Welcome
Phil Dunshee – JEDCO

City of Johnston Project Update
Jim Sanders, Johnston City Administrator
Adam Plagge, Development Director

Guest Speakers
Mike Ralston, ABI
Bart Baudler, Corteva Agriscience™, Agriculture Division of DowDuPont™

Networking Reception
JEDCO MEMBERS 2018

- City of Johnston
- DuPont Pioneer
- MidAmerican Energy Company
- John Deere Financial
JEDCO MEMBERS 2018

- CBRE | Hubbell Realty Company
- Charter Bank
- Denny Elwell Companies
- First National Bank
- Foth Infrastructure
- Grinnell State Bank
- Knapp Properties
- Ryan Companies US, Inc.
- Veridian Credit Union
- Vision Bank
- Community State Bank
- West Park Owners Association
- JLL – Des Moines
JEDCO MEMBERS 2018

- ABACI Consulting Inc.
- Bank Iowa
- Casey’s General Stores, Inc.
- HR Green
- Iowa Bankers Association
- McClure Engineering Corporation
- MetaBank
- NAI Optimum
- R&R Realty Group
- SEH Inc.
JEDCO MEMBERS 2018

- Clark Properties
- DLL Finance
- Hurd Realty
- ITS Inc.
- Kimball – Porter Investments
- Lithia Motors, Inc.
- United Contractors
- The Hansen Company
- Simpson Enterprises, Inc.
- Developers Realty Group
Business Retention and Expansion

- Collaborative meetings including representatives from the City of Johnston, Greater Des Moines Partnership, IEDA and MidAmerican Energy.
- Kicked off 2018 with several meetings with JEDCO members
- Several more already on the calendar or currently being scheduled.
2018 Development Guide

- 2017 Tour Guide
- Great tool for sharing available properties in Johnston.
- Take a copy for your office!
Johnston CO-OP 2018 Campaign
Business Record and NW Business Journal

GROW WITH US IN 2018

The City of Johnston’s 2017 Community Development Annual Report and Development Summary tells a story of growth and success in Johnston! The City of Johnston and Johnston Economic Development Corporation are looking forward to another year of growth in 2018!

$99,184,725 in new valuation
155 residential lots platted and ready for homes
537 acres of land petitioned for annexation into Johnston

Developers Realty Group

Developers Realty Group concentrates on Economic Development opportunities along the I-80/35 corridor in residential and commercial real estate.

Residential Land/Lots • Commercial Development Land/Sites
Residential Properties • Farms • Commercial Properties

Developers Realty Group supports development in the Johnston Community and looks forward to continuing to make progress on a development project in northwest Johnston in 2018! Visit developersrealtygroup.com/141/ to learn more about this exciting project!

View the full report at cityofjohnston.com/2017CDS

@cityofjohnston @growjohnston @cityofjohnstoniowa

PHIL DUNSHEE
Executive Director, JEDC
pdunshee@growjohnston.com
growjohnston.com

ADAM PLAGGE
Economic Development Manager, City of Johnston
aplagge@cityofjohnston.com
cityofjohnston.com

DORRANCE L. BREZINA, BROKER
Owner of Developers Realty Group
(515) 778-0767
dorrancebrezina@gmail.com
developersrealtygroup.com

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Annual Development Tour - October 11, 2018

- Short tour of community
- Networking Reception
Public – Private Partnership

City Focus
- Primary point of contact for City of Johnston development programs.
- Manage Financial Assistance programs including Tax Increment Financing.
- Coordinate Business Retention and Expansion activities.

JEDCO Focus
- Advocate for progressive development in Johnston.
- Market the properties and products of JEDCO members.
- Provide confidential consultation and assistance on business development products in Johnston.
Contact Us!

Phil Dunshee
515-564-6547 - Office
515-491-8939 – Mobile
515-309-0144 – Fax
pdunshee@growjohnston.com

Kati Ross
515-564-6547 - Office
515-309-0144 – Fax
kross@growjohnston.com

Adam Plagge
Economic Development Manager
City of Johnston
6221 Merle Hay Road – P.O. Box 410
Johnston, IA 50131
515-343-7424 Cell
515-727-7774 Office
aplagge@cityofjohnston.com
Johnston City Council

Rhonda Martin
Elected 2017

Jim Evans
Elected 2017

2018 Council

Mayor - Paula Dierenfeld
Council Member - Matt Brown
Council Member - Tom Cope
Council Member - John Temple
Council Member - Jim Evans
Council Member - Rhonda Martin
2018-2019 Property Taxes

