**Jessica Dunker  
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**Summary:**

I have spent 27 years working in leadership positions within, and as a consultant to, non-profit and for-profit organizations. I quickly find myself becoming passionate about my clients’ and employers’ products and services, as well as their missions. That energy is reflected in the quality and caliber of the work I produce. I am an equally passionate volunteer and am currently working extensively with Des Moines’ refugee population as a church advocate and Wednesday program director for girls grades 7-12.

**Management/Executive Leadership**

* Currently, President/CEO, Iowa Restaurant Association, a 600+ member non-profit trade Association as well as its charitable foundation
* Operated an independent marketing consulting firm for 12+ years with clients across the United States and Asia
* Director of Marketing, CE Software, $15million tech company, West Des Moines, IA, managed a team of 20
* Manager of Domestic and International Public Relations, Ungermann-Bass, San Jose, CA, $100 million subsidiary of Tandem Computers, managed a team of 8, plus international programs in 5 countries
* Founder and Board President, Ruth Harbor, non-profit home for unwed mothers, Des Moines, IA
* Board Secretary and Director, Iowa Christian Academy, private school, West Des Moines, IA
* Board Director, Kingdom Volleyball Academy, private sports club, Ankeny, IA

**Association Experience**

* Work with the National Restaurant Association, Council of State Restaurant Associations and other Iowa business Associations on key business and legislative initiatives that impact hospitality operators across the state and country
* As a consultant worked with the Iowa Grocery Industry Association for three years developing press and legislative messages and communication strategies as well as providing marketing program support
* Worked with the Iowa Retail Federation and Iowa Grocery Industry Association to roll-out statewide MethWatch Program
* Frequent speaker at Iowa Society of Association Executives programs and events

**Legislative and Advocacy**

* Have been a visible and active advocate on legislative, regulatory, and business issues that impact Iowa’s restaurant and tavern industry including infusion, DRAM legislation, wage issues, credit card fees and more
* As a consultant, worked with the Boards of the Iowa Restaurant Association and Iowa Grocery Industry Association on framing legislative messages for media and public, developed legislative primers
* Invited state and national legislators and candidates to participate in events and publications of the Iowa Restaurant Association and Iowa Grocery Industry Association, worked with their staffs to coordinate participation
* Represented the Iowa Restaurant Association as “legislative speaker” at peer-to-peer events
* Serve as spokesperson for Iowa Restaurant Association on an “as needed “ basis including recent WHO radio appearance

**Communications**

* Have served as editor and writer for past nine years of Food and Beverage Iowa Business Quarterly, an Association publication providing me the opportunity to study and write about the
* Frequent public speaker to a range of audiences on business and education topics. Serve as the media spokesperson for Iowa’s restaurant industry.
* Served as marketing arm for multiple restaurant and hospitality clients including Des Moines Embassy Club, Gateway Market, and Jon Anderson White Riverboat

**Fundraising**

* Development Director, Iowa Christian Academy, raised $250,000 per year primarily through one-on-one meetings with donors, worked with Board to restructure program to refinance building, raising $1.1 million over 3 years
* Development Chair, Ruth Harbor , raised $500,000 over 3 years in initial support to build home for unwed mothers
* Frequent keynote speaker for annual fundraising banquets of group home and ministry organizations across the United States

**Non-Profit**

* One of the founders of Ruth Harbor, home for unwed mothers, filed 501( c) 3 documents, established by-laws and articles of incorporation, purchased property, developed operating budget, hired staff and created policies and procedures
* Member of first-year Board of Directors for Iowa Christian Academy, led committees, served as media spokesperson, helped establish and communicate mission, vision and imperatives statements, integrally involved with budget and donation models
* Served on the Board of Directors for Wildwood Hills Ranch
* Currently serving on the Board of Administration of Zion Lutheran Church
* Just nominated to slate of officers for Iowa Chapter of National Organization of Women Business Owners

**Volunteer Activities**

* Currently integrally involved in the STARs refugee outreach program. Work in large group format and one-on-one with refugee families in the greater Des Moines area. Serve as an advocate attending school conferences, doctors appointments, and helping arrange services. In large group format developed a curriculum focused on helping the girls understand and see their choices.