Twenty-five years ago, a wise group of local leaders realized that to build the strongest possible economy and to share with the world what makes this area a wonderful place to live, work, and raise a family, a new vision and model for community development was necessary. This vision became focused more broadly on the development of the larger Dubuque area - not just the City of Dubuque - to attract and create new businesses and to develop local communities to support these businesses. This bold, new vision led to a unique organizational mission, and in 1984, Greater Dubuque Development Corporation was formed. Greater Dubuque began with an industrial focus that brought steady returns and, over time, assumed an expanded role to harness the strength of the region.

Greater Dubuque Development Corporation has succeeded because both public and private sectors have collaborated to form strong partnerships.

The City of Dubuque and Dubuque County are major supporters. The State of Iowa is essential in the ultimate success of many major projects. And, of course, without the broad support of the area business community there would be no Greater Dubuque Development. To all investors, thank you! Enjoy your success. You have great reason to be proud of your Greater Dubuque Development Corporation.

Seeking new partnerships in workforce training, recreation, and historic preservation has enabled Dubuque to define what it truly means to live here - to enjoy life, to provide the very best for our families, and to embrace our heritage as much as our future. Together we revitalized our downtown, built a world-class riverfront, and nurtured a proud, renewed sense of community. The 1984 vision for Dubuque has become a reality, and Dubuque is truly a destination for opportunity.
Greater Dubuque, in 2009, has succeeded beyond the wildest imagination of those founding leaders. As we reflect on the past, we see scrolls of success stories directly linked to the efforts of the Greater Dubuque Development Corporation: industrial development, business development, workforce development, and community development. Greater Dubuque Development Corporation has placed an indelible mark on our community’s achievements.

The next 25 years will see even greater success. The foundation of the past will move our greater community to levels never imagined in 1984. Just as the original investors and board members worked to redefine our future, the current board members, partners, and staff are working with dramatic vision to plan for accomplishments in the decades to come.

As your chair for the past year, I can truly state my pride in Greater Dubuque Development Corporation. The ability of this outstanding group of hard-working and dedicated professionals to network beyond the walls of Greater Dubuque to affect success is remarkable. On behalf of the entire Greater Dubuque Development Board, I extend my appreciation to each of the Greater Dubuque Development staff.

Thanks to the Board for the opportunity to lead this talented group. I want to especially thank the Executive Committee for its time and effort to a variety of matters. We are fortunate to have dedicated and brilliant leadership.

Thanks for a great 25 years!

Nicholas J. Schrup, III
Chairperson, Greater Dubuque Development
Founders

J. Bruce Meriwether, The First National Bank of Dubuque, representing the Dubuque Area Industrial Development Corporation
John K. Lawson, John Deere Dubuque Works, representing the Dubuque Area Industrial Development Corporation
Robert F. Neuwohner, Dubuque Bank & Trust Company, representing the Dubuque Area Chamber of Commerce
Richard J. Burgmeier, CyCare Systems, representing the Dubuque Area Chamber of Commerce
Donna L. Smith, Dubuque County Supervisor, representing the Dubuque County Board of Supervisors
Eldon B. Digman, Digman Realty, representing the Dubuque County Board of Supervisors
William K. Hammel, Tri-State Mechanical Contractors, representing the Dubuque City Council
Thomas J. Beursakens, Social Services, representing the Dubuque City Council
James E. Brady, Mayor of the City of Dubuque, representing the Dubuque City Council
Patrick L. Dillon, UAW 94, representing United Labor Participation Committee of Dubuque, Iowa
Robert W. Runde, Machinist Union, representing United Labor Participation Committee of Dubuque, Iowa
Michael W. Connolly, State Representative, representing the state legislative delegation