- 44% School
- 27% City
- 18% Polk County
- 7% Broadlawns Hospital
- 1% Polk County Accessor
- 1% DART
- 2% DMACC

Johnston
THRIE. EVERY DAY.
City Property Tax Uses

- Public Safety: 39%
- Debt Service: 35%
- Parks & Recreation: 17%
- General Government: 7%
- Public Works: 1%
- Community & Economic Development: 1%

Tax Rate
Five Year Period

<table>
<thead>
<tr>
<th>Year</th>
<th>Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>18-19</td>
<td>$11.52</td>
</tr>
<tr>
<td>17-18</td>
<td>$11.39</td>
</tr>
<tr>
<td>16-17</td>
<td>$11.40</td>
</tr>
<tr>
<td>15-16</td>
<td>$11.50</td>
</tr>
<tr>
<td>14-15</td>
<td>$11.34</td>
</tr>
</tbody>
</table>
Capital Improvement
Recreational Projects

2017 Completion of Terra Park

2018-2019 Projects:
- Greenwood Hills Park Improvements
- Master Plan Lew Clarkson Park
- Dewey Park Improvements
- Ray Schleihis Playground Installation

2017 Completion of Terra Park
2018-2019 Projects:

- Continuation of NW Beaver Dr. overlay and trail construction
- Continuation of public improvements east of Merle Hay Road
- Engineering of overlay for NW 54th Ave. 86th-100th
- Trail construction from NW 48th St. to NW Beaver Dr.
- Water Trail development along Beaver Creek
- NW 70th Ave Reconstruction Phase II, 86th to Peckham
Commercial & Industrial Valuation

Year 2000: $24,345,747
Year 2001: $20,532,673
Year 2002: $6,571,722
Year 2003: $20,881,999
Year 2004: $1,525,717
Year 2005: $16,513,345
Year 2006: $4,639,998
Year 2007: $47,299,334
Year 2008: $66,744,905
Year 2009: $14,638,500
Year 2010: $3,272,200
Year 2011: $4,475,000
Year 2012: $20,915,547
Year 2013: $4,542,309
Year 2014: $1,399,520
Year 2015: $5,083,805
Year 2016: $14,638,500
Year 2017: $27,881,704
Commercial Projects

2017-2018 Projects:

• Beaver Ave. Area
  ✓ Amega Garage Door, Elite Glass, NW Beaver Buildings, GT Holdings, ACCO Expansion (Proposed)

• 86th St. Area
  ✓ UI Health Clinic, Rainbow Rascals, Dance Vision, AKC Expansion

• 70th Ave. Area
  ✓ Wesley Life skilled nursing facility

• 100th St. Area
  ✓ As We Grow Daycare, Traditions Children’s Center, West Office Park (Proposed)
## Residential Growth

### Multi-family
- 1990: 60
- 1991: 0
- 1992: 0
- 1993: 0
- 1994: 0
- 1995: 0
- 1996: 0
- 1997: 0
- 1998: 32
- 1999: 152
- 2000: 204
- 2001: 0
- 2002: 0
- 2003: 0
- 2004: 96
- 2005: 52
- 2006: 85
- 2007: 36
- 2008: 16
- 2009: 275
- 2010: 109
- 2011: 98
- 2012: 395
- 2013: 75
- 2014: 118

### Townhome
- 1990: 2
- 1991: 9
- 1992: 5
- 1993: 13
- 1994: 6
- 1995: 0
- 1996: 17
- 1997: 2
- 1998: 77
- 1999: 93
- 2000: 78
- 2001: 98
- 2002: 30
- 2003: 90
- 2004: 65
- 2005: 100
- 2006: 79
- 2007: 16
- 2008: 22
- 2009: 38
- 2010: 24
- 2011: 93
- 2012: 78
- 2013: 16
- 2014: 27
- 2015: 14
- 2016: 23
- 2017: 42

### Single Family
- 1990: 24
- 1991: 46
- 1992: 60
- 1993: 65
- 1994: 96
- 1995: 141
- 1996: 167
- 1997: 174
- 1998: 186
- 1999: 252
- 2000: 130
- 2001: 206
- 2002: 226
- 2003: 253
- 2004: 324
- 2005: 269
- 2006: 190
- 2007: 130
- 2008: 78
- 2009: 98
- 2010: 130
- 2011: 139
- 2012: 113
- 2013: 101
- 2014: 86
- 2015: 124
- 2016: 105
- 2017: 68
Residential Lots & Permits

