

2021 2022



**Greater
Dubuque**
DEVELOPMENT CORP.

Annual Report

Letter from the Chair

The 2021-2022 fiscal year can best be described as a year of transition. As we successfully closed-out the “Greater Dubuque 2022” initiative, we began planning for the future with the “YOU can be great here” campaign. Against a backdrop of the lingering global pandemic, we have persevered despite all that was spinning around us.

Our business community has experienced unprecedented growth, with existing employers expanding and new employers joining the Greater Dubuque region.

Over the last five years, Greater Dubuque Development has continued to demonstrate the ability to meet and exceed ambitious goals. A total of four goals were set during the Greater Dubuque 2022 campaign; Greater Dubuque has already achieved two of these goals and remains on track to exceed a third. The two achieved (and surpassed) are median household income at \$64,493 (the goal was \$60,000); the second, construction spending for both commercial and residential development exceeded \$1 billion (the goal was \$800 million). Greater Dubuque’s goal to grow Dubuque County’s population to 100,000 by December 31, 2022, was already pegged at 99,266 by the 2020 census with two years of growth to come.

Now the work of “YOU can be great here” begins with a focus on all we must do to guarantee the workforce we need. Addressing barriers to gainful employment, upskilling workers for high demand jobs, connecting college talent to our area employers, and attracting newcomers to live and work in our region. These are all top of mind for our investors, Board of Directors, and the team at Greater Dubuque Development.

No doubt, life will throw challenges our way as we reinvent ourselves in a post-pandemic economy. Yet, we will work together to create the Greater Dubuque area as a region of choice that promises, “YOU can be great here!”

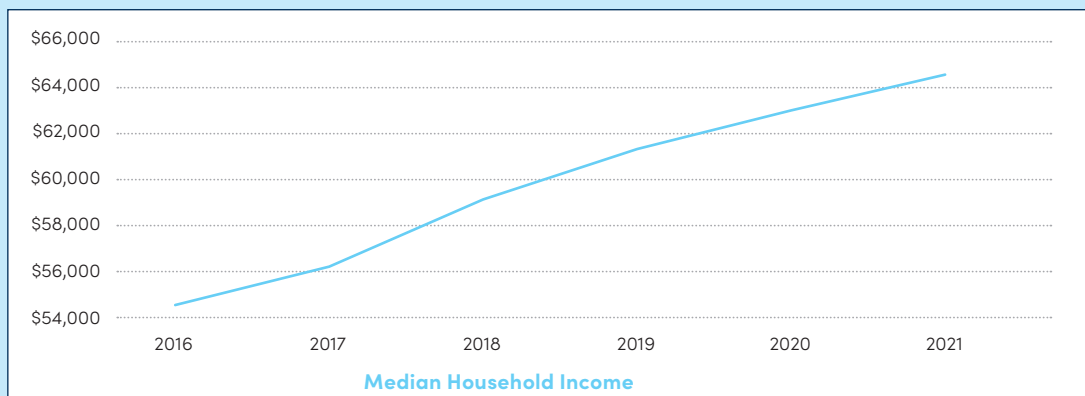


Tim Hodge
CEO, HODGE

Chair, Greater Dubuque Development Corporation
Co-Chair, **YOU** can be great here.

2022 Campaign Goals & Results

ACHIEVED

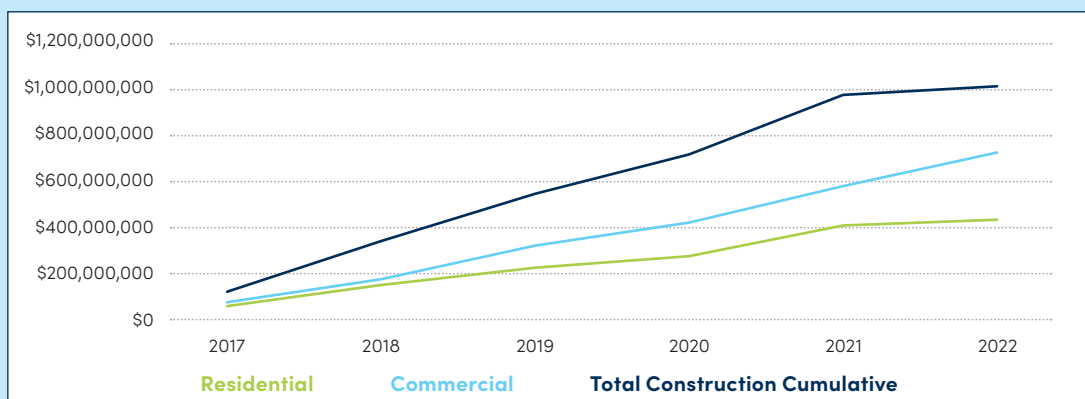


Dubuque Median Household Income

GOAL—Increase the Dubuque Metropolitan Statistical Area's Median Household Income to \$60,000

RESULT: ACHIEVED—Increased the median household income to \$64,493

ACHIEVED

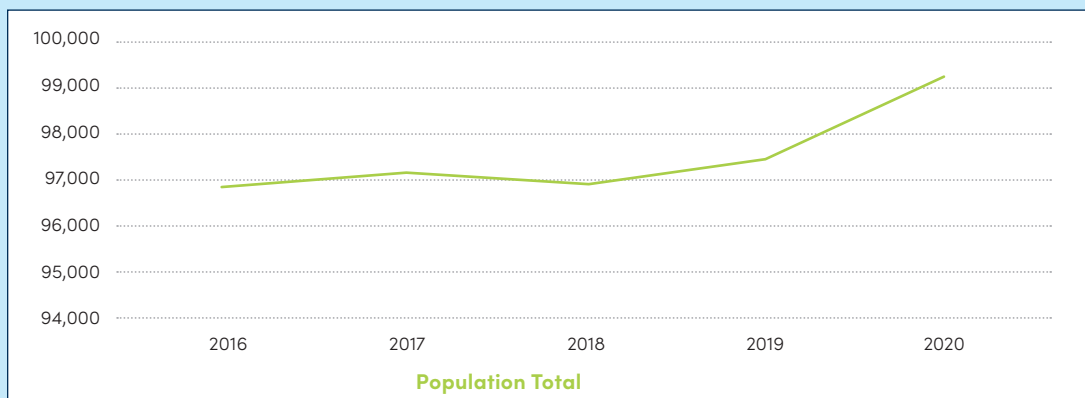


Construction

GOAL—Encourage and facilitate \$800 million in new residential and commercial construction

