



Business Spotlight

Ryan Companies



Ryan Companies US, Inc. is a leading national commercial real estate firm offering integrated design-build and development as well as asset, property and facilities management services to customers. Ryan, a family-owned business committed to building lasting relationships, has offices in Des Moines, Cedar Rapids, Davenport, Minneapolis, Chicago, Phoenix, San Diego, and Tampa.

At Ryan, we believe “doing the right thing” is just good business. Building sustainable projects that are better for the environment is one of those things. As a design-builder, we approach the development of a site and the design of a building considering its long-term impact and performance.

LEED (Leadership In Energy and Environmental Design) is all about integrated design; understanding that every design option has a cost and a benefit is at the foundation of LEED analysis and Ryan’s design-build process.

Ryan has embraced the LEED standard. The company established a Green Building Committee six years ago to facilitate our culture of “doing the right thing” for our environment and educating the development and building community on sustainable practices. This includes a proven checklist for reviewing sustainable building design and operational characteristics with the team on every project. The owner can then determine what provides the most value for their project. Currently, Ryan has 23 LEED accredited architects, engineers, project managers and developers in Iowa and 95 companywide.



The Iowa Clinic - West Des Moines, Dallas County, Iowa

Ryan’s LEED-certified Projects in Iowa:

- Rockwell Collins Building 130, Cedar Rapids, IA **LEED - NC Gold**
- Rockwell Collins Building 133, Cedar Rapids, IA **LEED - NC Silver**
- Nationwide Operation Center, Des Moines, IA **LEED - NC Certified**
- HNI Corporation/Gunlocke Facility, Muscatine, IA **LEED - NC Silver**

LEED Registered Projects (pending certification):

- United States Courthouse, Cedar Rapids, IA **LEED - NC Gold**
- KJWW Engineering, Davenport, IA **LEED - CI Silver**
- John Deere Credit, Johnston, IA **LEED - CI Silver**

To learn more about Ryan Companies US, Inc., call Brad Schoenfelder at 515-309-8503

WWW.RYANCOMPANIES.COM



Project Activity

Project activity has been steady in the Greater Dallas County area and we are pleased to report the following statistics for the first quarter of 2009:

- 10 New Prospect/Project Inquiries
 - 4 light industrial/manufacturing
 - 2 data center
 - 1 call center
 - 3 other
- 19 Active Projects
- 131 Pending Projects
- 107 New Business/Existing Business Consultations

Existing Business Call Program

The Alliance staff continues to work on an existing business and industry call program as a means to open lines of communication with businesses located in the Greater Dallas County area. This program continues to identify existing business growth plans. Staff has completed 29 calls this first quarter. Please let us know of any businesses in your community you would like us to call upon.



2009 Legislative Priorities

The Alliance has been tracking the progress of various legislative issues during the 2009 session of the Iowa General Assembly. The session may come to a close earlier than past years, with an anticipated adjournment prior to the Easter holiday weekend. Visit our website to review our [2009 Legislative Priorities](#). Bills of interest in relation to the Alliance's priorities include:

2009 Legislative Priorities Update

MAINTAIN AND IMPROVE ECONOMIC DEVELOPMENT TOOLS

Tax Increment Financing

Tax increment financing (TIF) continues to be looked at within the legislature. Last session a bill was passed to create a Local Option Sales Tax (LOST) TIF. Currently a LOST TIF Repeal bill, SF 461, resides on the Senate Floor that would repeal this tool, which has yet to be utilized or evaluated. Another bill regarding LOST TIF revenue usage, HF 502, would not repeal the LOST TIF, but would tighten the ability to use the tool. Other bills have been introduced that would restrict the use of TIF, but have failed to move forward.

Financial Programs/Incentives

The Iowa Values Fund simplification bills, HF 656 and SF 344 are moving through the legislature - SF 344 has passed the Senate and been sent to the House. This legislation would simplify the programs within the fund to allow for flexibility and easier reporting requirements. The simplification would also impact the wage thresholds required by businesses to access programs. The wage threshold would use the county or regional average wage, whichever is lower and also require wages to be at 100% at the start of the project and meet 130% by the conclusion.

Legislation for tax exemptions of data center businesses had been moving through the legislature, but appears to have received no recent action. SF 302 would create a new sales tax exemption for large data center projects, modify the existing sales tax refund for IT facilities to include data center businesses, and creates a refund schedule based on the size of the data center business. It would require a minimum \$200 million investment over six years and a location in Iowa of at least 5,000 square feet.

MAINTAIN AND IMPROVE COMPETITIVE POSITION

Property Tax Reform

Several bills regarding property tax reform remain alive but do not appear likely to receive further action this session. Bills introduced included topics on commercial property assessment, rollback ties and a recreational property class.

Debate continues on controversial proposed legislation which would eliminate individual federal deductibility. In place of this elimination those in lower income brackets would receive a tax cut, while those in upper income brackets would pay more. Lowering Iowa's top rate could make the state appear more competitive when prospective new businesses compare state tax rate tables. Though those who make the decisions for prospective businesses could be dissuaded as their taxes would likely increase. Existing small and medium sized businesses could also face an increase in taxes.

STRENGTHEN TRANSPORTATION INFRASTRUCTURE

Legislation proposing an increase in the excise tax on gas did not make it through the first funnel. SF 128, a gas tax for TIME-21 would have increased the excise tax on gas by 9 cents. Another bill would have increased the tax in two increments for a total of 8 cents.

I-JOBS, the Governor's bonding proposal to improve infrastructure and create jobs, is currently presented in I-JOBS Initiative bill, SSB 1305, residing in the Senate Appropriations Committee. The three-year \$750 million plan would allocate \$250 million for transportation projects, roads and bridges. The plan would also include \$175 million for projects already scheduled, \$150 million for public buildings and disaster relief, \$100 million for water and wastewater improvement projects, and \$75 million for local infrastructure, broadband technology and alternative energy.

ENHANCE EDUCATION AND WORKFORCE DEVELOPMENT

Labor/Workforce

Several issues relating to labor have circulated through the legislature this session, including legislation regarding choice of doctor, open-scope bargaining, fair share and prevailing wage. It is uncertain if any of these issues will continue forward before adjournment. Also legislation for the creation of programs such as a Lifelong Learning Accounts Program and Worker Shortage Loan Forgiveness Program failed to make it through the first funnel.

Annual Golf Outing

The Alliance will host their 6th Annual Golf Outing this spring. The event will be Wednesday, May 20, 2009 with a 12:30 shotgun start at River Valley Golf located 2 miles north of Adel. Registration will be \$60 per golfer for 18-holes of golf, hors d'oeuvres and two beverage tickets. Prizes will be awarded for top individual and team golfers. Look for your invitation soon.

We would like to thank those who have sponsored or donated to our outing in past years. If you would like to sponsor or donate this year, please contact Leann at 515-993-3009.





Vision Member Awarded

GDCDA Vision member, Point Builders, LLC has been recognized as Varco Pruden Buildings "National Builder of the Year" for 2008. POINT BUILDERS competed with over 1,000 dealers across the United States and Canada for the top honor, based on total steel shipments. Varco Pruden Buildings is a world leader in the pre-engineered steel systems construction industry, each year manufacturing 6,000 buildings ranging from 1,200 square feet to more than one million square feet under roof. Varco Pruden is headquartered in Memphis, Tennessee and has five service centers throughout the United States. Congratulations to POINT BUILDERS, LLC for achievement of this award.

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