

2020 ECONOMIC DEVELOPMENT GUIDE



UP-TO-DATE INFO

on Johnston's **hottest** project,

JOHNSTON TOWN CENTER

NEW SITES & BUILDINGS

for lease and for sale in
the City of Johnston

EXCLUSIVE

Q&A content with local
development professionals
from the JEDCO membership

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Service**

PUT YOUR ENERGY INTO BUILDING YOUR BOTTOM LINE.

From renovating an old warehouse to running the local coffeehouse, you work hard for your money. That's why, at MidAmerican Energy, we work hard to provide you with affordable, reliable energy. Our investments in clean, renewable wind energy help keep your electric rates low. And, through energy efficiency programs, we provide you with ways to save energy at home and at work. Whether you're running a business or a household, it's our business to be obsessively, relentlessly at your service.



POWERING ECONOMIC DEVELOPMENT RESULTS FOR IOWA

- ▶ Partnering with your communities in **site selection** activities
- ▶ **Strong supporter** of Iowa's business retention and expansion efforts
- ▶ Offering customers the **11th lowest energy costs in the nation**, positively contributing to Iowa's low cost of doing business

MIDAMERICAN ENERGY DELIVERS

WE PROVIDE OUR CUSTOMERS WITH RELIABLE, LOW-COST ENERGY THAT IS CRITICAL TO A GROWING BUSINESS – AND A GROWING IOWA ECONOMY.

WELCOME

A Letter from the President

Dear Business Leader,

With the Johnston community celebrating its 50th anniversary, now is the perfect time to reflect on all the population growth and economic expansion the city has experienced over the last 50 years.

Much of the increased business in the community has come from its general location near a major interstate outside a growing metropolitan area, but what truly sets Johnston apart is its people. Johnston continues to be among the communities in Iowa with the highest household income and education levels. This makes it desirable not only for residents but also for companies looking for a place to start or expand their businesses. It is the responsibility of organizations like Johnston Economic Development Corporation, in partnership with the City of Johnston, to tell the story of what makes this community great and to promote continued economic growth and prosperity.

Expansion is always a key part of the growth in a community, and Johnston is no exception to this rule. The community has seen tremendous advancements in the 100th Street and North Merle Hay Road corridors, and this is expected to continue into the next decade. Redevelopment will also be a key component to Johnston's economic success in the future. Both the Merle Hay Road Gateway and the Johnston Town Center projects will be major forces in shaping the way the community is seen by outsiders and by future residents. Both projects "reset" areas in Johnston for growth for years to come.

Who would have thought 50 years ago, when the town was first incorporated, that it would grow into the vibrant community it has become today? Looking forward to 2020, JEDCO will continue to facilitate projects that will transform this community in whatever way it can. To do this, it needs the support of members and business leaders like you. Last year JEDCO updated its membership structure to an investment-based model, and I encourage you to review the options and determine how you can be a part of this transformation.

We hope you enjoy the tour through Johnston, and encourage you to be a part in making this community "THRIVE."



Brian E. Vahle, JEDCO President
Senior Vice President of Commercial
Lending at First National Bank





Simplify your Banking

COMMUNITY BANKING EXPERTS

Specializing in Commercial and
Construction Lending

LOCAL DECISIONS MEAN...

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DES MOINES METRO



Dean Whitaker

*Market President,
West Des Moines & Johnston*
515-273-8903
Dean.Whitaker@FNB247.com



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Brian.Vahle@FNB247.com



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ANKENY



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515-777-7172
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Rod West

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515-777-7173
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**LET US SHOW YOU
WHAT BANKING SHOULD BE.**



Member FDIC

www.FNB247.com

BOARD OF DIRECTORS

Volunteers from Local Industry Leaders



BRIAN VAHLE
JEDCO President
First National Bank



GRANT TAYLOR
JEDCO Vice President
Hansen Company, Inc.



BRIAN ERICKSON
JEDCO Secretary/Treasurer
Knapp Properties



MIKE BONNETT
Landmark Brokerage Services



ERIC BOHNENKAMP
Hubbell Realty Company



ZACH CARLTON
Bank Iowa



TOM FOLDES
Bluestone Engineering



ROSS HARRIS
Short Elliott Hendrickson (SEH)



JASON KERNDT
Vision Bank



GINGER MILLER
Corteva Agriscience



PAUL NAGEL
John Deere Financial



J.P. PEARSON
Liberty National Bank



JEFF SCHUG
McClure Engineering



STEVE SCOTT
Cushman & Wakefield
Iowa Commercial Advisors



KELLY SWENSON
MidAmerican Energy Company



MATT VAN LOON
Ryan Companies, Inc.



WHAT IS JEDCO?

A Public-Private Partnership

Johnston is not just a fantastic place to grow your business, it's a place where you will find helpful and invested partners in the process. For many years, Johnston Economic Development Corporation and the City of Johnston have successfully worked as a public-private partnership to strengthen the city for its residential and working communities.

Our mission is to foster economic growth and opportunity in the Johnston community and the Greater Des Moines region by serving as an advocate for smart development, providing the latest Johnston development news and insights, and promoting opportunities to those in the real estate development and business communities.

JEDCO plays an important role in promoting Johnston as a great place to do business and

providing assistance to businesses throughout the various phases of the development process. As a private, not-for-profit corporation, JEDCO is positioned to be a problem solver for both developers and the city. By helping developers find the ideal property or building in which to invest, Johnston city leaders can focus on ensuring a smooth development process.

Individuals and business representatives of the Johnston community are encouraged to become investors, not only to promote economic growth in the Johnston community through participation in our organization, but also to take advantage of the promotional opportunities we provide to our investors.

Learn more about development in Johnston by visiting GrowJohnston.com.

- 
- Networking Events
 - Marketing & Promotion
 - **Regional Collaboration**
 - Development News



PHIL DUNSHEE

Executive Director
Johnston Economic Development Corporation

515-564-6547
pdunshee@growjohnston.com

8711 Windsor Parkway, Suite 2
Johnston, IA 50131



ADAM PLAGGE

Economic Development Manager
City of Johnston

515-727-7774
aplagge@cityofjohnston.com

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

2020 MEMBERSHIP BENEFITS

Benefits by Investment Level

	\$250 INDIVIDUAL	\$500 BUSINESS	\$1,200 BRONZE	\$2,500 SILVER	\$5,000 GOLD	\$10,000 PLATINUM
➤ Listed as a member with link in membership directory on GrowJohnston.com	✓	✓	✓	✓	✓	✓
➤ Listed as a member in JEDCO advertisement in the Annual Johnston Chamber of Commerce Membership Directory and Community Guide.		✓	✓	✓	✓	✓
➤ Listed as member in JEDCO advertisement in the Annual JEDCO Economic Development Guide		✓	✓	✓	✓	✓
➤ One full page (may be front and back) promotional advertisement for your business in the Annual JEDCO Economic Development Guide		✓	✓	✓	✓	✓
➤ One full page (may be front and back) promotional flyer for each available property in Johnston in the Annual JEDCO Economic Development Guide			✓	✓	✓	✓
➤ One-week promotional placement and link on the GrowJohnston.com homepage			✓	✓	✓	✓
➤ Ten promotional posts in the @growjohnston Twitter stream			✓	✓	✓	✓
➤ Ten additional promotional posts in the @growjohnston Twitter stream				✓	✓	✓
➤ Two feature stories or company profiles on GrowJohnston.com				✓	✓	✓
➤ Opportunity to host one JEDCO board meeting				✓	✓	✓
➤ Named "Co-Sponsor" of the Annual Economic Development Bus Tour (included in all promotional materials)					✓	
➤ Named "Primary Sponsor" of the Annual Economic Development Forum (included in all promotional materials)						✓



THIS IS DRAGON NATION!

TM

The Johnston Community School District is home to more than 7,500 students in award-winning schools, 1,000 top-notch staff members, and a stellar community we call Dragon Nation.

We invite you to learn more about our district and why our students, staff, and community love it.

CONNECT WITH US



Johnston Schools



@JohnstonCSD



@JohnstonCSD



WWW.JOHNSTONCSD.ORG

Student Focused, Future Ready

- State-of-the-art learning and activity facilities
- 96.5% graduation rate; less than 1% dropout rate
- Innovative digital learning environment with 1:1 iPads for all students in grades 4-12, and 2:1 in grades PreK-3
- Recipient of the Apple Distinguished School award for Johnston High School, Johnston Middle School, and Summit Middle School
- Robust athletic, activity, and fine art offerings
- Unique school-to-work, Project Lead the Way, and Advanced Placement courses prepare students for life beyond Johnston
- Professional development, tuition reimbursement, and competitive compensation/benefit packages for employees



WWW.JOHNSTONCSD.ORG

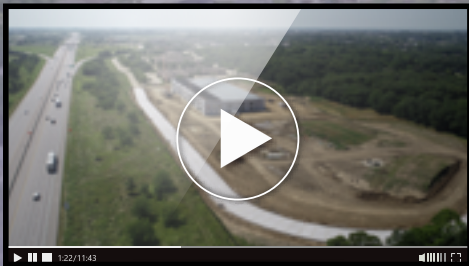
SPONSORSHIPS

Additional Opportunities to Get Involved

- **ANNUAL DRONE VIDEO(S) SPONSORSHIP** **\$1,000**
(Spring, Summer or Fall) Graphic display of business name and logo included as "Sponsored by" credit published on each sponsored seasonal drone segment, which will be published on GrowJohnston.com, the @GrowJohnston Twitter feed and the @GrowJohnston YouTube channel. Videos will also be shared with the JEDCO membership and Johnston public officials via electronic newsletter.
- **ANNUAL MEETING BEVERAGE SPONSORSHIP** **\$350**
Recognition for providing liquid refreshments to all participants, both verbally at the event and printed on all promotional materials.
- **ANNUAL DEVELOPMENT FORUM BEVERAGE SPONSORSHIP** **\$350**
Recognition for providing liquid refreshments to all participants, both verbally at the event and printed on all promotional materials.
- **ANNUAL DEVELOPMENT BUS TOUR BEVERAGE SPONSORSHIP** **\$350**
Recognition for providing liquid refreshments to all participants, both verbally at the event and printed on all promotional materials.
- **TARGETED EMAIL PROMOTION** **\$150**
One promotional or informational email sent to the JEDCO electronic network.
- **INDIVIDUAL OR BUSINESS LEVEL JEDCO MEMBER DEVELOPMENT GUIDE AD/FLYER** **\$150/EACH**
OR 3 FOR \$375
OR 5 FOR \$500
A one-page (may be front and back) advertisement or property flyer for a business, property or project in annual Economic Development Guide, published in conjunction with annual economic development tour and reception
- **NON-MEMBER DEVELOPMENT GUIDE AD/FLYER** **\$250**
A one-page (may be front and back) advertisement or property flyer for a business, property or project in annual Economic Development Guide, published in conjunction with annual economic development tour and reception.

DRONE VIDEO & PHOTOGRAPHY

TAKING YOUR PROJECT AND PROPERTY PROMOTION TO THE NEXT LEVEL



Johnston Economic Development Corporation is committed to promoting growth and development in the City of Johnston and in Northwest Polk County. If you have a project or property that you'd like to promote with high quality drone video and images, we can help!

We work with a skilled drone videographer to capture the perfect shot; then our marketing team takes over to package the perfect finished product for you!

4K HD VIDEO
BACKGROUND MUSIC
HIGH-QUALITY IMAGES
AND MORE!

*For more information, contact our marketing team at
thrive@growjohnston.com.*

PRICING BASED ON PROJECT NEEDS.



ANNUAL EVENTS

Networking with Development Professionals

Every year Johnston Economic Development Corporation hosts three annual events in collaboration with the City of Johnston. Each event offers renewed opportunity to learn about the city's biggest projects directly from Johnston city leaders as well as to attend a networking reception with leaders in the economic development and commercial lending industries.

Members are also invited to attend JEDCO board meetings, which take place bi-monthly. For a full schedule of board meetings, visit growjohnston.com/events/board-meetings. For more information about upcoming events or board meetings, reach out to thrive@growjohnston.com.



ANNUAL MEETING

Elect the newest members of the JEDCO Board of Directors

Stay current with Johnston news with updates from city officials

Enjoy food and drink while networking with other economic development professionals

January



DEVELOPMENT FORUM

Learn about the most recent city projects directly from Johnston's development leaders

Hear a keynote speaker address the hottest topics facing commercial development in Iowa

Meet and make a deal (or two) with local development professionals

April



BUS TOUR WITH GRIMES

Tour the Johnston and Grimes communities to get a firsthand look at upcoming projects

Receive the newest copy of the Johnston Economic Development Guide

Network with commercial development professionals in the area

October

2019 MEMBERSHIP DIRECTORY

Alphabetic by Investment Level

PLATINUM



Agriculture Division of DowDuPont

CORTEVA AGRISCIENCE™
7000 NW 62nd Avenue
Johnston, IA 50131
(515) 535-3200

SILVER



JOHN DEERE FINANCIAL
6400 NW 86th Street
Johnston, IA 50131
(515) 267-3000



MIDAMERICAN ENERGY COMPANY
500 E Court Avenue
Des Moines, IA 50309
(888) 427-5632

BRONZE



BANK IOWA
5525 Merle Hay Road, Suite 195
Johnston, IA 50131
(515) 727-4484



CHARTER BANK
5526 NW 86th Street
Johnston, IA 50131
(515) 331-2265



COMMUNITY STATE BANK
6175 Merle Hay Road
Johnston, IA 50131
(515) 331-3100



CUSHMAN & WAKEFIELD
Iowa Commercial Advisors
3737 Woodland Avenue, Suite 100
West Des Moines, IA 50266
(515) 309-4002



DENNY ELWELL COMPANY
2401 S.E. Tones Drive, Suite 17
Ankeny, IA 50021
(515) 964-1587



DEVELOPERS REALTY GROUP
3227 111th Street
Urbandale, IA 50322
(515) 334-5455



AMES • ANKENY • JOHNSTON
VALLEY JUNCTION • WEST DES MOINES

FIRST NATIONAL BANK
8460 Birchwood Court, Suite 1100
Johnston, IA 50131
(515) 440-7180



FOTH INFRASTRUCTURE &
ENVIRONMENT, LLC.
8191 Birchwood Court, Suite I
Johnston, IA 50131
(515) 254-1393



GRINNELL STATE BANK
5601 Merle Hay Road
Johnston, IA 50131
(515) 278-6300



THE HANSEN COMPANY
5665 Greendale Road, Suite A
Johnston, IA 50131
(515) 270-1117



THANK YOU TO THE CITY OF JOHNSTON

Thank you to the City of Johnston for generously contributing to Johnston Economic Development Corporation each year and allowing this successful public-private partnership to continue promoting development opportunities in Johnston. Without the help of Johnston city leaders, we would not be able to give new and established businesses the support needed to keep this community thriving.



HANSEN REAL ESTATE SERVICES
5665 Greendale Road
Johnston, IA 50131
(515) 270-9166



HUBBELL REALTY COMPANY
6900 Westown Parkway
West Des Moines, IA 50266
(515) 243-3228



KNAPP PROPERTIES
5000 Westown Parkway, Suite 400
West Des Moines, IA 50266
(515) 223-4000



MCCLURE ENGINEERING CORP
1360 NW 121st Street
Clive, IA 50325
(515) 964-1229



VISIONBANK
925 SE Gateway Drive
Grimes, IA 50111
(515) 986-5746



WEST PARK OWNER'S ASSOCIATION

BUSINESS



ABACI CONSULTING INC.
101 NE Circle Drive
Grimes, IA 50111
(515) 986-5048



ACURA OF JOHNSTON
5138 Merle Hay Road
Johnston, IA 50131
(515) 446-3581



AUDI OF JOHNSTON
5138 Merle Hay Road
Johnston, IA 50131
(515) 446-3583



BAKER ELECTRIC
111 Jackson Avenue
Des Moines, IA 50315
(515) 288-6774



BLUESTONE ENGINEERING
9119 Northpark Drive
Johnston, IA 50131
(515) 727-0700



CLARK PROPERTIES
309 Court Avenue, Suite 900
Des Moines, IA 50309
(515) 875-4900



CONFLUENCE
6175 Merle Hay Road
Johnston, IA 50131
(515) 331-3100



DLL FINANCE LLC
8001 Birchwood Court, Suite C
Johnston, IA 50131
(515) 251-2800



HR GREEN
5525 Merle Hay Road, Suite 200
Johnston, IA 50131
(515) 278-2913



HURD REALTY
2000 Fuller Road
West Des Moines, IA 50265
(515) 225-1102



IOWA BANKERS ASSOCIATION
8800 NW 62nd Avenue
Johnston, IA 50131
(515) 286-4300



ITS, Inc.



JLL
801 Grand Avenue, Suite 250
Des Moines, IA 50309
(515) 218-7010

*Kimball-Porter
Investments*

KIMBALL-PORTER INVESTMENTS
5525 Merle Hay Road, Suite 250
Johnston, IA 50131
(515) 276-8373



LANDMARK BROKERAGE SERVICES
9550 Hickman Road, Suite 100
Clive, IA 50325
(515) 986-5996



LIBERTY NATIONAL BANK
5260 NW 86th Street
Johnston, IA 50131
(515) 252-3140



LITHIA VOLKSWAGEN
OF JOHNSTON
5200 Merle Hay Road
Johnston, IA 50131
(515) 446-3579



RYAN COMPANIES
14001 University Avenue, Suite 300
Clive, IA 50325
(515) 309-8500



SHORT ELLIOTT HENDRICKSON
INC
5414 NW 88th Street, Suite 140
Johnston, IA 50131
(515) 608-6000

*Simpson
Enterprises*

SIMPSON ENTERPRISES, INC.
5260 NW 86th Street
Johnston, IA 50131
(515) 252-3140



UNITED CONTRACTORS
6678 NW 62nd Avenue
Johnston, IA 50131
(515) 276-6162



VERIDIAN CREDIT UNION
5401 NW 86th Street
Johnston, IA 50131
(800) 235-3228

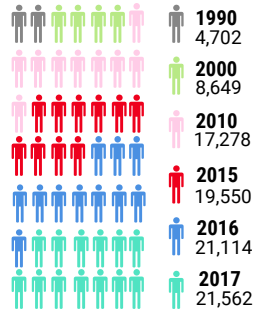
A Welcoming Community



Johnston is the main artery of the Ames-Des Moines Cultivation Corridor with robust bio-tech economy featuring a Global Research Center for Corteva Agriscience and an array of finance industry heavy weights including John Deere Financial, DLL, Shazam and Iowa Bankers Association.

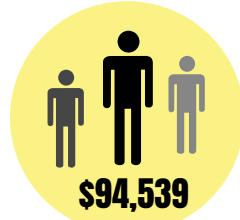
A host of workforce talent lays within the rapidly growing community of 21,000+ who collectively forms one of the highest educated and highest income earning communities in the state.

