

GDCDA Annual Report 2016-2017

Prepared by



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Letter from the President

Dear Alliance Stakeholders;

Dallas County was again the fastest growing county in the State of Iowa this year, as well as the 5th fastest growing county in the nation. The continuous growth rate only makes the Greater Dallas County region a more popular option to live, work, and play. The Alliance team is determined to continue assisting local communities and businesses to ensure continued success in the area.

The Alliance has an excellent track record in assisting the Dallas County region with landing projects, retaining and attracting business and jobs, and assisting our communities in achieving their local vision through the Community Development program. We are excited to see what the future holds for our agency as we continue to look forward and stay ahead of the curve in economic development for this region.

I strongly encourage you to continue your support to the Alliance, which will support us in the services we provide for economic development activities, and the exciting growth of this Greater Dallas County region. We look forward to continuing our excellent service and partnering with you to create sustainable growth for this region.

Thank you for your support

Brad Long
President



PURPOSE OF REPORT

The Greater Dallas County Development Alliance prepared this annual report to showcase the organization's activities and accomplishments during the 2016-2017 year. The report is also intended to be an economic development marketing piece for Dallas County and features the achievements of local companies, entrepreneurs and key allies.

MISSION STATEMENT

Our mission is to create positive impacts on economic, social and environmental aspects of the Dallas County, Iowa region.

By working closely with our local communities, businesses and partners to enhance community attributes, retain and expand local business and foster new business investments.

The Greater Dallas County Development Alliance is a not-for-profit economic development organization founded in 1987, serving the fastest growing county in the state of Iowa.

Partners and Investors

Executive Committee

Brad Long
President

Clyde Evans
Past President

Alex Broderick
Secretary

Russ Schroeder
Treasurer

Ted Brackett
Vice President

Deb Calvert
Vice President

Deb Lucht
Vice President

Mark Hanson
Vice President

Wayne McKinney
Vice President

Board of Directors

American Trust Bank

Bolten and Menk

Bullock Brokerage

City of Adel

City of Perry

City of Van Meter

Construction Materials Testing (CMT)