TELEGRAPH HERALD HEADLINES
NOVEMBER 1984

“Reagan experts see deficit topping $190 billion”
“Farmland value decline expected to continue”
“Jobs forum finds no easy answers to blue collar blues”
“Does the future hold jobs?”
“Millions of Americans appear to be permanently out of work”
1984-1985  Bob Neuwoehner, President
1985-1986  Bob Neuwoehner, President
1986-1987  Bruce Meriwether, President
1987-1988  Bruce Meriwether, President
1988-1989  Nicholas J. Schrup, II, President
1989-1990  Mike Conlon, President
1990-1991  Doug Buswell, President
1991-1992  Steve Hanson, President
1992-1993  Dan Kruse, President
1993-1994  Mike Deggendorf, President (thru September, 1993)
1994-1995  Sr. Catherine Dunn, President
1995-1996  Lynn B. Fuller, President
1997-1998  Rich Bean, President (as of January, 1997)
1998-1999  Bill Skemp, President
1999-2000  Pat Crahan, President
2000-2001  Russell Knight, President
2001-2002  John Schmidt, President
2002-2003  Jeffrey F. Bullock, President
2003-2004  John Larsen, President
2004-2005  Lori Thielen, President
2005-2006  Mark Ernst, President
2006-2007  David Becker, Chairperson
2007-2008  Tom Yunt, Chairperson
2008-2009  Nicholas J. Schrup, III, Chairperson
Articles of Incorporation of Greater Dubuque Development Corporation
November 5, 1984

The purposes for which this corporation are organized are:

To secure and promote the general economic well being of the citizens, businesses and industries of the greater Dubuque area.

To promote the community welfare and the welfare of individuals residing in the greater Dubuque area by the initiation of projects and programs for the expansion of the local economy and of employment opportunities occurring therein.

To receive contributions, donations, gifts, grants, bequests or other gratuities, including both personal and real property.

To accumulate funds and to invest, administer and distribute the principal or income of such funds and furtherance of the objectives and purposes of this corporation; to acquire, own, buy, hold, sell and convey any real or personal property whatsoever.
or any interest therein, and to lease or mortgage the same, and to manage, invest and reinvest all such property and funds so acquired, or the income or proceeds thereof; and to acquire sites and/or buildings and erect buildings or other improvements thereon, and to repair, enhance, expand or improve existing buildings or improvements thereon.

To aid and assist industry and other enterprises located or locating in the greater Dubuque area by gifts, grants, loans or otherwise; to assist such industries or other enterprises in negotiating loans and to act as guarantor of loans to such new or expanding industries or other enterprises; and to give subsidies to and procure concessions for such industries or other enterprises.

To borrow money for any of the purposes of this corporation, and to issue bonds, debentures, notes, participation certificates or other obligations therefor, and to secure the payment of the same by pledge or mortgage of the whole or any part of the property of the corporation, or to issue any of the foregoing obligations out of any such security.

To enter into, make, perform or carry out contracts of every sort and kind with any person, firm, corporation, association, private or public, or body politic, municipal, state or federal.
2008-2009 board of directors
*executive committee members

* Nicholas J. Schrup, III, Chairperson
American Trust & Savings Bank, At-Large
* S. Joanne M. Burrows, SC, Vice Chairperson
Clarke College, At-Large
* Doug Horstmann, Treasurer
Dubuque Bank & Trust, At-Large
* Tom Yunt, Immediate Past Chairperson
Woodward Communications Inc., At-Large
* David Becker, Second Past Chairperson
Cottingham & Butler, At-Large
* Roy Buol
City of Dubuque, Mayor
* Chad Chandlee
Westmark Enterprises, At-Large
* Jim Collins
Loras College, At-Large
* Michael J. Donohue
US Bank, At-Large
* Dan Hammel
I.B.E.W. (Electrical Workers), United Labor Participation Committee, Union Local 704
* Robert W. Hoefer
Dupaco Community Credit Union, At-Large
* Pam Jochum
Iowa State Representative, State Legislative Delegation
* John May
John Deere Dubuque Works, At-Large
* Michael C. Van Milligen
City of Dubuque, City Manager
* Penny Wills
Northwest Iowa Community College, At-Large

