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On the cover: Lance  
and Shannon Hummel,  
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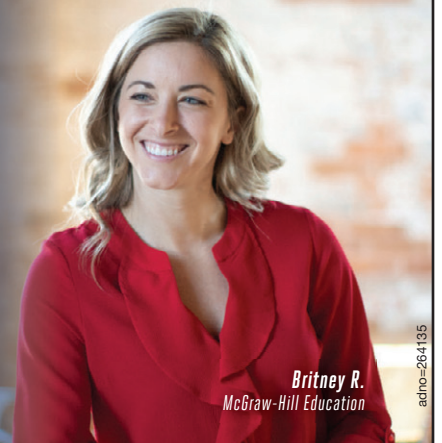
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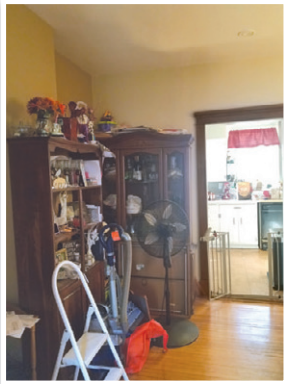
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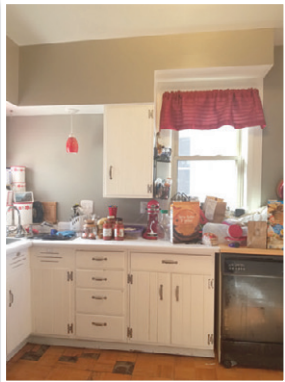


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Before



After

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On the cover

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## FROM THE CHAMBER PRESIDENT /CEO



**S**pring into action and grow your business! From aptly named cleaning rituals to study-free vacations, spring is a symbolic season of renewal and fresh beginnings. As we emerge from the clutches of a global pandemic that symbolism is more relevant than ever. As we welcome the new season and turn the page on COVID consider the opportunity to grow your business and spring into action with your Dubuque Area Chamber of Commerce.

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Remember, Chamber programs, events, committees and publications are business opportunities. Let the Dubuque Area Chamber of Commerce help you spring into action with a plan that is customized for you and your goals. Use the CQ as your tool for making those new contacts and introductions in the business community. Each issue is filled with opportunities to grow your network and thus grow your business.

*Molly Grover*

President & CEO, CCE, IOM  
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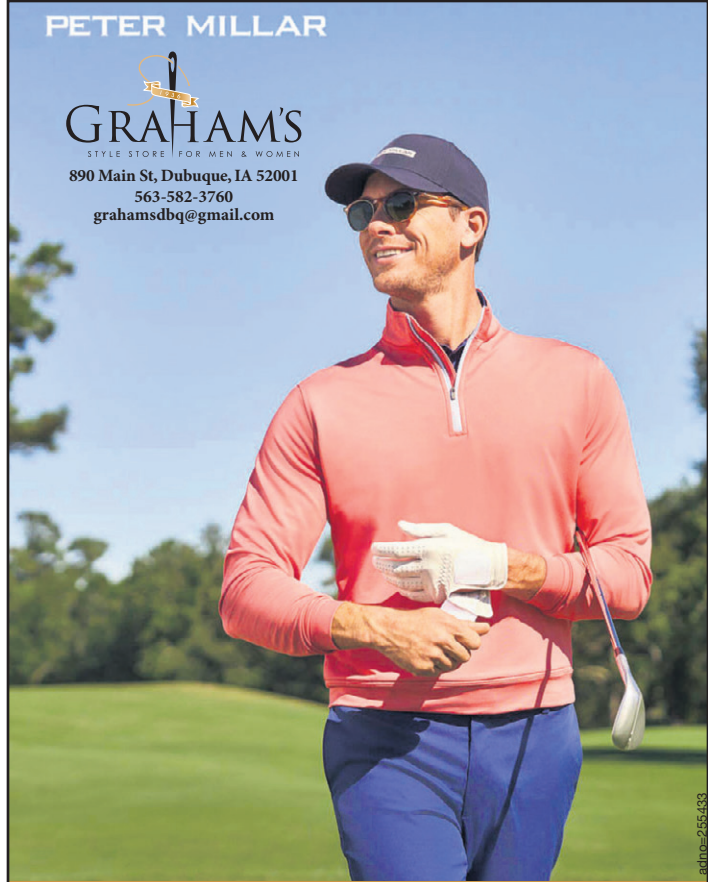
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# Welcome New Members