Dallas County

Diligent Development

DMACC

DuPont Pioneer

Hi-Bred International

Hubbell Realty/CBRE

Hy-Line International

Impact 7G

Iowa Health Systems

Knapp Properties

KW Commercial

McClure Engineering

Microsoft

MidAmerican Energy Company

mi-fiber.net

Minburn Communications

Neumann Brothers

PEDI

Percival Scientific

Raccoon Valley Bank

Rasmussen Group

Roth Products

Samuels Group

Septagon Construction

Shive-Hattery

Signature Real Estate Services

West Bank

West Des Moines

West Grand Business Park

Community Members

Dallas County

Adel

Bouton

Dallas Center

Dawson

DeSoto

Dexter

Granger

Minburn

Perry

Redfield

Van Meter

West Des Moines

Woodward

STAFF

Linda Wunsch
CEcD, EDFP, LEED AP
Executive Director

Julie Johnson
LEED AP
Project Manager

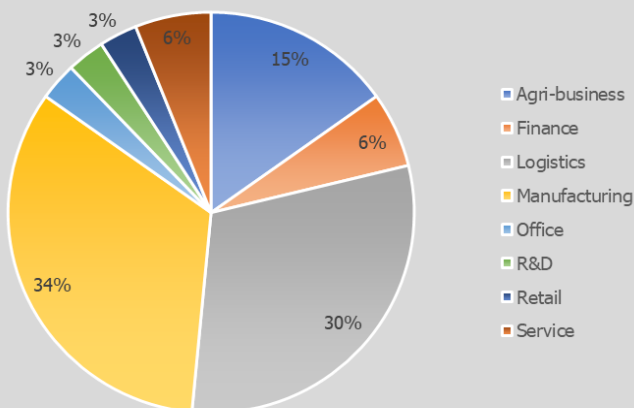
Jeremy Voss
MBA
Project Manager

Business Attraction

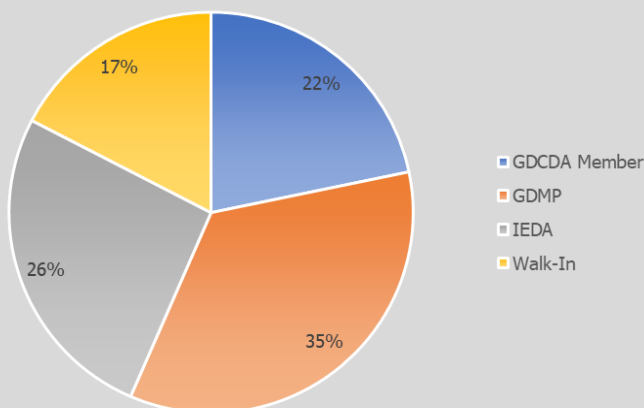
GDCDA's business attraction efforts recruit new businesses to our community by developing and maintaining strategic relationships with site consultants and prospective businesses.

In 2016-2017, GDCDA responded to 31 new prospects. In the past year, 12 prospects have announced development plans in Dallas County and 47 total prospects still actively considering projects in the county.

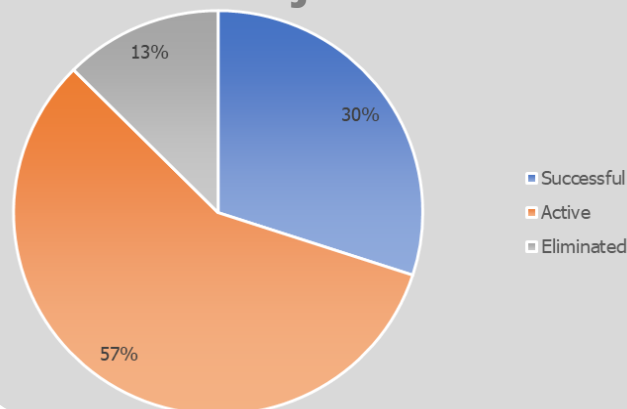
Project Industry



Sources of Leads



Status of Projects



Apple Invests in Iowa

In August, Apple Inc. announced plans to build a 400,000 Sq. Ft., state-of-the-art data center in Waukee, Iowa, to better serve North American users of iMessage, Siri, the App Store and other Apple services. Like all Apple data centers, the new facility will run entirely on renewable energy from day one.

Apple's investment of \$1.3 billion will create over 550 construction and operations jobs in the Des Moines area, and the company is contributing up to \$100 million to a newly created Public Improvement Fund dedicated to community development and infrastructure around Waukee.

Business Attraction & Expansion Successes

Hy-Line International
J. Pettiecord Inc.
Hy-Vee Locker Systems
Valley Junction Rail Brewery
Potter Poultry
Microsoft Inc.
Apple Inc.
MidAmerican Energy
IAA
EW Nutrition
Tyson

Marketing Efforts

GDCDA utilizes several marketing avenues in order to promote and grow local economies.

EW Nutrition Expanding in Dallas County



With the official ground breaking ceremony for a new production plant EW Nutrition continues its successful development from the previous years. On Wednesday, August 23, 2017 the construction phase for the new manufacturing facility was launched. The new manufacturing site allows higher production volumes of existing product lines and development of new innovative technologies for the American market. This will result in EW Nutrition providing many more excellent jobs to the local marketplace.

The company, with its global headquarters in Germany, plans the production of classical feed additives and specialized new and innovative supplements that are based on secondary plant compounds. The initial phase of the new location will also include a QC/product development laboratory, a logistic and warehousing unit plus a new office building. "We estimate that the number of employees will increase by 10 people by 2020," explained Mark Richards, president of EW Nutrition.

EW is a sister organization of Hy-Line International and VALO BioMedia North America, both of which have recently expanded or have plans to expand in Dallas County.

