

GREATER DALLAS COUNTY
DEVELOPMENT ALLIANCE
ANNUAL REPORT 2010

GREATER DALLAS COUNTY DEVELOPMENT ALLIANCE

The Greater Dallas County region continues to be a popular option to live, work and play. The 2010 Census results due later this year will verify the impressive growth this area has achieved in the past decade. The Alliance team is determined to continue assisting with the success of this area.

The Alliance assisted with 6 completed economic development projects in the 09-10 Fiscal Year, resulting in an estimated capital investment of over \$20 million and retaining over 400 jobs and creating over 200 jobs. Project activity is not explosive with the current down economy, though The Alliance continues to work with businesses needing assistance for growth. We are also assisting many companies who plan to implement growth plans once economic conditions improve. Currently, The Alliance is working 8 active projects with high interest in our service territory and 67 pending projects.

I strongly encourage you to continue your support to The Alliance for economic development activities, which in turn will stimulate the Greater Dallas County region for future growth and prosperity. The Alliance will pledge to continue promoting and utilizing the area's economic opportunities supported by our business climate, highly skilled workforce, and excellent quality of life.

Thank you for your continued support,
Bob Ockerman
President
Greater Dallas County Development Alliance

GREATER DALLAS COUNTY DEVELOPMENT ALLIANCE

WE PARTNER WITH LOCAL COMMUNITIES

- Provide technical assistance, including grant writing services.
- Serve as an information resource.
- Support marketing efforts—including representation on our website.
- Maintain LOIS inventory of available buildings and sites.
- Provide representation of available buildings and sites to prospects considering a location within our service territory.
- Provide professionally trained staff to:
 - * Consult on a confidential basis including company consultation and strategies to enhance growth and community sustainability enhancements.
 - * Serve as liaison with appropriate state agencies, local development groups and brokers and developers.
 - * Identify financial assistance and available incentives to make a business location in Iowa a reality.

The mission of the Alliance is to retain, stimulate and facilitate targeted high-wage, high-growth business investments in the communities served.

ALLIANCE STAFF

Linda Schaut, CEcD - Executive Director

Julie Einck - Project Manager, Existing Business

Ryan Carroll - Project Manager, New Business

Lisa Schneider - Development Resource Manager

Leann Reiste - Administrative Assistant

Please visit us on the web at
www.dallascounty-ia.org for additional
information on The Alliance.

GREATER DALLAS COUNTY DEVELOPMENT ALLIANCE

ALLIANCE BOARD OF DIRECTORS

Bob Ockerman, President Dallas County

Wayne McKinney, Vice President West Grand Business Park

Butch Niebuhr, Vice President City of Perry

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Senator Jerry Behn District 24

Senator Pat Ward District 30

Senator Brad Zaun District 32

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Representative Peter Cownie District 60

Representative Donovan Olson District 48

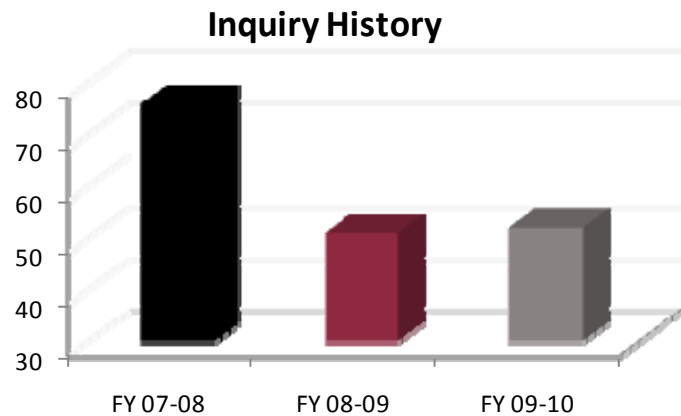
Representative Scott Raecker District 63

Representative Jodi Tymeson District 73

Representative Ralph Watts District 47

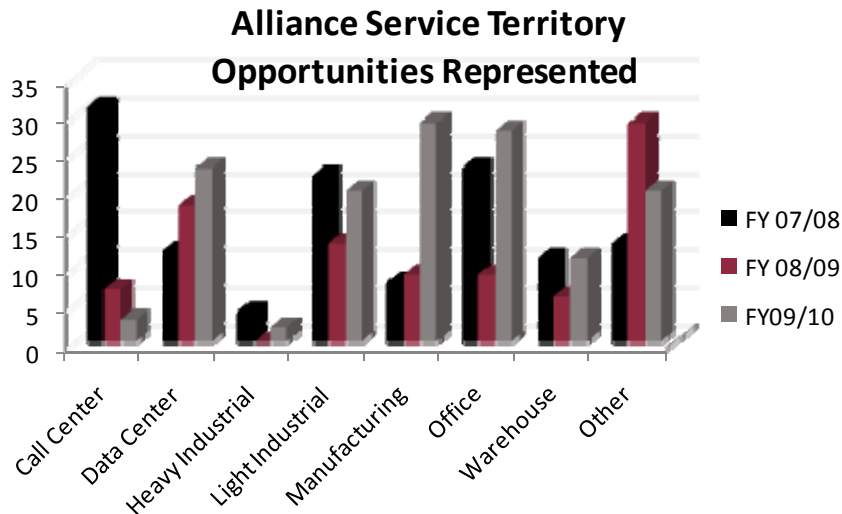
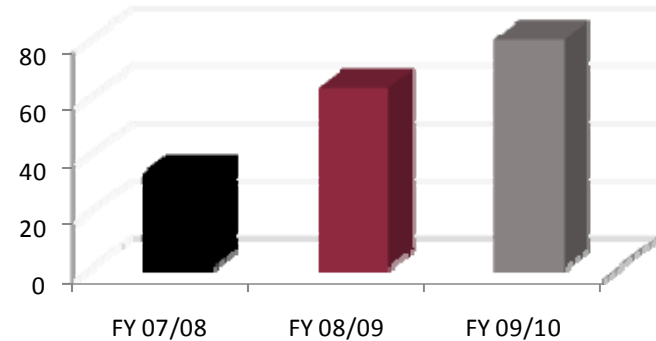
THE ALLIANCE 3-YEAR HISTORY

