



# Johnston

## 2022

# ECONOMIC DEVELOPMENT GUIDE

**UP-TO-DATE INFO ON  
JOHNSTON TOWN CENTER**

**EXCITING CHANGES IN THE  
MERLE HAY ROAD GATEWAY**

**JEDCO:  
A BRIEF HISTORY**

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or [steve.schmidt@northriskpartners.com](mailto:steve.schmidt@northriskpartners.com).



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CLAIM  
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& SUPPORT

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SUPPORT

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# BOARD OF DIRECTORS

Volunteers from Local Industry Leaders



**BRIAN VAHLE**  
JEDCO President  
Vision Bank



**GRANT TAYLOR**  
JEDCO Vice President  
Hansen Company, Inc.



**BRIAN ERICKSON**  
JEDCO Secretary/Treasurer  
Knapp Properties



**MIKE BONNETT**  
Landmark Brokerage Services



**DAVE MELLING**  
First National Bank



**ZACH CARLTON**  
Bank Iowa



**TOM FOLDES**  
Bluestone Engineering



**ROSS HARRIS**  
Short Elliott Hendrickson (SEH)



**MATT MORRIS**  
Charter Bank



**GINGER MINEAR**  
Corteva Agriscience



**BRIAN ISRAEL**  
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.

# JEDCO:

## A Brief History



Johnston is a fantastic place to grow your business. It's a place where you will find helpful and invested partners. For many years, the Johnston Economic Development Corporation and the City of Johnston have successfully worked 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.

The organization, nicknamed JEDCO, was started by a group of Johnston business and civic leaders in the 1980s. In 2005, JEDCO's director Jean Linn, a retired Pioneer executive decided it was time to move on to another of life's chapters. Today we remain grateful for his leadership and service. JEDCO is now preparing for a new chapter as Phil Dunshee and the Enterprise Iowa team take on other opportunities.

For many years JEDCO has been an advocate for developers and business projects. JEDCO has also been an advocate for workforce and senior housing to support all the people throughout their careers and stages of life. The organization has placed a high value on quality of life, and has advocated for community amenities including trails, bridges, parks, water trails and more. JEDCO has helped promote a better understanding of the economic development process.

Along the way there has been a partnership with the city, county, state and the Des Moines Partnership to aid businesses with recovery efforts - from floods to pandemics. assistance in securing state economic development grants and loans, RISE grants for road projects and state assistance for parks projects has also been delivered. Johnston Economic Development Corporation has been proud to serve the Johnston community for more than 30 years. We look forward to watching the growth of the community over the next 30 years, and we encourage members of the development community to stay involved, keep informed and to continue to invest in Johnston! Here are a few highlights of positive things that have happened in Johnston over the past 15 years.



**2005**

Phil Dunshee named  
Executive Director of JEDCO



**2007**

Original Johnston Town Center concepts  
developed by RDG Design for the corner of  
Merle Hay Road and NW 62nd Avenue

**2008**

Paula Dierenfeld starts first term as  
Mayor of Johnston

**2010**

Construction began on a \$40 million expansion  
to DuPont Pioneer research facilities  
Johnston Population reaches 17,278



**2012**

Original Merle Hay Road Gateway Master  
Plan developed for area just north of I-35/80  
at the entrance of the Johnston community

**2014**

New City of Johnston Public Safety Building  
opens on Merle Hay Road

\$28 million DuPont Pioneer expansion



**2015**

Plans for 62W & Cadence apartments  
approved to bring new upscale  
housing options to Johnston

**2016**

City hires Economic Development Manager  
City receives the Terra Lake Park grant;  
JEDCO helps secure private matching funds



**2017**

New Johnston High School  
opens on NW 100th Street

**2018**

Voluntary annexation of 1,461 acres in  
Northwest Johnston approved  
New 100th Street interchange opened

**2019**

Construction of the new Johnston City Hall  
begins on the Johnston Town Center site

**2020**

Birchwood Road expansion enables  
new commercial development  
in the 86th Street gateway area

Johnston Population reaches 22,040



**2021**

Site work begins for the Ignit Sports &  
Fitness project in the Merle Hay Road Gateway





Obsessively, Relentlessly  
**At Your  
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.



# JOHNSTON<sup>TM</sup>

COMMUNITY SCHOOL DISTRICT

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.



JohnstonCSD



@JohnstonCSD



@JohnstonCSD



# Student Focused, Future Ready

- State-of-the-art learning and activity facilities
- Innovative digital learning environment with 1:1 iPads for all students in grades PreK-12
- Recipient of the Apple Distinguished School award for all Johnston Schools, grades K-12
- 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](http://www.johnstoncsd.org) | 6510 NW 62nd Ave., Johnston, IA 50131 | PH: 515-278-0470

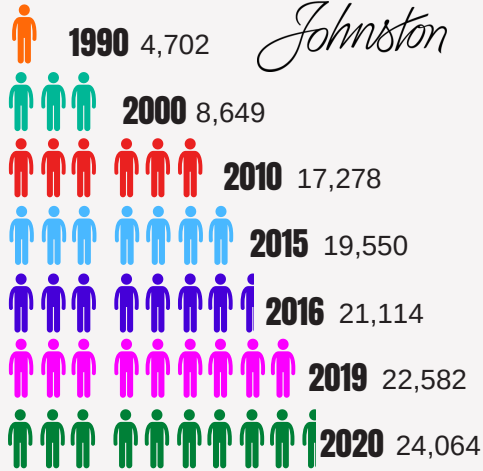
*\*Photos used in this publication were taken between 2020-2021*

# CITY OF JOHNSTON THRIVE. EVERY DAY.

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

A host of workforce talent lies within the rapidly growing community of 22,000+ who collectively forms one of the state's highest educated and income-earning cities.

## GROWTH BY YEAR



Data from the U.S. Census Bureau

HOUSEHOLD  
SIZE  
**2.52**



Total Household  
Units **8,542**



MEDIAN  
AGE **38.7**

MEDIAN  
HOUSEHOLD INCOME



**\$98,552**

50.7% higher than  
Iowa's average median  
income

**40**



miles of  
trails

**17-20**

minutes



to  
downtown  
Des Moines

**900** acres of  
parkland



**700+**  
acres  
for  
development



**94%** of  
Johnston  
residents  
say they feel safe or  
very safe within the city.  
27% higher than the national  
average



## HOME TO

- Camp Dodge
- Iowa Law Enforcement Academy
- Iowa Fire Service Training Bureau & Emergency Operations Center