Dave Baker
Teamsters Local 421, United Labor Participation Committee
Tom Barton
Wachovia Securities, Chamber of Commerce
Wayne Briggs
Platinum Services, Inc., At-Large
Jeffrey F. Bullock
University of Dubuque, At-Large
John Burgart
Dubuque Community Schools, At-Large
<table>
<thead>
<tr>
<th>Name</th>
<th>Company/Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bill Byerly</td>
<td>Prudential Retirement, At-Large</td>
</tr>
<tr>
<td>Tim Conlon</td>
<td>Conlon Construction Co., At-Large</td>
</tr>
<tr>
<td>Joyce Connors</td>
<td>City of Dubuque, City Council</td>
</tr>
<tr>
<td>Wayne Demmer</td>
<td>Dubuque County, Board of Supervisors</td>
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<tr>
<td>Kelley Deutmeyer</td>
<td>East Central Intergovernmental Association</td>
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<tr>
<td>Mark Ernst</td>
<td>Black Hills Energy, At-Large</td>
</tr>
<tr>
<td>Andy Hawkinson</td>
<td>DuTrac Community Credit Union, At-Large</td>
</tr>
<tr>
<td>David Heiar</td>
<td>City of Dubuque, Economic Development Director</td>
</tr>
<tr>
<td>Janda Heister</td>
<td>Premier Tooling, Inc., Dubuque County</td>
</tr>
<tr>
<td>Tim Hodge</td>
<td>Hodge Company, At-Large</td>
</tr>
<tr>
<td>Russell Knight</td>
<td>Mercy Medical Center, At-Large</td>
</tr>
<tr>
<td>Terry Kouba</td>
<td>Alliant Energy, At-Large</td>
</tr>
<tr>
<td>Dan Kruse</td>
<td>Kruse/Warthan Auto Plaza, At-Large</td>
</tr>
<tr>
<td>Kevin Lynch</td>
<td>City of Dubuque, City Council</td>
</tr>
<tr>
<td>Mike McDonald</td>
<td>A. Y. McDonald Industries, Inc., At-Large</td>
</tr>
<tr>
<td>Kurt Strand</td>
<td>McGraw-Hill Higher Education, At-Large</td>
</tr>
<tr>
<td>Jonathon Swain</td>
<td>Peninsula Gaming, At-Large</td>
</tr>
<tr>
<td>John Tallent</td>
<td>Medical Associates Clinic, P.C., At-Large</td>
</tr>
<tr>
<td>Lori Thielen</td>
<td>Heartland Financial USA, Inc., At-Large</td>
</tr>
<tr>
<td>Rich Young</td>
<td>RSM McGladrey Inc., At-Large</td>
</tr>
</tbody>
</table>
How far we’ve come! From a feeling of desperation in 1984 to the optimism of today, Greater Dubuque Development has responded to the challenges of the day. While the nation is experiencing some of the most difficult times in decades, the Greater Dubuque area is positioned for success. We are grateful to our dedicated investors who continue to place their trust in us, to our committed Board of Directors who skillfully chart our course of destination, and to our community businesses who allow us the opportunity to serve them on a daily basis.

Together, we will continue to make Greater Dubuque a Destination for Opportunity!

Mary Konrardy, Office Assistant (l)
Rick Dickinson, Executive Director & COO (c)
Karen Kluesner, Office Manager (r)
Thank You!