2/10/2022



2/9/2022



2/8/2022



2/1/2022



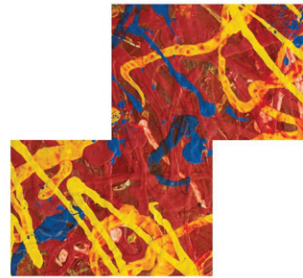
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1/18/2022



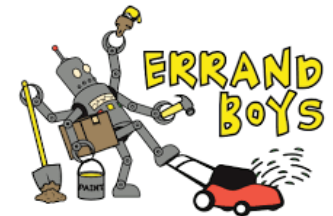
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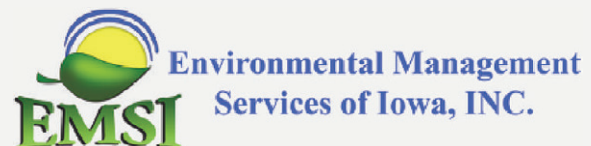
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# SIMPLY STRONG DUBUQUE IND





# MADE IN THE TRI-STATES

BY JILL CARLSON

**B**uying products made in the tri-states supports the local economy and provides employment for people within the community.

Meet a few of the companies that make their products locally:



A glimpse at local makers (from left):  
Berry Global, Higley Industries, Verena Street Coffee, Simmons Pet Food and Betty Jane Candies.



## HIGLEY INDUSTRIES

Open since 1923, Higley is a chemical manufacturer of household cleaners, hand soap/pumice soap, sanitizers, disinfectants and other home and commercial use products.

While the company has its local line of Higley products, most of what it makes is shipped under different labels.

One of the primary growth-drivers for the company is private and contract filling for major brands going into Walmart, Target and CVS.

"It is important to the company to be local because we love the tri-states, and manufacturing products locally and shipping them out is crucial to sustainability of any community," said Lance Hummel, president and CEO. "We found our niche filling the unusual items, such as catnip oil and ice melt, which are not as straightforward as a glass cleaner in a spray bottle."

The mission at Higley Industries is: "We strive to clean up our world through quality products at affordable prices while supporting and partnering with our community. At Higley, we want to be known for our generosity and focus on supporting our community and those in need."

The company recently moved to a new location and was able to expand their filling and mixing capabilities.

"Currently, we are able to fill containers from ½ ounce to 330 gallon totes," Hummel said.

The company sells products in spray bottles, gallon jugs, pouches, wall-hanging hand soap dispensers, wipes and other options. The company ships products to 50 states and Canada.

Hummel recommends that tri-state residents shop locally first and buy directly from Higley. The company also welcomes ideas for products or if you are selling a non-food liquid to contact Higley to see how they can help get your product to consumers.



Lance and Shannon Hummel are owners of Higley Industries.



Gene Fangman (left) and Jeremy Crubaugh put caps on bottles at Higley Industries.



Products at Higley Industries in Dyersville, Iowa.



Labels are applied to bottles at Higley Industries.





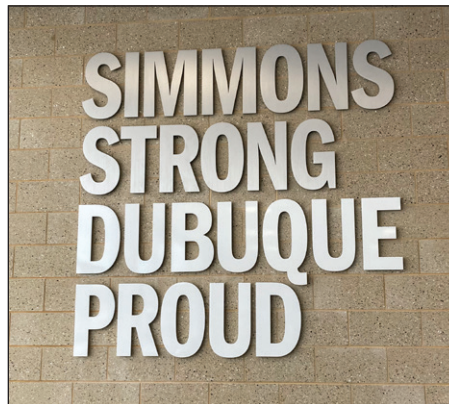
## SIMMONS PET FOOD

Simmons, a family owned pet food company based in Siloam Springs, Ark., opened its Dubuque location in July 2021.

The new facility will add production capacity for 5.5-ounce and 22-ounce canned wet foods to 168 million units. A second production line to be added in April 2022 at the Dubuque facility will bring total capacity to approximately 408 million units.

The 70-year-old company and its affiliates are leading suppliers of poultry, pet and animal nutrition products.

“Dubuque is a very strategic site for Simmons Pet Food,” said Doug Aldridge,



senior director of operations. “It allows us to be closer to our customers

geographically, and therefore, provide better service to our loyal customers. The Dubuque area also has the right talent pool for attracting team members that will make this site extremely successful. I’m a native Iowan and have worked here my entire career, our people are the difference.”

Simmons Pet Food selected Dubuque because of the high-quality workforce, existing infrastructure to support operations and a business-friendly economic development team.

Simmons officials also realized the City of Dubuque possessed a vibrant community spirit ideal for their team members and their families to live, work and play.