**3rd** highest educated  
workforce in the state  
(bachelor or higher)

**JOHNSTON**

Senior High School

ranked **#9** within



TOP  
EMPLOYERS

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







# « 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](mailto: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)

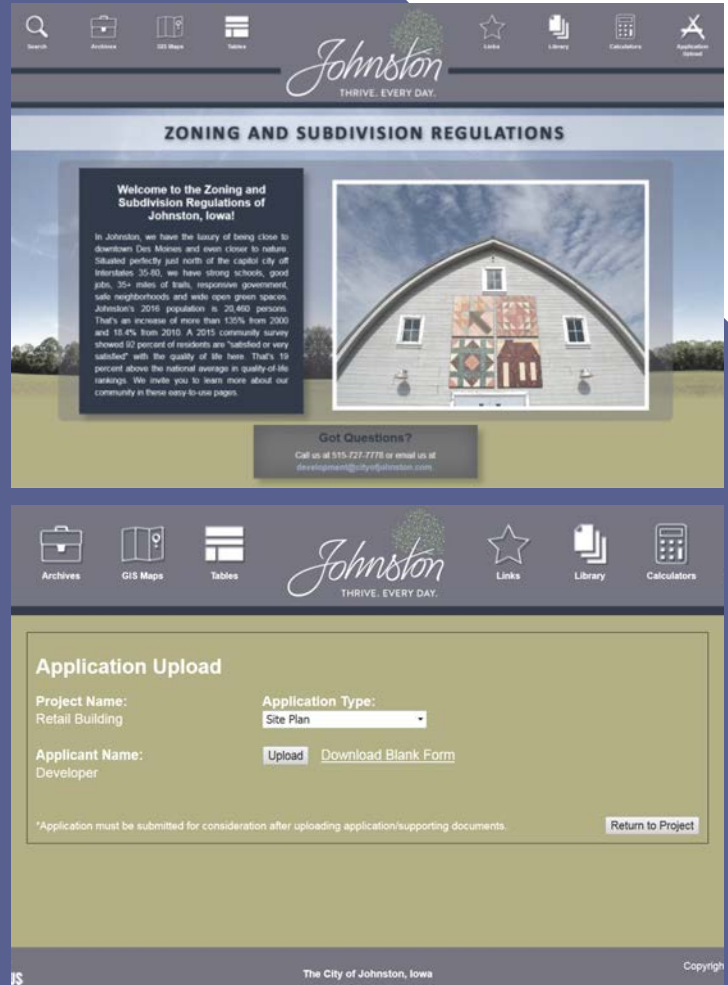
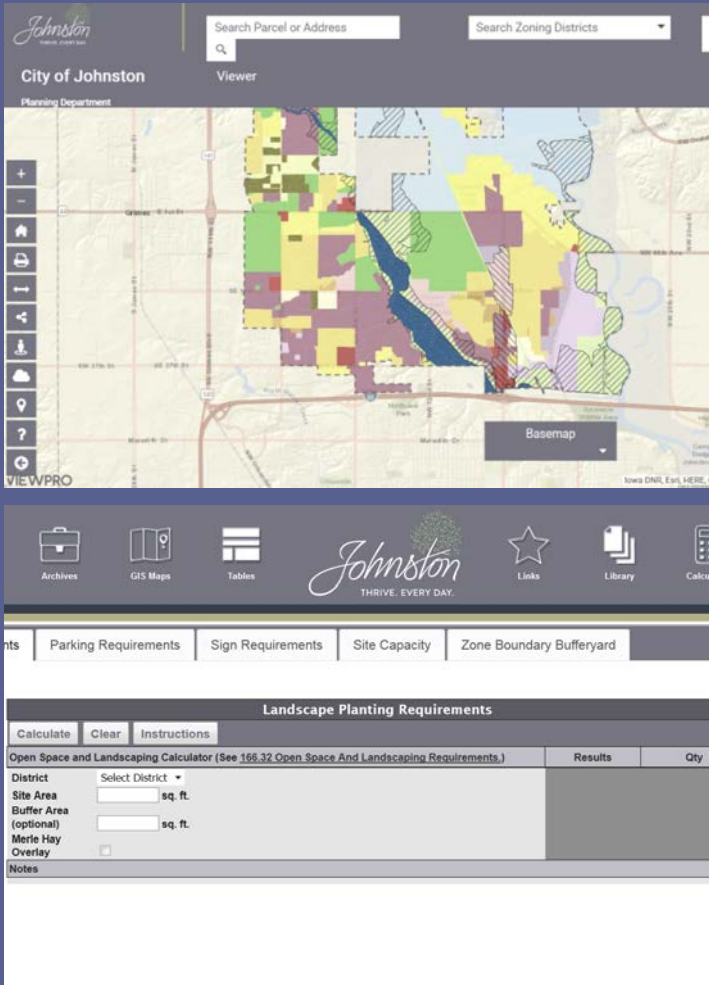
Other payment alternatives may be considered by City Council.

### **Other Incentive Programs**

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

A full list of TIF program qualifications and the application is available at [cityofjohnston.com/TIF](http://cityofjohnston.com/TIF).

# ENCODE PLUS



## Comprehensive Site Planning Tools Are Now Online

Accessible & Searchable Regulations  
Interactive Zoning Map  
Parking, Landscaping & Setback Calculators  
Digital Site Plan Uploads  
Fee Payments

[cityofjohnston.com/encode](http://cityofjohnston.com/encode)

# 2021 MEMBERSHIP DIRECTORY

Alphabetic by Investment Level

## PLATINUM



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



NORTH RISK PARTNERS  
1045 76th Street, Suite 4000  
West Des Moines, IA 50266  
(515) 327-8450

## BRONZE



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



BERGANKDV  
12100 Meredith Drive, Suite 200  
Urbandale, IA 50323  
515-727-5700



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



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



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





## 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.*



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



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



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



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

WEST PARK OWNER'S ASSOCIATION

## BUSINESS



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



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

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



CUSHMAN & WAKEFIELD  
IOWA COMMERCIAL ADVISORS  
3737 Woodland Ave, #100  
West Des Moines, IA 50266  
(515) 309-4002



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



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



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



LOCATE COMMERCIAL REAL ESTATE  
5619 NW 86th Street, Suite 100  
Johnston, IA 50131  
(515) 750-7500



RYAN COMPANIES  
111 E Grand Avenue, Suite 200  
Des Moines, IA 50309  
(515) 309-8500



ITS, Inc.



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



STANBROUGH REALTY  
10888 Hickman Rd., Unit 3B  
Clive, IA 50325  
(515) 334-3345



TRI-CITY ELECTRIC  
500 Locust Street, Suite 111  
Des Moines, IA 50309  
(515) 288-7181



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



RELIABLE MAINTENANCE COMPANY  
2525 Douglas Ave  
Des Moines, IA 50310  
(515) 255-3032

## COMMUNITY BANKING EXPERTS

### Top 5 Reasons to Choose First National Bank . . .

- 1 First National Bank **specializes in building relationships** with its business customers. You can count on working with familiar faces who know your business and are dedicated to your success.
- 2 Key loan **decisions are made locally** by people who live in the community and understand local needs.
- 3 First National Bank **continually re-invests in the communities it serves**. This creates more jobs and builds a more vibrant and stronger local economy.
- 4 **The focus is on your business**. Our lenders get to know you and your business, and don't lean solely on algorithmic decision-making in lending.
- 5 First National Bank has some of the **highest customer satisfaction ratings**, demonstrating that strong relationships really do matter.