Abeln Abstract & Title Company
Addison, Inc.
Alliance for Construction Excellence
Alliant Energy
AMBRACO, Inc.
American Realty of Dubuque
American Trust & Savings Bank
Anderson Weber
Apollo Lumber
Apex Concrete, Inc.
A.T. McDonald Charitable Foundation
Behnke Enterprises
Bird Chevrolet
Black Hills Energy
Bond Electric
Brannon Monument Company
Busing & Associates Inc.
Business Telephone Supply
Calicas Hyunda Dubuque
CapriGraph Systems, Inc.
Clarke College
Clemens, Walters, Conlon, & Meyer, P.C., Conlon Construction Co.
Corning & Burlar
Crescent Electric Supply Company
D&I, Inc.
Diamond Jo Casino
Dubuque Advertiser, Inc.
Dubuque Area Chamber of Commerce
Dubuque Bank & Trust
Dubuque Board of Realtors
Dubuque Building & Construction Trades Council
Dubuque Homebuilders & Associates
Dubuque Internal Medicine
Dubuque New Car & Truck Dealers Association
Dubuque Racing Association/Mystique
Dubuque Stamping & Mig, Inc.
Dupaco Community Credit Union
Durrant
DyTrac Community Credit Union
Dyresville Industrial Development
Eagle Window & Door, Inc.
East Dubuque Savings Bank
Edwards Cast Stone Company
Eide Bally LLP
EIMCo, Inc.
Entegre Engineering Technical Group
Epic Construction
Fidelity Bank & Trust
First Community Trust, N.A.
Flexsteel Industries, Inc.
Flynn Ready Mix Concrete, Inc.
Fuerstenau, Cawers, Juergens & Sudmeier, P.C., Attorneys at Law
Geisler Brothers Co.
Georgia-Pacific Corporation
Giese Manufacturing Co., Inc.
Hartig Drug
Hodge Company
Honkamp Krueger and Co.
IBEW Local 704
IBW Engineers & Surveyors, P.C.
Jeld-Wen Windows & Doors
Jim Giese Commercial Roofing, Inc.
John Deere Dubuque Works
Julien's Journal
Kane, Norby & Reddick, P.C.
Kintzinger Law Firm, PLC
Kirchhoff Distributing Company
Klauer Construction Company
Klauer Manufacturing
Klauer Stamping & Mfg., Inc.
Kuhn & Associates, Inc.
Lamar Advertising Company
Lankford, Inc.
Lametta Corporation
Littke Construction
Lukkatech Development
Masqueletar Valley Electric Cooperative
Maryville Construction Company
McGill Construction
McGrath-Hill
McGraw-Hill
McNamara Construction Systems, Inc.
Medical Associates
Mercy Medical Center
Mikesch, Inc.
Mid-T-M Corporation
Morrow Brothers
Midwest Oil Company
Myers-Cox
Namaco Corporation
Net-Smart, Inc.
O'Connor & Associates Insurance Agency
O'Connor & Thomas, P.C.
Parco, Ltd.
Patricia Friedman
Paulsen Electric
Peerless Company
Platinum Development Group
Plumbs & Plummers Local 125
Pottberg Construction
Premier Bank
Premier Tooling, Inc.
Prudential Partners Realty
Prudential Retirement
Queenbee World Dubuque
Quest Communications
Radio DUBQ, Inc.
Rainbo Oil Company
Rentech Energy Midwest Corporation
Richardson Buick-Cadillac-Honda-GMC
Riley's Meats-Suburu
River City Paving
Ron Smith Construction
Rouche Inc.
RSI McGladrey, Inc.
Russel Auto Group
Sedgeville CMS
Sedona Staffing Services
Selco, Inc.
Shand & Rose Lumber Company
Sparc-Car
State Central Bank
Seeds Capital Management
Sieksta Johnson Architects, P.C.
Swiss Valley Farms
Teamsters Local 421
Terracon Consulting
The Adams Company
The Floor Show Companies
The Finley Hospital
The Fischer Companies
The Friedman Group
The Norman Law Firm, P.C.
Theisen Supply, Inc.
Tricon Construction Group
TRICOR Insurance & Financial Services
Turpin Dodge of Dubuque LLC
Union-Hoermann Press
United Clinical Laboratories
University of Dubuque
U.S. Bank
Vanguard Countertops, Inc.
Wachovia Securities L.L.C.
Welu Printing Company
Westmark Enterprises, Inc.
Wearpahl & Company-Electrical Construction
Woodward Communications, Inc.

private sector

public sector

Twenty-Five Years of Transformational Change
One of the biggest economic development deals in Dubuque history. The white-collar job equivalent to John Deere’s decision to locate here more than 60 years ago. A mammoth project on a rapid timeline. Historic and transformational.