<table>
<thead>
<tr>
<th>Year</th>
<th>New Lots Created</th>
<th>Permits Issued</th>
</tr>
</thead>
<tbody>
<tr>
<td>2000</td>
<td>425</td>
<td>130</td>
</tr>
<tr>
<td>2001</td>
<td>132</td>
<td>206</td>
</tr>
<tr>
<td>2002</td>
<td>295</td>
<td>326</td>
</tr>
<tr>
<td>2003</td>
<td>292</td>
<td>253</td>
</tr>
<tr>
<td>2004</td>
<td>354</td>
<td>324</td>
</tr>
<tr>
<td>2005</td>
<td>269</td>
<td>326</td>
</tr>
<tr>
<td>2006</td>
<td>209</td>
<td>324</td>
</tr>
<tr>
<td>2007</td>
<td>116</td>
<td>190</td>
</tr>
<tr>
<td>2008</td>
<td>45</td>
<td>130</td>
</tr>
<tr>
<td>2009</td>
<td>2</td>
<td>81</td>
</tr>
<tr>
<td>2010</td>
<td>9</td>
<td>146</td>
</tr>
<tr>
<td>2011</td>
<td>80</td>
<td>100</td>
</tr>
<tr>
<td>2012</td>
<td>81</td>
<td>105</td>
</tr>
<tr>
<td>2013</td>
<td>146</td>
<td>124</td>
</tr>
<tr>
<td>2014</td>
<td>155</td>
<td>105</td>
</tr>
<tr>
<td>2015</td>
<td></td>
<td>86</td>
</tr>
<tr>
<td>2016</td>
<td></td>
<td>105</td>
</tr>
<tr>
<td>2017</td>
<td></td>
<td>86</td>
</tr>
</tbody>
</table>

Number of Lots/Permits
New Residential Sub-divisions

- Brio of Johnston
  ✓ 36 Assisted living, 36 nursing, 50 independent living

- Bricktowne
  ✓ 408 multi-family residential units

- Vintage Cooperative
  ✓ 47 multiple-family senior residential units

- Crosshaven Plat 8
  ✓ 4 single family lots

- Crosshaven Townhomes Plat 1
  ✓ 18 bi-attached and 23 detached townhome lots

- Hidden Valley Estates Plat 2
  ✓ 25 single family lots

- Adam Ridge Townhomes
  ✓ 42 townhome lots

- Silkwood Point (2018 Under Review)
  ✓ 39 single family lots

- Enclave Plat 4 (2018 Under Review)
  ✓ 14 single family lots

  ✓ 9 single family lots
Northern Annexation

537 acres of private property petitioned for annexation

Petitions received by Council and recommended for approval by P&Z

Planning underway for infrastructure improvements to service properties
Future Service Area

1,400 developable acres identified for serviceable annexation

Comprehensive Plan update anticipated in 2018-2019; guide future land use

DOT & Polk County considering Highway 141 traffic flow improvement options
Johnston Town Center
Core Themes

- Community center
- Restaurant/small retail/professional services ground floor uses
- Office/condos/apartments upper floor uses
- Connectivity to trails and pedestrian accessibility
- Public amenities
  - splash pad, sculptures, artwork, greenspace, concert venue, city hall
- Farmers Market, green space & Master Gardeners greenhouses
Surrounding Development

Recent Improvements

Apartment Projects
• Cadence
• 62W
• Bricktowne
• Cornerstone Commons

Residential Sub-division
• Silkwood Point

Government Projects
• Public Safety Building
• Middle School

Commercial Development
• Fareway
Phase I Development

- 22,500 sq. ft. lease purchase
- City Hall
- Estimated $1 million in Public Improvements
- 18,000+ sq. ft. restaurant/retail
- 18,000+ sq. ft. restaurant/retail

SITE DATA
Commercial / Office Use: 76,000 SF
Civic / Special Event Use: 33,000 SF
Residential Units: 91

PARKING
Comm. / Office (5/1000sf): 380 stalls
Residential (2 per D.U.): 182 stalls
Required Parking: 562 stalls
Provided Parking: 700 stalls
Property Acquisitions
Development Timeline

- RFQ/RFP Spring 2018
- Property demolition Summer 2018
- City Hall & public improvements 2019-2020
- Phase I commercial construction 2019-2020
- MHR and 62nd intersection improvements 2020-2021
- Trailhead construction 2020-2022
- Additional commercial construction timing contingent on market conditions
Economic Development Guide

- 2018 production
- Available to Johnston businesses for new employee orientation packets
- Distributed across metro
- Highlights quality of life, local businesses and new projects
Welcome to the Zoning and Subdivision Regulations of Johnston, Iowa!