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**Dean Whitaker**

Market President,  
Des Moines Metro  
515-273-8903  
Dean.Whitaker@FNB247.com

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**Tom Friedman**

Market President,  
Ankeny  
515-777-7172  
Tom.Friedman@FNB247.com

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**Dave Melling**

Vice President & Commercial  
Banker-Des Moines Metro  
515-273-8911  
Dave.Melling@FNB247.com

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**Rod West**

Senior Vice President &  
Commercial Lender-Ankeny  
515-777-7173  
Rod.West@FNB247.com

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# JOHNSTON TOWN CENTER

## Plans for First Two Commercial Buildings Submitted

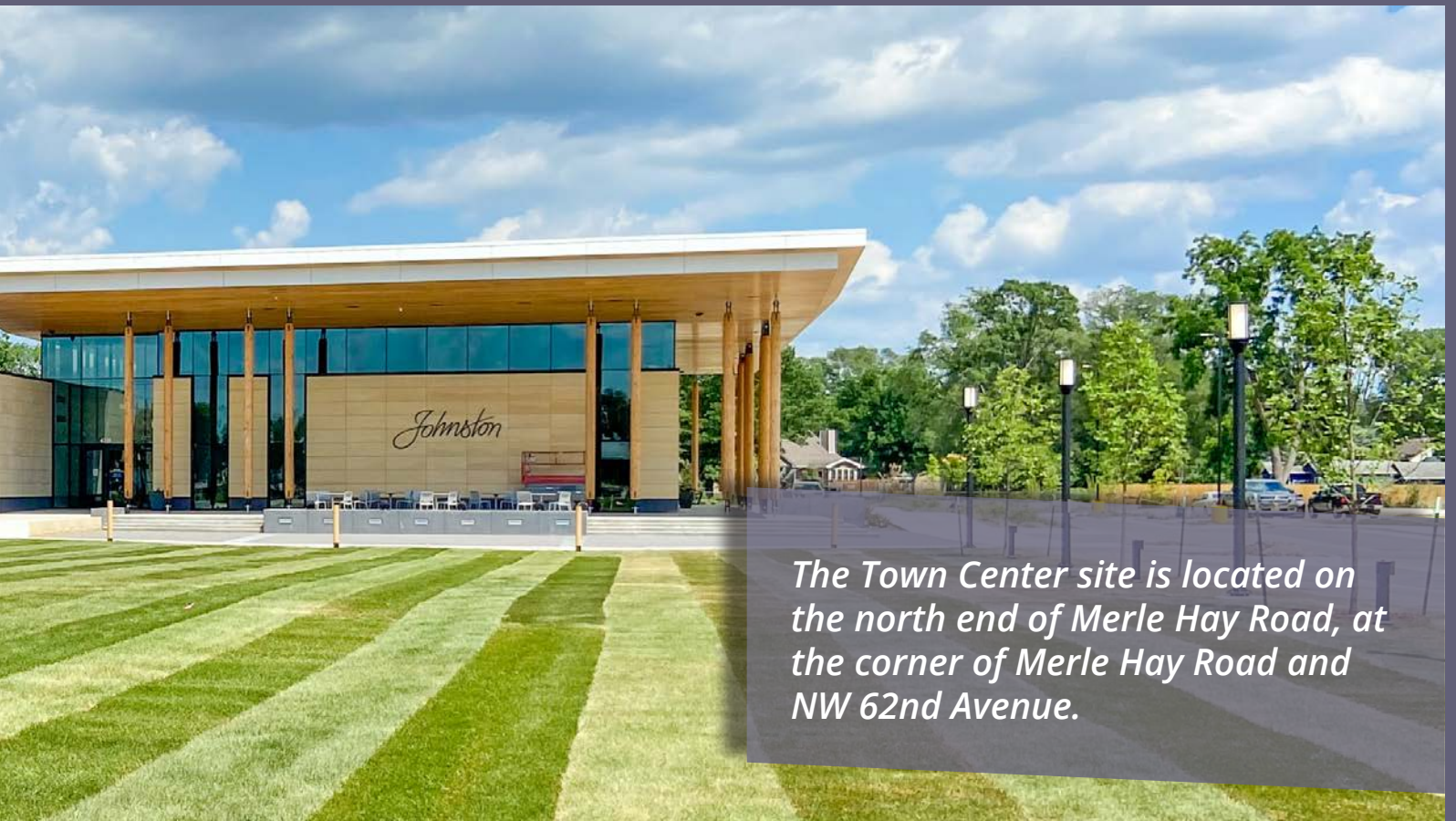
The Town Center Project is a public-private initiative to encourage redevelopment of Merle Hay Road at the intersection of NW 62nd Avenue. The vision was to create a commercial center for the City of Johnston that will serve as a local destination for dining, shopping and entertainment. The central green space, The Yard, features regular event programming including concerts, a splash pad and a seasonal ice skating rink.

The Johnston Town Center construction in and around the Johnston City Hall were recently completed. This includes the final touches to the parking, landscaping, signage and artwork. The splash pad and patio, located on the west end

of The Yard, are complete and officially opened in July of 2021. This area will be converted into a synthetic ice rink in the winter, with ice skate rentals and concessions available.

The Hansen Company and Hansen Real Estate Services, the City's development partners in the Johnston Town Center, have submitted plans for the first of two commercial buildings to be constructed in the northeast corner of Merle Hay Road and NW 62nd Avenue. More commercial buildings are planned and will be built as the area develops.





*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.*





# JOHNSTON TOWN CENTER



On August 28, 2021 Johnston celebrated the grand opening of the Johnston Town Center and The Yard. This event featured the many amenities the space has to offer residents and visitors; a specially commissioned piece of public art (*Ripples*), a seasonal splash pad that turns into a synthetic ice rink in the winter, biking trails, large green space, and amphitheater for concerts and events. The City Hall portion of the Town Center opened in October 2020 and the first two commercial buildings will break ground in the fall of 2021.

VenuWorks manages all events and programming for the Johnston Town Center and The Yard.

Hansen Real Estate is leading the effort to attract new businesses to the Town Center and several properties are currently available for development. Interested parties can contact the City Economic Development Department or Hansen Real Estate for pricing, zoning and design guidelines.