GROWTH BY YEAR



77% Growth 2010-2016
Data from the United States Census Bureau

MEDIAN household income



45% higher than Iowa median income

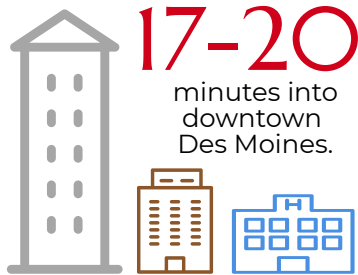
MEDIAN home value



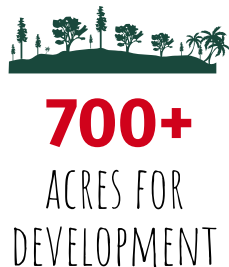
Household Size 2.47

HOUSING UNITS 8,070

MEDIAN AGE 40.7



miles of trails

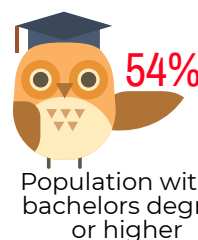


TOP employers

DLL Group
Corteva Agriscience
Iowa Bankers Association
John Deere Financial
Johnston Community School District
Iowa National Guard
Shazam



highest educated workforce in state (bachelor or higher)



Average 247+



« Tax Increment Finance »

Interested parties should contact the City of Johnston Economic Development Department during the initial stage of project planning at 515-727-7774 or aplagge@cityofjohnston.com

TO QUALIFY FOR THE TIF PROGRAM THE PROPOSED PROJECT GENERALLY SHOULD:

- ➔ Be located within an Urban Renewal District
- ➔ Create new taxable valuation and have a job component
- ➔ Be primarily office or industrial in nature
- ➔ Be compatible with community environment, existing businesses and infrastructure



ADDITIONAL CONSIDERATIONS TO DETERMINE REBATE PACKAGE:

- ➔ Infrastructure expansion needs
- ➔ Value of new tax base and quality of employment being created or retained
- ➔ Whether city architectural standards are met or exceeded
- ➔ Whether the project is in a targeted blight remediation area
- ➔ Whether TIF has already been utilized to improve the property site

City Council reserves the right to take additional considerations into account when determining a final incentive package and is not limited to the guidelines listed.

INCENTIVES

Base TIF Program

50% of available incremental property taxes generated by the project for up to 5 years.

Expanded TIF Program

100% of available incremental property taxes generated by the project for up to 5 years.

Targeted Area Program

Gateway & Town Center 75% of available incremental property taxes generated by the project for up to 10 years.

Payment Structures

Annual rebate of available incremental property taxes over five years.

Forgivable loan provided upon occupancy certificate. 20% forgiven each year for five years. (Subject to funding availability)

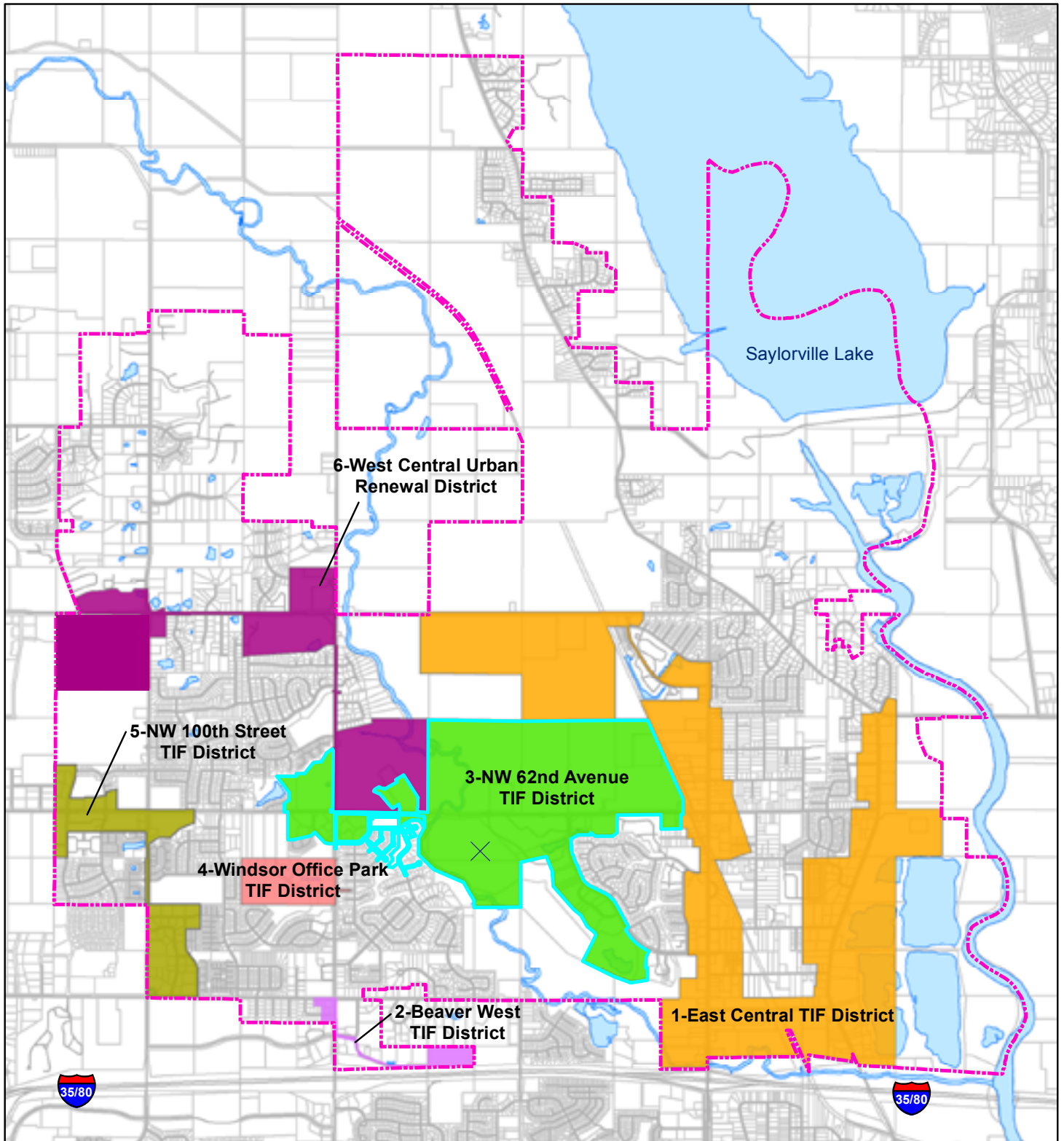
Other payment alternatives may be considered by City Council.

Other Incentive Programs

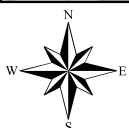
Additional incentives may be available through Iowa Economic Development Authority's High Quality Jobs Program.

A full list of TIF program qualifications and the application is available at cityofjohnston.com/TIF.

TIF District Map



Not to Scale

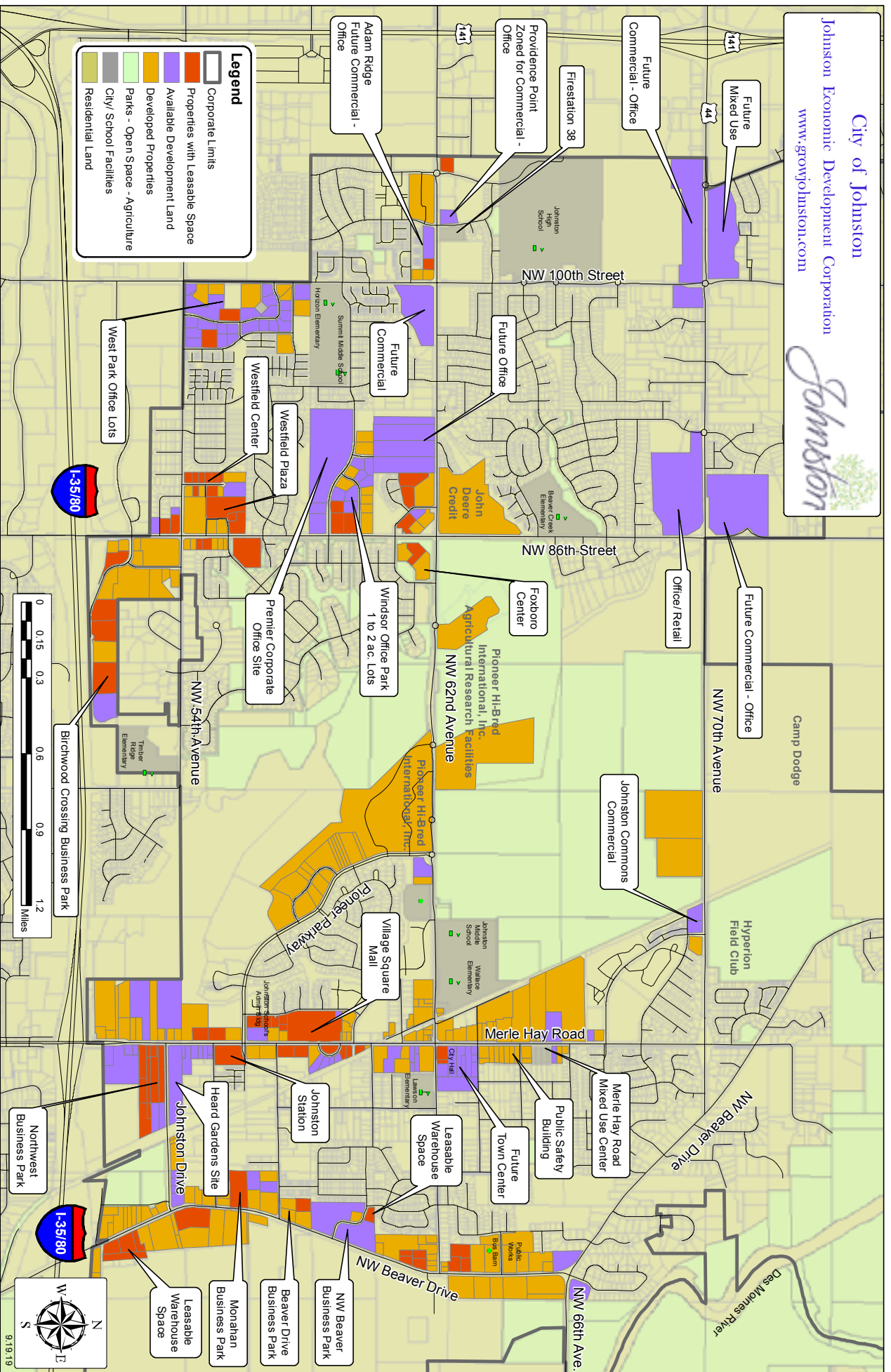


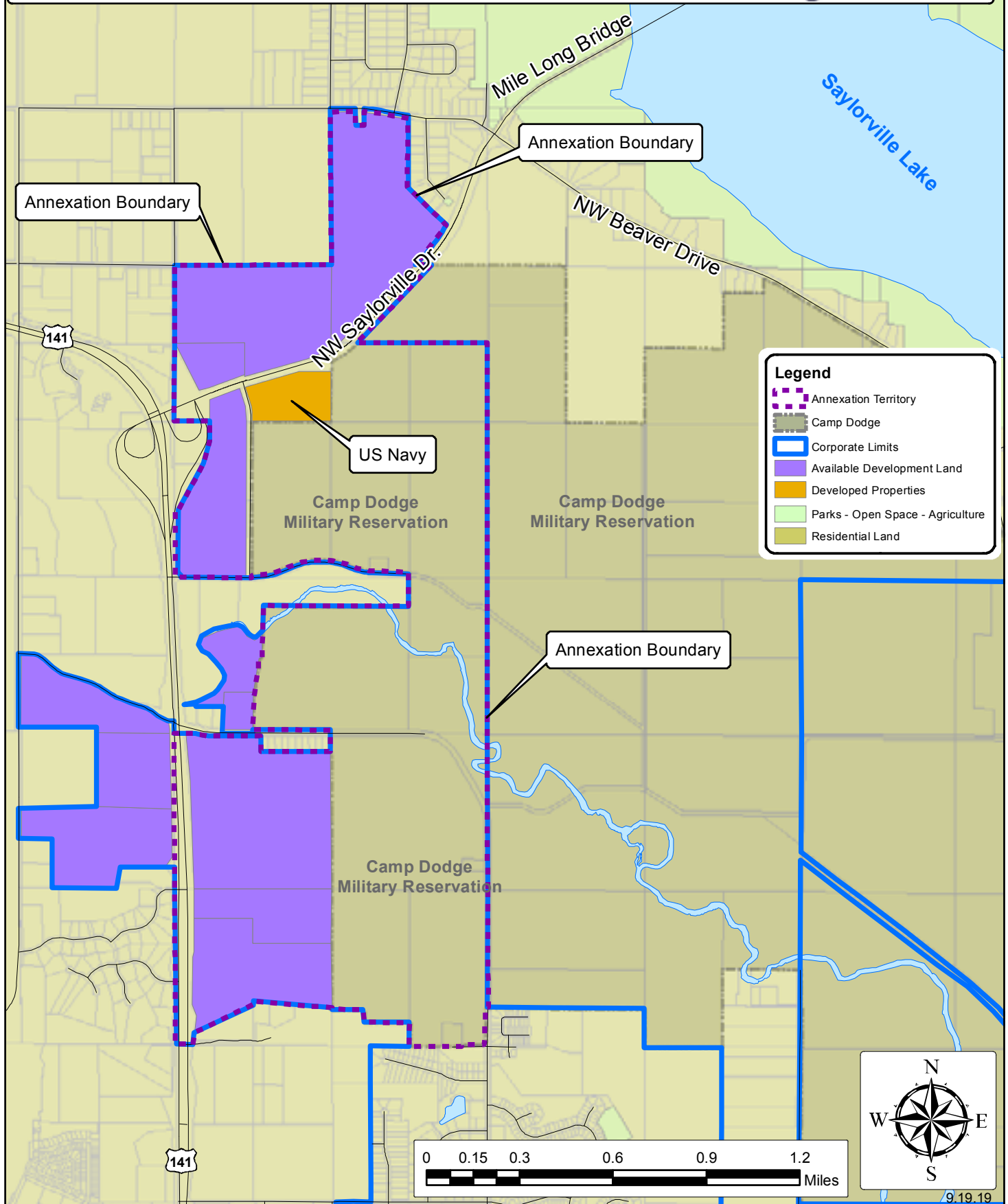
City of Johnston, P.O. Box 410, 6221 Merle Hay Road, Johnston, IA 50131-0410

(515) 278-2344 - www.cityofjohnston.com

August 2018

P:\ARC Documents\CommunityDevelopment\TIF\Overall Districts\TIFMap8.5x112012.mxd







JOHNSTON TOWN CENTER

Corner of 62nd Avenue and Merle Hay Road

Over the last several years, the City of Johnston has asked residents how they feel about living in Johnston and what the community needs. The results are in, and it's clear that Johnston

residents would like more retail and dining options within the city. As a young community, established only 50 years ago, there is also a need for a community gathering space that would accommodate more retail establishments and restaurants.



The Johnston Town Center Project is a city council initiative to not only encourage redevelopment of Merle Hay Road but also create a commercial center for the City of Johnston that will serve as a local destination for dining, shopping and entertainment.

"The City is currently gathering feedback as part of the Thrive 2040 Comprehensive Plan Update and has received overwhelming community support for the



The Town Center site is located on the north end of Merle Hay Road - at the corner of Merle Hay Road and NW 62nd Avenue.

efforts to attract additional restaurants and entertainment as part of the Town Center and the construction of the splashpad and recreation options in the Town Center Yard." said Adam Plagge, Economic Development Director for the City of Johnston.

The City of Johnston is currently working with The Hansen Company to refine the design concept in anticipation of initial project components breaking ground in Fall 2019.

Development of the Johnston Town Center begins in fall 2019, kicking off the multi-phased project for a new dining, shopping and entertainment district at the intersection of Merle Hay Road and 62nd Avenue in Johnston. The project's first building is planned to break ground in 2019 with the remainder of the town center - including outdoor amenities and street redevelopment - beginning to emerge in 2020.

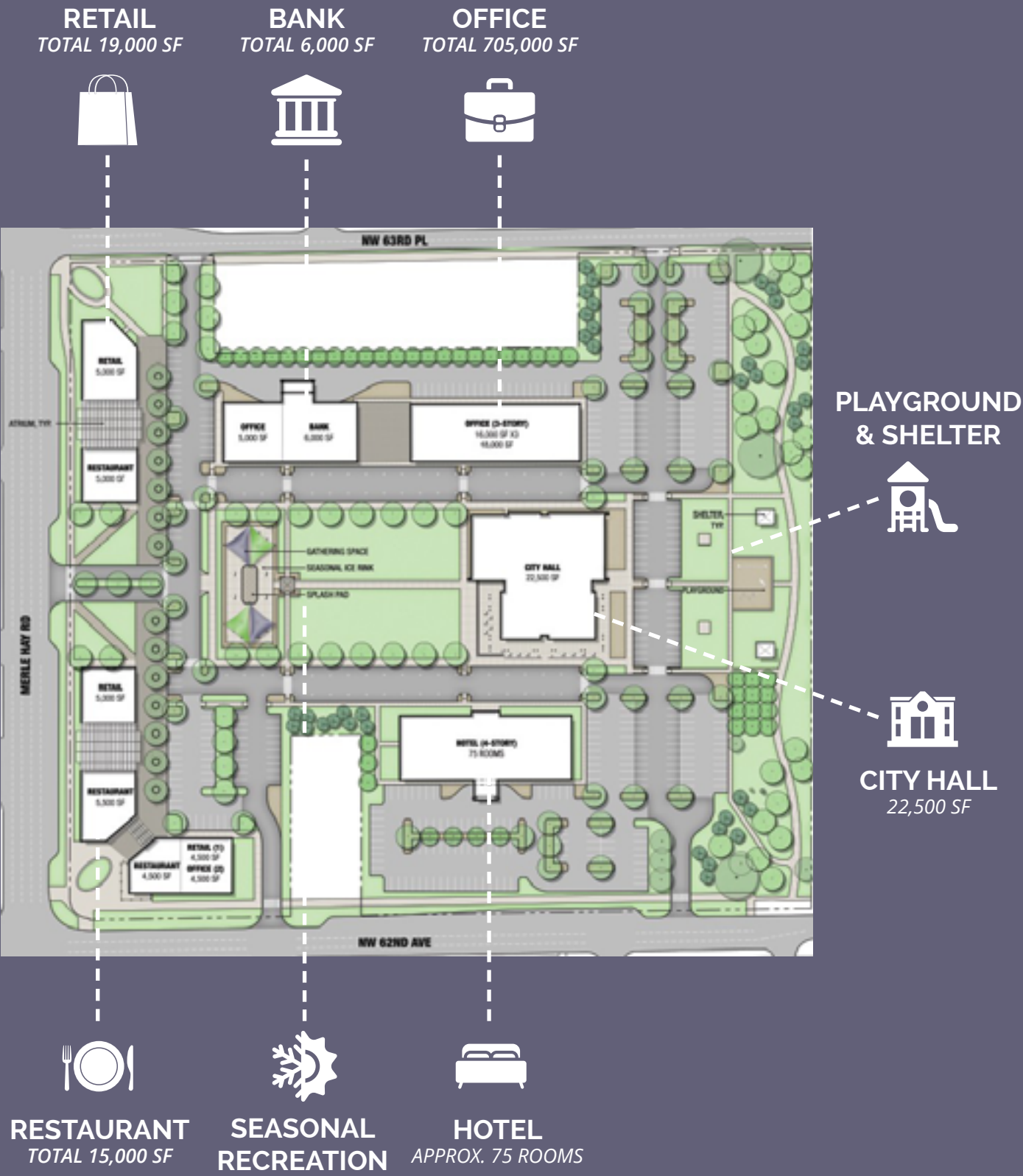
The Johnston Town Center is a unique development, not only for the special atmosphere and destination that will be created but also because of the partnership that is essential to the success of the project.

