

GREATER DALLAS COUNTY
DEVELOPMENT ALLIANCE
ANNUAL REPORT 2011



Dear Alliance Stakeholders,

Results from the 2010 Census released earlier this year verified that the greater Dallas County region has grown at an impressive rate and continues to be the fastest growing county in the State of Iowa. There's no question that the service provided by the Greater Dallas County Development Alliance to the local communities and businesses has played a supporting role in this growth. At the source of this service, is a talented staff with over 50 years of combined economic development experience and a willingness to make projects happen.

Over the past decade, The Alliance has assisted with **78** new business locations and local expansions and retentions in our region. These projects have resulted in over **\$2.5 billion** in investment into the greater Dallas County economy and the creation of nearly **10,000 jobs** and retention of **10,400 jobs**. The Alliance has also assisted our communities in achieving their local vision this past decade contributing to a highly desired area to work, live and play.

We hope the next ten years are just as exciting and successful and look forward to continuing our service and partnership to create a sustainable region. I strongly encourage you to continue your support to The Alliance, which will enable us to provide those services that will support the continued growth of the greater Dallas County region.

Thank you for your support,

Butch Niebuhr

President

Greater Dallas County Development Alliance

FOCUS OF SERVICES

Existing Business Relations

Develop and maintain strong relationships with our existing businesses and serve as a resource and liaison for growth and retention opportunities.

New Business Attractions

Attract new business investments to the Dallas County region that create high-quality jobs.

Community Development

Assist our local governments in achieving their vision for the future, including the creation of livable, business friendly and sustainable communities by providing expertise in grant writing, sustainable initiatives, project management and product development.

Our mission is to create a positive impact on economic, social and environmental aspects of the region.

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

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

ALLIANCE STAFF

Linda Schaut, CEcD, EDFP, LEED® AP—Executive Director
Julie Einck, LEED® AP—Project Manager, Existing Business
Ryan Carroll, LEED® AP—Project Manager, New Business
Lisa Schneider, LEED® AP—Development Resource Manager

Butch Niebuhr, President City of Perry
Deb Calvert, Vice President MidAmerican Energy
Mark Hanson, Vice President Dallas County
Wayne McKinney, Vice President West Grand Business Park
Brad Long, Treasurer Seedorff Masonry
Kyle Gamble, Secretary CBRE/Hubbell Realty
Clyde Evans, Past President City of West Des Moines
Dean Boettcher Peoples Trust & Savings Bank
Ted Brackett Neumann Brothers
Kate Clark Pioneer Hi-Bred International
Tiffany Coleman City of Urbandale/UDA
Mitch Hambleton At Large Community Representative
Andy Hodges Signature Real Estate Services
Tom Hromatka First Federal Savings Bank of Iowa
Garret Hulse Earlham Savings Bank
Tom Jorgensen Hy-Line International
Jeff Kooistra City of Waukee
Brad Leonard Septagon Construction Company
Deb Lucht Minburn Communications
Jon McAvoy City of Adel

Marc Meyer West Bank
Evan Oster Westlakes Development
Sid Ramsey Iowa Health Systems
Lynn Ricke Raccoon Valley Bank
Brad Schoenfelder Ryan Companies
Russ Schroeder Shive-Hattery
Jeff Schug/Terry Lutz McClure Engineering
Paul Thornton TEAM Technologies
Gary Wheelock Percival Scientific

Honorary

Senator Kent Sorenson District 37
Senator Jerry Behn District 24
Senator Pat Ward District 30
Senator Brad Zaun District 32
Representative Chris Hagenow District 59
Representative Peter Cownie District 60
Representative Chip Baltimore District 48
Representative Scott Raecker District 63
Representative Julian Garrett District 73
Representative Ralph Watts District 47

Over the past ten years, The Alliance has evolved into a versatile economic development organization offering expertise in several areas of economic development.