PROJECT ACTIVITY HISTORY



EXISTING BUSINESS CALLS

Executive Calls History



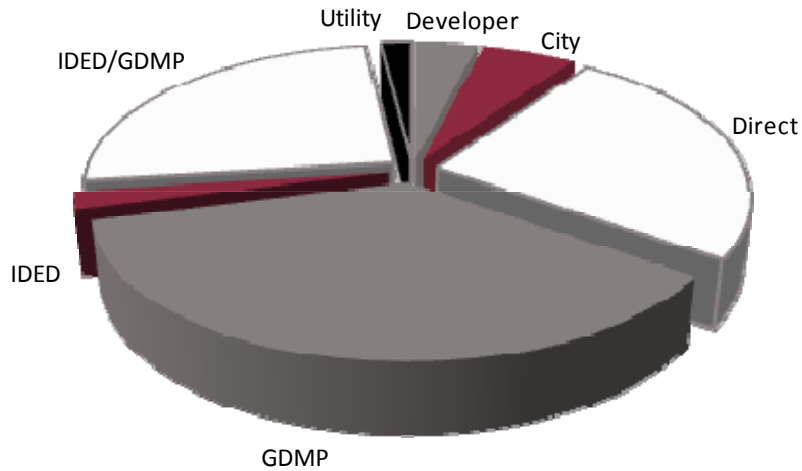
COMPLETED PROJECTS

- 20 Completed Projects
- \$1,018,391,899 Capital Investment
- 1,572,614 Additional Square Feet
- 584 Jobs Retained
- 2,644 Jobs Created
- \$11,042,841 Grant Funds Leveraged
- \$16,078,696 Local Match Leveraged
- \$21,550,856 Tax Incentives Offered
- \$4,874,500 Job Training Funds Received

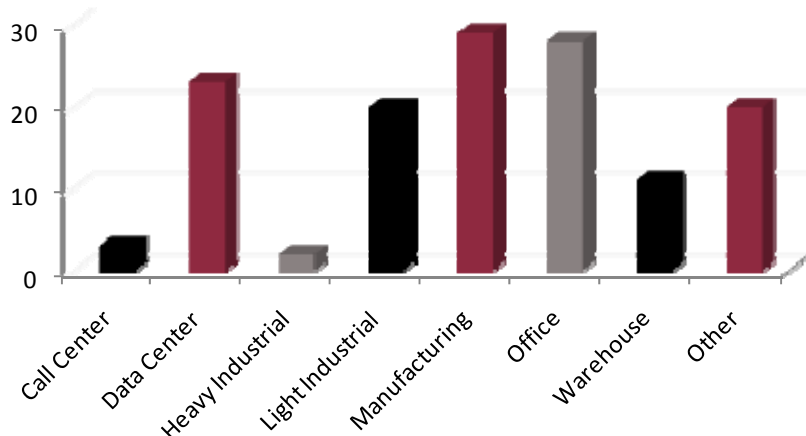
THE ALLIANCE FISCAL YEAR 09-10

PROJECT ACTIVITY FY 09-10

52 Inquiries FY 09-10



136 Site or Building Opportunities Represented FY 09-10



EXISTING BUSINESS CALLS

- 75 Companies Visited in FY 09-10
- 35 Companies Visited Reported Expansion Plans
 - 126 Estimated New Jobs
 - 28,000 Estimated Additional Square Feet

COMPLETED PROJECTS

- **Buccaneer Computer System**, WDM expansion
- **Industry Peoples Group**, Urbandale expansion
- **Midland National Life Ins. Co**, WDM expansion
- **Pioneer Hi-Bred Intl**, Dallas Center expansion
- **Hy-Line International**, Perry new hatchery
- **Relationship Marketing**, Urbandale expansion

These projects estimate to generate:

- \$20,383,515 New Capital Investment
- 218 Created Jobs; 412 Retained Jobs
- 92,648 Square Feet

We are excited to continue our current program of work in this next fiscal year, working on our core mission of creating wealth for the communities we serve through job growth and new taxable growth.

We will also be focusing on community development initiatives including:

- Workshops on Sustainability for Communities
- Identifying potential growth areas such as business parks for new businesses
- Community-specific projects, i.e.: Minburn depot project

In the meantime, we will keep you up to date on what we do and the progress that is made in the Dallas County area.

THANK YOU!
The Alliance