"With the Hansen family's longstanding ties and commitment to Johnston, it's even more critical for us to deliver a project that the entire community can support and feel proud of." said Grant Taylor, Vice President with Hansen Company.

Planned features of the project include a new City Hall building, a variety of new restaurant and retail options along Merle Hay Road, office space and a four-story hotel. The project will also feature several recreational amenities to better create a gathering space that the working and residential communities of Johnston can enjoy. Some amenities will include a convertible, seasonal space in the middle of the project, which can transform into a seasonal ice rink, a splash pad, trail connections, a shelter and a playground.

"Recreational amenities will truly make Johnston Town Center a destination for all seasons. Whether its cooling off in the water feature, ice skating in the winter or utilizing the trails and green spaces, there is something for everyone all year long!" said John Schmitz, Parks and Recreation Director for the City of Johnston.

JOHNSTON TOWN CENTER SITE PLAN



NEW MULTI-FAMILY

Several new, beautiful multi-family facilities near the Johnston Town Center site provide varied living options in Johnston. Residents living at one of the new facilities not only get to enjoy the luxuries of urban living, but also will get to enjoy exciting retail and recreational amenities just steps from their front door. Residents of 62W, Cadence Apartments and Brick Towne apartments have more than 750 units combined, all just .5 miles from the Johnston Town Center site.

WALKABILITY IMPROVEMENTS

A recent influx of multi-family housing and population growth in the area will help support the Johnston Town Center project. However, the growing in population nearby brings an increasing need for walkability improvements to ensure residents are able to safely travel to and from Johnston Town Center. The City of Johnston is planning improvements to the intersection of Merle Hay Road and NW 62nd Avenue, scheduled to take place in 2020. Walkability improvements not only benefit nearby residents but also serve community members who want to access the new recreational amenities that will accompany this project.

TRAILS AND RECREATION

Recreational amenities are vital for any community gathering space. The mix of retail, restaurants, offices and civic space will draw residents and employers to Johnston Town Center. Better yet, the recreational amenities will keep people coming back time and time again. Families can enjoy the ice rink in the winter, and couples can get cozy warming up at a local restaurant. When spring arrives, residents will be anxious to hop on the bike trail, play on the playground or run through the splash pad. Johnston Town Center will truly have amenities for residents of all ages.



CITY HALL

The vision for the future Johnston Town Center continues to become more focused, and one of the most anticipated and important elements of this project is the development of a new City Hall, and the planned open space to the west (The Yard) and the trailhead to the east. The new City Hall will act as an anchor for the surrounding commercial developments.

Design plans for City Hall will soon be complete, addressing both the interior office layout and the exterior design. The Council is seeking to make the City Hall and the Council Chambers suitable for multiple functions as well as a space for residents and interested parties to observe the Council proceedings.

Groundbreaking for construction of the new City Hall started in the fall of 2019 and is expected to be complete in the fall of 2020.





JOHNSTON TOWN CENTER

We're breaking ground on a new city center

Introducing the Johnston Town Center, a mixed-use development that will bring restaurants, offices, community amenities and a new city hall.



Contact Hansen Real Estate for more information on the Town Center HansenRES.com | 515.270.5166



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6025 MERLE HAY ROAD
JOHNSTON, IOWA

Lawson
Elementary
School



FOR SALE

Prime development parcel on the Merle Hay Road corridor in Johnston. Located next to the newly opened Johnston Fareway.

- 64,622 s.f.
- 1.484 acres
- Minutes from I-35 / I-80
- Merle Hay Road Traffic Count in 2012: 22,600 VPD
- I-35 / I-80 Traffic Count in 2014: 96,000 VPD
- Zoned ROC-1 Mixed Use R4 & C2

PRICING

- \$8.50 PSF

Market Information*	1 Mile	3 Miles	5 Miles
Population	5,450	44,914	137,110
Households	2,404	17,426	54,994
Median Income	\$70,940	\$77,323	\$68,371

5000 WESTOWN PARKWAY SUITE 400 | WEST DES MOINES, IA 50266-5921

P 515.223.4000 | F 515.222.5220 | KNAPPPROPERTIES.COM

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FIFTY YEARS YOUNG - AND GROWING!

A Q&A with Adam Plagge

Economic Development Manager for the City of Johnston

JOHNSTON IS GROWING AND THRIVING. WHAT ARE THE MOST ATTRACTIVE BENEFITS FOR BRINGING A DEVELOPMENT PROJECT TO JOHNSTON?

The projected growth in Johnston, in particular the NW annexation area, means a sustained increase in household demand and workforce in the region.

Regarding incentives, the City is currently offering competitive Tax Increment Financing incentives with up to a 75% rebate on property taxes for ten years for high quality development projects bringing quality employment and significant taxable valuation to key areas in Johnston.

WHEN COMPARED TO OTHER GREATER DES MOINES COMMUNITIES, WHAT MAKES JOHNSTON THE RIGHT PLACE FOR DEVELOPMENT PROJECTS?

There are many reasons to look at Johnston, particularly if your project is focused on workforce. A few include a top school system that has helped draw the most educated workforce and their families in the state to Johnston, a high-quality range of housing and parkland amenities and strong household incomes.

There are many reasons to look at Johnston, particularly if your project is focused on workforce.



HOW IS THE CITY OF JOHNSTON WORKING TO MAKE DEVELOPMENT IN JOHNSTON AND SEAMLESS PROCESS FOR ALL INVOLVED?

The City of Johnston's online resources for developers are some of the best in the metro. Online plan submissions and payments cut down on your drive time while interactive zoning code features and easy to use online calculators are available to help decipher site plan requirements with a click of the mouse.

These online resources can be found at <http://online.encodeplus.com/regs/johnston-ia/>.

Can't find an answer to a question online? The economic development office is happy to help steer you in the right direction, just call 515-727-7774.

HOW CAN CITY STAFF WORK WITH POTENTIAL DEVELOPERS TO EXPLORE INCENTIVES OFFERED BY THE CITY OF JOHNSTON?

Interested developers should reach out to the City of Johnston Economic Development Department or JEDCO for an initial sit-down to explore possibilities.

Convenient, confidential feedback can also be provided through an ad-hoc Economic City


Council Committee meeting prior to committing to an investment.

If a project creates an opportunity to pursue state incentives, City staff can also help advise and facilitate discussions to ensure the best possible outcome.

WHAT ARE THE TOP DEVELOPMENT OPPORTUNITIES CURRENTLY AVAILABLE IN JOHNSTON, AND WHY SHOULD DEVELOPERS TAKE ADVANTAGE NOW?

Johnston's continued growth and high discretionary household incomes make the Johnston Town Center an attractive opportunity for businesses looking for a unique lively location that they can help shape from the start.

The NW annexation area, with enough ground to eventually house up to an additional 10,000 residents, offers a sea of opportunities for all types of development along the growing Highway 141 and 415 corridors. With infrastructure to this area currently being engineered, the area is poised for growth and now is the time to explore the opportunities.



The Merle Hay Road Gateway is comprised of 123 acres, with 50 acres available for development.

MERLE HAY ROAD GATEWAY

123 Acres from I 35/80 to NW 55th Avenue

For professionals seeking an ideal location for retail, restaurants and entertainment options, the Merle Hay Road Gateway has ample opportunity.

The City of Johnston approved a redevelopment plan that has set the stage for what should be a dramatic transformation to the front door of the city, giving the working and residential communities a lot to look forward to.

Located just north of Interstate 35/80, this area truly serves as the gateway to Johnston's thriving community, regional trail connections and Saylorville Lake. With nearly 100,000 vehicles passing by daily on the interstate and nearly 31,900 vehicles passing by daily on Merle Hay

Road, the location is ideal for retail shops and restaurants.

Since the master plan was approved back in 2013, the Merle Hay Road Gateway has been an area of focus for the Johnston community. The City of Johnston is eager to move forward with redevelopment of the area, which is why expanded incentives are available for qualified redevelopment projects to a 10 year rebate of 75% of incremental taxes.

The City of Johnston has also worked with an engineering firm to develop video models highlighting visibility of the area from I 35/80 after landscape and development plans take shape. The



model also illustrates the potential for access to nearby Beaver Creek for recreational purposes.

Johnston has been a leader for the Des Moines Area Metropolitan Planning Organization's Water Trails and Greenways master plan. The first access point to Beaver Creek is now open at NW 86th Street and 70th Avenue in Johnston. Two additional access points are planned, one near Terra Park scheduled for construction in 2020 and the last near the gateway area, scheduled for construction in 2021.

Paddle along Beaver Creek and stop by your favorite restaurant to enjoy a meal and take in the surrounding scenery. Hop off the interstate to stay the night at a modern hotel surrounded by unique dining and shopping. The possibilities require only a little imagination.



BEAVER DRIVE

Beaver Drive is located along the eastern border of the Johnston community, just east of the Merle Hay Gateway area and in close proximity to the interstate. This area is suitable for light manufacturing and warehousing, construction, and service industries. Office, warehouse and flex space options are available.

JOHNSTON DRIVE

Located in the middle of the Merle Hay Road Gateway area, Johnston Drive is home to several industrial buildings and businesses. The Gateway master plan includes opportunities for commercial and retail development on the corner of Johnston Drive and Merle Hay Road, with the possibility of high and medium density housing along the road.



**10-YEAR INCENTIVES
OFFERED**

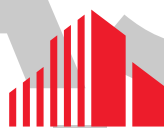


**31,900 VEHICLES PER
DAY ON MERLE HAY
ROAD**



**50 DEVELOPABLE ACRES
FROM I-35/80 TO NW
55TH STREET**

IDEAS INTO ACTION



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Office/Warehouse/Shop

5528 NW Beaver / Johnston, Iowa

Building 1



Two Buildings for Sale: \$1,095,000

Building 1:

Freestanding 4,000 SF

Lease Rate: \$6.75 PSF NNN

- 2,000 SF finished office
- Open workspace, 2 private offices
- Kitchenette/breakroom
- 2 ADA Restrooms
- 2,000 SF heated/air conditioned warehouse
- Extra wide O/H door
- Free-standing monument signage
- Generous parking

Building 2:

Freestanding 4,500 SF

Lease Rate: \$9.75 PSF NNN

- New (2017) 4,500 SF office/warehouse/shop building
- 2 offices + 2 restrooms
- 18' ceiling height
- Mezzanine storage above finished area
- 2 12' X 12' overhead doors
- Fully air conditioned

Building 2



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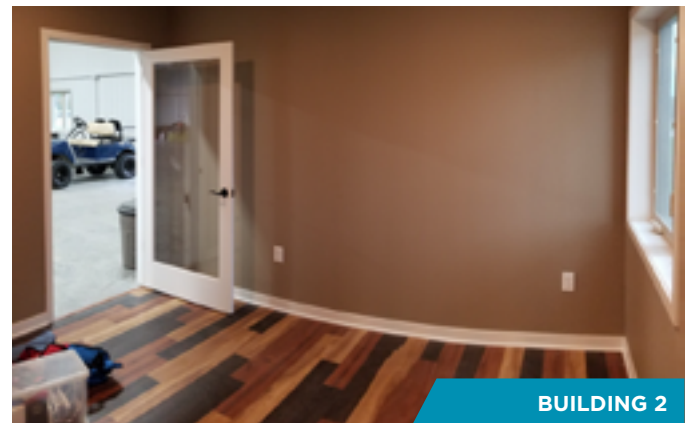
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FOR LEASE OR SALE

Office/Warehouse/Shop

5528 NW Beaver / Johnston, Iowa

Property Photo



Demographics

	1 Mile	3 Miles	5 Miles
Population	2,712	132,686	193,474
AVG. HH Income	\$90,778	\$85,231	\$89,288
Total Households	1,201	154,735	220,318

Area Amenities

- Convenient access to I-35/80
- Close to restaurants and retail
- Close proximity to DuPont Pioneer & Camp Dodge

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FOR LEASE

Retail Center

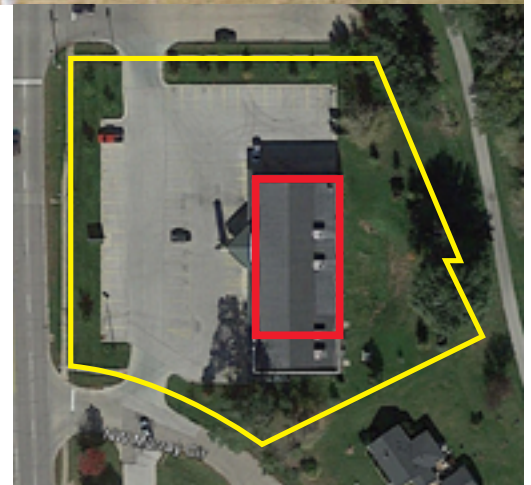
5935 Merle Hay Road / Johnston, Iowa



6,000 SF Retail Center (Min. divisible of 1,200 SF)
Lease Rate: Contact Agent

Property Highlights

- Co-tenancy includes Family Video and Stylin Cuts
- Nearby businesses include Hy-Vee and new Fareway
- Prominent street visibility
- Generous building signage allowed
- Close proximity to several residential pockets and Johnston High School
- Located on Merle Hay Gateway Redevelopment Corridor



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FOR LEASE

Retail Center

5935 Merle Hay Road / Johnston, Iowa



Demographics

	1 Mile	3 Mile	5 Mile
Population	4,587	46,034	132,684
AVG. HH Income	\$97,142	\$95,477	\$82,646
Total Households	2,074	18,141	53,786

	7 Minutes	10 Minutes
Population	25,127	71,392
AVG. HH Income	\$99,792	\$90,234
Total Households	9,886	28,234

Traffic Counts

Merle Hay Road: 15,800 VPD

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FOR SALE

Merle Hay Road Land

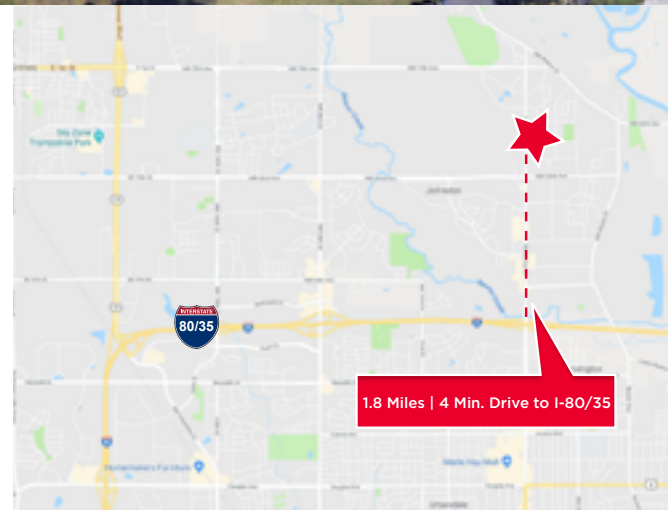
6511, 6515, 6519 Merle Hay Rd / Johnston, IA



2.68 Acres
Sale Price: \$645,000

Property Highlights

- 2.68 Acres (3 Parcels)
- Located north of I-80/I-35 along Merle Hay Road
- 1 block north of the new Johnston Town Center development
- ROC-2 zoning allows for retail, office, high-density residential
- Property is within the TIF district - potential economic incentives
- All utilities at or within close proximity to site
- New development includes: Brick Towne Apartments (384 units)
- Cadence Apartments (195 units)
- Johnston Public Safety / Police Building



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FOR SALE

Merle Hay Road Land

6511, 6515, 6519 Merle Hay Rd / Johnston, IA

AREA RETAILERS & DEMOGRAPHICS



Demographics

	1 Mile	3 Mile	5 Mile
Population	7,860	35,176	124,405
Daytime Population	6,619	30,157	107,822
AVG. HH Income	\$103,349	\$131,049	\$106,734
Total Households	3,249	13,113	49,430

Traffic Counts

Merle Hay Road:	13,900 VPD
NW 62nd Street:	6,900 VPD

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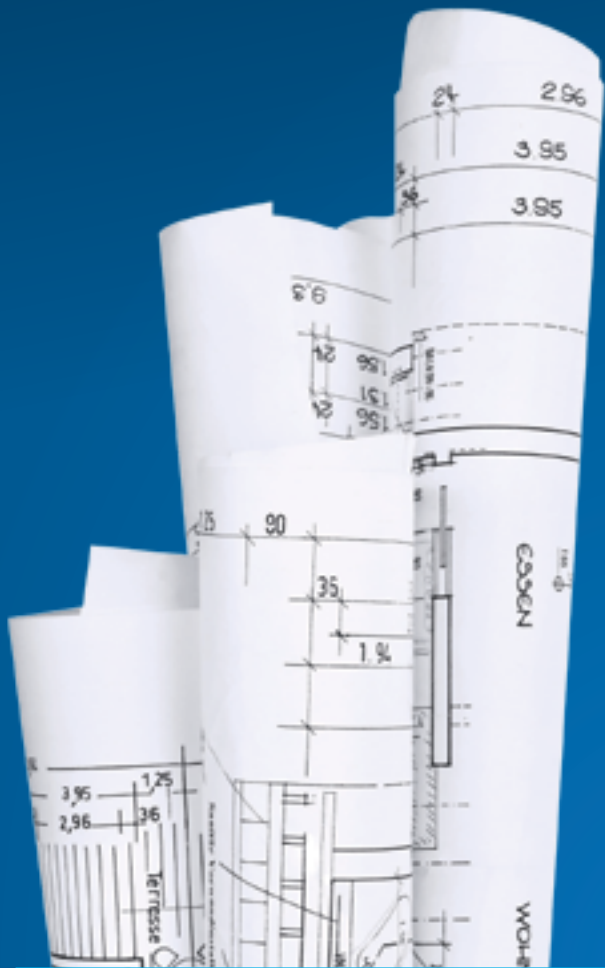
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CROWN POINT CENTER

RETAIL | OFFICE

5460 MERLE HAY ROAD, JOHNSTON, IOWA, 50131



RETAIL | OFFICE CENTER

Established retail | office community center located along Merle Hay Road in Johnston.