IBM’s choice of Dubuque for its newest Global Technology Services Delivery Center has been called a lot of things. But at Greater Dubuque Development, it is the epitome of partnership that shines through. While the entire team at Greater Dubuque worked on this project, we were fortunate to have supporting partners throughout the process that contributed to sealing the deal. And so our message this year is one of gratitude - to our board of directors, Dubuque Initiatives, the City of Dubuque, Clarke College, Loras College, Kirkwood Community College, Northeast Iowa Community College, Southwest Tech, University of Dubuque, University of Wisconsin-Platteville, local financial institutions, Iowa Workforce Development, Iowa Department of Economic Development - for a job very well done.
RSVP list

Through the years, many fine companies have chosen to make Dubuque their newest home. Here are just some of them...

“we selected the City of Dubuque... strong, positive public-private partnership within the city, its competitive business model and the talent and skills that Iowa and the Midwest have to offer.”

Mike Daniels, Senior Vice President
IBM Global Technology Services

January 15, 2009
Yesterday, today, and tomorrow.

Greater Dubuque Development understands the importance of delivering services and providing assistance to existing businesses of all sizes. After all, existing businesses continue to fuel the growth engine of our regional economy.

That’s exactly why we’ll continue on our path of excellence by talking directly to the people who matter – our CEOs, business owners, and top managers – about the things that matter most to them – the success of their business – to provide real solutions and services for both challenges and opportunities.
leading to growth

Greater Dubuque Development has had the privilege of serving area businesses to enhance their growth. These are just some of the companies that have looked to Greater Dubuque for assistance over the past 25 years.

Twenty-Five Years of Transformational Change
we’ve set forth upon a journey

sixteen dollars plus
Targeted wages for new jobs will be $16+ per hour or an average annual income of $33,280. Dubuque County wage levels will be monitored using the official data released by the Iowa Department of Workforce Development and the Iowa Department of Economic Development. Benchmark: $16.03.

Quarter 1 | 2007 $15.86
Quarter 2 | 2007 $15.75
Quarter 3 | 2007 $15.71
Quarter 4 | 2007 $15.91
Quarter 1 | 2008 $16.03
Quarter 2 | 2008 $16.18
Quarter 3 | 2008 $16.38
Quarter 4 | 2008 $16.49
Quarter 1 | 2009 $16.64
Quarter 2 | 2009 $16.81
Quarter 3 | 2009 $17.02

fifty-five hundred new jobs
Create 5,500 net new jobs to bring our workforce to a record of 61,000 by December 2012. Job growth will be tracked by utilizing the Iowa Department of Workforce Development’s official monthly statistics. Benchmark: 5,500.


siec percent population increase
Grow the Dubuque County population by 6% from 89,143 in 2000 to 94,500 in 2012. The official population estimates from the U.S. Census Bureau and Claritas will be used to monitor Dubuque County’s population growth.

2000 Benchmark 89,143

2001 88,988
2002 89,205
2003 90,109
2004 90,633
2005 90,975
2006 91,398
2007 92,296
2008 92,724

three hundred million dollars
Achieve $300 million in new commercial construction in Dubuque County. We will track using the official information provided by the City of Dubuque’s Building and Permits Department and the Dubuque County Assessor’s office.

2008 FY End $20,489,611
July 2008 $4,292,572
August 2008 $3,812,290
September 2008 $4,632,795
October 2008 $2,733,294
November 2008 $1,134,250
December 2008 $1,065,110
January 2009 $2,346,001
February 2009 $3,170,348
March 2009 $5,489,741
April 2009 $7,332,402
May 2009 $5,538,953
June 2009 $5,852,506

Total Residential Total Commercial Total Cumulative
2008 FY End $20,489,611 $56,767,903 $77,257,514
July 2008 $4,292,572 $2,750,589 $84,300,675
August 2008 $3,812,290 $2,797,610 $90,910,575
September 2008 $4,632,795 $358,440 $95,901,810
October 2008 $2,733,294 $7,938,479 $106,573,583
November 2008 $1,134,250 $8,571,475 $116,279,308
December 2008 $1,065,110 $105,000 $119,865,419
January 2009 $2,346,001 $70,000 $123,037,767
February 2009 $3,170,348 $2,000 $125,207,715
March 2009 $5,489,741 $3,766,169 $132,293,677
April 2009 $7,332,402 $9,826,531 $149,452,610
May 2009 $5,538,953 $85,000 $155,076,563
June 2009 $5,852,506 $1,536,561 $162,465,630

Benchmark: $300 million in new commercial construction in Dubuque County. We will track using the official information provided by the City of Dubuque’s Building and Permits Department and the Dubuque County Assessor’s office.
Thank You!