RESULT: ACHIEVED—Drove residential and commercial construction to \$1,072,707,847 from 7/1/17 – 5/10/22

ON TRACK

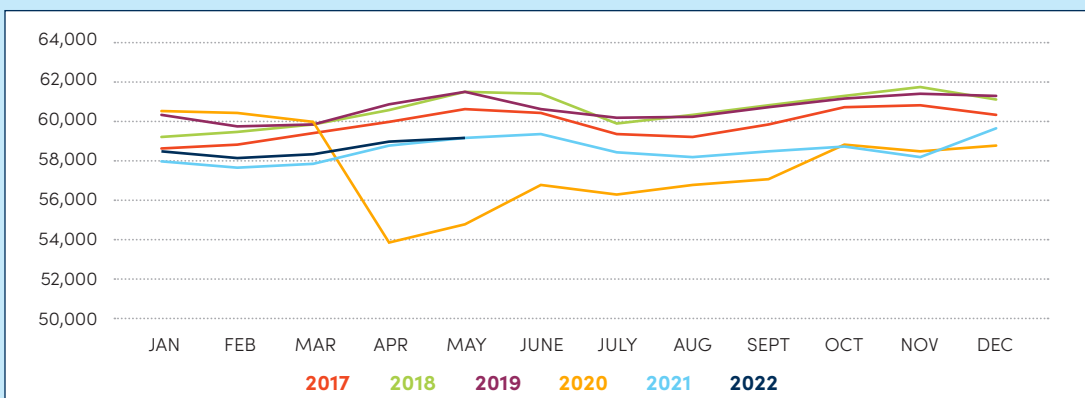


Dubuque County Population Growth

GOAL—Grow the Dubuque County population to 100,000 by December 2022

RESULT: ON TRACK—Based on 2020 census; Grew the area population to 99,266

RECOVERING



Dubuque Metropolitan Statistical Area's Labor Force

GOAL—Grow the regional workforce to 64,000 by December 2022

RESULT: RECOVERING—Recovery continues after the pandemic with a 2019 high of 61,500; hitting a low in 2020 of 53,900; and recovering to a high of 59,200 in May of 2022

Leadership

Greater Dubuque Development is guided by a Board of Directors comprised of regional leaders in both the public and private sectors. Their investment of time and talent in our organization's mission is a testament to their commitment to the continued success of the Greater Dubuque region.

Executive Committee

Tim Hodge, Chair
HODGE

Joe Hearn, Vice Chair
Dupaco Community Credit Union

Dan Walsh, Treasurer
MidWestOne Bank

Wendy Runde, Past Chair
Diamond Jo Casino

Lynn Breithaupt
McGraw-Hill | Higher Education

Brad Cavanagh
Mayor, City of Dubuque

Chad Chandlee
Kendall Hunt Publishing

Mark Dickson
John Deere Dubuque Works

Alex Dixon
DRA & Q Casino

Karen Jones
Empower

Zach Keeling
Medical Associates Clinic &
Health Plans/Health Choices

Tyson Leyendecker
Dubuque Bank & Trust

Ann McDonough
Supervisor, Dubuque County

Mike Portzen
Portzen Construction

Kay Takes
MercyOne Dubuque
Medical Center

Tom Townsend
IBEW Local 704

Mike Van Milligen
City Manager, City of Dubuque

Dean Wilgenbusch
U.S. Bank

Tom Woodward
Woodward Communications, Inc.

Future Leadership Team

This team of current and emerging leaders provides feedback to our Board of Directors and management team on long-term goals and strategies. With their insight, we ensure our organization remains inclusive, diverse, and equity-focused.

Andy Allison
National Mississippi River Museum
& Aquarium

Chad Behnke
Behnke Enterprises, Inc.

Lisa Bowers
Dupaco Community Credit Union

Jessica Brossett
MidWestOne Bank

Becky Conlon
Conlon Construction Co.

Dee Crist
Dubuque Bank & Trust

Dawn Danielson
East Central Intergovernmental
Association

Jaclyn M. Esqueda
Credo - Higher Education
Consulting

Dr. Tammy Evetovich
University of Wisconsin-Platteville

Mike Fortman
TH Media

Michael Fullan
HODGE

Nate Harold
MedOne

Board Members

David Becker

Cottingham & Butler

Lisa Bowers

Future Leadership Team/Dupaco
Community Credit Union

Jeff Bullock

University of Dubuque

Thom Chesney

Clarke University

Jim Collins

Loras College

Tim Conlon

Conlon Construction Co.

Jill Connors

City of Dubuque

Davin Curtiss

O'Connor & Thomas, P.C.

