,612,499. Commercial construction totals \$402,944,071. Total construction equals \$654,556,570..



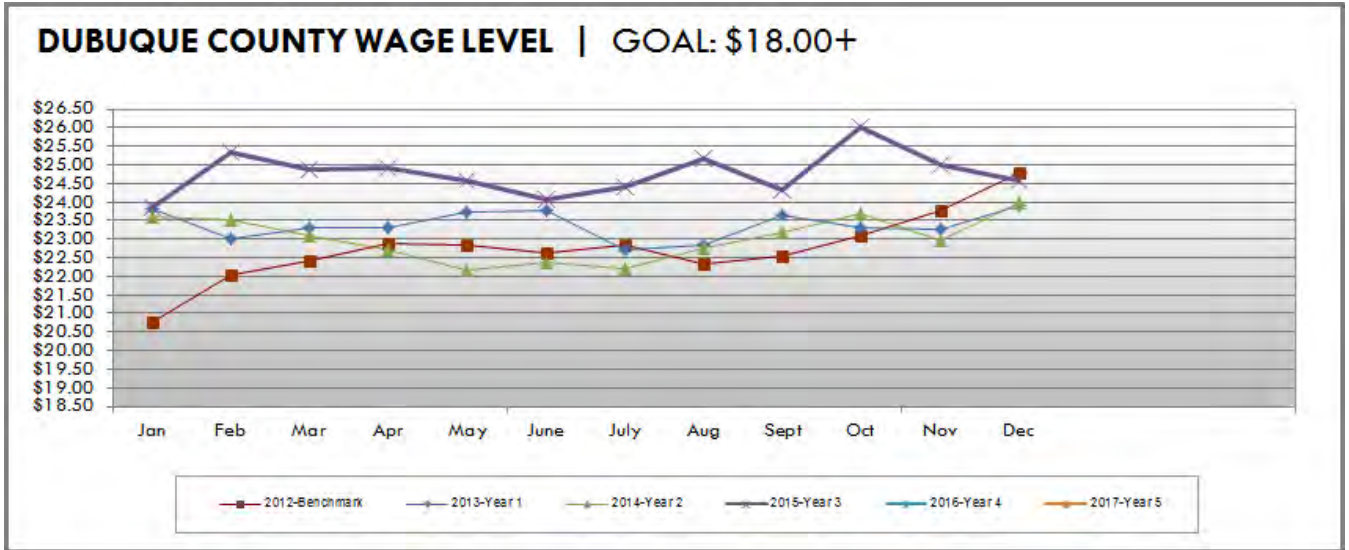
SOURCE: City of Dubuque and Dubuque County, incorporated and unincorporated.

GOALS & PROGRESS



WAGE LEVEL UPDATE

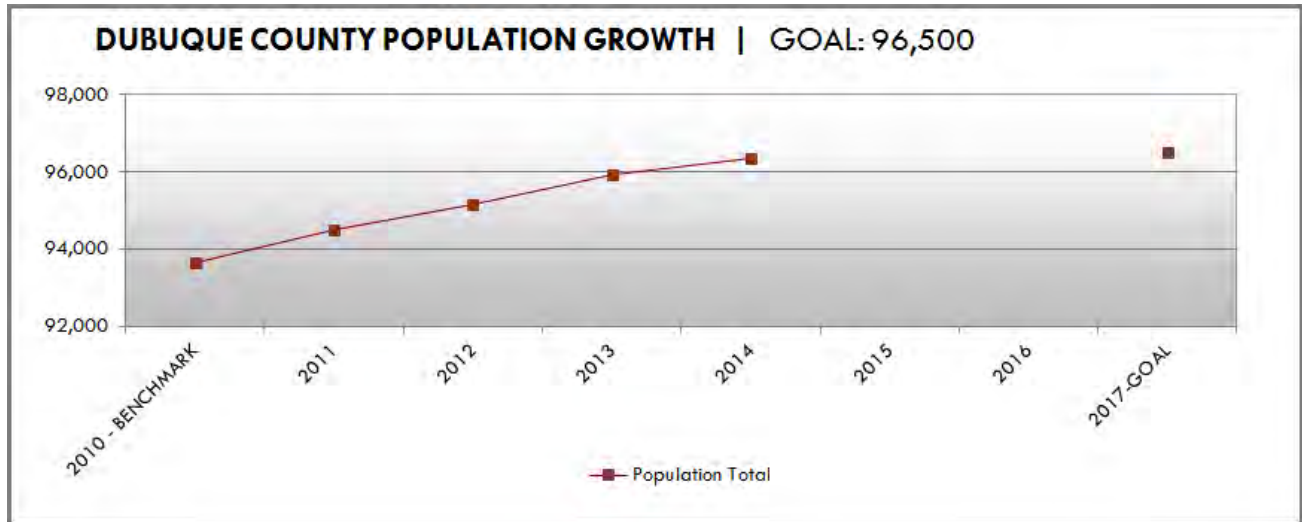
The average wage for Dubuque County in December 2015 was reported as \$24.57.



SOURCE: U.S. Bureau of Labor Statistics, Current Employment Statistics (CES)

POPULATION GROWTH UPDATE

The population benchmark for Dubuque County is 93,653. As of March 2015, the population was 96,370.



SOURCE: U.S. Census Bureau, Population Division