

*From Marc Gullickson  
President, Iowa*



## *15 Years and Counting...*

Ryan made its Cedar Rapids debut in November 1990 as the company's first satellite office. The decision came after much soul searching. While the company's owners saw opportunity in the Iowa move, they were concerned about establishing and maintaining the organization's culture and proven business model in a new state.

Ryan's first challenge was to revitalize a downtown project that had long been dormant. Ryan's success on the Town Centre complex became the launching pad for what is now a \$100-million market for the company and includes offices in Davenport and Des Moines.

What can we make of those 15 years? Ryan is proud of the satellite template formed in Iowa, which has since been applied in Phoenix, Chicago and San Diego and will be again in Tampa. While the template is impressive, the legacy of lasting relationships with customers like Alliant Energy, Mercy Medical Center, Deere & Company and many others is even more so.

On this 15th anniversary, Ryan Iowa looks confidently forward as *Building Lasting Relationships* remains our primary mission.