+ Available Space

- 1,522 SF TURN-KEY HAIR SALON SPACE
 - 6 chairs with shampoo bowls
- 1,100 SF Office/Retail

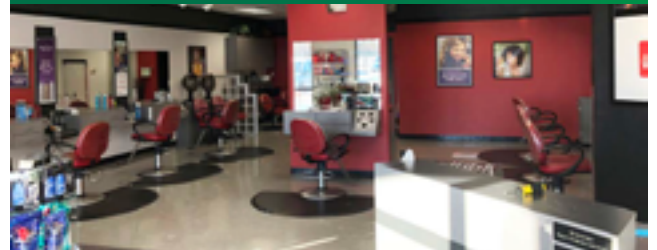
+ Lease Rate

- \$10.75/SF NNN for Salon Suite
- \$9.00/SF NNN for Office/Retail Suite
- Estimated Operating Expenses: \$5.50/SF

+ Building Features

- Highly visible center
- Easy access to I-80
- 22,300 VPD on Merle Hay Road

NEWLY LISTED SALON SPACE



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West Des Moines, Iowa 50266

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Commercial

FOR LEASE CROWN POINT CENTER

RETAIL | OFFICE
JOHNSTON, IA, 50131



PROPERTY AERIAL



Demographics	3 Mile	5 Mile
Population	56,134	145,950
Households	22,546	58,773
Average HH Income	\$102,169	\$90,987
Average Median Age	38.0	35.8



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FOR SALE

4925 - 5015 JOHNSTON DRIVE

COMMERCIAL LAND

JOHNSTON, IOWA



DEVELOPMENT LAND

Four (4), well-located commercial and/or industrial lots located at the corner of Johnston Drive and NW Beaver Avenue. The property is located just 0.7 miles east of Merle Hay Road and access to I-35/80. Excellent opportunity for a business looking to construct free-standing commercial or industrial buildings.

Address	Lot #	Size	Pricing
4925 Johnston	Lot 4	1.601 Ac	\$5.00/SF (\$348,735)
4963 Johnston	Lot 3	0.998 Ac	\$4.50/SF (\$240,556)
4989 Johnston	Lot 2	0.995 Ac	\$4.50/SF (\$195,102)
5015 Johnston	Lot 1	0.995 Ac	\$4.25/SF (\$184,233)
Total		4.589	

+ Site Features

- M-2 (General Industrial District)
- Lots can be combined
- Potential for Outside Storage
- Ready to build with utilities in-place
- Flexible lot sizes to accommodate small to medium sized businesses



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FOR SALE 4925 - 5015 JOHNSTON DRIVE

COMMERCIAL LAND
JOHNSTON, IOWA



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FOR LEASE

NOW DELIVERED!

5359 NW BEAVER DRIVE

NEW FLEX SPACE

JOHNSTON, IOWA 50131



FLEX SPACE

5359 NW Beaver offers a new 37,200 SF flex building. Ownership is flexible on bay sizes. There are two 1,800 SF bays (30x60) and fourteen 2,400 SF bays (30x80).

+ Available Space

- 1,800-37,200 SF

+ Lease Rate

- \$7.50/SF NNN

+ Building Features

- Heated warehouse
- 14' x 14' drive-in doors per bay
- 18' ceiling clear height in warehouse
- Ownership will provide demising wall, heating system, and bathroom

- Flexible office-warehouse ratio
- Zoned M-2 heavy industrial
- Outdoor storage available



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FLEX SPACE
JOHNSTON, IOWA



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on funds up to \$25,000
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Simply Savings Split Balance Tiers*

2.53% APY on funds \$0.00 - \$500.00
2.53% - 2.53% APY on funds \$500.01 - \$25,000.00
2.53% - 0.75% APY on funds \$25,000.01 - \$50,000.00
0.75% - 1.00% APY on funds \$50,000.01 - \$100,000.00
1.00% - 1.26% APY on funds \$100,000.01 - \$200,000.00
1.26% - 1.26% APY on funds \$200,000.01 - \$1,000,000.00

Examples:

You deposit \$30,000 into a Simply Savings. You will earn 2.50% interest on the first \$25,000. You will then earn 0.75% on the other \$5,000 that you deposited. Therefore, when you see the APY interest rate on your statement, it will show as 2.21%.

You deposit \$90,000 into a Simply Savings. You will earn 2.50% interest on the first \$25,000; 0.75% on the next \$25,000; 1.00% on the final \$40,000. Therefore when you see the APY interest rate on your statement, it will show as 1.35%.

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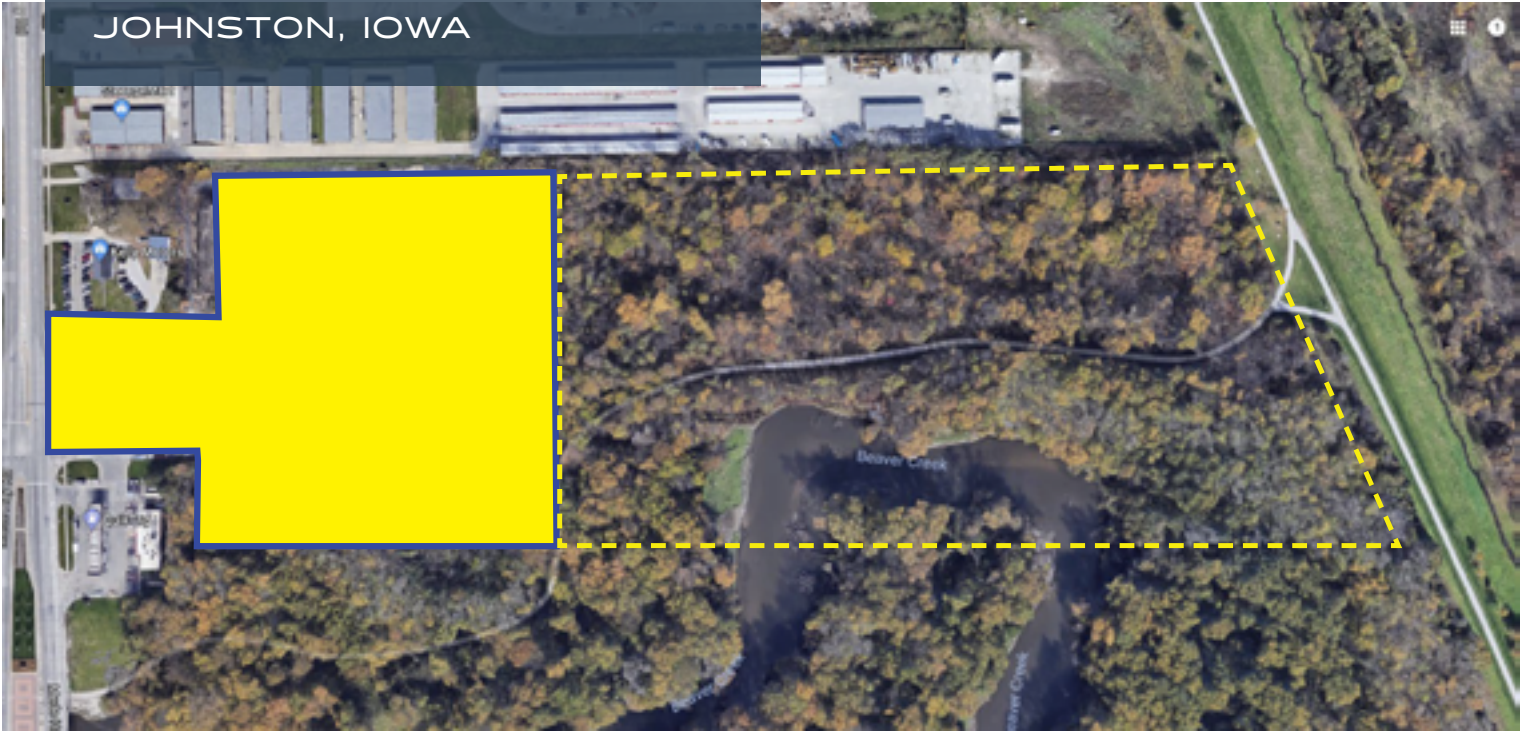
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JOHNSTON, IOWA



FOR SALE OR BUILT TO SUIT

Knapp Properties has a redevelopment opportunity available in the heart of the Merle Hay Gateway Redevelopment District in Johnston. This development property has visibility from I-80/35 with access at a lighted intersection on Merle Hay Road.

Market Information*	1 Mile	3 Miles	5 Miles
Population	7,319	68,670	172,865
Households	2,960	28,290	69,306
Median Income	\$75,595	\$68,908	\$62,859

PROPERTY FEATURES

- Total of 32.247 acres (10.2 available for redevelopment)
- Approximately 10.2 acres zoned Highway Commercial (C-3)
- Additional 22.04 acres zoned Conservation District (CD) also available
- Merle Hay Road Traffic Count: 31,900 VPD
- I-35 / I-80 Traffic Count: 94,000 VPD
- Call for pricing

5000 WESTOWN PARKWAY SUITE 400 | WEST DES MOINES, IA 50266-5921

P 515.223.4000 | F 515.222.5220 | KNAPPPROPERTIES.COM

Knapp Properties, and all agents whose licenses are held by Knapp Properties, are licensed in the State of Iowa.
Information contained here deemed reliable but not guaranteed by Knapp Properties.



LISTING BROKER
Knapp Properties

EXCLUSIVELY MARKETED BY

Ben Garrett, CCIM 515.401.7071

Brian Erickson, CCIM 515.202.5035

Angie Tessau, CCIM 515.707.6889

5055 MERLE HAY ROAD
JOHNSTON, IOWA





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Brian Erickson, CCIM 515.202.5035

Angie Tessau, CCIM 515.707.6889

5346 MERLE HAY ROAD
JOHNSTON, IOWA



SITE

PROPERTY FEATURES

- Investment or Merle Hay Road redevelopment opportunity
- Two blocks north of I-80/35 on Merle Hay Road
- Merle Hay Road Traffic Count in 2012: 22,600 VPD
- I-80 Traffic Count in 2013: 96,000 VPD

PRICE

- \$2,600,000

Market Information*	1 Mile	3 Miles	5 Miles
Population	5,435	59,820	156,341
Households	2,288	24,193	62,753
Median Income	\$79,839	\$68,697	\$60,067

*esri - Demographic and Income Profile 2015

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The latest expansion has primed Johnston for new commercial and residential opportunities.



NORTHWEST ANNEXATION

Highway 141 and Saylorville Drive

The area of Northwest Johnston will change considerably in the future with the recent voluntary annexation of more than 500 acres suitable for development.

The annexed property includes the Beaver Creek Golf Course, a new Department of the Navy training facility, and other large undeveloped parcels east of Highway 141 and Saylorville Drive near the mile-long bridge.

The expansion has primed the area for new commercial and residential opportunities.





BRIGHT TRUST

For years community members have speculated about what developments might occur within the 120 acres north of the new Johnston High School and bounded by NW 70th Avenue.

The picture has become clearer since representatives of the Bright Family Foundation petitioned the City of Johnston to rezone the property from an A-R, Agriculture Reserve Zoning District to a combination of commercial and residential zoning.

The rezoning request was approved by City Council in summer 2019, and corresponding updates to the Johnston 2030 Comprehensive Plan future land use map were subsequently approved.

Future land use classifications in the area by NW 100th Street and NW 70th Avenue include approximately 57 acres of low-density residential development, approximately 37 acres of medium-density residential development, and approximately 30 acres of commercial development adjacent to NW 70th Avenue.



**531 ACRES AVAILABLE
FOR DEVELOPMENT**



**EASY ACCESS TO
HIGHWAY 141**



**SAYLORVILLE LAKE
AMENITIES NEARBY**



LISTING BROKER

Knapp Properties

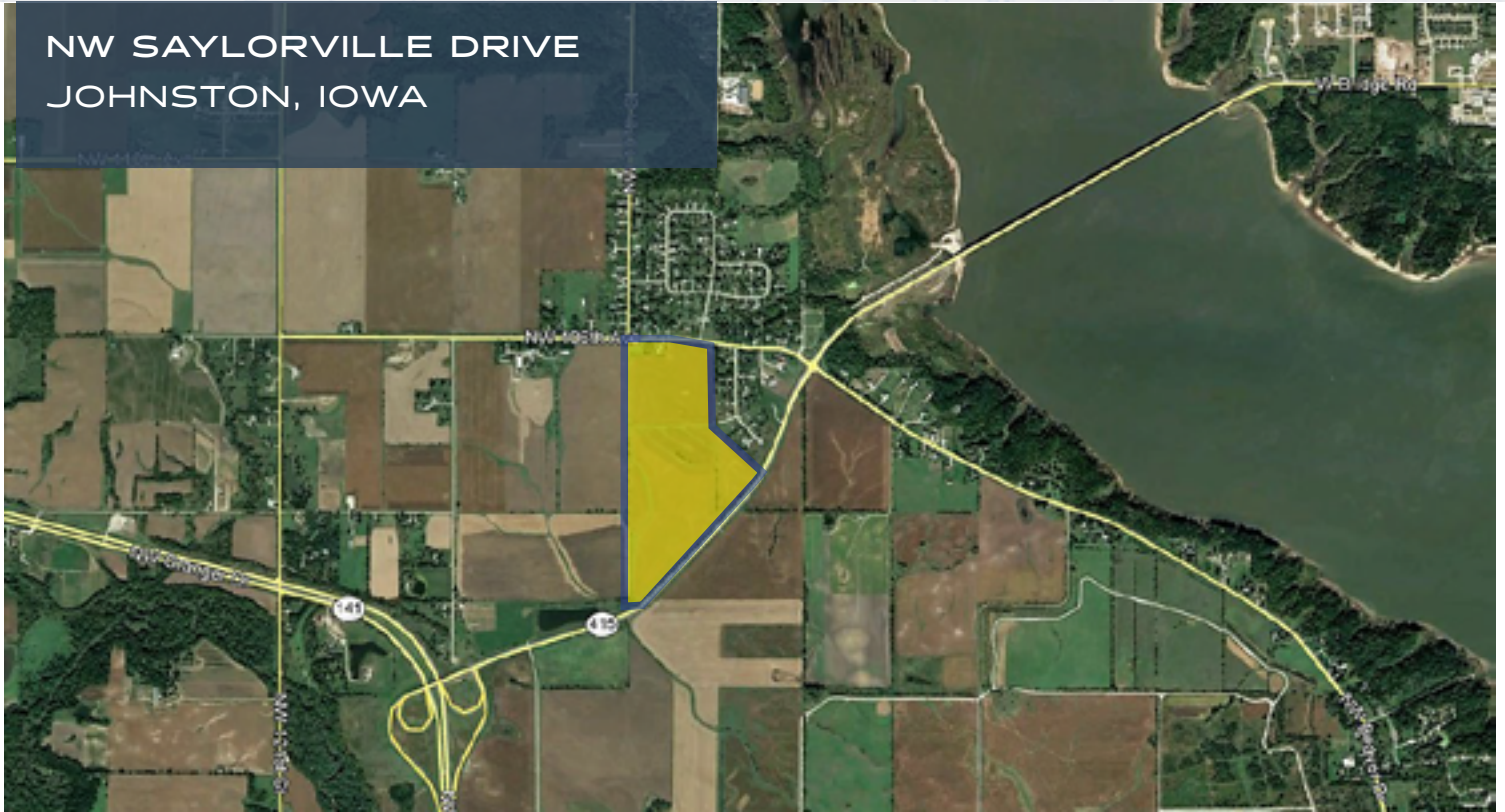
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Angie Tessau, CCIM 515.707.6889

NW SAYLORVILLE DRIVE JOHNSTON, IOWA



FOR SALE

- Approximately 112 acres
- Close proximity to Polk City
- Easy access to Highway 141 & 415
- Saylorville Lake amenities

PRICING

- Call for Pricing Information



5000 WESTOWN PARKWAY SUITE 400 | WEST DES MOINES, IA 50266-5921

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Developer's Realty Group

11087 NW Towner Dr, Johnston

For Sale



What a location! Annexation has been approved by state of Iowa. Comprehensive plan for M-1 zoning currently underway with the city of Johnston. Part of the corridor 141 study that's underway. Includes a 3 bed, 2 bath residence built in 1960! Lots of space in a prime location you can't miss!

Property Features:

- 28.99 acres
- Prime Location
- In process of updating to M-1 zoning
- Includes 3 bed, 2 bath residence
- MLS# 589034

Price: \$1,500,000



For more information, please contact:

Dorrance Brezina

Cell: (515) 778-0787

Office: 515-334-5455

dorrance_brezina@msn.com

developersrealtygroup.com

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Developer's Realty Group

11200 NW Towner Dr, Johnston

For Sale



Price: \$3,484,800

Property Features:

- 10 acres
- Prime Location
- Long term owner
- Johnston annexation in progress
- Next to potential commercial development site
- MLS# 552828

10 acre site available right next to the Beaver Creek Golf Course. Owner has pride of ownership and desire to preserve business and land value. 3 acres minimum purchase at \$8.00 sq ft. Johnston annexation in progress. Possible DOT stop light and future turn lane at intersection of HWY 141 and NW Towner Dr. Don't miss out on this great opportunity in a prime location !



