



Mary Sue Green, President - Green Industrial
Pat Green, Vice President of Sales - Green Industrial

The Opportunity

First we listen, then we act. That best describes Greater Dubuque Development's approach to business retention and expansion. The recent announcement by Green Industrial Supply Inc. to expand their operations in Dubuque is a classic example of how that works.

Green Industrial Supply Inc. is a Dubuque-based company that was established in 1998 with seven employees. Today, fifty plus employees at Green manage approximately nine hundred suppliers worldwide for some of the world's most recognizable OEM's. In doing so, Green's expert staff oversees more than 18,000 different parts and components.

On June 16, 2011, Dan McDonald, Vice-President of Existing Business at Greater Dubuque Development, met with Mary Sue and Pat Green, owners of Green Industrial Supply

Inc., for an *InfoAction* meeting. Greater Dubuque's *InfoAction* meetings are designed to help existing businesses. We conduct over 250 of these meetings every year but at this meeting, an opportunity was heard. It was clear that Green Industrial had outgrown their existing facility and was looking for a solution.

The Outcome

With the company's permission, Greater Dubuque Development's team quickly and quietly went into action. Key contacts and a list of existing buildings were provided. Introductions and meetings were coordinated with the company and staff members from the Iowa Economic Development Authority, the City of Dubuque, Northeast Iowa Community College, East Central Intergovernmental Association, and others.

After top management from Green Industrial had conducted their

due diligence and secured financing, they decided to move forward with the construction of a new, 140,000 square foot facility in the Dubuque Industrial Center West with plans to create 17 new jobs. By August 15th, 2011, just 60 days after the initial meeting, Green Industrial's plan for expansion was approved by the Dubuque City Council and then received a nod from Iowa Economic Development Authority (IEDA) on August 18th.

Once announced, Greater Dubuque Development requested that the teams from Alliant Energy and Black Hills Energy work side-by-side with the City of Dubuque and the company's contractor during the site-review process and construction phase. Today, the company is within 30 days of transitioning to their new, state-of-the-art facility in the Dubuque Industrial Center West.

First we listen, then we act. That's how it works at Greater Dubuque Development.