**THE YARD**  
JOHNSTON TOWN CENTER



Craig Spillman | General Manager  
The Yard | 6209 Merle Hay Road,  
Johnston, IA 50131  
Phone: (515) 727-7768 x227  
cspillman@venuworks.com  
Phone: (515) 727-7768 x227  
www.johnstontowncenter.com



Adam Plagge, | Economic  
Development Manager  
City of Johnston | 6221 Merle Hay Road,  
PO Box 410, Johnston, IA 50131-0410  
o: 515.727.7774 | c: 515.343.7424 |  
e: aplagge@cityofjohnston.com  
www.cityofjohnston.com





## Property Summary

Located in Johnston, IA  
@ Merle Hay Road and NW 62nd Avenue

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<b>Development Size:</b>	<b>20 ACRES</b>
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<b>Available SF:</b>	<b>1,000 - 48,000 SF</b>
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<b>Potential Use:</b>	<b>RETAIL, RESTAURANT, OFFICE, MEDICAL, HOTEL</b>
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<b>Building Lease Rate:</b>	<b>NEGOTIABLE</b>
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<b>Build-To-Suit:</b>	<b>CALL FOR OPTIONS</b>
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<b>Traffic Counts:</b>	<b>20,000 VPD</b>
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<b>City Population:</b>	<b>21,000 / 8,070 HOUSING UNITS</b>
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# Big opportunity awaits in Johnston, IA

Situated in a high-income area just minutes from Interstate 80, the new Johnston Town Center is sure to attract commerce. Your business will be exposed to crowds from seasonal programmed events and the everyday foot traffic of city hall and park visitors. Johnston residents and out-of-towners are sure to take advantage of this new amenity as a place of gathering.

## Highlights



Seasonal splash pad



Seasonal ice rink



Large park + year-round events



Walkable to high-end living spaces



Bike trailhead on-site



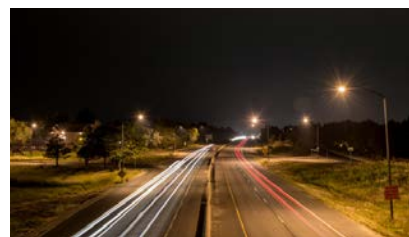
Rooftop venues available



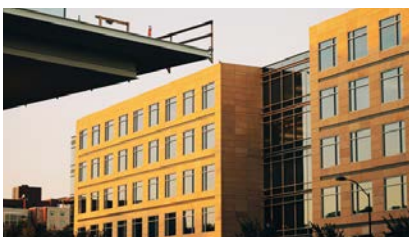
High median income demographics



Neighbors many Johnston schools



Near interstate + strong traffic



Near large national businesses



New city hall on property

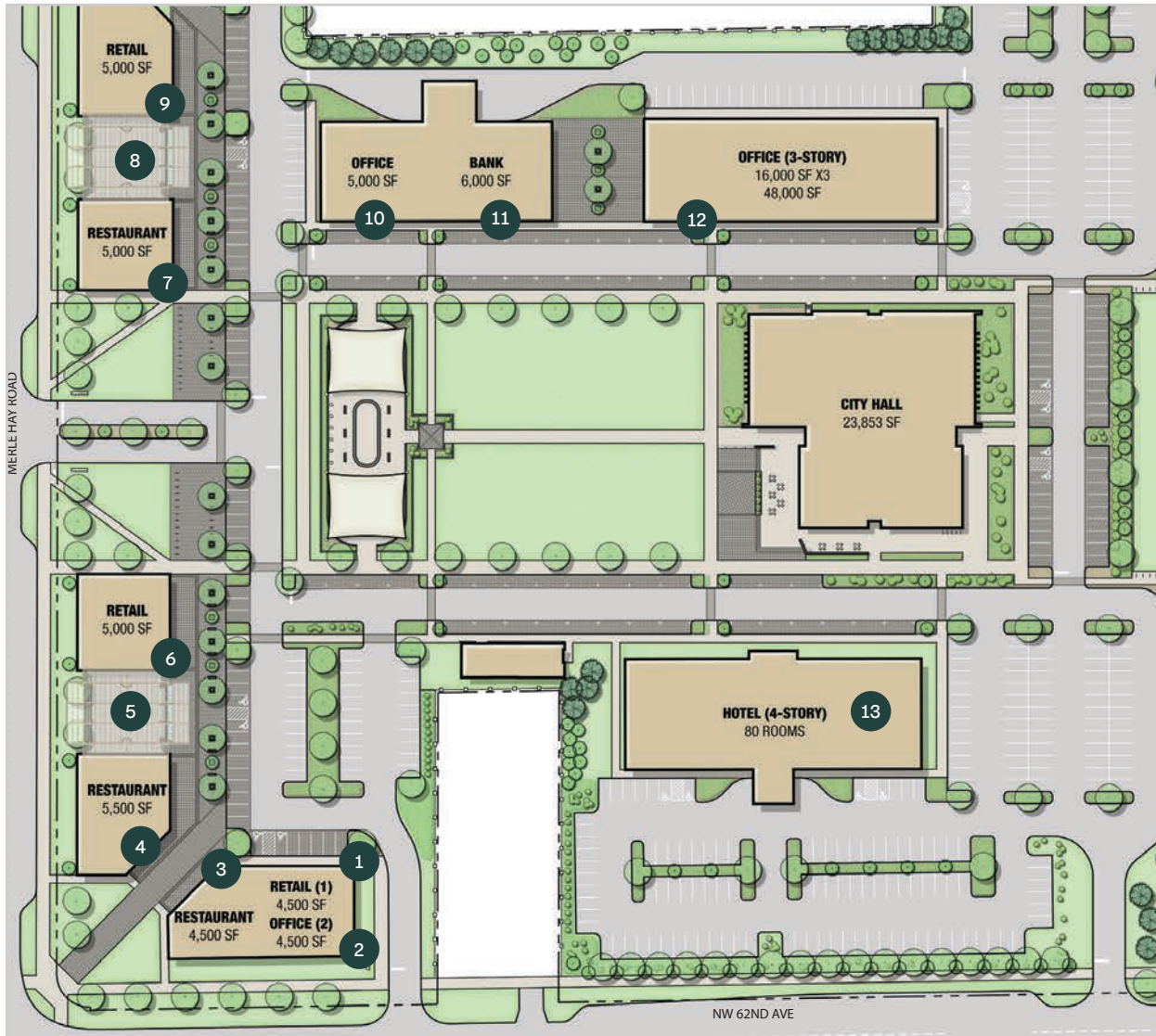


New hotel planned









## Interested in leasing?

Contact Hansen Real Estate to learn more about leasing opportunities available.

### Andy Vis

515.314.5279  
AndyV@HansenRES.com

### Troy Hansen

515.720.2761  
TroyH@HansenRES.com

### Jordan Kleinschmidt

515.423.0288  
Jordan@HansenRES.com

































# Site Plan

Rates are negotiable. All leases are NNN.