For more information, please contact:

Dorrance Brezina

Cell: (515) 778-0787

Office: 515-334-5455

dorrance_brezina@msn.com

developersrealtygroup.com

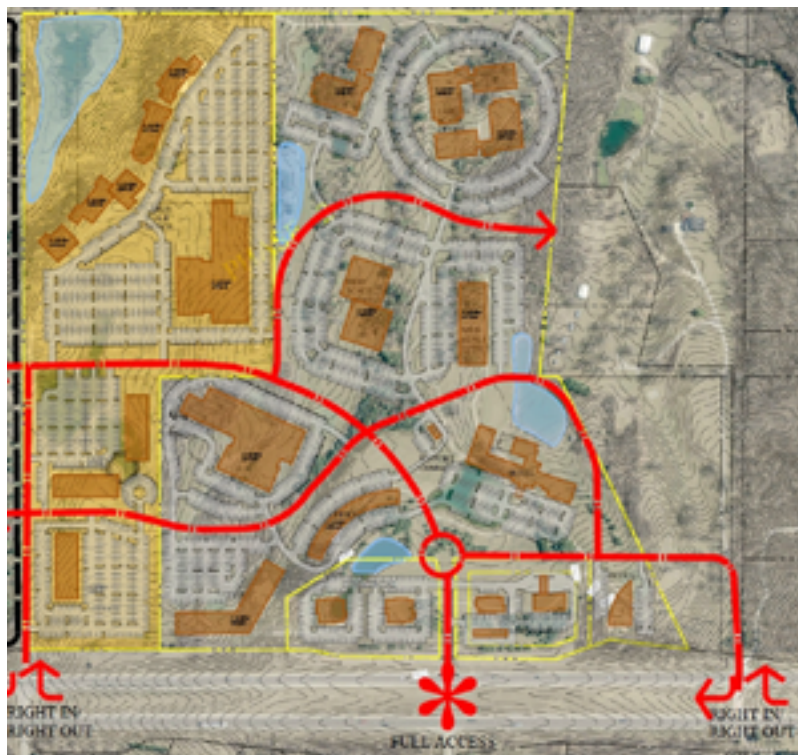
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Developer's Realty Group

NW 114th St & NW Towner Dr, Johnston

For Sale

Price: \$6,336,000



Property Features:

- 72 acres
- Frontage is HWY 141
- C2 Zoning
- MLS# 552965

This is the south 9 of the Beaver Creek Golf Course adjoining the Hoy Tree Farm for a total of 72 acres. Potential for commercial development. Johnston annexation and engineering in progress. Approved access to HWY 141. Prime development opportunity!



For more information, please contact:

Dorrance Brezina

Cell: (515) 778-0787

Office: 515-334-5455

dorrance_brezina@msn.com

developersrealtygroup.com

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TURNING YOUR VISION INTO A PLANNED PROJECT

A Q&A with Jeff Schug

Partner and Transportation Team Leader at McClure Engineering

AT WHAT POINT IN PLANNING FOR A DEVELOPMENT PROJECT SHOULD AN ENGINEERING FIRM GET INVOLVED?

Ideally, you want to get an engineering firm involved once you hit the point where you are actually searching for the site. An engineer can provide insights on how access is going to be gained from the main roadways and will understand the city's requirements for those access points. They can also help you understand the utilities that are available or what it would take to bring utilities to that site if needed. Having an engineer on hand from the start can ensure that you haven't selected a site that isn't ready to be developed yet or can't be developed for the intended use.

WHAT FACTORS SHOULD BE CONSIDERED BY A DEVELOPER PRIOR TO SELECTING AN ENGINEERING FIRM?

You want to find someone who is experience with development work. A lot of engineers do some development work on the side, but if you are working on a commercial development project, it is probably best to have an engineering firm who has more specialized experience with commercial development work.

These types of projects go beyond the civil components and truly have a site component that can affect the project budget. An engineer with the right experience can ensure that you understand all of the costs of the project up front.

These types of projects go beyond the civil components and truly have a site component that can affect the project budget.



Company



HOW DOES AN ENGINEERING FIRM HELP YOU WORK WITH A CITY TO ENSURE A SUCCESSFUL PROJECT?

Most of the engineering firms that are qualified to do this type of work probably already have a good relationship with the city you're working in. They already know the city staff and what they are looking for. They'll know how to work with them to address issues and solve problems.

WHAT ARE THE MOST COMMON MISTAKES CLIENTS MAKE DURING THE PLANNING PHASE, AND WHAT IS RECOMMENDED TO AVOID IT?

I believe it is important to work with both a realtor and an engineer when selecting a site for your project. The realtor will have an understanding of the existing business and potential future business surrounding the site and how those businesses could impact yours. The engineer can assist with understanding the utility services that exist and what needs must be met to make the project a reality.

HOW HAS TECHNOLOGY ADVANCED TO MAKE WORKING WITH AN ENGINEERING FIRM A MORE SEAMLESS PROCESS FOR DEVELOPERS?

At McClure Engineering we have a sophisticated electronic system for communication with all parties. The system offers the engineer, developers and contractors the ability to review things like the project timeline, project plans and other information vital to the project.

In addition to engineering firms using technology, most cities are using now their own online systems for communications between the city and the engineering firm involved with the project.

ROUNDAABOUTS

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Roughly one-quarter of all traffic fatalities in the US are associated with intersections. At McClure, we are making **lives better** by designing and implementing safer solutions.



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COMMUNITY FEATURES

Trails by land and water

The City of Johnston has more than 36.5 miles of recreation trails, and more are on the way. Plans for a new trail on Pioneer Parkway are in development. Community preference for the trail is a shared side path along the southwest side of Pioneer Parkway from NW 62nd Avenue to Merle Hay Road.

Foth Infrastructure is the engineering firm tasked with preparing the final design for the trail, and upon completion, the trail would be 10 feet wide and allow for 2 feet of clear width on either side

The trail would expand into existing Pioneer Parkway right-of-way and onto some private properties to avoid as many existing trees as possible.

Property owners are engaged in the process in order to mitigate any potential impacts on existing trees or private properties. While some trees will need to be removed, it is believed that replacement trees placed in alternative locations will add to the diversity of trees in the community and reduce risks associated with issues such as the Emerald Ash Borer.

In addition to walking and biking trail expansion, Johnston has been a leader for the Des Moines Area Metropolitan Planning Organization's Water Trails and Greenways master plan. The first access point to Beaver Creek is now open at NW 86th Street and 70th Avenue in Johnston. Two additional access points are planned, one near Terra Park scheduled for construction in 2020 and the last near the gateway area, scheduled for

construction in 2021.

The Beaver Creek water trail advanced with the help of Corteva's most recent property donation to the City of Johnston. Corteva donated property located near the intersection of NW 70th Avenue and NW 86th Street, another access point for the water trail. Starting at an access point along 70th Avenue in northwest Johnston, Beaver Creek passes by Terra Park and will wind its way to a future exit point near the Merle Hay Gateway area.

This new water trail system will not only enhance recreational opportunities in Johnston, but also contribute to the Capital Crossroads regional water trails initiative.

The Greater Des Moines Partnership and Capital Crossroads recently announced the creation of the Central Iowa Water Trails Incubator. Several JEDCO member organizations are represented on the Board of Directors, including Knapp Properties, Hubbell Realty, and MidAmerican Energy.



CORPORATE HEADQUARTERS

At the center of thriving Johnston for more than 50 years is Corteva, formerly known as DuPont Pioneer. This company has recently transitioned to merge two major, innovative, science-based companies, further solidifying the agricultural business roots of the Johnston community and recruiting top talent to Johnston's workforce and residential community.

With over 2,000 employees, Corteva's long-standing history with the City of Johnston has not only had a positive economic impact but also has opened up opportunities for more recreational community areas, such as the recently developed Terra Park and upcoming Pioneer Parkway trail expansion.

John Deere Financial also has a significant history with the City of Johnston. Home to more than 700 employees, John Deere Financial is one of the largest providers of financial services to agricultural and construction customers.

Since 1909, Camp Dodge served as home for the Iowa National Guard. While Camp Dodge isn't a corporate headquarters, its presence in Johnston is a driving economic force. This training facility spans more than 4,400 acres and attracts more than 400,000 military, law enforcement and civilian personnel to Johnston annually.

Visitors to Corteva, John Deere Financial and Camp Dodge has a significant and positive impact on the Johnston community.



Celebrating 22 Years of *SUCCESS* in 2020!



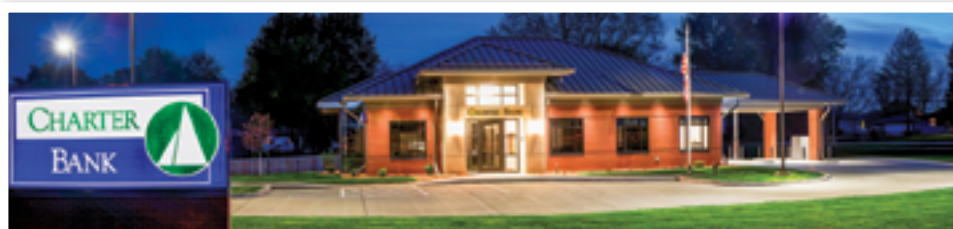
Then...

June 22, 1998

Johnston Chamber ribbon-cutting
for Johnston Charter Bank

Now...

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Financial SUCCESS in 2020!**



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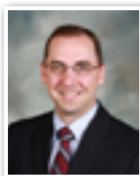
Tim Heldt
CEO
Johnston



Matt Morris
President
Johnston



Sharm Sisler
COO
Johnston



Mark Rheinschmidt
VP Commercial Lending
Johnston



Erin Yocum
Loan Officer
Waukee



Greg Grote
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Nick Reggio
VP Market Manager
Grimes



Patti Hood
VP Market Manager
Ankeny



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Loan Officer
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Johnston est. 1998
5526 NW 86th Street
331-2265

Waukee est. 2001
455 - 6th Street
987-1000

Grimes est. 2000
150 SE Gateway Drive
986-2000

Ankeny est. 2017
2905 SW Orallabor Road
446-2265



Available

Crescent Chase I – Sale or Lease

- Building size: 41,080+/- SF Class B office
- Lot Size: 4.213 acres
- Year Built: 2008
- Parking: 214 spaces
- Available for single or multi-tenant use
- 2 miles north of Interstate 80/35 at 86th Street exit
- 12 miles northwest of Downtown Des Moines
- Sale Price: Contact Broker

**8850 NW 62nd Ave
Johnston, IA**

Justin Lossner, CCIM

Executive Vice President
Jones Lang LaSalle Brokerage, Inc.
+1 515 371 0846
justin.lossner@am.jll.com

Kate Byus

Vice President
Jones Lang LaSalle Brokerage, Inc.
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jll.com/des-moines



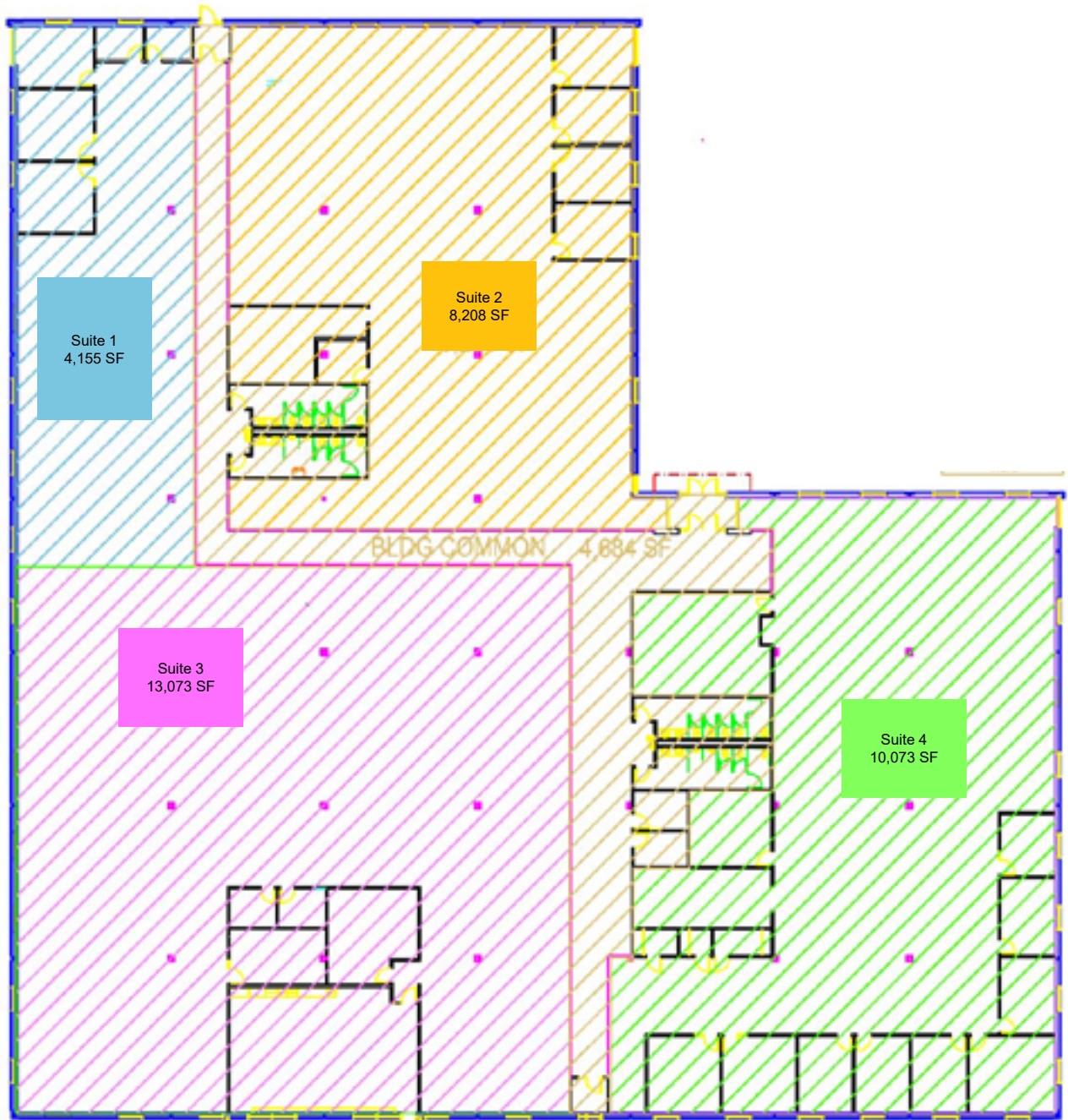
Availability & Floor Plans

- Availability:
 - Suite 1: 4,155 SF
 - Suite 2: 8,208 SF
 - Suite 3: 13,072 SF
 - Suite 4: 10,073 SF
 - Full Building: 41,080+/- SF

- Lease Rate: Contact Broker

Property Information

- Former Pioneer offices
- Mix of built-out offices and open working space
- Quality improvements and finishes
- Windows throughout



The information contained herein has been given to us by the owner of the property or other sources we deem reliable. We have no reason to doubt its accuracy, but we do not guarantee it. All information should be verified prior to purchase or lease. Jones Lang LaSalle Brokerage, Inc. is a licensed broker in the State of Iowa.



GREEN MEADOWS WEST

OFFICE | RETAIL

5619, 5623 & 5627 NW 86TH STREET, JOHNSTON, IOWA

OFFICE | RETAIL SPACE

Green Meadows West commercial development in Johnston offers a variety of office/retail suite configurations and sizes for lease at attractive rates. Convenient location and high visibility on NW 86th with quick access to I-35/80. Free surface parking for employees and visitors. Building and monument signage available.

+ Available Space

- Opportunities for 1,425 up to 9,180 +/- RSF
- Availability: Immediate

+ Lease Rate

- \$14.50 per RSF per year, Modified Gross, as-is
- Shell space - negotiable
- Tenant pays separately metered utilities

+ Building Features

- Abundant free surface parking available to tenants and visitors
- Convenient location and high visibility on NW 86th Street with quick access to I-35/I-80
- Well maintained and landscaped campus setting
- Building and monument signage available



CONTACT US

KOREY BIRKENHOLTZ

Vice President

+1 515 221 6645

korey.birkenholtz@cbre-hubbell.com

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FOR LEASE GREEN MEADOWS WEST

OFFICE | RETAIL
5619, 5623 & 5627 NW 86TH ST
JOHNSTON, IOWA



BUILDING 5619

Suites Available	Rentable Square Feet	Asking Modified Gross Rent
Upper level Suite 300	1,461 RSF	Shell space - negotiable
Contiguous Suite Available	Rentable Square Feet	Asking Modified Gross Rent
Upper level Suite 200/300	2,011 RSF	Shell space - negotiable

BUILDING 5623

Suites Available	Rentable Square Feet	Asking Modified Gross Rent
Upper level Suite 300	1,425 RSF	Shell space - negotiable
Lower level Suite 700	1,800 RSF	Shell space - negotiable
Lower level Suite 800	1,779 RSF	Shell space - negotiable
Contiguous Suite Available	Rentable Square Feet	Asking Modified Gross Rent
Lower level Suite 700/800	3,579 RSF	Shell space - negotiable

BUILDING 5627

Suites Available	Rentable Square Feet	Asking Modified Gross Rent
Suite 300	9,180 RSF*	\$14.50/RSF/YR

*Potential to demise



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FOR SALE

WINDSOR OFFICE PARK

COMMERCIAL DEVELOPMENT LOTS

NW 86TH STREET & WINDSOR PARKWAY
JOHNSTON, IOWA 50131



COMMERCIAL DEVELOPMENT LOTS **FOR SALE**

Located just north of Des Moines in Johnston, Windsor Office Park is in the center of several major employers, such as Pioneer Hi-Bred International, Inc., Camp Dodge and John Deere Financial which has attracted major retail, restaurants and other uses.