GDCDA actively markets Dallas County and the Des Moines Metro Area to prospective businesses and site consultants at industry trade shows. The goal of these efforts is to develop leads on new projects that may have an interest in locating to our communities.

In 2016-2017, the Economic Development staff marketed Dallas County at several trade shows, and conferences including:

SSG	SIOR
Data Center World Global	IEDC Leadership
Janice Forum	IEDC Annual Conference
HostingCon	PDI
2017 Solheim Cup	SMART Conference

GDCDA would like to thank the following for patronage to the Alliance and dedication to the Greater Dallas County region. We as an organization would be unable to market Dallas County, the cities and communities within, or the local businesses without the assistance of these very generous sponsors.

Dallas County Board of Supervisors	
McClure Engineering	City of Van Meter
Diligent Development	City of Perry
The Greater Des Moines Partnership	

Wealth Creation

One of the goals of GDCDA is building the wealth of all citizens, all business, and all communities in Dallas County.

From 2016 to 2017, GDCDA assisted eleven businesses in retention, expansion, and development in Dallas County. These efforts led to



536 New Jobs



Over \$7.5 million in wages



**\$2,970,472,220 in
Capital Investment into
Dallas County**

Workforce Development

The lack of a qualified labor pool is a primary concern of many companies in the U.S. In the center of the country, however, the problem is even more prevalent. The unemployment rate for the Des Moines Metro Area is 2.9%, 2.7% for Dallas County and 4.1% for Iowa as a whole, which all are below the national average of 4.8% (U.S. Bureau of Labor Statistics, Sept. 11, 2017). Though low unemployment is usually a measure of an economically healthy region, in an area expanding as quickly as Dallas County, the current supply of labor cannot fill the demand that employers have.

As a result, GDCDA has partnered with several state agencies to market the region and the opportunity within to a wide audience. Additionally, GDCDA has worked closely with several local companies, DMACC, and the State of Iowa to incentivize companies looking to add more technology to their workplace. This re-training can be general or company/system specific and is provided through the Workforce Training and Economic Development Fund (WTEDF), 260E, and 260F.

**A special thanks to our Fall 2016 Interns
Dalton Cross and Isaac Frazier.
GDCDA appreciates all your help.**

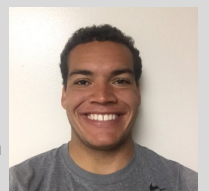
"I recently graduated from Simpson College with majors in Actuarial Science and Economics: Finance along with minors in Computer Science and Business Management."

Dalton Cross



"I am a soon to be Simpson graduate with a double major in economics and management. I hope to use these skills to find a place in a business in the Des Moines area, possibly in data analysis. My internship at GDCDA gave me some good professional experience that I feel will help me in my upcoming job search."

Isaac Frazier



Business Retention and Expansion

Dallas County business retention and expansion programs support the viability and growth of companies already in our community.

Tyson Fresh Meats Expands in Perry

Tyson Fresh Meats in Perry is in the process of adding a 13,000 Sq. Ft. building expansion in order to adopt a modernized process for harvesting hogs. This expansion requires a truck turn-around area on the north side of the facility so that outgoing trucks can access the facilities loadout areas.

GDCDA staff became aware of a desire to expand during a BR&E. Upon learning of the need to grow, GDCDA went to work on packaging incentives and finding grant money. One option, an option Tyson has decided to take advantage of, is the retraining and training of employees through the WTEDF.

Additional information provided by *The Perry Chief*

GDCDA uses its Business Retention and Expansion (BR&E) program as a way of maintaining good relationships and communication with existing companies in the community. The goal of the program is to support local businesses by helping them solve problems and eliminate barriers that undermine their overall success and growth in Dallas County.