Scott DeSousa

Dubuque Area Chamber of
Commerce/AssuredPartners Great
Plains dba The Friedman Group

Kelley Deutmeyer

East Central Intergovernmental
Association

Derek Duehr

Carpenters Local 678

Susan Farber

Dubuque City Council

Representative Chuck Isenhardt

Iowa Legislature

Terry Kouba

Alliant Energy

Rob McDonald

A.Y. McDonald Mfg. Co

Gwen Moser

Eide Bailly, LLP

Andy Mozena

Premier Bank

Jason Norton

DuTrac Community Credit Union

Jacque Rahe

Dyersville Economic Development

Pat Ready

Origin Design

Stan Rheingans

Dubuque Community School District

Laura Roussell

City of Dubuque

Dennis Shields

University of Wisconsin-Platteville

Jeff Staudenmaier

Black Hills Energy

Dr. Liang Chee Wee

Northeast Iowa Community College

Jason Weston

Dubuque County/Empower

Chad Wolbers

UnityPoint Health-Finley Hospital

Cassie Hiatt

Black Hills Energy

Joe Hoeksema

Cottingham & Butler

Alex Karwath

Progressive Processing LLC

Jayme Kluesner

Portzen Construction

Mat Langenberg

Premier Bank

Dawn Lueken

John Deere Dubuque Works

Michelle Reidy

U.S. Bank

Lynee Robson

Medical Associates Clinic, P.C.

Britney Ross

McGraw-Hill Higher Education

Nicole Salazar

City of Dubuque

Cayla Schneider

Loras College

Jacob Semann

Alliant Energy

Emily Simmons

Empower

Jennifer Thiede

Diamond Jo Casino

Dan Wellik

AssuredPartners Great Plains
dba The Friedman Group

Workforce Solutions

Greater Dubuque Development invests time, talent, and financial resources to provide your business with the most innovative workforce solutions in the country.

AccessDubuqueJobs.com

AccessDubuqueJobs.com is the number one regional job board for connecting employers to qualified talent and this year it received a face lift with a fresh website and new features. AccessDubuqueJobs.com investors now enjoy:

- **Unlimited Job Postings** – PLUS an auto-feed option
- **Emsi Profile Analytics** – Receive a curated list of prospective candidates from our workforce experts
- **Skills Matching, powered by Emsi** – Automatically match your job postings to resumes submitted to the site
- **Favorite Resumes** – Keep track of your top candidates
- **Wage Data by Emsi** – Access workforce and wage data to see how your company compares in the market
- **Newcomer Services** – Offer recruits community tours and more to discover the Greater Dubuque region
- **Exclusive Events** – Participate in investors-only events, including career fairs and workforce breakfasts
- **Automatic Cross-Posting** – Extend your job postings to IowaWORKS.gov and Google Job search platforms
- **And more!**





As part of our regional effort to attract and retain workforce, we've expanded AccessDubuqueJobs.com across the region. We've added local Access Jobs sites for Cascade, Dyersville, Epworth, Farley, Peosta, Grant County, and Jo Daviess County. Now job seekers can target their search to a specific community and still have access to all regional job postings.

» Fast Facts FY 21-22

10,756 AVERAGE MONTHLY
JOB SEEKERS

1,965 NEW RESUMES
POSTED

22,479 NEW JOBS
POSTED

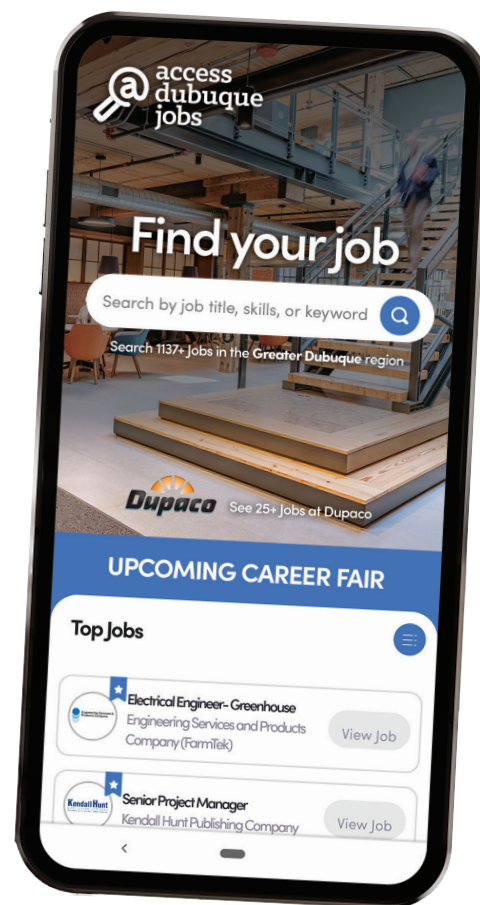
349 INTERNSHIPS
POSTED

1,937 ONLINE
APPLICATIONS

64 EMSI ANALYTICS
SESSIONS

34 HR
ACTIONS

12 WORKFORCE
VISITS



Work That Works

Greater Dubuque Development Corporation has partnered with institutions of higher learning and employers to bring flexible, part-time employment opportunities to area students. This program was christened Work That Works and began in a piloted phase in February 2022.

Work That Works is an innovative solution to filling growing workforce needs of area employers and connecting students at institutions of higher learning with high-paying jobs.

These employment opportunities are flexible with individual students' schedules, including time off for exam preparation, and provide a variety of industry options—from retail to warehousing and manufacturing, with some positions paying over \$20 per hour.

Work That Works is not an internship program, as many students taking part will be employed in positions that don't necessarily relate to their areas of study. **The goal of the program is to connect employers with students looking for employment.** This could, however, provide an additional avenue to recruit students into internship programs once they have determined their academic focus.



The Work That Works program is a great opportunity for us to connect with students in the area.

It promotes the opportunities we have here at Kendall Hunt Publishing, Westmark Enterprises, and Great River Learning in a way that speaks to what students are looking for. We appreciate area institutions of higher learning working with the Greater Dubuque Development Corporation to match students with our current job openings."