Space	Space Use	Size
1	Retail /Restaurant	4,500 SF +/-
2	Office	4,500 SF +/-
3	Restaurant/Roof Patio	4,500 SF +/-
4	Retail/Restaurant	5,500 SF +/-
5	Brewery/Retail/Restaurant	4,000 SF +/-
6	Retail/Restaurant	5,000 SF +/-
7	Retail/Restaurant	5,000 SF +/-
8	Retail/Restaurant/Event	4,000 SF +/-
9	Retail/Restaurant	5,000 SF +/-
10	Office/Retail/Restaurant	5,000 SF +/-
11	Bank/Office/Restaurant	6,000 SF +/-
12	Office	48,000 SF +/-
13	4-Story Hotel	80 Rooms

The Johnston Town Center is extremely flexible. Spaces can be combined or divided to suit any size requests. Space uses can be moved within the town center to accomodate the best fit for the tenant (bar/brewery, restaurant, retail, office, etc.).

## Major retailers, employers & attractions within 5 miles of Johnston Town Center:

	1908 Draught House
	AMC Theatres
	Applebee's Grill & Bar
	BerganKDV
	Buffalo Wild Wings
	Chick-fil-A
	Chipotle Mexican Grill
	Corteva
	Culver's
	Delta Dental of Iowa
	DLL Finance
	Dunkin' Donuts
	Fairfield Inn & Suites
	Gusto Pizza
	Hampton Inn
	Hilton Garden Inn
	Holiday Inn Express
	Iowa Bankers Association
	Jethro's BBQ
	John Deere Financial
	John Deere Intelligent Solutions Group
	Massage Heights
	Noodles & Co.
	Pizza Ranch
	Price Chopper
	Rain & Hail Insurance
	Ruby Tuesday
	Short Elliott Hendrickson
	Starbucks
	Stoney Creek Hotel & Conference Center
	VA Hospital
	Wasabi





## Walkability

Consumers Galore! Within a half mile of the Johnston Town Center are multiple upper-end market rate apartment developments with over 700 units currently built or planned for future development along with many multifamily and single family neighborhoods and developments.





# What's the Richest Town in Every State?

– cited from USA Today article (2018)

## JOHNSTON, IA

### Median household income:

\$95,565 (state: \$54,570)

### Households earning \$200,000 or more:

12.9% (state: 3.5%)

### Adults with a bachelor's degree or more:

56.7% (state: 27.2%)

### Median home value:

\$237,600 (state: \$132,800)

### Growth:

82% increase in school enrollment (over the last 18 years). 466 residential units added to the Merle Hay Corridor (since 2015)



### Powerful, educated and pockets of affluence.

Johnston, a small city just northwest of Des Moines, is the wealthiest city in Iowa. The typical Johnston household earns \$95,565 a year, about \$5,000 more than the median income in Asbury, the second wealthiest city in the state.

Both for individuals and across broad populations, incomes generally increase with educational attainment. Not only is Johnston the wealthiest city in Iowa, it's also the best educated. Some 56.7% of area adults have at least a bachelor's degree. In comparison, 27.2% of adults in Iowa and 30.3% of American adults have similar levels of education.





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EXCLUSIVELY MARKETING BY

Brian Erickson, CCIM 515.202.5035

Angie Tessau, CCIM 515.707.6889

6025 MERLE HAY ROAD  
JOHNSTON, IOWA



## 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

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**Johnston**  
5601 Merle Hay Rd  
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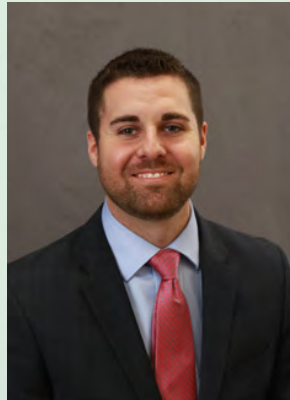
**Tony Jones | Sr VP**  
*Lending Solutions*



**Todd Honold | VP**  
*Financial Planning*



**Caitlyn Fisher | AVP**  
*Commercial Services*



**Eric Smith | VP**  
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5860 MERLE HAY ROAD  
JOHNSTON, IOWA



## PROPERTY FEATURES

- 5860 Merle Hay Road: 5,040 SF Gym/Office/Retail
- Turn key fitness studio ready for new owner/operator!
- Located in Village Square, a popular Johnston Retail Center with convenient location and great access
- Join Hy-Vee, ACE Hardware, Wells Fargo and The Greenbriar Restaurant in this vibrant Johnston center
- One mile north of I-80/35 on Merle Hay Road
- Merle Hay Road Traffic Count: 15,800 VPD

## LEASE TERMS

Lease Rate: \$8.00 PSF/YR NNN

Market Information*	1 Mile	3 Miles	5 Miles
Population	4,263	50,190	137,578
Households	1,912	19,704	55,089
Median Income	\$77,463	\$73,304	\$62,838