In Johnston, we have the luxury of being close to downtown Des Moines and even closer to nature. Situated perfectly just north of the capital city off Interstates 35/80, we have strong schools, good jobs, 35+ miles of trails, responsive government, safe neighborhoods and wide open green spaces. Johnston’s 2016 population is 20,400 persons. That’s an increase of more than 130% from 2000 and 10.4% from 2010. A 2016 community survey showed 92 percent of residents are "satisfied or very satisfied" with the quality of life here. That’s 10 percent above the national average in quality-of-life rankings. We invite you to learn more about our community in these easy-to-use pages.

Got Questions?
Call us at 515-727-1778 or email us at development@cityofjohnston.com.
City of Johnston
TIF Incentive Policy

Programs:
- Basic Tax Increment Financing (TIF) Program
- Expanded TIF Policy
- Proposed Targeted Area Policy

Incentives:
- Rebates
- Forgivable loans
- Infrastructure assistance
Proposed TIF Policy Changes

- Designation of two targeted redevelopment areas
  - Gateway & Town Center
  - Expanded TIF incentives
  - 2 Year Duration
- Change in verbiage to account for legislative changes
- TIF application simplification
### City of Johnston
**Tax Increment Financing Incentive Calculation**

<table>
<thead>
<tr>
<th>Estimated Taxable Value of the Property Once Improvements Are Constructed</th>
<th>Taxable Value of the Property Prior to Development</th>
<th>Incremental Value of the Property After Development</th>
</tr>
</thead>
<tbody>
<tr>
<td>$1,100,000.00</td>
<td>$100,000.00</td>
<td>$1,000,000.00</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Estimated Incremental Value of the Property After Development</th>
<th>Less Commercial Property Tax Roll Back</th>
<th>Estimated Taxable Value</th>
<th>80% of New Taxes</th>
<th>Total 5 Year Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>$1,000,000.00</td>
<td>90.000%</td>
<td>$900,000.00</td>
<td>$29,880.00</td>
<td>$149,400.00</td>
</tr>
</tbody>
</table>
## Proposed Expanded TIF Policy

### City of Johnston
Tax Increment Financing Incentive Calculation

<table>
<thead>
<tr>
<th>Estimated Taxable Value of the Property Once Improvements Are Constructed</th>
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<tbody>
<tr>
<td>$1,100,000.00</td>
<td>$100,000.00</td>
<td>$1,000,000.00</td>
</tr>
</tbody>
</table>

### Estimated Incremental Value of the Property After Development

<table>
<thead>
<tr>
<th>Estimated Incremental Value of the Property After Development</th>
<th>Less Multi-Family Property Tax Roll Back</th>
<th>Estimated Taxable Value</th>
<th>100% of TIF Increment</th>
<th>Total 5 Year Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>$1,000,000.00</td>
<td>90.0000%</td>
<td>$900,000.00</td>
<td>$28,139.29</td>
<td>$140,696.46</td>
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</tbody>
</table>

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## Proposed Targeted TIF Area Policy

### City of Johnston
**Tax Increment Financing Incentive Calculation**

<table>
<thead>
<tr>
<th>Estimated Taxable Value of the Property Once Improvements Are Constructed</th>
<th>$1,100,000.00</th>
</tr>
</thead>
<tbody>
<tr>
<td>Taxable Value of the Property Prior to Development</td>
<td>$100,000.00</td>
</tr>
<tr>
<td>Less Commercial Property Tax Roll Back</td>
<td>90.0000%</td>
</tr>
<tr>
<td>Current Year TIF Tax Rate</td>
<td>31.26588</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Estimated Taxable Value of the Property Once Improvements are Constructed</th>
<th>Taxable Value of the Property Prior to Development</th>
<th>Incremental Value of the Property After Development</th>
</tr>
</thead>
<tbody>
<tr>
<td>$1,100,000.00</td>
<td>$100,000.00</td>
<td>$1,000,000.00</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Estimated Incremental Value of the Property After Development</th>
<th>75% of TIF Increment</th>
<th>Total 10 Year Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>$1,000,000.00</td>
<td>$21,104.47</td>
<td>$211,044.69</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Less Multi-Family Property Tax Roll Back</th>
<th>Estimated Taxable Value</th>
<th>75% of TIF Increment</th>
<th>Total 10 Year Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>90.0000%</td>
<td>$900,000.00</td>
<td>$21,104.47</td>
<td>$211,044.69</td>
</tr>
</tbody>
</table>
Questions
GUEST SPEAKERS

