Twenty-Five Years of Transformational Change



honoring our rich history looking forward to our vibrant future 1984-2009

Greater Dubuque Development Corporation 2009 Annual Report



greater dubuque development making things happen for twenty-five years

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.

Nicholas J. Schrup III, 2008-2009 Chairperson Greater Dubuque Development Corporation

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!

J. J. Janes

Nicholas J. Schrup, III Chairperson, Greater Dubuque Development

in the beginning November 5, 1984

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"

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. Neuwoehner, 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. Beurskens, 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

through the years . . . with gratitude past presidents and chairpersons

1984-1985	Bob Neuwoehner, President	1993-1994	Mike Deggendorf, President (thru September, 1993)	2000-2001	Russell Knight, President
1985-1986	Bob Neuwoehner, President		Dan Kruse, President (as of September, 1993)	2001-2002	John Schmidt, President
1986-1987	Bruce Meriwether, President	1994-1995	Sr. Catherine Dunn, President	2002-2003	Jeffrey F. Bullock, President
1987-1988	Bruce Meriwether, President	1995-1996	Lynn B. Fuller, President	2003-2004	John Larsen, President
1988-1989	Nicholas J. Schrup, II, President	1996-1997	Rand M. Fisher, President (thru January, 1997)	2004-2005	Lori Thielen, President
1989-1990	Mike Conlon, President		Rich Bean, President (as of January, 1997)	2005-2006	Mark Ernst, President
1990-1991	Doug Buswell, President	1997-1998	Rich Bean, President	2006-2007	David Becker, Chairperson
1991-1992	Steve Hanson, President	1998-1999	Bill Skemp, President	2007-2008	Tom Yunt, Chairperson
1992-1993	Dan Kruse, President	1999-2000	Pat Crahan, President	2008-2009	Nicholas J. Schrup, III, Chairperson

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TRILOG, INC. PROJECT AVA

ANOTHER PROJECT OF THE

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DEPARTME MIMUNITY DE ENT

GRO

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
- * Iim 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 Northeast 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

Prudential Retirement, At-Large	Black Hills Energy, At-Large	Mercy Medical Center, At-Large	McGraw-Hill Higher Education, At-Large
Tim Conlon	Andy Hawkinson	Terry Kouba	Jonathon Swain
Conlon Construction Co., At-Large	DuTrac Community Credit Union, At-Large	Alliant Energy, At-Large	Peninsula Gaming, At-Large
Joyce Connors	David Heiar	Dan Kruse	John Tallent
City of Dubuque, City Council	City of Dubuque, Economic Development	Kruse/Warthan Auto Plaza, At-Large	Medical Associates Clinic, P.C., At-Large
Wayne Demmer	Director	Kevin Lynch	Lori Thielen
Dubuque County, Board of Supervisors	Janda Heister	City of Dubuque, City Council	Heartland Financial USA, Inc., At-Large
Kelley Deutmeyer	Premier Tooling, Inc., Dubuque County	Mike McDonald	Rich Young
East Central Intergovernmental Association	Tim Hodge	A. Y. McDonald Industries, Inc., At-Large	RSM McGladrey Inc., At-Large
	Hodge Company, At-Large		

Russell Knight

Kurt Strand

Mark Ernst

Twenty-Five Years of Transformational Change | 10

Bill Byerly

greater dubuque development



ow 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!*



AWARD WINNING

The March 2009 issue of Site Selection Magazine named Dubuque a "2008 Top Ten Metro" with population less than 200,000.

Site Selection Magazine recognizes communities on their successful economic development projects. This success is linked to, among other things, quality of place, affordability of a community, and job creation.

our investors make it happen

private sector

Abeln Abstract & Title Company Addoco, Inc. Alliance for Construction Excellence

Alliant Energy

AMBRACO, Inc.

American Realty of Dubuque American Trust & Savings Bank Anderson Weber

Toyota-Scion-Lincoln-Mercury Apex Concrete, Inc.

A.Y. McDonald Charitable Foundation

Behnke Enterprises

Bird Chevrolet Black Hills Energy

Bodine Electric

Brannon Monument Company

Buesing & Associates Inc. Business Telephone Supply

Calcars Hyundai Dubuque

CartêGraph Systems, Inc.

Clarke College

Clemens, Walters, Conlon, & Meyer, P.C.

Conlon Construction Co. Cottingham & Butler

Crescent Electric Supply Company

DDI, 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 Internal Medicine
Dubuque New Car & Truck Dealers

Association

Dubuque Racing Association/Mystique Dubuque Stamping & Mfg., Inc.

Dupaco Community Credit Union

Durrant

DuTrac Community Credit Union Dyersville Industrial Development

Eagle Window & Door, Inc.

East Dubuque Savings Bank Edwards Cast Stone Company

Eide Bailly LLP EIMCo, Inc.

Entegee Engineering Technical Group

Epic Construction Fidelity Bank & Trust

First Community Trust, N.A.

Flexsteel Industries, Inc.

Flynn Ready Mix Concrete, Inc. Fuerste, Carew, 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

IIW Engineers & Surveyors, P.C.

Jeld-Wen Windows & Doors Iim 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

Kruse/Warthan Dubuque Auto Plaza

Kunkel & Associates, Inc. Lamar Advertising Company

Liberty Bank
Loras College

Luksetich Development

Maquoketa Valley Electric Cooperative Marvville Construction Company

McCoy Group, Inc. McGraw-Hill

McNamer Construction Systems, Inc.

Medical Associates Mercy Medical Center

Mike Finnin Ford

Mi-T-M Corporation

Morrison Brothers Mulgrew Oil Company

Myers-Cox

Namasco Corporation

Net-Smart, Inc.