Stacie Halverson
Vice President, Human Resources
Kendall Hunt Publishing/Westmark
Enterprises/Great River Learning

Work That Works Academic Partners

Clarke University
Emmaus Bible College
Loras College
Northeast Iowa
Community College
University of Dubuque
UW – Platteville

Work That Works Employer Partners

A.Y. McDonald MFG. Co.	Kendall Hunt
Bimbo Bakeries	Publishing/Westmark
Diamond Jo Casino	Enterprises/Great
Edwards Cast Stone	River Learning
Company	Klauer
HODGE	Manufacturing Co.
Hormel Foods/	Rainbo Oil
Progressive Processing	

Newcomer Services



The April 2022 Distinctively Dubuque class gathers on the Dupaco rooftop for their final session.

Greater Dubuque Development has a suite of tools and resources to welcome newcomers to the region, and we were excited to return to in-person events.

Our **Distinctively Dubuque** program is an immersive, five-evening course where newcomers experience our community in a fun, relaxing, group atmosphere. Regional and community leaders speak on a variety of topics from history to area recreation and much more. Participants also visit different venues and experience local fare.

For a more exclusive or individual welcome, we offer **one-stop concierge services** for newcomers and **community tours** to make transitions to our community as seamless as possible.

»FastFacts FY 21-22

135 INDIVIDUALS RECEIVED
NEWCOMER ASSISTANCE

78 COMMUNITY
TOURS

380 RELOCATION GUIDES
DISTRIBUTED

60 DISTINCTIVELY DUBUQUE
PARTICIPANTS

Opportunity Dubuque

Opportunity Dubuque is a nationally-recognized, collaborative, job-training effort developed in response to local employers' needs for a skilled workforce. Offered through Northeast Iowa Community College (NICC) and funded through Greater Dubuque Development (with commitments from the City of Dubuque, Dubuque County, and the DRA), the program offers training in 18 disciplines to fill high-demand and high-wage careers. Individuals complete industry-driven certifications to upgrade their skills or launch their careers. A win-win for students and employers, Opportunity Dubuque builds career pathways for students to enter the workforce and continue their education and training, while filling employers' demand for talent.

This award-winning workforce training initiative continues to adapt to the demands of our employers for skilled talent and, with our partners, we are constantly assessing community needs and programs offered.

OVER 850
students have graduated from
Opportunity Dubuque programs.

“

Before I started the Commercial Driver's License (CDL) program at [Northeast Iowa Community College], I knew nothing about the truck. I grew and learned. Now I'm driving full time.

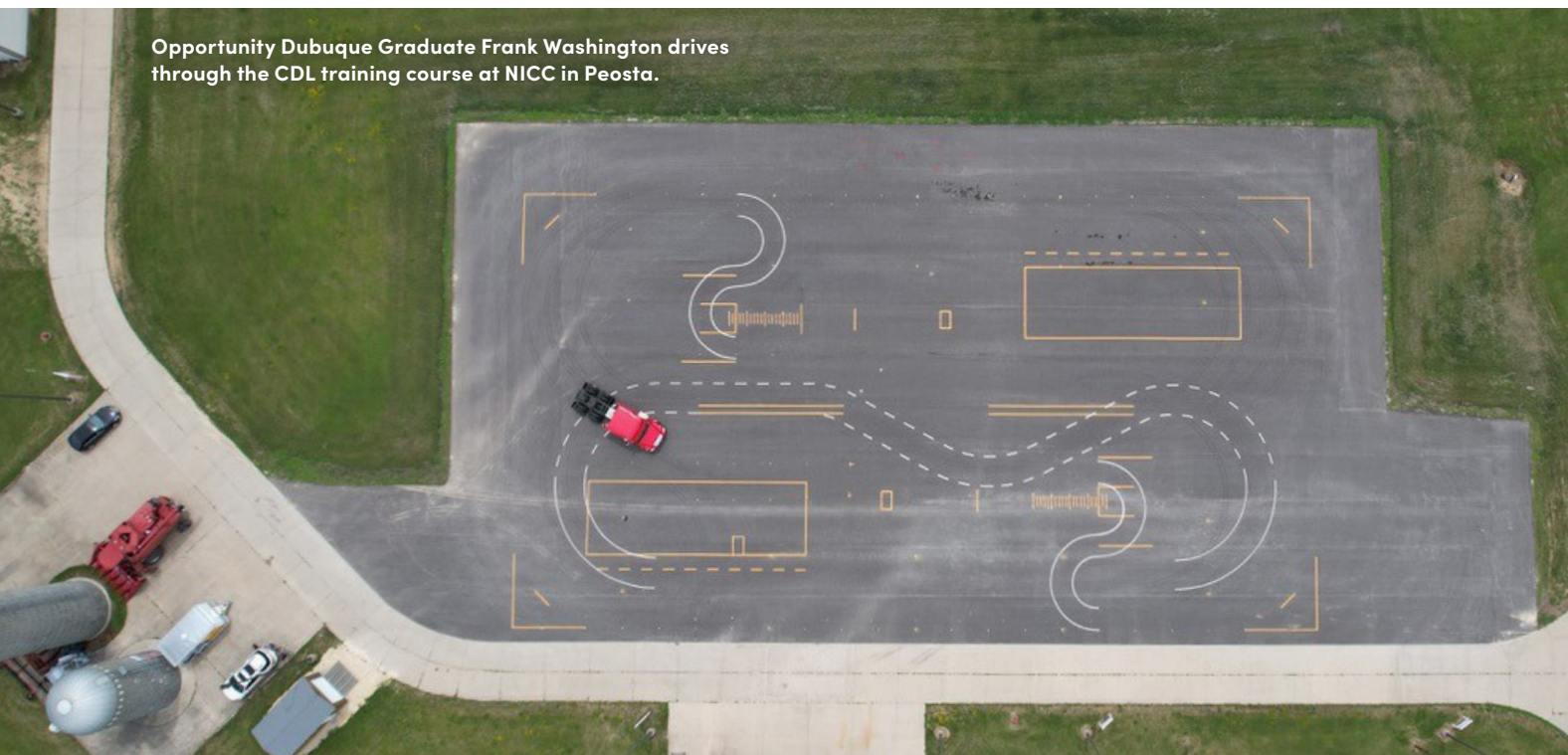
That's what I want to keep doing—developing my skills and knowledge.”