EIMCo, Inc.
Entegra Engineering Technical Group
Express Personnel Services
FarmTek
Flexsteel Industries, Inc.
Giese Companies
Harrig Drug
Hillcrest Family Services
Hills & Dales
Hodge Company
Holiday Inn Express and Suites
Hormel Foods/Progressive Processing
Hotel Julien Dubuque
IBM
JJ. Scheckel Corporation
John Deere Dubuque Works
Kurtz Communications Inc.
Liberty Bank
Loras College
Luther Manor
Manpower Inc.
McCoy Group, Inc.
McKesson Corp.
Medical Associates Clinic P.C.
Medline Industries
Mercy Medical Center
Mike Finnin Ford-Chrysler
Mi-T-M Corporation
Mystique
Northeast Iowa Community College
Onward Bancshares, Inc.
Premier Tooling & Manufacturing Inc.
Prudential Retirement
Quebecor World Dubuque
Rentech Energy Midwest Corporation
Rouselot, Inc.
S4 Carlisle Communications Ltd.
Sedgwick CMS
Sedona Staffing Services
Sinsinawa Mound
Spahn & Rose Lumber Company
State Central Bank
Steele Capital Management, Inc.
Straka Johnson Architects, P.C.
TFM Company
The Finley Hospital
The McGraw-Hill Companies
Theisen Supply, Inc.
Thermo Fisher Scientific
Uberson Auto Group
Unified Therapy Services
United Clinical Laboratories
University of Dubuque
University of Wisconsin-Platteville
U.S. Bank
Vanguard, Inc.
Weber Paper Company
Westmark Enterprises, Inc.
Younkers Department Store

investing in workforce development
providing workforce solutions

Why Dubuque?

It’s been the question of the year. Some answers may be ‘AccessDubuqueJobs.com,’ ‘CEO Network,’ ‘Dubuque Works,’ or ‘Newcomer Relations.’

Greater Dubuque Development’s activities have proven beneficial to existing companies and influential to prospective companies. These innovative, cutting-edge services are unique to the Greater Dubuque area. New to the 2009 menu of services is the Newcomer Relations Coordinator position which provides assistance to people whose careers are bringing their lives to the Dubuque area. It is also just one of the roles that Greater Dubuque Development brings to the table of Dubuque Works, a community-wide workforce initiative.

AWARD WINNING
RelocateAmerica.com named Dubuque as one of America’s Top 100 Places to Live for 2009.

“We concentrated on the outlook for future growth,” according to Steve Nickerson, RelocateAmerica.com’s president and CEO. “We looked at the local government and business leadership...and selected communities with visionary leaders, thriving economies, and realization of ‘green’ initiatives.”
Today, collaboration is key among partners to successfully address the full scope of workforce challenges. Greater Dubuque Development has taken the current workforce development strategy to the next level through a community-wide partnership called Dubuque Works. Partners work to analyze and revitalize existing workforce strategies, identify and address workforce gaps, and work together to seamlessly provide the strongest workforce solutions for businesses. Dubuque Works’ partners include the Telegraph Herald, Dubuque Area Chamber of Commerce, Iowa Workforce Development, Northeast Iowa Community College, Dubuque Area Labor Management Council, and Community Foundation of Greater Dubuque and is made possible through financial support provided by the City of Dubuque, Dubuque Racing Association, and the Dubuque County Board of Supervisors.

Following the technology-based efforts of our previous campaigns, the spring marketing campaign utilized viral marketing via social networking sites to spread the viewing of our new video, “Why Dubuque?” Designed to appeal to the 18- to 28-year-old demographic, the video features a variety of reasons why Dubuque is a great place to call home. The video is also available to local educational institutions and businesses for use in their recruitment efforts.