## VERENA STREET COFFEE

Cousins Eric Gantz and Michael Gantz opened Verena Street Coffee in December 2010. The first bags of coffee hit local store shelves on Jan. 6, 2011.

The coffee is roasted, blended, ground and packaged in Dubuque.

“We offer whole bean, ground and single cup coffee products in various package sizes,” said Eric Gantz. “Our coffee is sold in take-home packages in grocery stores, club stores and online. Our coffee is also brewed and ready to go at many regional employers and foodservice outlets, such as John Deere, Hy-Vee Fast & Fresh and other locations.”

The Gantz cousins have a goal to build the Verena Street brand into a powerful regional brand throughout the Midwest, and Dubuquers will be proud to call the brand their own.



“Our vision is to become the go-to coffee at work, at home and on-the-go for anyone tired of bitter, boring coffee,” Eric Gantz said. “You deserve high-quality, convenient and affordable coffee at home. Our unique blends are always freshly roasted to precise levels. Our light roasts are never too light (sour), and our dark roasts are never too dark (bitter).”

Verena Street Coffee beans are sourced via sustainable methods. The beans are artfully blended from different origins to make a unique recipe for each coffee. This offers a complexity of flavor and aroma that cannot be duplicated in any one bean origin.







President of Betty Jane Candies, Drew Siegert, stands outside the new location on John F. Kennedy Road.

## BETTY JANE CANDIES

A member of the Dubuque community for more than 80 years, Betty Jane Candies has many chocolaty choices to delight your sweet tooth. The Gremlin is their version of the “Turtle” confection. Made with pecans and homemade caramel covered in Betty Jane’s special blend of milk chocolate, the Gremlin is their signature and most popular piece.

Betty Jane Candies opened in 1938 and has been recognized as Top Culinary Gift in Iowa by People Magazine and as one of the best chocolate shops in America by Taste of Home.

Its candy also has been featured in Academy Awards gift bags, Grammy Awards gift bags and on ABC’s “Dancing with the Stars.”

“Iowans have been and continue to be a big part of our success,” said Drew Siegert, president of the company. “Dubuquers supported our store for decades, and Iowa’s own Hy-Vee was the first to give our snack line a chance.”

Betty Jane chocolates and snacks are available in the Dubuque flagship store, which recently relocated to John F. Kennedy Road, via the E-commerce store and more than 200 wholesale partners nationwide. Corporate gifts are also a large part of Betty Jane’s success.

“The JFK Road store opened in February, and it’s a great addition for our customers,” Siegert said. “It will also allow us to increase production capacity at our Asbury Road location. We have a second chocolate line coming in fall 2022 which will more than double our output.”



Siegert walks through the new location.



Employee Crystal Hefel carries in supplies at Betty Jane Candies.



Crystal Hefel wipes down display shelves at Betty Jane Candies.



# BERRY GLOBAL INC.

Berry is a family-oriented business that produces plastic bottles with different types of plastic resin.

Three processes — extrusion, injection and stretch blow molding — are used in production.

The company also does bottle-labeling for two customers.

Bottles are produced for many industries, including food, pharmaceutical, healthcare, lawn fertilizer and spirits.

The business originally opened in Peosta, Iowa, in August 1986 as Captive Plastics. Through acquisition, the business evolved to Berry Plastics in 2009.

“We have a large employee population that has 20-plus years of service and nine employees that have 30-plus years,” said Vyron Nelson, plant manager.

The company has not experienced a layoff in more than 20 years and always is looking for new people to join the Berry family to grow the business.

Berry Global focuses on sustainability and has a commitment to preventing pellet, flakes and powder loss of plastics in the environment by effectively disposing of these products.

“Our location is centrally located,



which is good for business as we have many customers in the Tri-States,” Nelson said. “We appreciate the Midwest work ethic, the family values and support we’ve received from the surrounding communities.”



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# NEW KID ON THE BLOCK

## *District 20 Supply Co.*



BY JILL CARLSON

**D**ennis Noel, Mike Schaul and Matt Timmerman, co-owners of District 20 Supply Co., and their team have 60 years of combined experience in design, screen printing, embroidery, heat transfer vinyl and sales and marketing.

The business opened in August 2020. Located in Dubuque's Historic Millwork District, the owners wanted to incorporate "district" in the name. The "20" came from the year the business began.

Noel and Schaul grew up in Dubuque, Timmerman in Cuba City, Wis.





**Dennis Noel**

“Growing up in Dubuque, I’ve been involved in the community and built many relationships with athletic teams, schools, organizations and businesses,” Noel said. “It gave me the support and push needed to start District 20 as I envisioned one day starting my own business.”