Frank Washington

Opportunity Dubuque Graduate
Employed at Atlantic Bottling Company

Opportunity Dubuque Graduate Frank Washington drives through the CDL training course at NICC in Peosta.



Together Again

After a two-year hiatus, we were excited to return to in-person events.



Greater Dubuque Workforce Breakfast • June 2022



Distinctively Dubuque • April 2022



Summer Career Services Event • June 2022



Talent Dubuque Intern Event • June 2022



AccessDubuqueJobs.com College Career & Professional Development Fair • March 2022



Distinctively Dubuque Class • March 2022



Summer Career Services Event • June 2022

Business Services

Through Business Retention and Expansion, we help employers navigate challenges and maximize opportunities. Utilizing advocacy and our partnerships with local and state government, institutions of higher learning, and the private sector, we can connect the dots.

Existing Business & InfoAction

Each year, the Greater Dubuque Development team schedules focused conversations with business owners, CEOs, and top managers. Known as InfoAction, these meetings provide perspective on the area economy and actionable data to guide our work in maximizing opportunities and mitigating challenges for regional employers.

Learning about each employer allows us to customize our assistance based on their need—whether it's expansion, recruitment, training, financing, or supply-chain management. Our resources are vast and we're here to support each employer's continued growth.

» FastFacts FY 21–22

307 INFOACTION INTERVIEWS CONDUCTED

Company Requests for Assistance

71 WORKFORCE/ TRAINING

53 INFO/ RESEARCH

25 UTILITIES

6 TRANSPORTATION

28 LAND/BUILDINGS/ REAL ESTATE

26 CONTACTS/ REFERRALS

49 CITY ISSUES

21 IOWA GOVERNMENT

279 TOTAL REQUESTS FOR ASSISTANCE



(Left) Scott Woodward, Plant Director of Camso Manufacturing USA (a subsidiary of Camso Holdings and Michelin North America), stands at the site of the company's planned expansion in its Peosta facility. The investment includes new equipment to create an additional line and 33 new jobs.



National Marketing



We strategically work to attract new employers through National Marketing who are a fit with our regional business ecosystem. Working closely with site locators and local developers, we assist

prospective employers with property searches, data requests, and navigating the process of moving new operations to our community.

Zero Zone (above) expanded its operations to Dyersville, creating approximately 50 employment opportunities in the Greater Dubuque region.

Expansions

Spotlight: **Behnke Enterprises**

Behnke Enterprises is one of eight existing businesses to plan an expansion in the last fiscal year. An industry leader in trailer manufacturing, with dealers across the U.S. and Canada, the family-owned business is seeking to increase capacity and jobs at the company's Farley-based location.

The expansion project plans to invest \$4,385,000 and add 34 high-quality jobs to the Greater Dubuque region. With the addition of two buildings, the company will also increase production space by 38,750 square-feet. Both the City of Farley and the Iowa Economic Development Authority voted to provide financial assistance to support this exciting project.

This is the second expansion in as many years. In 2020, despite a global pandemic, Behnke Enterprises added

more than 100,000 square-feet of space to its Farley facilities, which was completed in October 2021. During the 2020-2021 expansion, the company invested a significant amount of capital for enhanced capabilities and technology in their facility.

Established in 1987 in Holy Cross, Iowa, Behnke Enterprises continues to thrive and grow in the region. The Greater Dubuque Development team is grateful for the long-established relationship with Behnke Enterprises and to be able to provide assistance as needed through our Business Retention & Expansion program over the years.



(Left to right) Margie Behnke, Jerry Behnke, and Chad Behnke stand in their previous expansion completed in October 2021.

\$92,655,000

TOTAL INVESTMENT
FY 21-22



141

JOBS CREATED
FY 21-22



Progressive Processing, LLC

254,100

TOTAL SQUARE
FEET ADDED
FY 21-22



Strategic Initiatives

Collaboration with partners in the public and private sectors to support the work of community development.