+ Available Lots

- 1.01 to 5.11 Contiguous Acres (Some lots can be divided)

+ Lot Prices

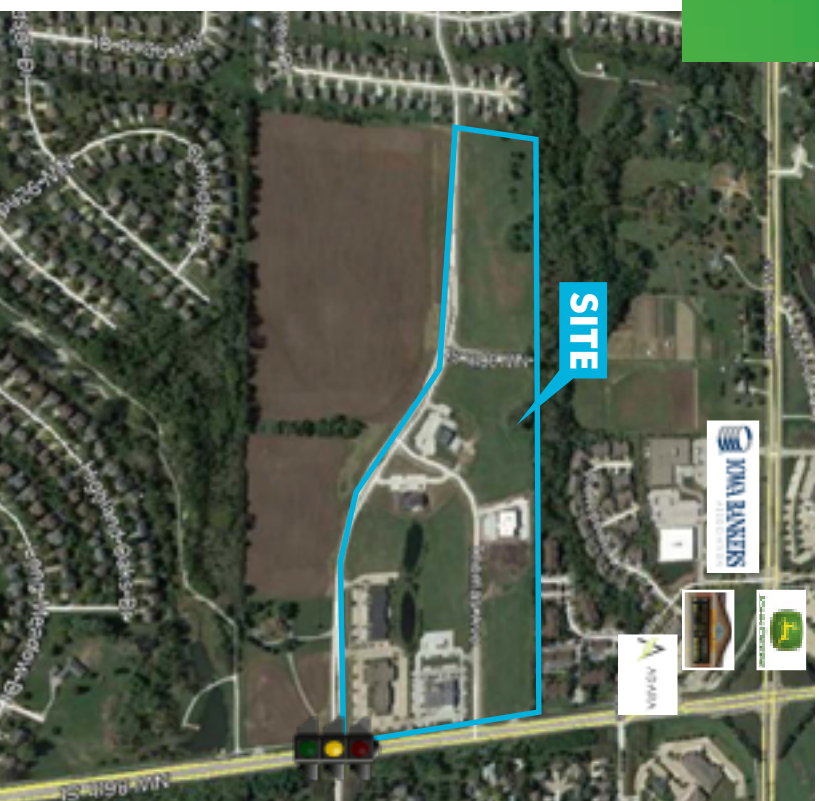
- \$3.60-\$5.25/SF

- Lots 7 through 20 allow residential construction on 2nd floor of office buildings

- Lots 12 through 15 have been sold for the development of senior cooperatives and townhomes

+ Property Features

- Traffic Counts: 20,800 vehicles per day
- PUD Zoning for construction of professional office buildings and medical/dental clinics plus certain residential uses
- Restrictive covenants ensure that the Park is developed, operated and maintained so as to protect and enhance the investment of all building owners within the Park boundaries
- Signalized intersection at entrance to the Park



CONTACT **US**

PAUL WEEKS

Vice President
+ 1 515 221 6691
paul.weeks@cbre-hubbell.com

LISTING# 608441

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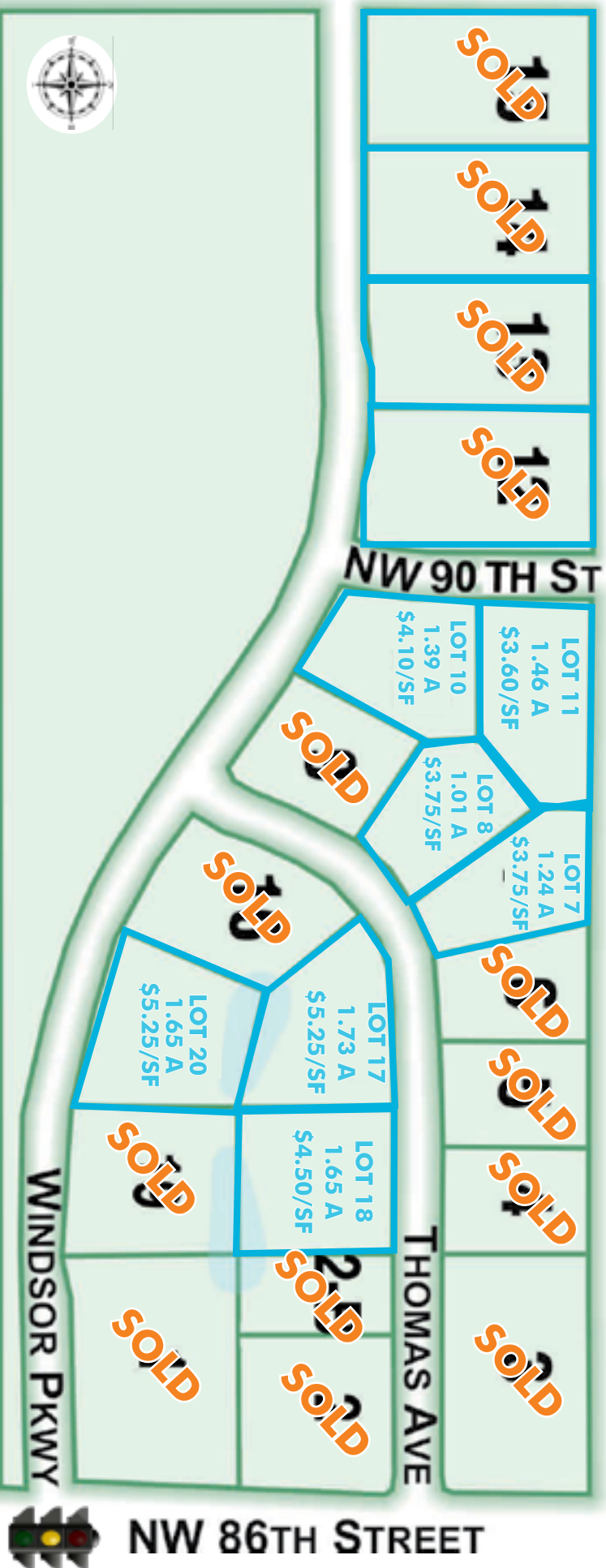
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FOR SALE WINDSOR OFFICE PARK

COMMERCIAL DEVELOPMENT LOTS
NW 86TH STREET & WINDSOR PARKWAY
JOHNSTON, IOWA 5013



LOT	ACRES	PRICE/SF	SALE PRICE	STATUS
7	1.24	\$3.75	\$203,000	AVAILABLE
8	1.01	\$3.75	\$165,000	AVAILABLE
10	1.39	\$4.10	\$250,000	AVAILABLE
11	1.46	\$3.60	\$230,000	AVAILABLE

LOT	ACRES	PRICE/SF	SALE PRICE	STATUS
-----	-------	----------	------------	--------

17	1.73	\$5.25	\$394,500	AVAILABLE
18	1.65	\$4.50	\$324,000	AVAILABLE
20	1.65	\$5.25	\$375,000	AVAILABLE

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 - Prescriptions
 - Eye care
 - Hearing services
 - AD&D insurance



CELL PHONE PROTECTION¹

- ✓ BaZing may reimburse you up to \$800 per year
- ✓ Up to 2 claims per year
- ✓ \$400 per claim



DISCOUNTS & SAVINGS

- ✓ Discounted tickets
 - Adventureland
 - Iowa Cubs
 - Blank Park Zoo
- ✓ Online discounts
- ✓ Travel savings



ROAD SIDE ASSISTANCE

- ✓ Towing services
- ✓ Lockout assistance
- ✓ Flat tire assistance
- ✓ Emergency supply & more!
- ✓ BaZing may cover \$80 per occurrence
- ✓ Up to 4 times a year



IDENTITY THEFT PROTECTION¹

- ✓ Access to Fraud Resolution Specialist
- ✓ Identity restoration
- ✓ Credit rating help
- ✓ Financial & legal integrity
- ✓ BaZing may reimburse up to \$2,500 for covered expenses

Contact your Retail Banker for more details.

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¹Insurance products are not deposits, not FDIC insured, not insured by any federal government agency and not guaranteed by the financial institution. VisionPerks accounts may be canceled at any time. Please contact a Retail Banker with any questions.



8705 Chambery Boulevard

JOHNSTON | IOWA



PROPERTY FEATURES:

- **For Lease: \$18/SF/NNN**
\$10.25/SF CAMITS
- 2,100 SF available
- Tenant improvements available
- Building and monument signage
- Co-tenants include: Gusto Pizza, University of Iowa Hospitals, Wasabi, and Mary Nail & Spa
- Located at the lighted intersection of NW 86th Street and Chambery Boulevard
- Listing #9406355

STANBROUGH REALTY

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StanbroughRealty.com

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LENDING FOR NEW DEVELOPMENT PROJECTS: RISK VS. REWARD

A Q&A with Jason Kerndt

Senior Vice President and Commercial Lender at Vision Bank

WHAT IS THE MOST POPULAR TYPE OF COMMERCIAL REAL ESTATE CONSTRUCTION LOAN?

The most common loan structure is a construction to permanent note. This involves identifying the length of time it will take to complete a project and allowing for a loan funding or draw period that matches the anticipated construction period. This is can typically last between six months to two years. Payments are usually interest-only during the draw period and then become amortized principal and interest once construction is complete. The length of the amortization will vary depending on the type of property/project.

WHAT IS THE MOST COMMON MISCONCEPTION AMONG BORROWERS ABOUT THE COMMERCIAL LENDING PROCESS?

The most common misconception borrowers have is that there is a one-size fits all simple rate and structure for every loan type.

Factors such as ownership, property location, profitability and type of collateral may change the financing's pricing and structure. All loans are priced based on the perceived risk they carry.

HOW CAN BORROWERS BEST PREPARE FOR THE COMMERCIAL LENDING PROCESS? HOW LONG SHOULD THEY EXPECT THE PROCESS TO TAKE?

The most common misconception borrowers have is that there is a one-size-fits-all simple rate and structure for every loan type.



VisionBank®



Plan on speaking with the bank early in the process. The banker can layout a timeline and address potential future issues with the borrower. Also, I highly encourage allowing communication between trusted third parties and the bank; this includes your CPA, engineer and attorney. As with anything, solid communication will make the job easier and speed up the process.

The turn-time from application to loan closing will vary depending on project complexity. That being said, a realistic expectation is between six and eight weeks. A community bank should be able to make a decision in two to three weeks for most projects. Once a bank issues formal approval, the next steps are ordering an appraisal, a title opinion, flood determination and possibly an environmental report. These orders typically take four to six weeks to fulfill.

FROM A COMMERCIAL LENDING PROSPECTIVE, WHAT COMMERCIAL REAL ESTATE TRENDS DO YOU SEE OCCURRING IN THE GREATER DES MOINES AREA?

One interesting trend is the transformation of larger industrial space for office and retail use. The large open spaces are seen as less constraining and more attractive to the end users. Additionally, transitioning the use of this space is easier and less expensive than with traditional office and retail properties.

Another trend to watch is the continued increased costs of construction year over year. There have been numerous projects in Central Iowa, which have further stretched the availability of labor and raw materials forcing cap rates down. Continued rental rate increases and low interest rates will be necessary to offset these increasing costs.

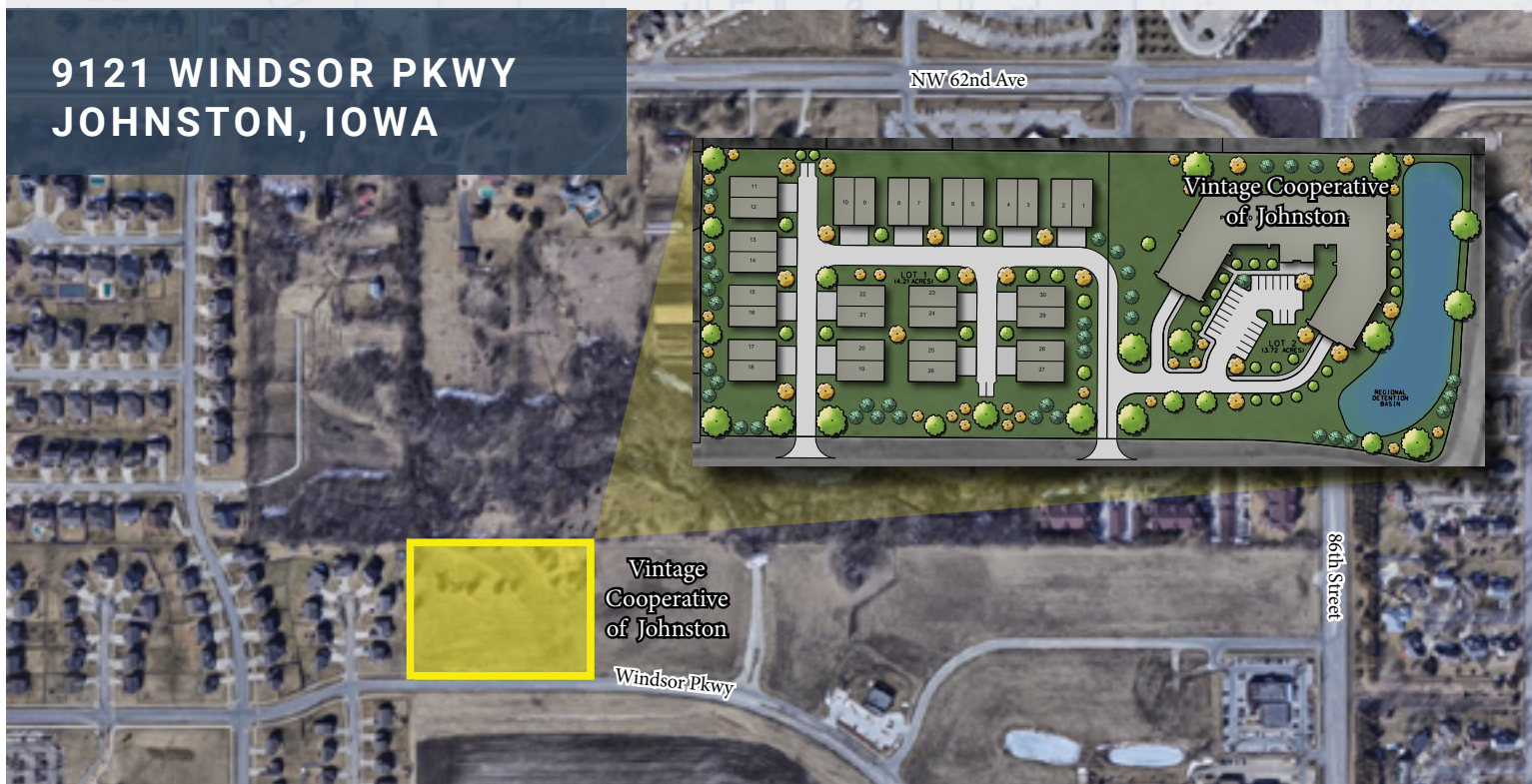
CAN COMMERCIAL LENDERS HELP GUIDE BORROWERS TO LOCAL GOVERNMENT INCENTIVES THAT THEY SHOULD BE TAKING ADVANTAGE OF?

The lender is able to let the borrower know of local programs that are available, and guide the borrower to the experts behind the programs. If the program makes sense for all of the parties involved, the bank will have the opportunity to partner and provide needed financing.



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Knapp Properties
 EXCLUSIVELY MARKETING BY
Ben Garrett, CCIM 515.401.7071
Brian Erickson, CCIM 515.202.5035
Angie Tessau, CCIM 515.707.6889

9121 WINDSOR PKWY JOHNSTON, IOWA



PROPERTY FEATURES

- 4.22 Acre Lot
- Zoned R-3 Multi-Residential / Townhome Development
- Easy access to 86th street, 100th street, and I-35
- Within walking distance of several restaurants and shops

PRICE

- \$735,000



Market Information*	1 Mile	3 Miles	5 Miles
Population	8,300	47,843	112,483
Households	2,885	18,719	45,306
Median HH Income	\$115,986	\$88,548	\$79,721

*esri - Demographic and Income Profile 2018

5000 WESTOWN PARKWAY SUITE 400 | WEST DES MOINES, IA 50266-5921 | P 515.223.4000 | F 515.222.5220 | KNAPPPROPERTIES.COM

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**9121 WINDSOR PKWY
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A new road extends east from the current terminus of Birchwood Court, bending north to NW 54th Avenue.

BIRCHWOOD COURT

East of NW 86th Street, Adjacent to I-35/80

Developments to the east of Birchwood Crossing have been a long time coming. The City of Johnston has faced many hurdles along the way, especially in relation to creating a connecting road with NW 54th Avenue.

With the approval of the the Birchwood Court Extension construction plans, a new road extends east from the current terminus of Birchwood Court, bending north to NW 54th Ave. The connecting point to NW 54th Avenue is located between Foxboro Road and the access roads for Lew Clarkson Park and Timber Ridge

Elementary School.

Hubbell Realty Company has constructed the first of two new 72,000 square feet flex office/commercial buildings (pgs. 93-94).

In addition to the new flex office space, Hubbell Realty Company is planning residential subdivision of 11 single-family lots, which will comprise Birchwood Crossing Plat 8. The subdivision will be located just north of the new flex office space and west of Timber Ridge Elementary School.



SHOPPES AT ROUGHWOOD

Merle Hay Road has been an area of emphasis for new retail projects in Johnston, but areas of redevelopment along NW 86th Street are also among current commercial activity in Johnston.

The Shoppes at Roughwood is a 16,400 SF retail facility under construction on the southwest corner of NW 86th Street and NW 54th Avenue. Cushman & Wakefield has signed leases with Dunkin', Q. T. Nails and Orange Theory Fitness so far, with more than 9,000 SF of space still available for interested parties.

WEST PARK & NEW INTERCHANGE

The far southwest portion of Johnston is situated with Urbandale to the south and Grimes to the west. The opening of the new 100th Street interchange off of Interstate 35/80 provided a new access point to the Johnston community. Ongoing development activity can be observed at the corner of NW 54th Avenue and 100th Street in the West Park Office Plaza.

Other activity includes a new 9,047 square foot office building under construction along 100th Street between White Oak Lane and West Parkway and an office expansion for Iowa Mechanical Sales.



**TWO NEW OFFICE/
FLEX BUILDINGS UNDER
CONSTRUCTION**



**RESIDENTIAL LOTS WILL
BE CREATED NORTH OF
NEW FLEX SPACE**



**NEARLY 100,000
VEHICLES PER DAY ON
I-35/80**

WEST PARK OFFICE PLAZA

5785 West Parkway
Johnston, IA 50131



West Park Office Plaza located

in the Northwest quadrant of 100th and 54th Street in Johnston, Iowa.