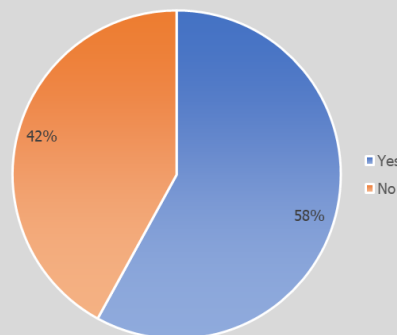
BR&E

Alliance staff arranges face-to-face BR&E visits with local businesses to gain a deeper understanding of any needs or challenges they may be facing. If an issue is identified, staff works to provide a variety of support services. The Alliance also uses the visits to market available state and local resources to support local businesses. The Alliance also reaches out to those business owners too busy for personal meetings via email and phone to make sure the businesses have as many opportunities as possible to voice concerns.

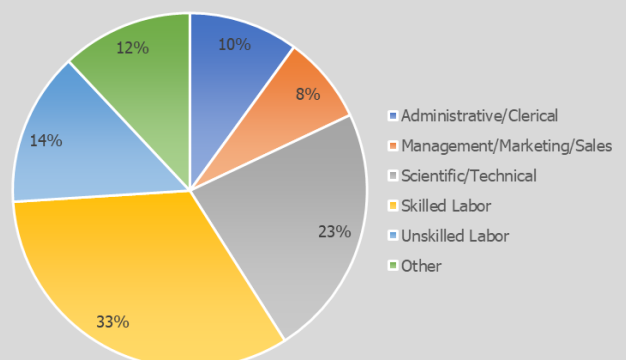
In 2016-2017, the Alliance and partners visited 72 companies, 45 of which required follow up information or services. In the past three years, companies supported through the program announced expansion plans that will result in 346 new jobs and an estimated \$1.7 billion in new private investment

Interesting Results from BR&E Visits

Do You Plan Expanding in the Next 3 Years?



What Skills/Positions Do You Have Difficulty Recruiting?



Real Estate Development

Dallas County Development's real estate development and re-use initiatives ensure that Dallas County has adequate infrastructure, Certified Sites and buildings to support economic growth.



Companies looking to build new facilities are searching for sites that are suitable for development and relatively risk free. Certified sites fill the demand for project-ready industrial sites, making the decision to locate in Iowa easy.

Iowa's Certified Sites program, designed and implemented by the nationally recognized site selection firm McCallum Sweeney Consulting (MSC), parallels a typical site location process. A credentialed Iowa Certified Site has relevant site-related data and documentation accumulated and is designated as "development-ready".

Woodward Eco-Business Park

The 1st Sustainable Certified Site

The Woodward, Iowa site is comprised of a total of 463 acres and is situated at the junctions of Hwy 210 & 141. Approximately 150 acres will be certified for business development with the remaining acres to be support services and housing, all of which will be adhering to sustainable development. Mayor Brain Devick of Woodward stated "This pilot project is a first of its kind in the Nation and will put Woodward on the map. A key point of this new category is the requirement to develop and adopt covenants that will provide strong guidance for the future development of the Green Business Park. We are very excited to start the process of the new certification".

Craig DeHoet, Woodward Economic Development and City Council member stated "This new classification of 'green certification' recognizes the importance of reducing the environmental impact of development. The diversification this will provide to the Woodward economy is something we have planned and dreamed of for years." In addition to sustainable building requirements, there are plans to build a solar array and wind turbine to provide renewable energy for residents of the business park.

Dallas County Certified® Sites

Perry Industrial Park

Woodward Eco-Business Park

West Metro I-80 Rail Park

Van Meter Vision Park

Creating Opportunity

GDCDA strives to create more opportunity by opening up acres for development, assisting in the expansion of infrastructure, and addressing the factors that result in projects lost.