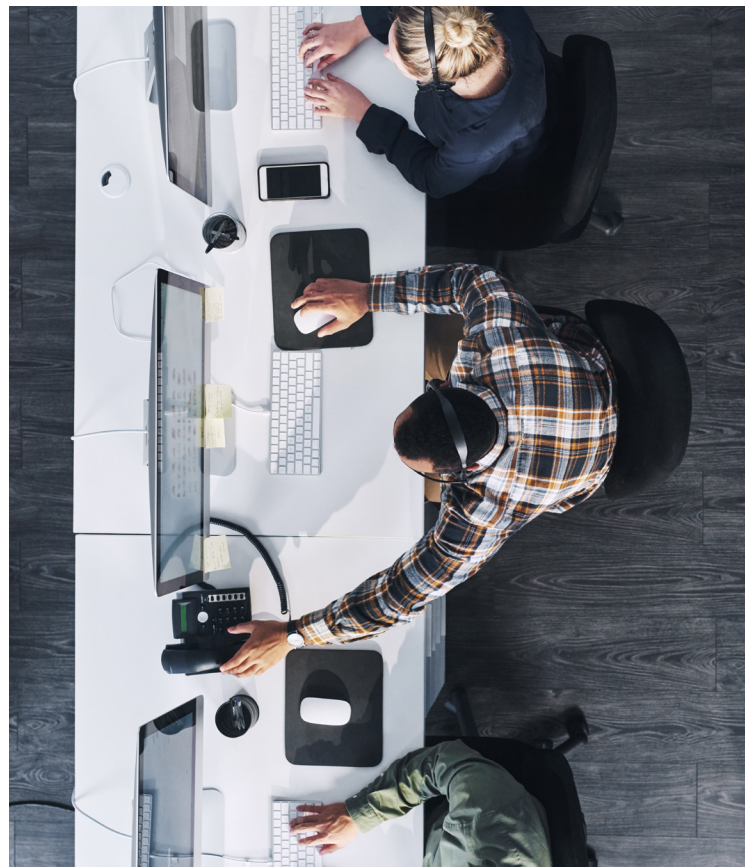
Broadband Expansion

Broadband expansion saw continued success through partnerships.

Comelec Services Inc. and Woodward Communications Inc. have partnered to create *Comelec Fiber* which will provide fiber internet service to area residential and commercial customers. This new entity plans to extend access to 3,000 residential consumers in 2022 alone.

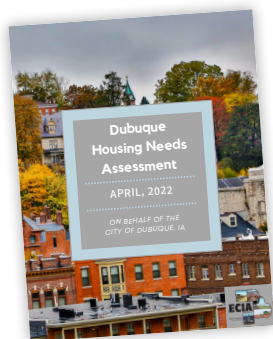
ImOn Communications is one of several internet providers who have partnered with the City of Dubuque to share fiber conduit infrastructure. A success for both, the City is able to generate revenue from the lease of conduit and the provider is able to connect with customers faster and at a lower cost.

From a commercial standpoint, the community now has redundant universal broadband access in all commercial and industrial areas and is on track for universal residential access by the end of 2024.





Housing



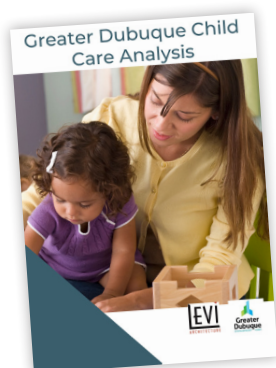
We know housing is critical to our continued growth as a community. Greater Dubuque Development continues to collaborate with cities, developers, and builders to create new, affordable middle-market housing for the region's growing workforce.

(Above) To affirm a housing need, Greater Dubuque Development funded a 2022 Workforce Housing Study.

(Right) Matt Mulligan, President and Chief Operating Officer at Conlon, discusses the renovation of Kretschmer Lofts that will add 48 housing units.



Child Care Analysis



To clearly understand the barrier that child care is creating for families and our community workforce needs, Greater Dubuque Development commissioned Levi Architecture to complete a comprehensive survey of employers and child care providers in the Greater Dubuque region that

analyzes the needs and challenges in more detail. Greater Dubuque Development is aggressively working with employers, providers, local government, and non-profits to find and implement innovative solutions based on the study's findings.

Thank you to our Greater Dubuque 2022 investors.

Together, with your support and in collaboration with our partners, we achieved continued growth in the Greater Dubuque region.

Addoco, Inc.
Alliant Energy
American Realty of Dubuque
Andersen Windows & Doors
AssuredPartners Great Plains dba
The Friedman Group
A.Y. McDonald Mfg. Co.
BARD Materials
Behnke Enterprises Inc.
Black Hills Energy
Blue Sky Solar, LLC
Bodine Electric Company
BTS Inc.
Buesing & Associates, Inc.
Business Telephone Supply
Cartegraph
Cascade Manufacturing Co.
Clarke University
Conlon Construction Co.
Cottingham & Butler
Crescent Electric Supply Company
DDI, Inc.
Diamond Jo Casino
Dubuque Area Chamber of Commerce
Dubuque Bank & Trust
Dubuque Homebuilders & Associates
Dubuque Hose & Hydraulic Co.
Dubuque Stamping & Mfg., Inc.
Dupaco Community Credit Union
DuTrac Community Credit Union
Dyersville Economic Development
Corporation
Eagle Point Solar
East Central Iowa Association of REALTORS
Edwards Cast Stone
Eide Bailly LLP
Empower
Engineering Services & Products Company
Fidelity Bank & Trust
First Community Trust, NA
Flexsteel Industries, Inc.
Giese Companies
Graham's Style Store

Green Industrial Supply, Inc.
GRONEN
Happee Smith Productions
Hirschbach Motor Lines, Inc.
HODGE
Honkamp Krueger & Co., P.C.
Houlihan Investment Group
IBEW Local 704
IBM
ITC Midwest, LLC
John Deere Dubuque Works
Kane, Norby & Reddick, P.C.
Kendall Hunt/Westmark/Great River Learning
Kennedy Mall
Kintzinger, Harmon, Konrardy PLC
Klauer Manufacturing Company
Kunkel & Associates, Inc.
KWWL Television
Lamar Advertising of Dubuque
Lime Rock Springs Co.
Loras College
Lumen Technologies
Maquoketa Valley Rural Electric
Maryville Construction Co., Inc.
McCullough Creative
McGraw-Hill Education
Medical Associates Clinic, P.C.
MercyOne Dubuque Medical Center
Michelin (formerly Camso)
MidWestOne Bank
Morrison Bros. Co.
Mulgrew Oil Company
NetSmart Inc.
Northeast Iowa Community College
O'Connor & Thomas, P.C.
Origin Design
Paulson Electric
Platinum Supplemental Insurance
Portzen Construction, Inc.
Prairie Farms Dairy
Premier Bank
Q Casino/Dubuque Racing Association