- Zoned PUD - Office/Commercial
- Various Lot Sizes
- Just off New I-80/35 and 100th Street Interchange
- All Utilities— Ready to Build
- MidAmerican Power Sub-Station Adjacent
- Build to Suite Possible
- City Incentives Available

Price: \$3.00 - \$5.00/SF

For more information please contact:

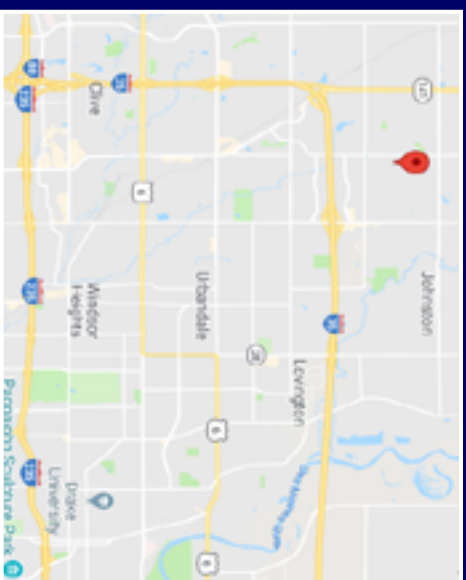
Ryan D. Siedenburgh
(515) 223-6222 Office
(515) 339-9616 Mobile
Ryan@Siedenburgh.com
www.Siedenburgh.com
2019 V.3



FOR SALE



Lot	\$/SF	Acres	Total Price
1	SOLD	3.43	SOLD
4	\$3.25	2.68	\$378,983
6	\$3.00	1.02	\$132,902
7	\$3.00	1.18	\$153,941
8	\$3.00	1.92	\$250,644
9	\$3.00	4.49	\$586,623
13	\$4.00	1.61	\$279,829
19	\$3.00	2.10	\$274,428
20	\$3.50	1.44	\$219,085
21	\$5.00	2.69	\$583,922



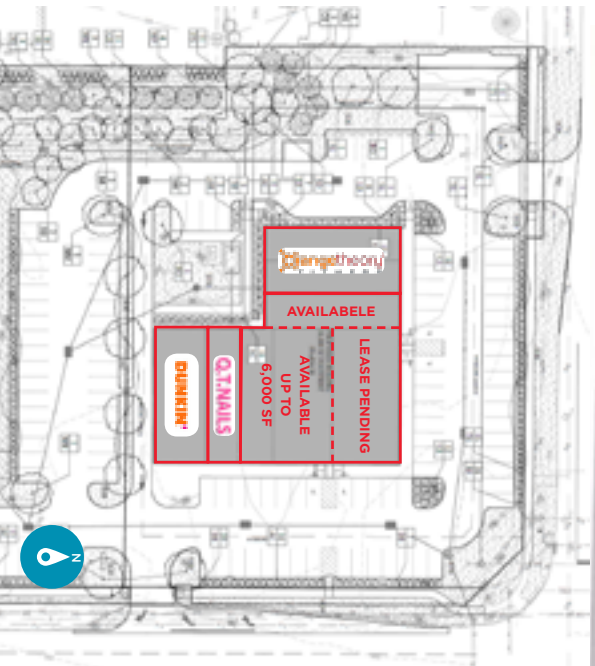


Iowa Commercial Advisors

The Shoppes at Roughwood

NW 86th Street & NW 54th Avenue / Johnston, Iowa

9,000 SF Available
Lease Rate: \$28-\$32 PSF NNN



Property Highlights

- Join Orange Theory Fitness and Dunkin in Johnston's newest retail development
- 9,000 SF of retail and restaurant space in first phase
- Strategic regional location serving Johnston, Urbandale, Grimes, Clive
- Ideal demographics - growing families, young professionals, soccer moms, seniors
- Prominent visibility on hard corner of heavily traveled arterials
- Close proximity to 15,000 daytime employees at Dow DuPont Pioneer, John Deere Financial, Rain and Hail, Delta Dental, and New John Deere IDC (2019)
- Convenient access from/to I-35/80

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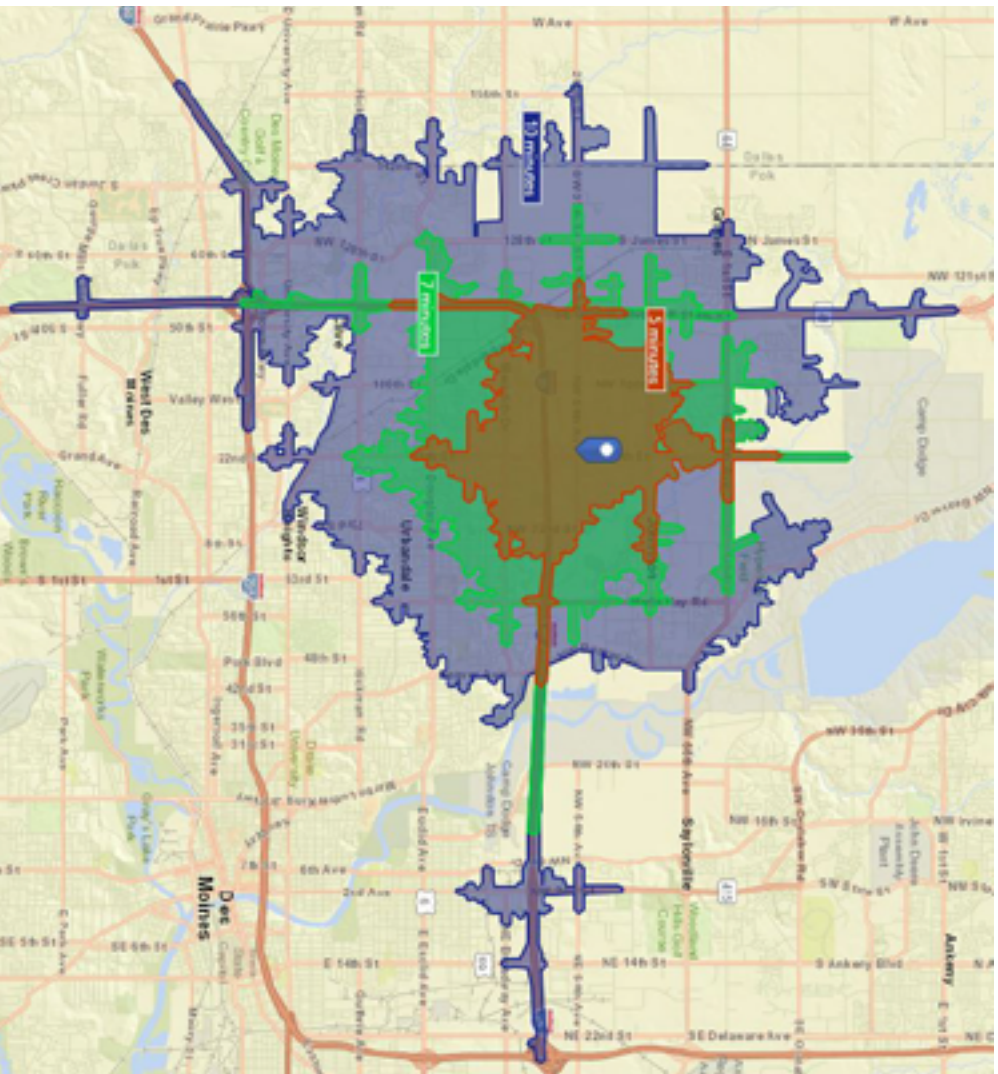
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**CUSHMAN &
WAKEFIELD**

Iowa Commercial Advisors

The Shoppes at Roughwood NW 86th Street & NW 54th Avenue / Johnston, Iowa



Demographics

	5 Min.	7 Min.	10 Min.
Population	20,804	39,090	87,771
AVG. HH Income	\$119,487	\$110,273	\$103,497
Total Households	7,670	15,287	34,560
Daytime Employees	7,387	24,803	79,951

Traffic Counts

NW 86th Street & NW 54th Avenue: 34,600 VPD
 NW 86th & I-80: 89,900 VPD

Major Area Employers

- Dow DuPont Pioneer (2,000 Employees)
- John Deere Financial (910 Employees)
- John Deere Intelligent Solutions Group (600 Employees)
- Rain and Hail Insurance (230 Employees)
- Delta Dental
- Camp Dodge

Approved Users

- Parcel A - 16,400 SF Retail Center
- Parcel B - 15,000 SF Retail & 70 Apartments
- Parcel C - 10,000 SF Retail, Medical or Office

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For Lease

Office space available at Northpark

- Availability: 7,285 SF
- Lease Rate: \$12.50/SF NNN
- Estimated Operating Expenses: \$5.85/SF
- Built-out space including mix of offices and open desk space
- Tall ceilings (9'8") and ample windows
- Parking Ratio: 4/1000
- Class A office in a convenient location within Johnston
- Local area amenities include Hilton Garden Inn, Texas Roadhouse, Starbucks, 1908 Draught House, Planet Sub and Power Life Yoga

9201 Northpark Dr. Urbandale, IA

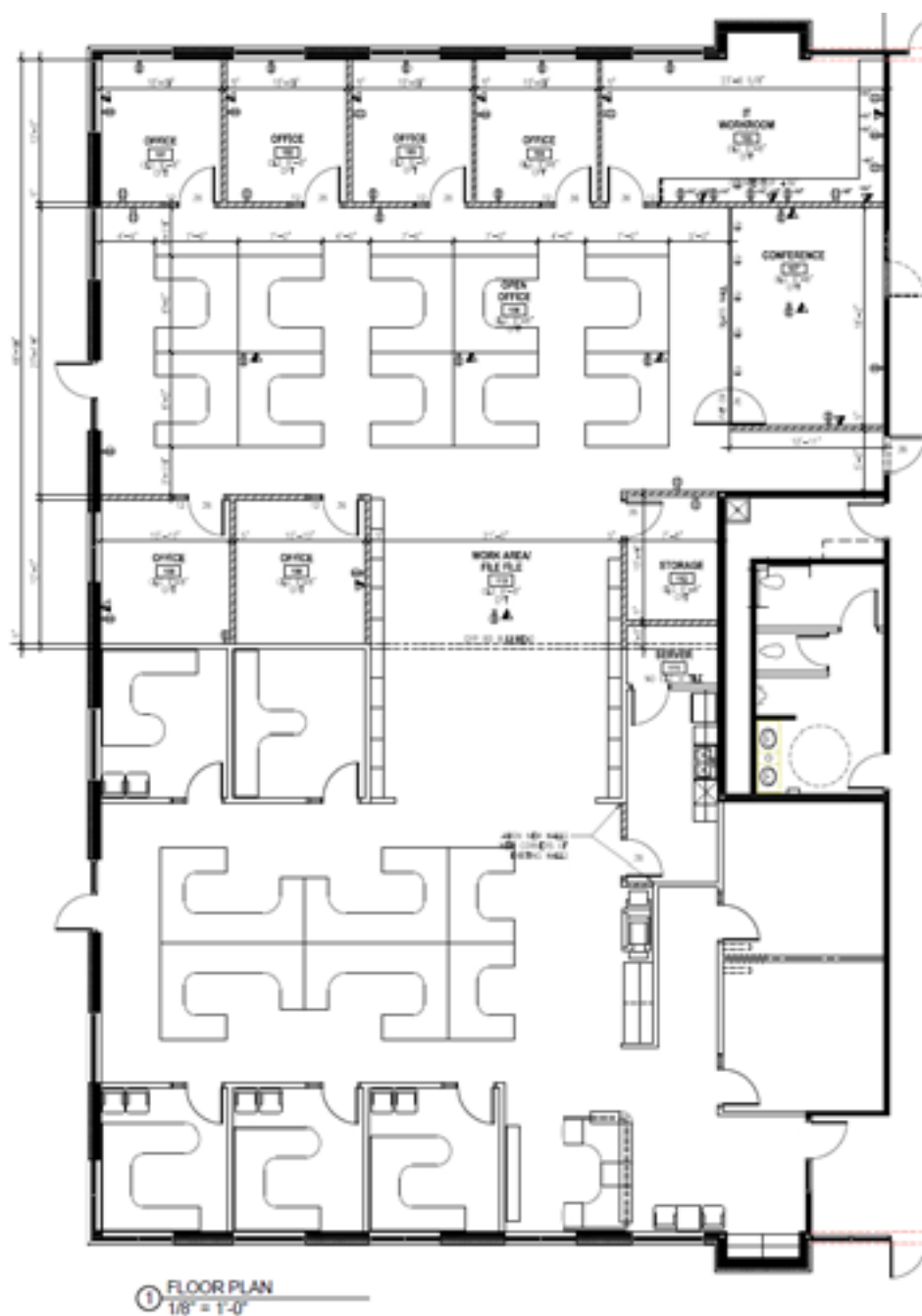
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Floor Plan



FOR SALE

5515 NW 88TH STREET

OFFICE BUILDING

JOHNSTON, IOWA 50131



OFFICE BUILDING

+ Available Space

- 5,830 SF Building

+ Sale Price

- \$795,000

+ Building Features

- Well maintained, one story brick veneer office building
- Multiple nearby amenities (hotels, restaurants, retail and medical)
- Ample parking
- Excellent access to I-80/35



CONTACT US

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6900 Westown Parkway

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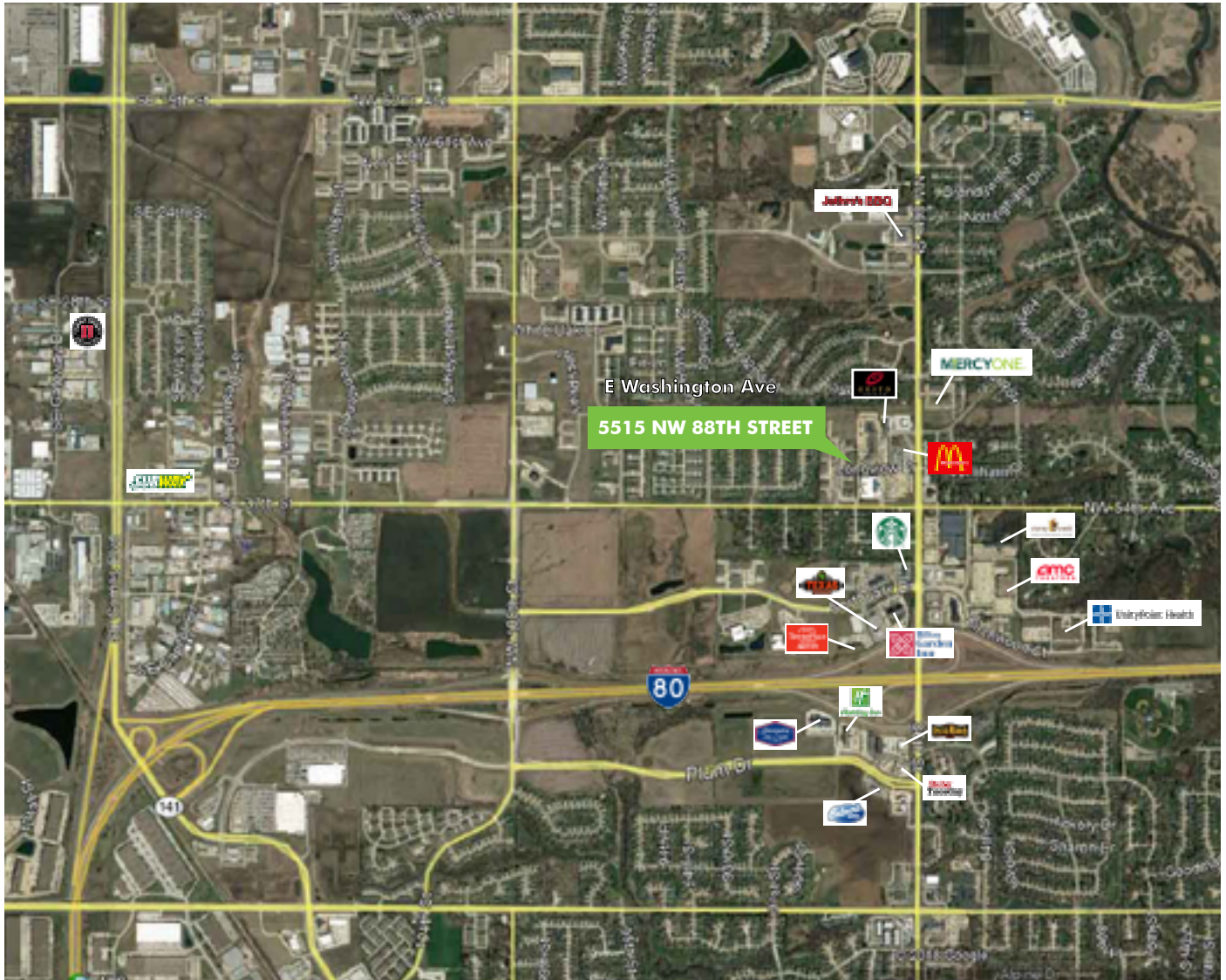
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FOR SALE 5515 NW 88TH STREET

OFFICE
JOHNSTON, IOWA 50131



PROPERTY LOCATION



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LISTING #1500836

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FOR SALE

5519 NW 88TH STREET

DEVELOPMENT GROUND

JOHNSTON, IOWA 50131

PRICE REDUCED



COMMERCIAL LOTS

3.101 acre commercial lot located just north of I-80/35 in the thriving community of Johnston. The area is populated with restaurants, medical services, banks and grocery. This location offers convenient access to anywhere in the Metro.

+ Available Space

— 3.101 acres (135,100 SF)

+ Sale Price

— ~~\$390,000~~ **\$300,000 (\$2.22/SF)**

+ Traffic Counts

— NW 86th Street: 20,800
— NW 54th Avenue: 6,800

+ Property Features

- Footing for building already poured
- Commercial Zoning
- Excellent access to I-80/35
- Located near amenities
- Perfect for general office, medical or daycare



CONTACT US

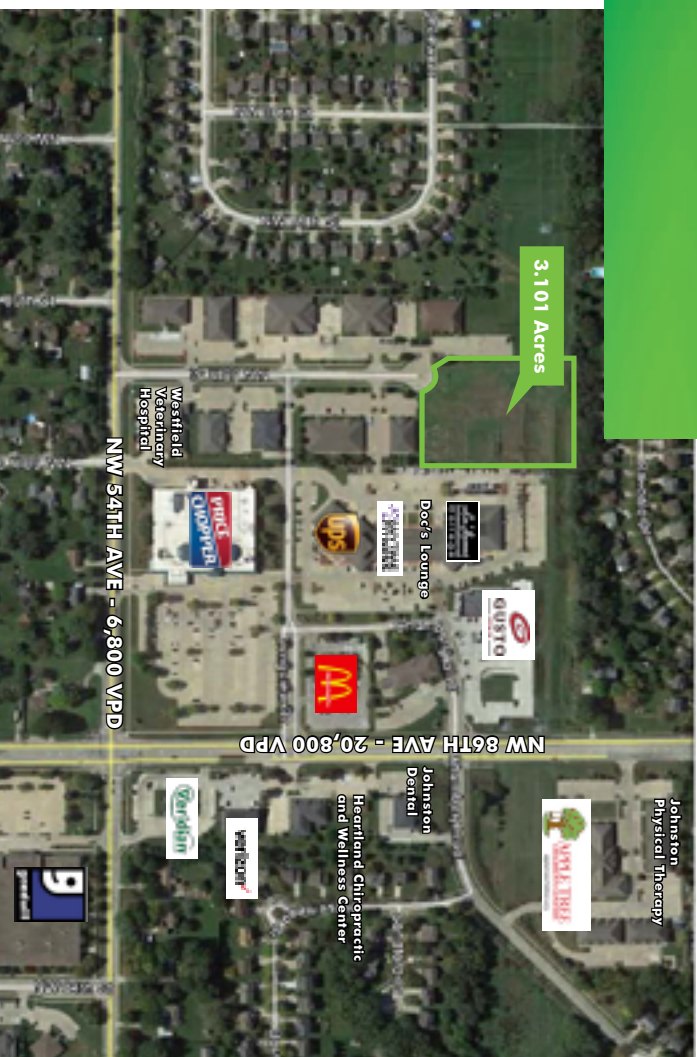
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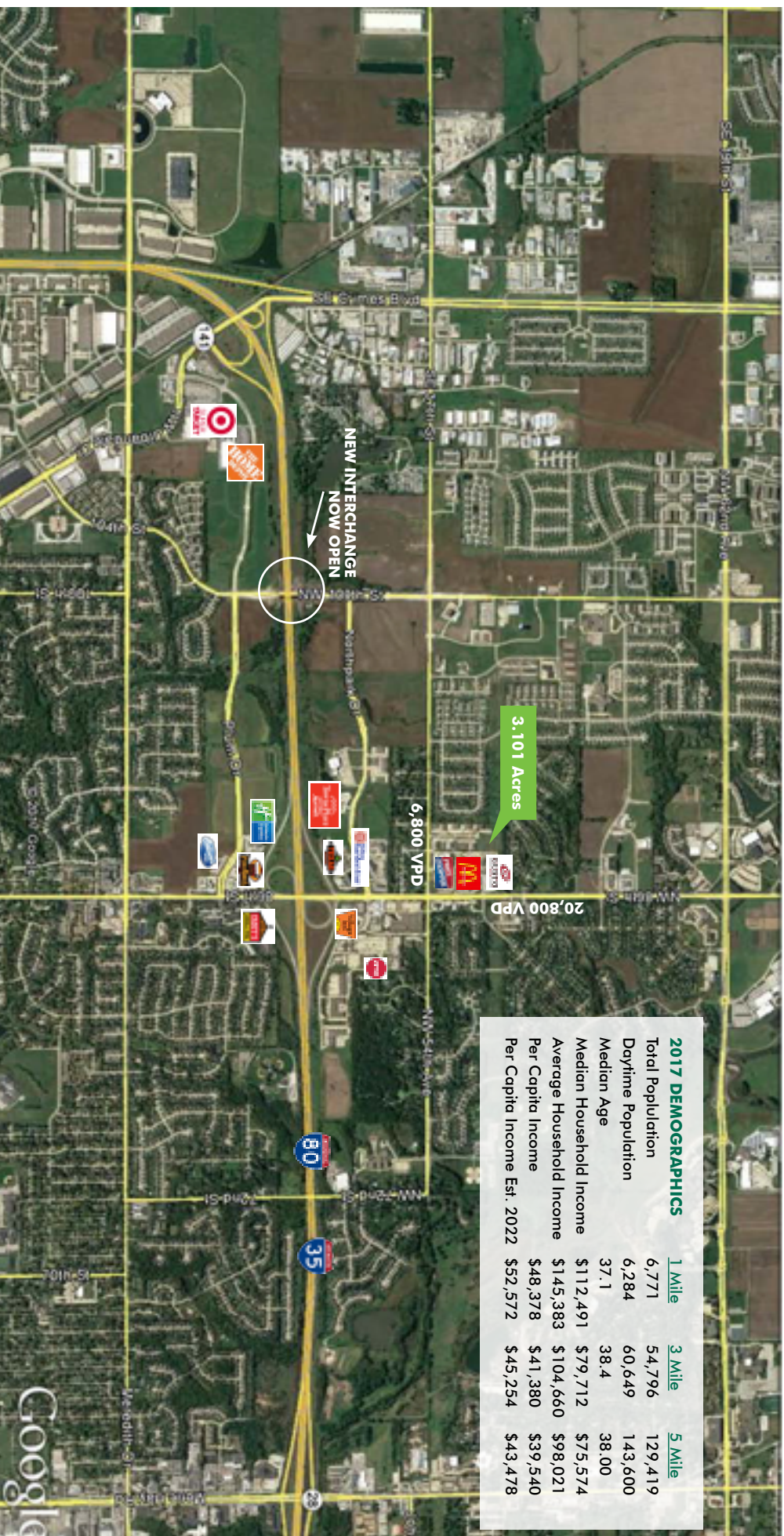


