

DIANE C. LUPKE, CEcD, FM

REPRESENTATIVE EXPERIENCE

Ms. Diane Lupke, President, Lupke & Associates, has more than 25 years of experience in management, and program and policy development in all aspects of community economic development, working at the federal, state, and local levels of government with businesses, non-profit corporations, and private foundations. She has provided technical assistance to more than seventy-five cities, states, and non-profit organizations in governance, strategic planning, work force development, housing, job creation, and neighborhood revitalization. Ms. Lupke has special expertise in working with distressed communities, in particular Empowerment Zones, Enterprise Communities, and State-designated Enterprise Zones.

Selected Technical Assistance

Seed Capital – Managed State of Illinois Fund of Funds seed capital initiative. Identified seed funds and seed stage angel investors throughout the State of Illinois; developed fund questionnaire; interviewed fund managers and investors; and recommended funds for investment by the State.

Legislative Initiatives – Drafted legislation creating venture capital fund through a tax credit vehicle for the State of North Dakota. Tax credit encouraged investment in a fund and made venture capital available for investment in distressed areas of North Dakota.

Neighborhood Market Analysis – Analyzed commercial, office, and housing markets in Northwest Indiana to identify strategic opportunities. Uncovered \$75 million market opportunity representing more than 250,000 square feet of retail space. Provided technical assistance to Main Street and other non-profits to enhance development opportunities to benefit residents and existing businesses.

Strategic Planning - Designed and facilitated a strategic planning process and development of strategic plans for ten community development corporations in Indianapolis, Indiana funded by Indianapolis Neighborhood Housing Partnership to further the development of the organizations, build the capacity of neighborhood residents, and develop consensus on courses of action for the neighborhoods.

Program Design and Implementation- Designed and implemented \$5.2 million grant program for Lilly Endowment, Inc. Provided technical assistance to the Endowment and its fourteen grantees on program management, budgeting, strategic planning, project development, and implementation.

Project Workouts and Restructuring - Provided direct technical assistance to non-designated Empowerment Zone and Enterprise Community Applicants for the U.S. Department of HUD Field Offices in Ohio and Los Angeles to advance their strategic plans without designation. Provided best practices models, developed alternative program designs, and identified potential project partners.

Project Management

Co-managed \$1.5 million contract with the U.S. Department of Housing and Urban Development to provide technical assistance and training to State-designated enterprise zones. Managed budget and staff for eight subcontracting firms and independent consultants.

Managed professional technical assistance under a \$750,000 contract with the Gary Urban Enterprise Association to provide technical assistance in the packaging and construction of new housing, industrial retention and recruitment, commercial development, design and development of employment and training programs, and general management assistance.

Training

Developed two one-day and three one-half day training modules and organized five regional training sessions for U.S. Department of Housing & Urban Development. Training topics included: management & design; marketing; strategic planning; jobs for zone residents; and micro-enterprise development.

Developed course materials and taught sessions on strategic planning, entrepreneurial development, neighborhood market analysis, federal tools, and consensus building for the courses “Introduction to Economic Development” and “Neighborhood Development” for the International Economic Development Council; and “Federal Tools” for the Economic Development Institute, University of Oklahoma.

EMPLOYMENT HISTORY

Indiana University	Adjunct Professor	2002 - 2003
Lupke & Associates	President	1990 - Present
Trustcorp Bank	Project Manager	1987 - 1990
Indiana Enterprise Zone Board	Director	1984 - 1987
Indiana Enterprise Zone Commission	Director	1982 - 1983
Indiana University	Research Associate	1980 - 1982

EDUCATION

- 1982 MPA, Concentration in Planning
School of Public & Environmental Affairs, Indiana University, Bloomington, Indiana
- 1980 BA, Concentration in Public and Private Management
Earlham College, Richmond, Indiana
- 1978 Concentration in Organizational Behavior and Business Management
School of Management, Boston University, Boston, Massachusetts

SELECTED SPEECHES, PAPERS, AND PUBLICATIONS

“Financing Entrepreneurship” paper in “Knowledge Based Entrepreneurship”, EffeElle Editori Srl, Cento-Ferrara, Italy, May 2005

“Financing Entrepreneurship in Distressed Urban Areas” chapter in “Entrepreneurship: A Catalyst for Urban Regeneration” published by Organisation for Economic Cooperation and Development, Paris, France, December 2004

“Financing Entrepreneurship” paper presented at Baltic Dynamics 2004, Riga, Latvia, September 2004

“New Markets Tax Credits” article published in Journal of Multi-State Taxation and Incentives, November 2003

“Financing Entrepreneurship in Distressed Areas” paper presented at Organisation for Economic Cooperation and Development conference, Rome, Italy, September, 2003

Using Tax Credits to Support Economic Development, British Urban Regeneration Association, London, England, November 2002

Statement to the U.S. House of Representatives on Empowerment Zones and Enterprise Communities, Ways and Means Committee, Subcommittee on Oversight, October 1998

“Compassion and Capital: Strategies for Economic Opportunity funded by Foundations” essay, October 1996

“Private Sector Initiatives in Work Force Development” presented at the National Council for Urban Economic Development Washington Forum, Washington DC, March 1996.

“Enterprise Zones: The Indiana Experience” Forum for Applied Research, Fall 1995

“From Enterprise to Empowerment: Lessons Learned in State-Designated Enterprise Zones” monograph, prepared for the U.S. Department of Housing & Urban Development, 1994

“Enterprise Zones: The Indiana Experience” paper, presented at the Hudson Institute, Enterprise Zones: Rebuilding Urban Communities, Indianapolis, Indiana, October, 1993

“Foundations as Partners in Community Development” presented at the Indiana Donors Alliance annual conference, Indianapolis, Indiana, November 1991

“Taming Dinosaurs: How to Handle Obsolete Industrial Buildings” National Association of Housing and Development Officials, New Orleans, Louisiana, September 1987

“Does Entrepreneurship Have a Place in Enterprise Zones?” Business Facilities, July 1987

PROFESSIONAL AFFILIATIONS

Board of Directors, International Economic Development Council

Editor, Journal of Multi-state Taxation and Incentives

Secretary, Evanston Community Development Corporation

Board of Advisors, Local Policy Journal

Community Works Advisory Committee, Evanston Community Foundation