RDG Planning & Design
RSM US LLP
Radio Dubuque, Inc.
Richardson Motors
Riley's Auto Sales
River City Paving
Rousselot, Inc.
Southwest Wisconsin Technical College
Spahn & Rose Lumber Company
Steve Moore Real Estate
Straka Johnson Architects, P.C.
Terracon Consultants, Inc.
The Fischer Companies
The McCoy Group, Inc.
The Metrix Company
Theisen Supply, Inc.
TRICOR Insurance
Tri-StateDOCS
Union-Hoermann Press
Unison Solutions, Inc.
United Brotherhood of Carpenters &
Joiners Local 678
United Clinical Laboratories
UnityPoint Health - Finley Hospital
Universal Tank & Fabrication
University of Dubuque
University of Wisconsin-Platteville
U.S. Bank
Welu Printing Company
WHKS & Co.
Wisconsin Independent Network
Woodward Communications, Inc.

Public Sector

City of Dubuque
City of Dyersville
Dubuque County

AccessDubuqueJobs.com Investors

A.Y. McDonald Mfg. Co.
A&G Electric
Advance Pump & Equipment Inc.
Alliant Energy
Amcort
Andersen Windows & Doors
Area Residential Care
AssuredPartners Great Plains dba
The Friedman Group
Avantax
BARD Materials
Bell Tower Retirement Community
Berry Plastics
Bimbo Bakeries USA
Black Hills Energy
Blackrock Fabrication
Bodine Electric Company
Bodensteiner Implements
Carlisle Ryan Digital Print & Services
Cartegraph
Cascade Manufacturing
Centro, Inc.
Change Healthcare
City of Dubuque
City of Peosta
Clarke University
Colony Brands, Inc.
Community Foundation of Greater Dubuque
Conlon Construction Co.
Cottingham & Butler
Creative Adventure Lab
Crescent Community Health Center
Crescent Electric Supply Company
Crown Cork & Seal USA
Days Inn by Wyndham
Decker Precision Machining
Design Build
DDI, Inc
Diamond Jo Casino
Digga North America, LLC
Dubuque Arboretum & Botanical Gardens
Dubuque Area Chamber of Commerce
Dubuque Community School District
Dubuque Community YMCA/YWCA
Dubuque County
Dubuque Fire Equipment Inc.
Dubuque Main Street
Dubuque Screw Products, Inc.
Duluth Trading Company
Dupaco Community Credit Union
DuTrac Community Credit Union
Dyersville Die Cast
Eagle Point Software
Eagle Ridge Resort & Spa
East Central Intergovernmental Assoc.
East Dubuque Nitrogen Fertilizers, LLC
Edwards Cast Stone
Eide Bailly LLP
EIMCo, Inc.
EK Plastic Surgery
Engineering Services & Products Company
Envision Sports Design
Express Employment Professionals
FEH Design
Fidelity Bank & Trust
Five Flags Center
Flexsteel Industries, Inc

Galena Cellars
Georgia-Pacific Corporation
Goodwill
Grand River Medical Group
Grand View United Methodist
Grant Regional Health Center
Greater Dubuque Development Corporation
Green Industrial Supply, Inc
GreenState Credit Union
GRONEN
Harris Golf Cars
Hartig Drug
Hawkeye Care Center of Dubuque
Hillcrest Family Services
Hills & Dales
Hirschbach Transportation Services, Inc.
HODGE
Holy Family Catholic Schools
Home+FloorShow
Honkamp Krueger & Co., P.C.
Hormel Foods/Progressive Processing
Hotel Julien Dubuque
ImOn Communications
Innovative Ag Services
iSolved HCM Midwest, LLC
John Deere Dubuque Works
Kane, Norby & Reddick, P.C.
Kendall Hunt/Westmark Enterprises/Great
River Learning
Klauer Manufacturing Company
Kloekner Metals Corporation
Kunkel & Associates, Inc.
Lamar Advertising
Loras College
Luther Manor
M&M Sales
Managed Solutions Group
Marita Theisen Childcare Center
Martin Equipment
McCullough Creative
Medical Associates Clinic, P.C.
Medline Industries, Inc.
MedOne
MercyOne Dubuque Medical Center
Mi-T-M Corporation
Michelin (Camsco)
Midwest Janitorial Services
MidWestOne Bank
Modernfold, Inc.
Molo Companies
Morrison Bros. Co.
Mount Carmel Bluffs
National Mississippi River Museum & Aquarium
Newt Marine
Noah's Ark Child Development Center
Nordstrom
Northeast Iowa Community College
O'Connor, Brooks, & Co., P.C.
O'Connor & Thomas, P.C.
Offshore/Yard Arm
Origin Design
Packers Sanitation Services, Inc.
pax8
PBS Systems
Pepsi Cola Bottling Company Of Dubuque/
Verena Street Coffee
Per Mar Security Services

Portzen Construction, Inc.
Prairie Farms Dairy, Inc.
Premier Bank
ProPulse, a Schieffer Company
Q Casino/Dubuque Racing Association
Rachel FitzPatrick State Farm
Rainbo Oil
Resurrection Church
Richardson Motors
Ricoh USA
RIE Coatings
Rite-Hite Corp.
River Bend Retirement Community
River City Logistics
River Valley Capital Group
Rockfarm Logistics
Rousselot, Inc.
RT&T Enterprises Inc.
Sedgwick, CMS
Sedona Staffing Services
Simmons Pet Food
Sisters of Charity, BVM
Sisters of the Presentation of the BVM
Smart Retract, Inc.
Southwest Health Center
Southwest Wisconsin Technical College
Spahn & Rose Lumber Company
Spireon
St. Joseph the Worker
St. Mark Youth Enrichment
Stonehill Communities
Stickley Morton Architecture
Substance Abuse Services Center
Tama USA
Tegeler Body & Frame, Wrecker & Crane
Tesla MedBed
TH Media
The Adams Company
The Fountain of Youth
The Grand Opera House
The McCoy Group, Inc.
The McGraw-Hill Companies
The Metrix Company
The New Eagle Group
Theisen Supply, Inc.
Thompson Truck & Trailer
Top Block
Travel Dubuque
TRICOR Insurance
Tri-State Travel
TriState Quality Metals
Tucker Freight Lines
Uelner Precision Tools & Dies, Inc.
Unified Therapy Services
Union-Hoermann Press
UnityPoint Health - Finley Hospital
Universal Tank & Fabrication
University of Dubuque
University of Wisconsin - Platteville
Wagner Nursery
Wartburg Theological Seminary
Webber Metal Products, Inc.
Weitz Sign Company
Woodward Communications, Inc.
XL Specialized Trailers
Zero Zone