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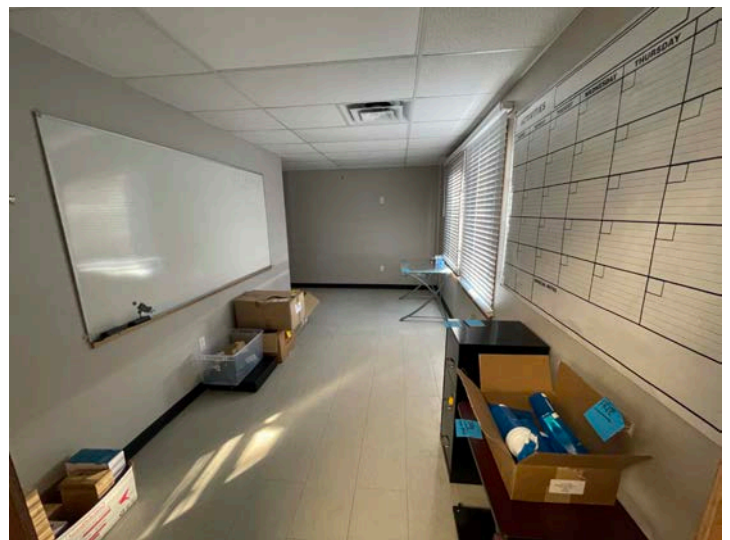
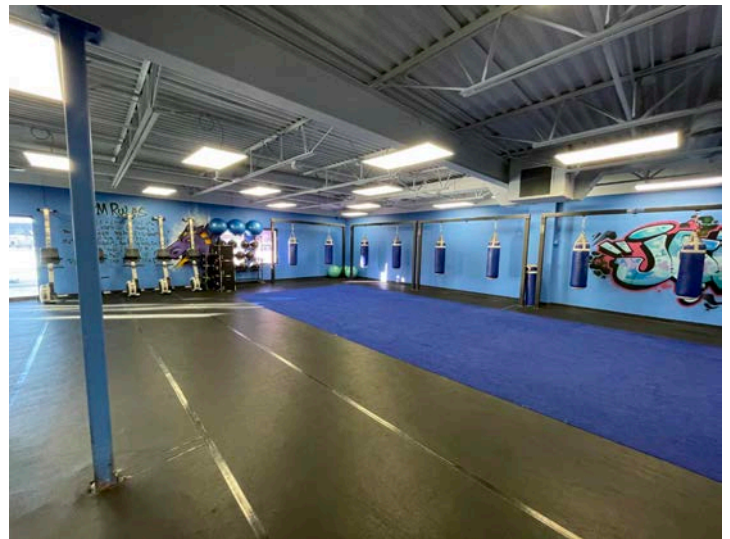
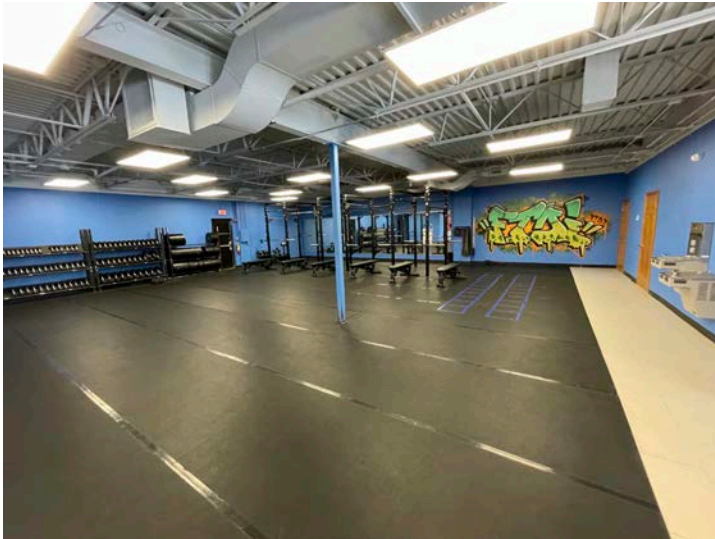
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## VILLAGE SQUARE JOHNSTON, IOWA



**5860 Merle Hay Rd  
5,040 SF**

5000 WESTOWN PARKWAY SUITE 400 | WEST DES MOINES, IA 50266-5921 | P 515.223.4000 | F 515.222.5220 | [KNAPPPROPERTIES.COM](http://KNAPPPROPERTIES.COM)

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# 5804 Northglenn Drive

JOHNSTON | IOWA



## PROPERTY FEATURES:

- **For Lease: Negotiable**  
**For Sale: \$150,000**
- 1,200–5,000 square feet available for lease
- 33,420 square foot site
- Next to Kum & Go on Merle Hay Road and Northglenn Drive in Johnston
- Flat site, fully developed with all utilities
- Up to 5,000 square foot building
- Traffic counts: 9,000 VPD (2016)
- Lighted intersection with excellent visibility
- **Listing #3660902**

## STANBROUGH REALTY

10888 Hickman Road, Suite 3B  
Clive, Iowa 50325 | 515.334.3345  
StanbroughRealty.com

## JEFF STANBROUGH

CCIM, CPM  
515.202.6649  
Jeff@StanbroughRealty.com

## ANDREW McCUNE

515.402.1642  
Andrew@StanbroughRealty.com





*The Ignit Sports and Fitness complex will be a public-private partnership, with a shared utilization agreement with the city.*

## MERLE HAY ROAD GATEWAY

### Ignit Breaks Ground & City Acquires Land

Since the inception of the Merle Hay Road Gateway master plan, recreation has always been a key component. A third access point to Beaver Creek in the Merle Hay Road Gateway area near I-35/80 will add to the future development potential of this area. The planned Ignit project just west of the access point will be another recreational gem in the gateway.

In 2020, the Johnston City Council approved a development agreement with Ignit Sports and Fitness for the construction of a 208,500 square foot recreation facility that will house an

indoor track, field house, classrooms, meeting space and multi-purpose courts in addition to outdoor fields and volleyball courts. The deal is an example of a public-private partnership with many facets, including a shared utilization agreement with the city. Construction is underway and is expected to be completed by spring of 2022. This project should help spur other development in the Merle Hay Gateway.

Directly east of Ignit, 32.2 acres of development land has been available for redevelopment for several years. In August of 2021 the Johnston





City Council approved the purchase of the 32.2 acres at 5055 Merle Hay. Currently a hotel and kayak launch are a part of the plan for the land. Of the 32.2 acres, 10.2 acres, can be developed and the other 22 acres are wooded. In the future the city will resell a portion of the acres to a developer.

The third and final kayak launch will be constructed on the south portion of the developable property.



## JOHNSTON DRIVE

In May of 2021, the City of Johnston was awarded a \$1,096,745 Iowa Department of Transportation grant for planned improvements at the intersection of Merle Hay Road and Johnston Drive. The intersection will serve the new Ignit Sports and Fitness complex and other surrounding businesses. The intersection turn lanes and traffic signals will be reconfigured to improve pedestrian access and traffic flow.

Two projects are currently underway just east of Merle Hay Road on Johnston Drive, Johnston Crossing Senior Living and a dog park just west of the trail on Johnston Drive near Ray Schleih's Park.



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



# JOHNSTON GATEWAY

The Johnston Gateway is undergoing a transformation. The 200,000+ sq. ft. Ignit Sports Complex is getting underway with an anticipated late 2022 early 2023 opening that will correspond with the Merle Hay Road and Johnston Drive intersection improvements, construction of the City park south of Ignit, Johnston's first dogpark and the new trestle bike bridge spanning Beaver Creek. Several other projects and property transformations are also planned to support the future Gateway kayak launch and Ignit facility expected to draw hundreds of thousands of visitors to the Gateway annually and create a need for new hospitality and dining establishments.

The City of Johnston recently acquired the 10.2 acre 5055 Merle Hay Road property with plans to market the land for resale for private development complimenting adjacent Gateway plans.