In 1984, one could hardly imagine an overabundance of jobs and a shortage of workers. After all, Dubuque was in the midst of suffering major setbacks across all industry sectors. But in 1998, unemployment stood at just 3.9%, far from the 14% of the previous decade.

That’s when, armed with a $75,000 budget, Greater Dubuque Development led the efforts of the “Come Back to Your Future, Come Home to Dubuque” campaign, aimed at convincing those who had moved away from the area to consider a return. Using cutting-edge technology such as the internet (!), the initiative garnered attention across the country. The Wall Street Journal, the New York Times, and Good Morning America came calling to learn more and spread the word about this innovative effort. Newspapers from across the county carried the story.

Workforce development in Dubuque was born.

Twenty-Five Years of Transformational Change | 20
your Greater Dubuque team

**Mike Blouin, President**
Manages new business recruitment with primary responsibility to execute our regional and national marketing strategy by building relationships through corporate site visits, trade shows, and conferences in order to attract new business to the Greater Dubuque area. Mike has been with Greater Dubuque since 1995.

**Rick Dickinson, Executive Director & COO**
Responsible for the administration of the Greater Dubuque Development Corporation operations, including the successful implementation of our workforce development and business retention and expansion services. Principal liaison with the City of Dubuque and State of Iowa. Rick has been with Greater Dubuque since 1995.

**Daniel McDonald, Vice President of Existing Business**
The primary contact for existing business and industry. Leads Greater Dubuque’s InfoAction program and serves as liaison with state and local development organizations and associations. Dan has been with Greater Dubuque since 2000.

**Sarah Harris, Director of Workforce Development**
Leads Greater Dubuque’s workforce programs, including promotion of the AccessDubuqueJobs.com web site. Sarah has been with Greater Dubuque since 2007.

**Karen Kluesner, Office Manager**
Manages the daily operations of Greater Dubuque Development and provides assistance to Mike Blouin and Rick Dickinson. Karen has been with Greater Dubuque since 1988.

**Karen Adams, Information Director**
Develops the marketing materials to promote the Greater Dubuque area and creates customized proposals to support National Marketing activities. Karen has been with Greater Dubuque since 2008.

**Shannon Gaherty, Newcomer Relations Coordinator**
Responsible for coordinating one-stop concierge service for newcomers relocating to the Dubuque area, as well as the primary contact for Opportunity Packs. Shannon has been with Greater Dubuque since 2009.

**Bill Baum, Existing Business Specialist**
Assists Dan McDonald with solutions for existing businesses through the InfoAction program. Bill has been with Greater Dubuque since 2006.

**Mary Konrardy, Office Assistant**
Works on daily office activities and provides support for the InfoAction program. She is the welcoming voice you hear when calling our offices. Mary has been with Greater Dubuque since 2008.
Leo A. McCarthy cared deeply about his community and his fellow citizens. He was a person of strong character who actively participated in many facets of the community through his leadership and generosity. He gave tirelessly of his skills and knowledge without any desire for personal recognition.

The extraordinary life of Leo McCarthy illustrates the positive and far-reaching impact each of us can have on a community as an individual. These individuals have chosen to honor the memory of this great citizen with their personal contributions.

Dave Becker
Vicki Bechen
Joe Broderick
John Burgart
Jim Collins
Joyce Connors
Virgil J. & Norma M Denlinger Family Foundation
Rick Dickinson
Kelley Hutton-Deutmeyer
Mike Donohue
Mark C. & Cheryl Falb
Mike Finnin
Arnold & Joyce Honkamp
Douglas & Karen Horstmann
Pam Jochum

Rusty Knight
Dan Kruse
John Ottavi
Dick McKay
Chris Patrick
John Schmidt
Nicholas J. Schrup III
John Tallent
Ken & Bernadine Townsend
Dan & Amy Unmacht
Mike Van Milligen
Penny Wills
Rich J. Young
Tom & Marianne Yunt
Anonymous Gift