The main product offered at District 20 is custom ap-



**Mike Schaul**

parel for events, businesses, schools, clubs, athletic teams and others. An online store is offered to make ordering easier for these entities.

District 20 also has promotional and marketing products and can help businesses with logo creation or rebranding.

As a member of the Dubuque Chamber since



**Matt Timmerman**

2021, Noel said there are many benefits of being a Chamber member.

“We love connecting with other businesses, along with being informed and a part of networking opportunities in the Chamber community,” Noel said.

The business works with major brands including Columbia, Under Armour,

Champion, Spyder, Eddie Bauer, Puma and others to provide high-quality products as the base for screen printing and embroidery services.

Design services are available so that customers receive help designing a logo or refreshing a current logo. Free samples are offered so that customers can see the options prior to placing an order.

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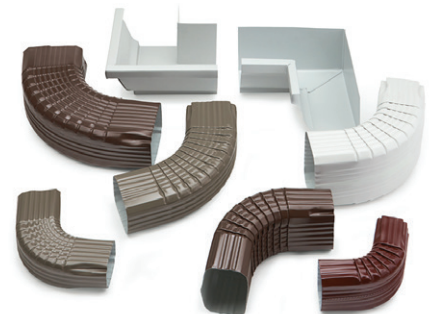
# BEEN AROUND THE BLOCK

## *Klauer Manufacturing Co.*

BY JILL CARLSON

**C**locking in at 152 years old, Klauer Manufacturing Co. has not only been around the block in terms of longevity but also because when you stroll down the block, chances are you're looking at the premium sheet metal building products the company makes.

Peter Klauer opened the business in 1870 as a hardware store and tin shop on Iowa Street. Cook and parlor stoves, galvanized iron cornices, tin and slate roofing, metal gutters and gutter hangers were crafted by hand at the shop.





In 1896, Klauer purchased a machine to quickly and efficiently manufacture products that could be sold to contractors and jobbers, opening the door to the manufacturing realm.

Operations were moved to a new factory on Ninth Street in 1904, providing more room for production of decorative ceiling tiles, cornices, sheet metal roofs and gutters, metal castings and other products.

William H. Klauer presided over the company after his father, Peter Klauer, passed away.

The company thrived under William H., allowing it to purchase a metal products business in Waterloo, Iowa, which manufactured rooftop ventilators for factories, barns and hog houses, in 1927.

William H. secured the rights to make and market a rotary snowplow named the SnoGo in 1927. The SnoGo



gained popularity in the 1930s and 1940s.

“They were sold all over the United States and were in demand by the U.S. military,” said Kristen Klauer Igo, marketing manager. “The SnoGo became part of the war effort during WWII as it was used on established and new bases and airfields.”

The SnoGo division was sold to another company in 2000.

With the addition of the

new products, a second factory was purchased at 26th and Washington streets, which is used by the company today.

Along with two other facilities in Dubuque, the company has more than 300,000 square feet of space where 150 Klauer employees work.

Igo’s grandfather, William J. Klauer, became president in 1964, leading the company until 1984 when his son, William R. Klauer, took the reins. Michael Klauer, Igo’s broth-

er, has served as president since 2018, making him the fifth generation to lead the company.

Klauer Manufacturing Co. continues to innovate and keeps up with changes in building products.

The Klauer mission statement, “To enable our customers to win through the quality, consistency, and predictability of everything we do, while providing a safe and family-oriented working environment for all,” conveys the customer service and employee support provided by the company.

The company also has cultural values: Safety, attitude, effort and accountability that support pride in safety; being part of the team and having fun; understanding mistakes are learning opportunities; working hard and thinking smarter; and taking pride in work and the company, among others.

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# THROUGH THE CAMERA LENS



Dubuque City Manager Mike Van Milligen presented at Power Hour on Jan. 18th to explain the importance of Tax Increment Financing (TIF).



The Young Professionals were delighted to have Amanda Goodman present at the January YP Luncheon at the Holiday Inn. Amanda is an Emmy-award-winning journalist and Executive Director of Family & Children's Council of Black Hawk County.



# THROUGH THE CAMERA LENS



Elliot Eisenberg, PH.D., also known as The Bowtie Economist, gave us a national forecast of the economy at our Forecast Luncheon on Jan. 25, 2022.



**Dr Peter Orazem from Iowa State University and currently serving as University Professor of Economics and Director of the Program for the Study of Midwest Markets and Entrepreneurship, presented us with the regional economic outlook at our Forecast Luncheon in January.**





# THROUGH THE CAMERA LENS

YP hosted Wendy Knight, Vice President of Institutional Effectiveness & Advancement, Northeast Iowa Community College, and Founder & Collaborative Strategist, Focus Forward, who presented, "Making the World a better place to work, one leader at a time. Building emotional intelligence with GRACE."