# IGNIT FACILITY



**Ignit Sports & Fitness**  
Johnston, Iowa  
September 3, 2020







# FOR SALE OFFICE/LAND

5608 Merle Hay  
Rd Johnston, IA  
50131

**EXCLUSIVELY**

Represented By:

Andy Vis

515.314.5279

[AndyV@HansenRES.com](mailto:AndyV@HansenRES.com)

Jordan Kleinschmidt

515.473.0288

[Jordan@HansenRES.com](mailto:Jordan@HansenRES.com)



## Office/Redevelopment Land Price: Call for Price

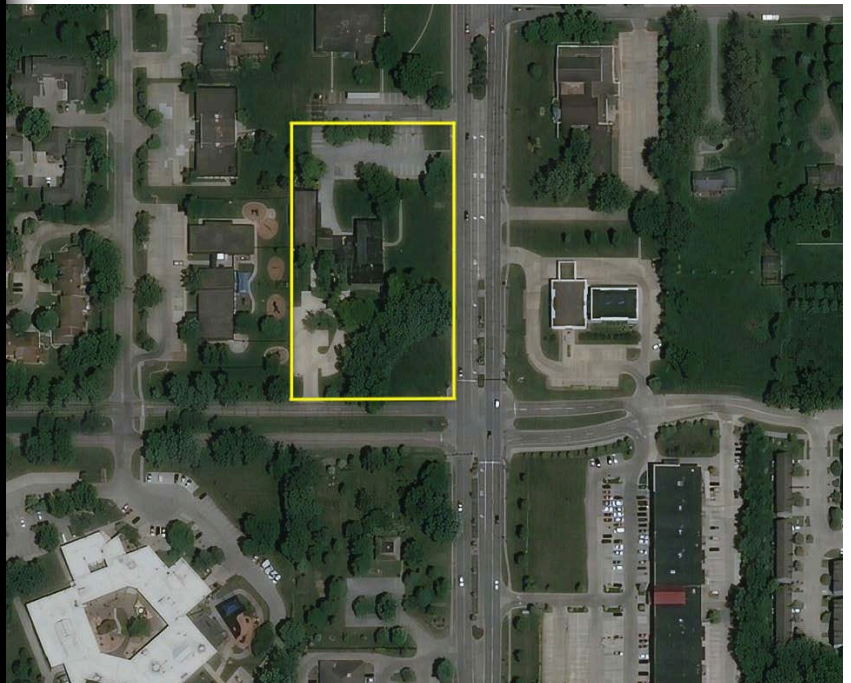
Features:

Excellent Frontage

Office Building w/ 16,710 SF

2.6 Acres of Redevelopment Ground

Prominent Corner Along Merle Hay



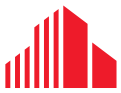
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## FEATURED JOHNSTON PROPERTIES



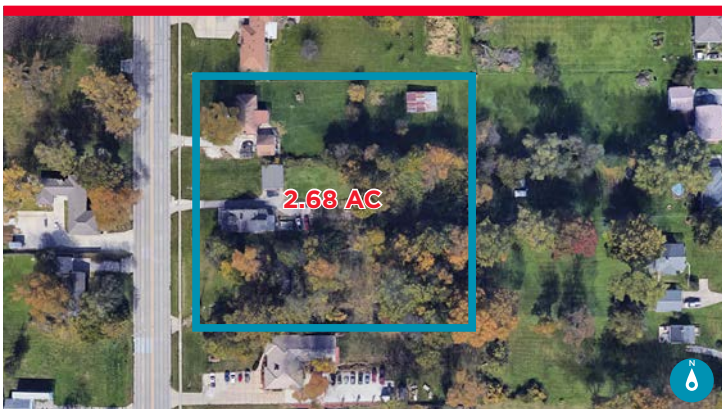
### 5560 MERLE HAY ROAD

**LOT SIZE:** 2 ACRES  
**BUILDING SIZE:** 1,036 SQUARE FEET  
**SALE PRICE:** \$1,100,000

#### PROPERTY HIGHLIGHTS

- Redevelopment opportunity
- Prime Johnston corner at traffic signal
- Excellent visibility and access
- 325' of frontage along Merle Hay Road
- 3/4 mile north of Interstate 80 / 35
- Zoning: C-O (Commercial Office)
- Utilities present
- Area Businesses: ChildServe, Hy-Vee, Johnston School District, Corteva Agriscience, Iowa Public Television

Contact:  
**CHRISTOPHER STAFFORD, CCIM**  
+1 515 554 0999 | cstafford@iowaca.com



### 6511, 6515, 6519 MERLE HAY ROAD

**LOT SIZE:** 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

Contact:  
**CHRISTOPHER STAFFORD, CCIM**  
+1 515 554 0999 | cstafford@iowaca.com



### 5671 GREENDALE ROAD

**LOT SIZE:** .902 ACRES  
**BUILDING SIZE:** 4,980 SQUARE FEET  
**SALE PRICE:** \$590,000

#### PROPERTY HIGHLIGHTS

- 4,980 Square Foot Office Building For Sale
- One owner building
- Built in 1992/1997
- Located just off Merle Hay Road in established office park
- Mix of private offices and open work areas
- Large conference room and kitchen/breakroom
- 28 Parking Spots
- Minutes from I-80/35

Contact:  
**MATT LUNDBERG, SIOR, CCIM**  
+1 515 556 8088 | mlundberg@iowaca.com

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Angie Tessau, CCIM 515.707.6889

4705/4725 NW 59TH AVE  
JOHNSTON, IA



## PROPERTY FEATURES

Rare opportunity to own M-1 Industrial zoned land in Johnston. Easy access to Johnston, Ankeny and Des Moines. Just a short drive to I-80/35 access at Merle Hay Road. Lots can be purchased together.

### 4705 NW 59th Avenue (Lot 104)

- 1.064 Acres
- \$254,903.00

### 4725 NW 59th Avenue (Lot 103)

- .983 Acres
- \$235,504.00

Market Information*	1 Mile	3 Miles	5 Miles
Population	3,739	41,496	155,175
Households	1,621	16,640	60,999
Median HH Income	\$78,894	\$78,316	\$69,093

\*esri - Demographic and Income Profile 2020

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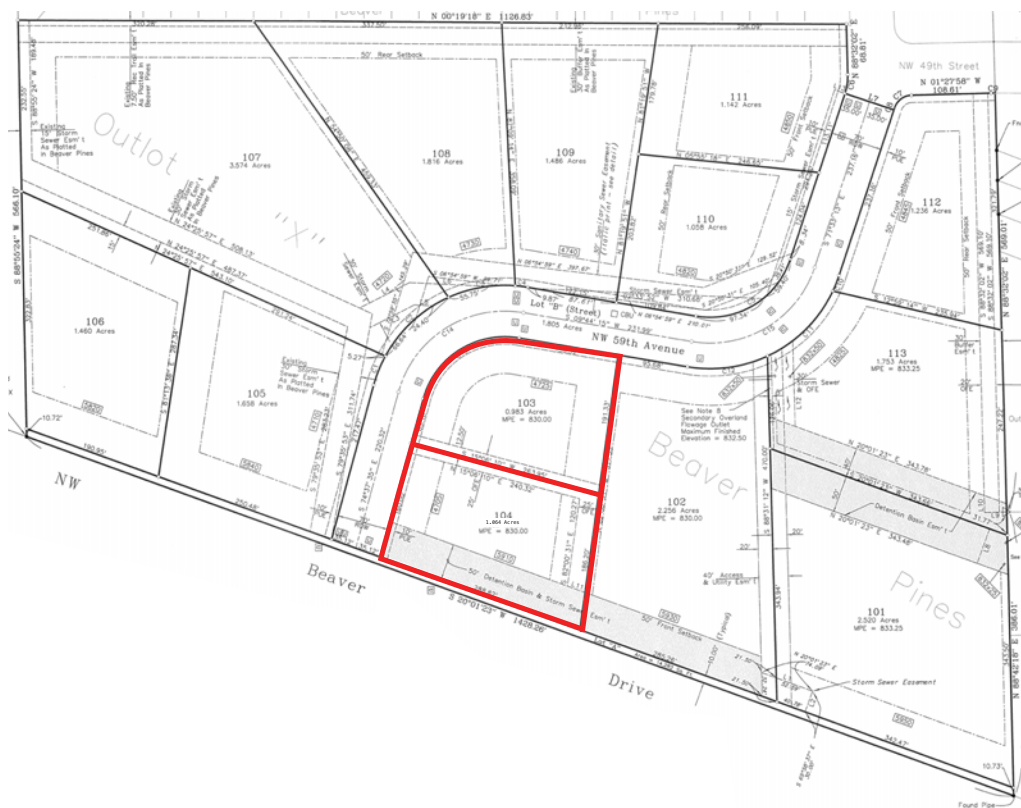
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4705/4725 NW 59TH AVE  
JOHNSTON, IA