Greater Dubuque Development Staff



Mandi Dolson
Director of Workforce Solutions



Dan McDonald
Director of Existing Business



Holly Brimeyer
Director of Communications



Rick Dickinson
President & CEO



Jason E. White
VP of Business Services



Karen Kluesner
VP of Operations



Nic Hockenberry
Director of Workforce Solutions



Bill Baum
Existing Business Specialist*



Rob Apel
Existing Business Specialist*



Jayne Ervolino
Administrative Assistant*



Dave Lyons
Sustainable Innovation
Consultant*



Kristin Dietzel
Community Tour Guide*



Nelson Klavitter
Community Tour Guide*



Chris Apel
Community Tour Guide*

* Contractor or Part-time Staff



YOU can be great here.

2027 Campaign Goals

We've proven **YOU can be great here** when we work together.
Now let's get to work on the next five years.

64,000 Jobs

By promoting career opportunities and upgrading our resources, we will grow our regional workforce to over 64,000 jobs in the next five years.

105,000 Population

Meaningful careers and vibrant communities will make 2027 the year our population reaches 105,000.

\$76,000

Median Household Income

With the increase in high-quality, high-paying careers, the median household income will reach \$76,000.

-5% Reduce Poverty

Reduce the number of households below the Dubuque County Supplemental Poverty Measurement by five percent.

\$1 billion

Construction Investment

To foster the community's anticipated growth, we'll encourage and facilitate \$1 billion of new residential and commercial construction.

YOU can be great here.

Campaign Co-Chairs



Brad Cavanagh

Mayor, City of Dubuque



Alex Dixon

President & Chief Executive
Officer, DRA & Q Casino



Joe Hearn

President & CEO, Dupaco
Community Credit Union



Tim Hodge

CEO, HODGE



Ann McDonough

Dubuque County Board
of Supervisors



Wendy Runde

Vice President &
General Manager,
Diamond Jo Casino

Investors To Date

Addoco, Inc.
Alliant Energy
American Realty of Dubuque
Andersen Windows & Doors
AssuredPartners Great Plains dba
The Friedman Group
A.Y. McDonald Mfg. Co.
BARD Materials
Behnke Enterprises Inc.
Black Hills Energy
Blue Sky Solar, LLC
Bodine Electric Company
Buesing & Associates, Inc.
BTS Inc.
Cascade Manufacturing Co.
Clarke University
Cottingham & Butler
Crescent Electric Supply Company
Diamond Jo Casino
Dubuque Area Chamber of Commerce
Dubuque Bank & Trust
Dubuque Homebuilders & Associates
Dubuque Stamping & Mfg., Inc.
Dupaco Community Credit Union
Dyersville Economic Development
Corporation
Eagle Point Solar
East Central Iowa Association of REALTORS
Edwards Cast Stone
Eide Bailly LLP
Engineering Services & Products Company
Eyedead Optical
Flexsteel Industries, Inc.
Green Industrial Supply, Inc.
GRONEN
HODGE
Honkamp Krueger & Co., P.C.
IBEW Local 704
ITC Midwest, LLC
John Deere Dubuque Works

Kane, Norby & Reddick, P.C.
Kendall Hunt/Westmark/Great
River Learning
Kennedy Mall
Kintzinger, Harmon, Konrardy PLC
Klauer Manufacturing Company
Kunkel & Associates, Inc.
Lamar Advertising of Dubuque
Lime Rock Springs Co.
Loras College
Maquoketa Valley Rural Electric
McCullough Creative
McGraw-Hill Education
Medical Associates Clinic, P.C.
MercyOne Dubuque Medical Center
Michelin (formerly Camso)
MidWestOne Bank
Mulgrew Oil Company
NetSmart Inc.
Northeast Iowa Community College
Origin Design
Paulson Electric
Platinum Supplemental Insurance
Portzen Construction, Inc.
Premier Bank
Q Casino/Dubuque Racing Association
Red Tree Realty of Keller Williams
Midwest Partners
Richardson Motors
River City Paving
Rousselot, Inc.
Spahn & Rose Lumber Company
Terracon Consultants, Inc.
The McCoy Group, Inc.
The Metrix Company
TRICOR Insurance
Unison Solutions, Inc.
United Brotherhood of Carpenters &
Joiners Local 678
UnityPoint Health - Finley Hospital

Universal Tank & Fabrication
University of Dubuque
U.S. Bank
WHKS & Co.
Woodward Communications, Inc.

Public Sector

City of Dubuque
Dubuque County

**YOUR INVESTMENT
can be great here.**

**Be part of the solution and
invest in 'YOU can be great
here.'** We need your support in
achieving these 2027 goals and
ensure we can all be great here.

Contact **Rick Dickinson**,
President & CEO of Greater
Dubuque Development, at
rickd@greaterdubuque.org
or **563-557-9049**.



Greater Dubuque
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