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FOR SALE 5519 NW 88TH STREET

DEVELOPMENT GROUND JOHNSTON, IOWA 50131



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FOR LEASE

BIRCHWOOD ON I-80|35

MODERN OFFICE | MULTI-FUNCTION BUILDING
WITH INTERSTATE FRONTAGE

7901 BIRCHWOOD COURT, JOHNSTON, IA 50131

AVAILABLE FALL 2019



HIGH QUALITY OFFICE | MULTI-FUNCTION SPACE

CBRE | Hubbell Commercial offers for lease, Birchwood on I-80 | 35, a new office | multi-function building fronting Interstates 80/35 in Johnston, Iowa. This new headquarters type setting is ideal for innovative occupiers seeking a versatile, first-class image that is designed to attract and retain today's professional.

+ Available Space

- 72,000 SF (Building I)
- 8,000 SF bays (50' x 160')
- Possible mezzanine level

+ Lease Rate

- \$8.95/SF NNN



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FOR LEASE

BIRCHWOOD ON I-80|35

7901 BIRCHWOOD COURT
JOHNSTON, IA 50131

Now Under Construction

Innovation | Technology | Growth | Ingenuity | Invest | Employ | Invent | e-Commerce | Data |
Instruct | Inform | Inspire



HIGH QUALITY OFFICE | MULTI-FUNCTION SPACE

+ Building Features

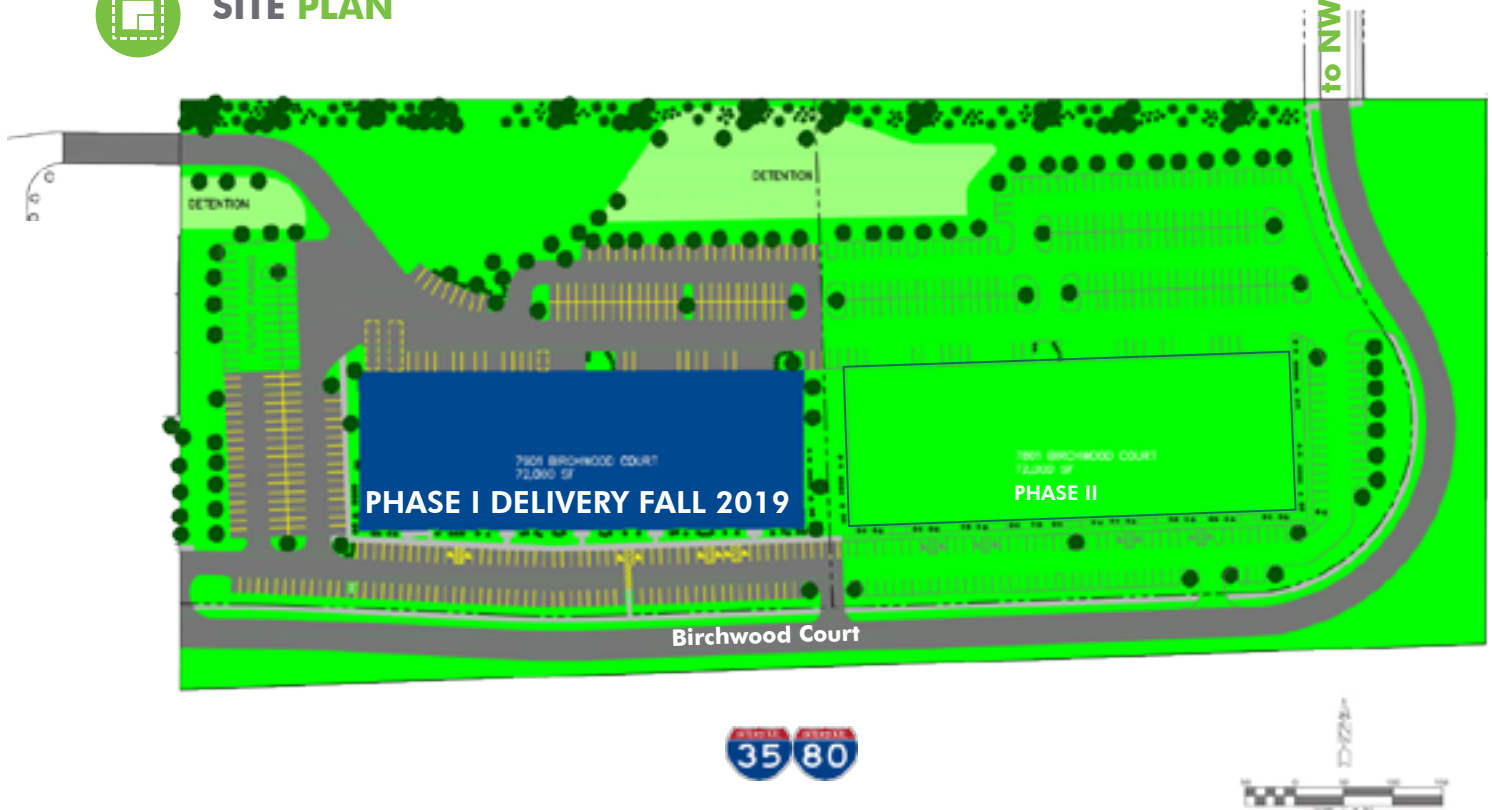
- Versatile design to accommodate various uses
- Available Fall of 2019
- Architectural pre-cast and superior glass-lines
- Highly visible tenant signage
- Clear Height: 26-ft
- Energy Efficient Interior & Exterior Lighting: LED
- Column Spacing: 50' x 50', 60-ft interior stage speed bay available at the rear loading bay
- 2,500 Amp, 480v, 3-Phase
- Eight (8) 12' (W) x 16' (H) grade level drive-in doors
- Two dock doors
- Energy efficient roofing: 60 Mil TPO roof (R-30)

+ Site Features

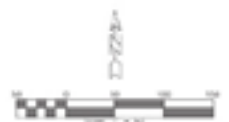
- I-80/35 frontage
- Excellent access to I-80/35
- Parking 4.0 stalls per 1,000 (322 total stalls)
- Multiple nearby Amenities (Hotels, Restaurants, Retail and Medical)
- Excellent I-80/I-35 Visibility - 94,000 vpd
- Zoning PUD
- Locally owned and managed



SITE PLAN



to NW 54th Avenue



FOR LEASE

8460 BIRCHWOOD COURT SUITE 600

OFFICE | RETAIL

JOHNSTON, IA 50131

OFFICE | RETAIL SPACE



+ Available Space

- Suite 600: 1,947 SF Office | Retail

+ Lease Rate

- \$10.00/SF
- Operating Expenses: \$8.48/SF

+ Building Features

- Kitchenette
- Several offices
- Floor to ceiling windows
- Monument signage
- Large lobby area
- Conference room
- Right off of I-80/I-35
- Co-tenants include WineStyles, Sports Clips, Truly Nails & The Cab Sports Bar

+ Traffic Counts

- 86th Street (2018): 30,268 vpd
- I-80/35: 89,450 vpd



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LISTING # 293195

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OFFICE | RETAIL
JOHNSTON, IA 50131



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FOR SALE

8605 NW 70TH AVENUE

LAND

JOHNSTON, IOWA 50131



COMMERCIAL LAND

+ Available Space

- 9.4 acres +/-

+ Sale Price

- \$3.50/SF or \$1,143,450

+ Property Features

- At the corner of NW 86th Street & NW 70th Avenue
- Brio Senior Living Community under construction across 70th Avenue
- Zoned: Commercial (C-1)
- Mixed development opportunity



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LISTING # 1220041

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LEASING SPACE FOR RETAIL AND RESTAURANTS

A Q&A with Steve Scott

Senior Vice President at Cushman and Wakefield

WHAT FACTORS ARE CREATING DEMAND FOR RETAIL BUSINESSES AND RESTAURANTS IN JOHNSTON?

Over the past five years, Johnston and its surrounding trade area has seen significant increases in both its residential population and in the number of daytime employees due to the growth of new and existing corporate facilities such as Corteva Agriscience, John Deere Financial, Delta Dental, Rain and Hail Insurance, John Deere Intelligent Solutions Group, and the soon-to-be announced new Iowa Bankers Association offices.

At the same time, the growth in restaurants and retailers has not kept up with this growth, therefore a gap exists that needs to be filled.

WHAT ARE THE PROS AND CONS OF LEASING AN EXISTING SPACE VS. BUILDING OUT A NEW SPACE?

Most of the advantage of new space lies in the ability to design exactly what the occupant wants and/or needs.

Obviously cost is typically a consideration, but the cost of modifying and remodeling existing space can also be substantial.

Other considerations are structural obsolescence such as ceiling height, age and efficiency of mechanical systems, ADA compliance issues, adequacy or presence of a grease interceptor, etc.

Plus, new space is typically located near the current and future travel patterns of the trade

More consumer expenditures are shifting toward experiential types of retail and restaurants...



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WAKEFIELD**

Iowa Commercial Advisors



area whereas existing space is often in a location that does not offer prime exposure.

WHAT MISCONCEPTIONS REGARDING LEASING RETAIL OR RESTAURANT EXIST IN THE MARKETPLACE?

There's a common belief that people will not travel from other areas of the metro to trade or dine in Johnston. However, good quality restaurants in Johnston such as Greenbriar and El Mariachi draw customers from a long distance. Newer establishments, such as Wasabi and Health House, are diversifying the dining options here in Johnston, which is something we hope to see continue.

WHAT RETAIL OR RESTAURANT TRENDS DO YOU CURRENTLY SEE IN THE GREATER DES MOINES METRO?

Both categories are struggling to attract workers, and this is leading to caution in expanding.

Also, millennials now make up the largest age demographic, and they do not spend as freely as other generations therefore causing additional caution.

HOW DO YOU PREDICT CURRENT RETAIL TRENDS WILL SHIFT OVER THE NEXT TEN YEARS? HOW WILL THIS IMPACT THE TYPES OF RETAIL SPACE?

More consumer expenditures are shifting toward experiential types of retail and restaurants – think TopGolf, Flix Brewhouse and Cinema, Dave and Busters, or Smash Park. Enclosed malls with large department stores are becoming either challenged or completely irrelevant, mostly because of online shopping.

Retail space will likely focus more on businesses providing personal services that are not impacted by the internet. Demand for large box type retail has lessened dramatically since 2016.



LISTING BROKER

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WEST PARK OFFICE PLAZA JOHNSTON, IOWA



LAND FOR SALE

Knapp Properties has four commercial lots listed at West Park Office Plaza Plat 3. The property is located in the city of Johnston on the northeast corner of NW 100th and NW 54th. With the completion of the NW 100th interchange, this area will be in the perfect location for your new office building with visibility and quick access to I-35 / I-80.

FEATURES

- Zoned PUD, Lighting Industrial District
- NW 54th Avenue Traffic Count: 5,100 VPD
- I-35 Traffic Count: 88,000 VPD

PRICE

Lot 3: 1.48 Acres - \$6.00 / SF

Lot 4: 1.59 Acres - \$4.00 / SF

Lot 5: 1.19 Acres - \$4.00 / SF

Market Information*	1 Mile	3 Miles	5 Miles
Population	6,897	49,678	127,145
Households	2,731	19,016	50,473
Median Income	\$92,099	\$85,945	\$79,052

5000 WESTOWN PARKWAY SUITE 400 | WEST DES MOINES, IA 50266-5921

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**8860 NORTHPARK DR
JOHNSTON, IOWA**



PROPERTY FEATURES

Don't miss out on this rare opportunity for new construction office or retail space in Johnston! This property is located just off I-80/I-35 and the heavily-trafficked 86th Street exit. With easy Interstate access and dozens of local and national retail neighbors, suites like these are incredibly hard to come by!

- 1,800-3,660 SF
- Office or Retail
- Easy Access to I-80/35
- Excellent Interstate Visibility
- Located near popular restaurants and retail businesses

PRICING

- Lease Price: \$22.00/SF NNN



Market Information*	1 Mile	3 Miles	5 Miles
Population	6,149	61,912	139,237
Households	2,123	24,946	57,092
Median HH Income	\$100,698	\$80,703	\$77,985

*esri - Demographic and Income Profile 2019

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JOHNSTON, IOWA**



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COMMITTED TO DELIVERING OUTSTANDING RESULTS.



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With a focus on great results and long-term benefits, we never stop working to earn our clients' loyalty and we would love the opportunity to earn yours.

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Landmark
companies, inc.

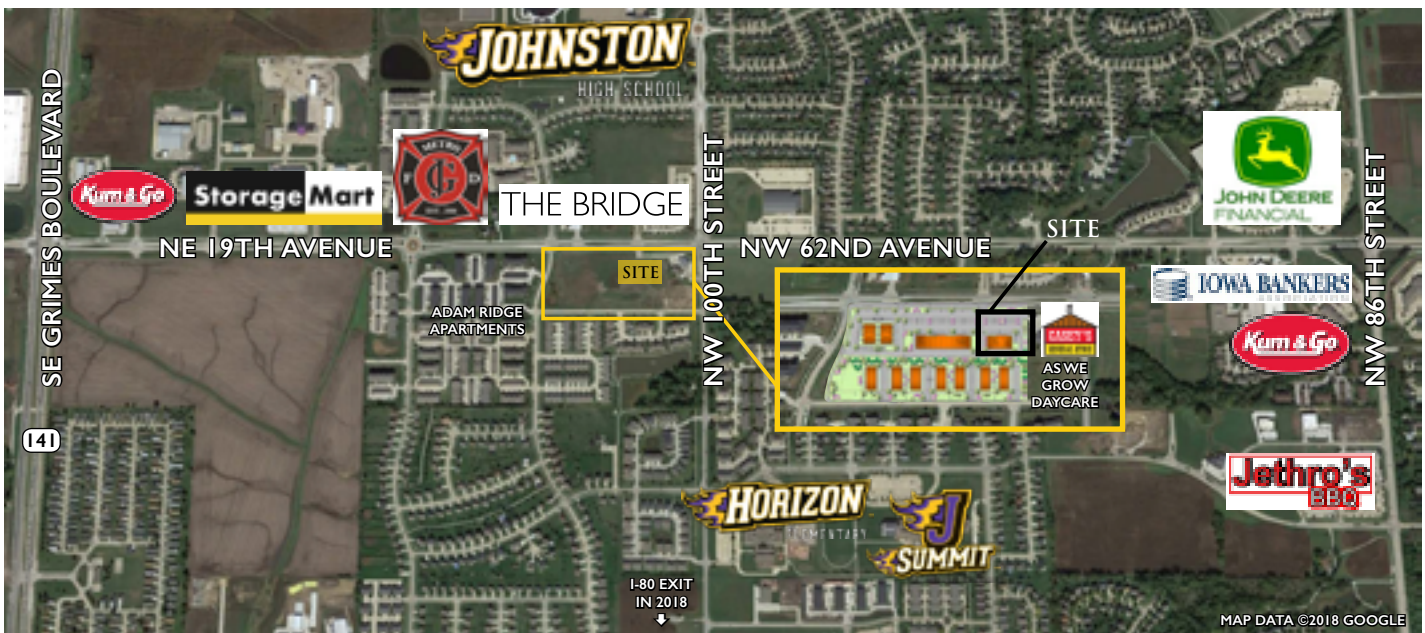
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Clive, Iowa 50325
Ph 515.986.5994

lmcompanies-inc.com

Agents are licensed with Landmark Brokerage Inc. in the state of Iowa

10100 NW 62nd Avenue

JOHNSTON | IOWA



PROPERTY FEATURES:

- **For Lease: \$22–\$25/SF/NNN**
- New neighborhood commercial center coming soon!
- 1,200–8,500 feet available
- Adjacent to Casey's General Store and Pizza
- Blocks from the new Johnston High School, Horizon Elementary, and Summit Middle School
- Hundreds of new apartments and homes need services
- Drive thru or patio space available
- Generous TI allowance available for qualified tenants
- 100th Street interchange on I-80 opening in 2018
- Listing #2665463

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