→ **Existing Business**

- Existing Business Call Programs
- Expansion/retention project support for local businesses, including financial packaging to leverage incentives

→ **New Business**

- Attracting new business investments through various marketing strategies
- Project response packages and project support, including financial packaging for businesses considering a location within our service territory

→ **Community Development**

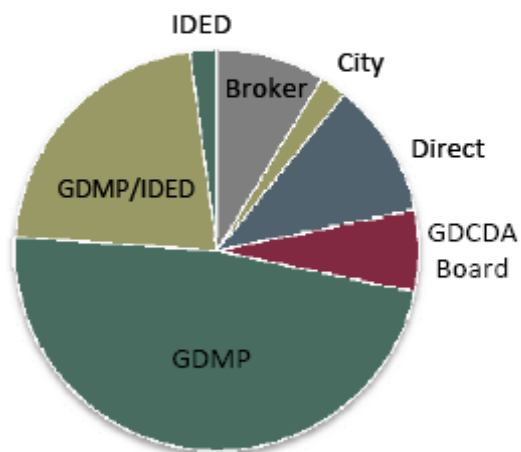
- Partner with local communities to enhance their economic development efforts that will retain, grow and attract business
- Offer additional services such as grant writing & administration and provide project consultation and support with non-traditional ED activities , including sustainability initiatives

The Alliance's success in these efforts over the past decade has helped resulted in:

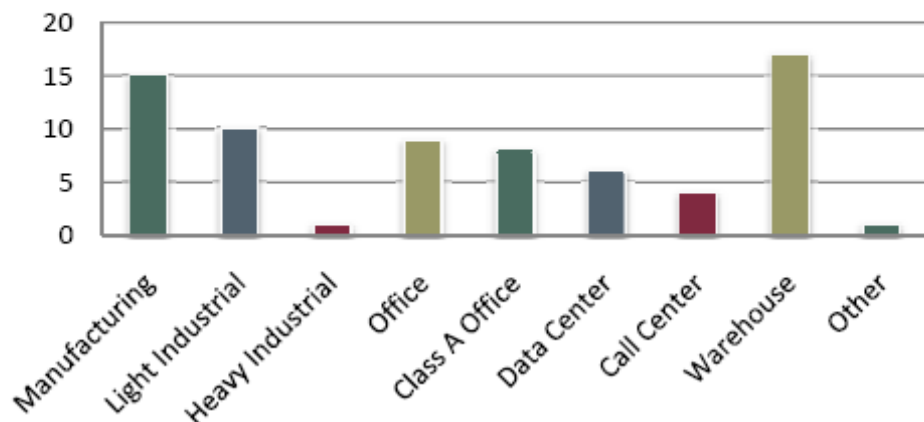
- **78 new business attractions and local expansions/retentions**
- **Nearly \$2.67 billion in capital investment to the greater Dallas County economy**
- **Creation of over 9,800 Jobs**
- **Retention of over 10,400 Jobs**

PROJECT ACTIVITY

46 Inquiries FY 2010-2011



71 Site/Building Opportunities Represented FY10-11



EXISTING BUSINESS CALLS

- **33 Companies Visited in FY 10-11**
- **18 Companies Visited Reported Expansion Plans**
 - 35 Estimated New Jobs
 - 20,000 Estimated Additional Square Feet

COMPLETED PROJECTS

- **Dice Career Solutions**, Urbandale expansion
- **Compressor Controls**, Urbandale retention
- **Heartland Co-op**, Minburn expansion
- **Pivot Works**, Urbandale expansion
- **SyrVet**, Waukee expansion
- **Pepsi**, Urbandale expansion
- **DMACC**, Perry new location
- **Bearance Management**, WDM retention

These projects estimate to generate:

- \$18.5+ New Capital Investment
- 101 Created Jobs; 405 Retained Jobs
- 130,770 Square Feet

The Alliance has taken a great interest in sustainable development, as we support and encourage the implementation of sustainable practices within our entire service territory. We are excited about the steps our communities and local business have taken to become more sustainable.

In 2010 The Alliance was awarded a \$50,000 grant from the Iowa Power Fund to provide an educational workshop series on the topic of sustainability which would allow our communities, through increased capacity, to work towards implementing sustainable actions.

- **13** 'Introduction to Sustainability' workshops presented to communities and local groups in August through October
- **6** 'Community Focused' workshops presented to communities in September through November
- **6** 'Sustainable Economic Development' workshops presented to economic development groups
- **247** total workshop participants
- **7** Community projects influenced from the workshop series

Thank you for your
partnership and support.

We look forward to another
successful year in
greater Dallas County