Michael Ralston
President of the
Iowa Association of
Business and Industry

Bart Baudler
Commercial Unit Lead
North & West United States
Corteva Agriscience™,
Agriculture Division of DowDuPont™
Bringing Together Two Complementary Portfolios to Create World-Class Independent Companies

- **AGRICULTURE**: Broad offering and robust pipeline across germplasm, biotech traits and crop protection
- **MATERIALS SCIENCE**: Low-cost integration and innovation combined with expanded customer offerings in key growth sectors
- **SPECIALTY PRODUCTS**: World-class innovation process and application development capabilities
GROWING PROGRESS
“Cor-” suggests “core” or “heart” of the earth
“Teva” is an ancient word which means “nature”

Pronounced: kohr-'teh-vah
Expectations for a future agriculture industry leader

Global

Integrated

A Technology Company

An Innovator

A Partner

A Global Citizen

A Relationship Business
Our Purpose

To enrich the lives of those who produce and those who consume, ensuring progress for generations to come.
Five values support our purpose

- ENRICH LIVES
- STAND TALL
- BE CURIOUS
- BUILD TOGETHER
- BE UPSTANDING
By the Numbers

$14B in sales* 

22,000 people strong 
130+ countries 
10+ crops 
65+ active ingredients 

~50% North America 
~20% Latin America 
~20% EMEA 
~10% Asia Pacific 

* Excludes revenue associated with remedies
## Comprehensive, Balanced and Diverse Seeds & Crop Protection Business with Global Commercial Scope

### LEADING PORTFOLIO OF PRODUCTS AND SERVICES…

<table>
<thead>
<tr>
<th>Seeds &amp; Digital Solutions</th>
<th>Crop Protection Solutions</th>
</tr>
</thead>
<tbody>
<tr>
<td>Alfalfa</td>
<td>• Cereals Herbicides</td>
</tr>
<tr>
<td>Canola</td>
<td>• Corn and Soybean Herbicides</td>
</tr>
<tr>
<td>Cereals</td>
<td>• Fungicides</td>
</tr>
<tr>
<td>Corn</td>
<td>• Insecticides</td>
</tr>
<tr>
<td>Cotton</td>
<td>• Pasture and Land Management</td>
</tr>
<tr>
<td>Rice</td>
<td>• Rice, Trees and Vines Herbicides</td>
</tr>
<tr>
<td></td>
<td>• Seed-Applied Technologies</td>
</tr>
<tr>
<td></td>
<td>• Specialty Crop Herbicides</td>
</tr>
<tr>
<td></td>
<td>• Structural Pest Management</td>
</tr>
<tr>
<td></td>
<td>• Turf and Ornamental Pest Management</td>
</tr>
</tbody>
</table>

- Silage inoculants
- Sorghum
- Soybeans
- Sunflowers
- Wheat
- Digital Ag
North America Commercial Leadership Team

VP NA Region
Judd O’Connor

US – CU Leader Western Cornbelt
Steve Reno

US – CU Leader Eastern Cornbelt
Ben Kaehler

US – CU Leader South and Specialty
Nate Miller

US – CU Leader North & West
Bart Baudler

Canada CU Leader
Bryce Eger

Multi-Channel Brands Leader
Brian Barker

US National Accounts Leader
Jim Hay

US Marketing Leader
Todd Frazier
North America Commercial Structure
CONTACT US

8711 Windsor Parkway, Suite 2
Johnston, IA 50131

Phil Dunshee
515-564-6547 - Office
515-491-8939 – Mobile
515-309-0144 – Fax
pdunshee@growjohnston.com

Kati Ross
515-564-6547 - Office
515-309-0144 – Fax
kross@growjohnston.com

Adam Plagge
Economic Development Manager
City of Johnston

6221 Merle Hay Road – P.O. Box 410
Johnston, IA 50131

515-343-7424 - Mobile
515-727-7774 - Office
aplagge@cityofjohnston.com
Thank You!