Attendees at YP Night at the Museum, held at the Dubuque Museum of Art (DuMA) on Jan. 27, 2022, listen to presenters from DuMA and event sponsor, Barton Wealth Management.



# THROUGH THE CAMERA LENS



At the February YP Luncheon, presenter Wendy Knight had the attendees engage with each other answering different questions in regards to emotional intelligence.



Alex Baum, Community Foundation of Greater Dubuque, and Anderson Sainci, City of Dubuque, presented at February Power Hour on “Local Data, Household Costs, and Their Implication for Dubuque-Area Businesses.”





# THROUGH THE CAMERA LENS



City of Dubuque Mayor Brad Cavanagh and Dubuque City Manager Mike Van Milligen posed for a photo with the Leadership Dubuque class of 2021 as part of their day learning about Local Government.



110 YP members attended the January YP Luncheon featuring Amanda Goodman.





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# RIBBON CUTTINGS



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Ribbon Cutting Date: 11/19/21  
333 E. 10th St., No. 103, 52001



## Nothing Bundt Cakes

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Ribbon Cutting Date: 2/4/21  
190 John F. Kennedy Road, Suite C, 52002



## Clarity Clinic - The Tree of Life Education Center

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Ribbon Cutting Date: 11/18/21  
3365 Hillcrest Road, 52002



# RIBBON CUTTINGS



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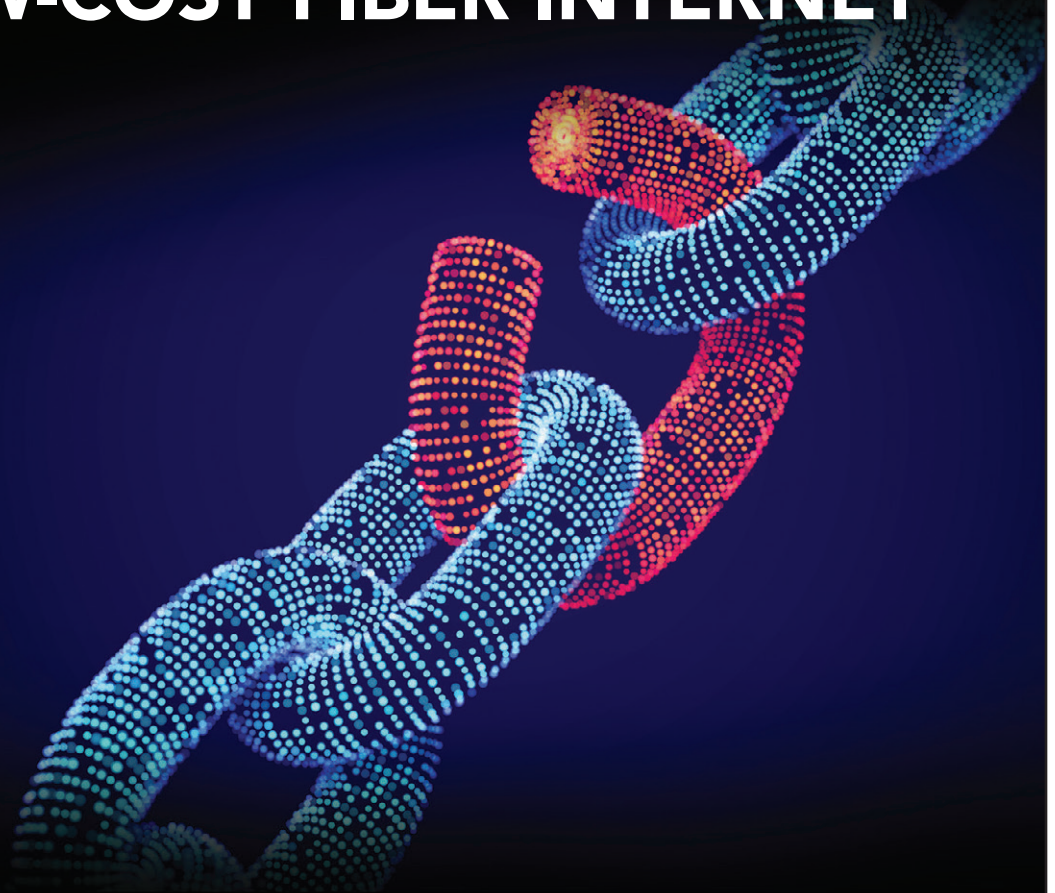
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