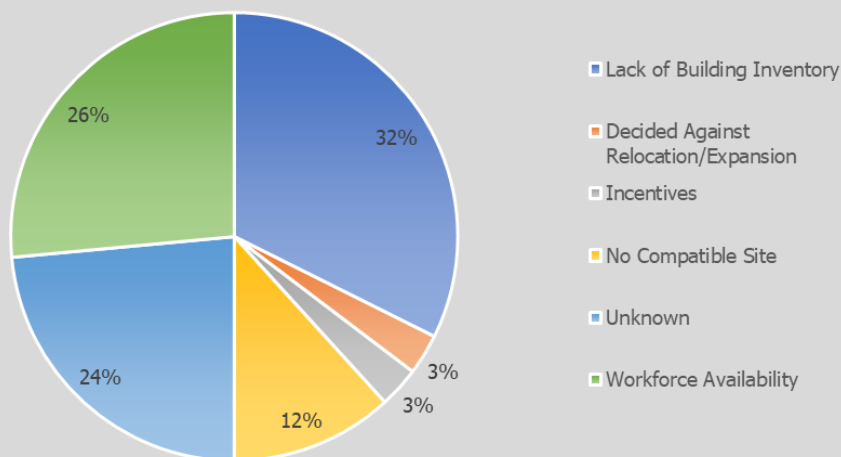
Increasing Opportunity

Although Greater Dallas County Economic Development has had a banner year, we also understand the need for constant improvement in this ever changing industry. GDCDA staff is always evaluating “elimination” data in to find trends and address shortcomings of our region.

When companies that are looking to locate/relocate to Dallas county and choose an alternative area, GDCDA rarely receives the factors that lead to our elimination. From the reasons we have received, two trends are evident. The first, covered earlier, is Workforce. The second most given reason for Dallas County being eliminated is building inventory.

As a result, GDCDA is actively reaching out to partners and partners communities to build an more accurate and detailed database for available properties. We also assisted Perry Economic Development in collaboration with IADG and Minburn Telecom writing a USDA grant to aid in financing a “shell building.”

Elimination Reason



Dallas County Announces New Law Enforcement Center and Health and Human Service Offices

Voters overwhelmingly approved a new \$22.9 million Law Enforcement Center for Iowa's fastest growing county in a special election Tuesday, May 2nd 2017. The bond referendum garnered 77.19 percent yes votes, according to unofficial results from the Dallas County Auditor's Office.

The new 56,670 Sq. Ft. correctional facility will have 130 beds with room for future expansion. It will be located on the eastern edge of Adel along Hwy. 6, about two miles from the existing location, and will include space for jail administration, sheriff's department staff and inmates' initial court appearances.

Ground could break on the new facility this fall and will take about two years to complete. The old jail, which has a sally port for secure and controlled entry, could be renovated to accommodate a new courtroom in the future.

In addition, Dallas County has seen the historic 'Poor Farm' north of Adel renovated in order to house the county's Health and Human Services Department. The historic character of the building's exterior was maintained, but crews gutted the interior to convert the old residential facility to an office environment.

Dallas County purchased 160 acres in 1869 to establish a "poor farm" to house people who were unable to care for themselves and who had no family willing to keep them. Most Iowa counties had at least one such "poor farm," and over time most evolved into places for people with mental disabilities or illnesses.

The Dallas County farm eventually grew to 562 acres. The existing two-story brick building was constructed in the 1930s as part of the Depression-era Works Project Administration.

Top 10 City to Live and Work

Robert Half Career Index, 2016

#2 Best City for Jobs

Forbes, 2015

#3 Top Cities for New College Graduates

SmartAsset, 2015

#4 Most Pro-Business City In America

MarketWatch, 2015

#1 Best Affordable Place to Live in the U.S.

U.S. News and World Report, 2017

#9 Best Places to Live in the U.S.

U.S. News and World Report, 2017

#4 Best City for Young Families

ValuePenguin.com, 2016

Best City for the Middle Class

BusinessInsider.com. 2016

#3 Best City for Retirement in America

Bankrate, 2017

Top 25 Cities for Young Entrepreneurs, Des Moines/West Des Moines

Property Casualty360.com, 2016

#4 Best Mid-Sized City to Make a Living

Money Geek, 2016

#2 Top U.S. City to Land Work

NBC News, 2015