O'Connor & Associates Insurance Agency O'Connor & Thomas, P.C.

Parco, Ltd.
Patricia Friedman
Paulsen Electric
Peavey Company

Platinum Development Group

Plumbers & Steamfitters Local 125 Portzen Construction

Premier Bank

Premier Tooling, Inc.

Prudential Partners Realty

Prudential Retirement Quebecor World Dubuque

Qwest Communications Radio Dubuque, Inc.

Rainbo Oil Company

Rentech Energy Midwest Corporation

Richardson Buick-Cadillac-Honda-GMC

Riley's Mazda-Subaru River City Paving

Ron Smith Construction

Rousselot

RSM McGladrey, Inc. Runde Auto Group Sedowick CMS

Sedona Staffing Services

Selco, Inc.

Spahn & Rose Lumber Company

SpecCast

State Central Bank Steele Capital Management

Straka Johnson Architects, P.C.

Swiss Valley Farms Teamsters Local 421 Terracon Consulting

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 L.L.C. 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.

Westphal & Company-Electrical Construction

Woodward Communications, Inc.

public sector

City of Dubuque City of Dyersville

City of Peosta Dubuque County

Iowa Workforce Development

Northeast Iowa Community College

invitation to dubuque

Michael Blouin, President (1)

Karen Adams, Information Director

ne 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.



AWARD WINNING

Dubuque was awarded the 2009 Excellence in Economic
Development Award for Excellence in Historic Preservation-led
Strategies for its commitment to research-based, market driven economic development in helping grow the local economy.

"The city of Dubuque represents the best and brightest in 21st century economic development," according to U.S. Commerce Secretary Gary Locke.

RSUP list

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









January 15, 2009

"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

delivering vital services



AWARD WINNING

Greater Dubuque Development received a #1 ranking for its service to existing businesses.

Business Retention and Expansion International, a world-wide trade association for economic development professionals, recognized Greater Dubuque's service to existing business as the best for a mid-sized community with a population under 100,000.

esterday, 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.



Infoaction

Moving business forward

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.













Kendall/Hunt Publishing





IBI Scientific

Futui

Art's Way Vessel

Futurus
Communications

Giese Manufacturing

EIMCo



Carlisle Communications

The McGraw-Hill

McLeod

Flynn Ready Mix



dy Mix

Heartland Financia



Mulgrew Oil

Platinum Company Services

> Behnke Enterprises

Kirchhoff Distributing

Farber Bag

The Metrix Company



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:* 55,500.

2008	2009
54,800	54,100
54,900	53,900
55,200	53,900
55,500	53,900
56,500	54,300
56,300	
55,000	
54,500	
55,800	
56,300	
56,500	
55,600	
55 600	53,900
	54,800 54,900 55,200 55,500 56,500 56,300 55,000 54,500 55,800 56,300 56,500

six 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.

Г	otal 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	\$117,449,418
January 2009	\$2,346,001	\$70,000	\$119,865,419
February 2009	\$3,170,348	\$2,000	\$123,037,767
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





Alliant Energy

American Trust & Savings Bank

Anderson Weber

Toyota-Scion-Lincoln-Mercury

A.Y. McDonald Mfg. Co.

Berry Plastics and Subsidiaries

Best Western Midway Hotel/

Champps Americana

Bird Chevrolet

Black Hills Energy

Bodine Electric Company

CartêGraph Systems, Inc.

CES Computers

City of Dubuque

Clarke College

Conlon Construction Co.

Cottingham & Butler

Crescent Electric Supply Company

DDI, Inc.

Diamond Jo Casino

Domino's Pizza

Dubuque Bank & Trust

Dubuque Community Schools

Dubuque County

Dubuque Data Services

Dubuque Stamping & Mfg., Inc.

Dupaco Community Credit Union

DuTrac Community Credit Union

Eagle Ridge Resort & Spa

Eagle Window & Door, Inc.

East Dubuque Savings Bank

Eide Bailly LLP

EIMCo. Inc.

Entegee Engineering Technical Group

Express Personnel Services

FarmTek

Flexsteel Industries, Inc.

Georgia-Pacific Corporation

Giese Companies

Hartig Drug

Hillcrest Family Services

Hills & Dales

Hodge Company

Holiday Inn Express and Suites

Holy Family Catholic Schools Honkamp Krueger and Co.

Hormel Foods/Progressive Processing

Hotel Julien Dubuque

IBM

J,J. 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

Super Stores

Mi-T-M Corporation

Mystique

Northeast Iowa Community College

Ohnward Bancshares, Inc.

Premier Tooling & Manufacturing Inc.

Prudential Retirement

Quebecor World Dubuque

Rentech Energy Midwest Corporation

Rousselot, 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

Ubersox 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

providing workforce solutions



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.



Sarah Harris, Director of

Workforce Development

Shannon Gaherty,

Coordinator

Newcomer Relations



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."

the development of workforce development

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 country carried the story.

Workforce development in Dubuque was born.

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

dubuque works

a workforce initiative

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.

your Greater Dubuque team



rick dickinson, executive director 4 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.

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 2007.

daniel medonald, vice president of existing business

The primary contact for existing business and industry. Leads Greater Dubuque's **Info***Action* 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 **Info***Action* program. Bill has been with Greater Dubuque since *2006*.

mary konrardy, office assistant

Works on daily office activities and provides support for the **Info***Action* program. She is the welcoming voice you hear when calling our offices. Mary has been with Greater Dubuque since *2008*.

leo a. mecarthy citizen leadership circle

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



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