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Angie Tessau, CCIM 515.707.6889

5930/5950 NW BEAVER DR  
JOHNSTON, IA



## PROPERTY FEATURES

Rare opportunity to own M-1 Industrial zoned land in Johnston. Easy access to Johnston, Ankeny and Des Moines. Just a short drive to I-80/35 access at Merle Hay Road. Lots can be purchased together.

### 5930 NW Beaver Drive (Lot 102)

- 2.24 Acres
- \$526,767.00

### 5950 NW Beaver Drive (Lot 101)

- 2.513 Acres
- \$602,162.00

Market Information*	1 Mile	3 Miles	5 Miles
Population	3,739	41,496	155,175
Households	1,621	16,640	60,999
Median HH Income	\$78,894	\$78,316	\$69,093

\*esri - Demographic and Income Profile 2020

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## Municipal Services

Understanding a project's goals and objectives from the project life-cycle perspective yields the best value and outcomes for our clients and communities we serve.

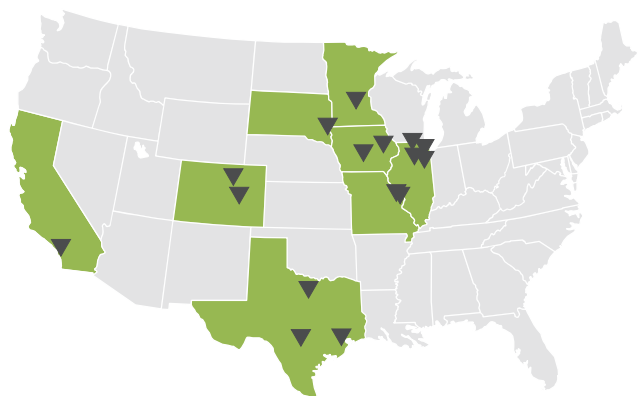
HR Green is honored to be one of the nation's longest operating engineering firms. Established in 1913, HR Green, Inc. is employee owned. We collaborate across geographies and markets to provide the engineering, technical, and management solutions that connect and shape communities and are driven by the commitment of our clients.

Our municipal professionals works with local governments from across the United States as an extension of their staff, providing municipal engineering services, on-call consulting, and public works staff augmentation. This allows us to help your local government agency by providing proven best-practices, processes and technology.

**For more than a century, HR Green has been dedicated to providing solutions that build communities and improve lives.**

We are the Municipal Engineer and/or Public Works Director for communities with populations ranging in size from less than 5,000 to 100,000 residents. We have been successful at delivering services to local residents because the majority of our staff has "walked in your shoes" and previously worked in the public sector.

We can leverage our vast operational experience and help your municipality with short- or long-range planning, capital plans, and various day-to-day operations.





## MUNICIPAL SERVICES

### ► **Municipal Engineering + Public Works**

We work with local governments as an extension of your staff, providing municipal engineering services, on-call consulting, and public works staff augmentation.

### ► **Asset Management**

We begin with the end in mind. From Pavement Management programs to leveraging GIS solutions for inventory and condition assessment, we help our clients plan and make good decisions.

### ► **Planning**

Our transportation planners focus on comprehensive plans, concept studies, corridor studies, planning, environmental studies, and a perceptive view of how to leverage the right-of-way to achieve multiple objectives.

### ► **Traffic Operations + Safety + ITS**

We help our clients improve safety and traffic operations through comprehensive assessment, analysis, and modeling of traffic operations. We combine analysis and modeling with current traffic signal, signage, and Intelligent Transportation Systems (ITS) solutions to maximize infrastructure performance.

### ► **Innovative Geometry + 3D Modeling**

We provide innovative geometric solutions utilizing holistic approaches to various intersection and roadway types, roundabouts, and innovative interchange designs. We employ data-driven context-sensitive design philosophies integrated with 3D design and visualization tools.

### ► **Complete Streets + Multi-modal Studies**

We help find ways to reimagine and optimize our limited right-of-way to the benefit of all transportation users while striving to achieve other benefits.

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Highway projects impact flooding and water quality issues. Whether your project is on new alignment, existing roadway, or a major river crossing, we address the conveyance of stormwater, improve water quality, and address sustainability to enhance emergency response and major weather event recovery.

**We link project needs to community values, environmental requirements, and infrastructure standards to design a lasting solution that meets the necessities of local citizens and businesses.**

### ► **Green Infrastructure**

From Special Achievement to Sustainable Practices awards, our team has extensive experience in the planning, design and construction phase services of green infrastructure improvements. We have successfully integrated green infrastructure practices with gray infrastructure design as part of an effective flood reduction strategy and water quality improvements.

### ► **Construction**

We employ a team of dedicated construction professionals to help our clients through the critical construction phase to manage the proper construction of the facility and provide the necessary documentation and project closeout for federal aid projects.

### ► **Broadband**

Beginning with envisioning an approach, and then planning, design, construction, and operations, we specialize in providing public agency program management to help you navigate through all phases of your municipal broadband implementation.

### ► **Community Fiber**

Communities around the country are using their current assets (utilities, fiber optic cables and conduits) to create a community-owned broadband utility. Smart communication systems can drive broader community goals in education and economic development, or enhance citizen services and experiences.

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



# NORTHWEST ANNEXATION

## Highway 141 & Saylorville Drive

The City Development Board approved a 1,461-acre annexation into the City of Johnston in 2019. Annexation of properties were 100 percent voluntary and included the Beaver Creek Golf Course, a Department of the Navy Training Facility, a portion of Camp Dodge, and six large undeveloped parcels. Properties with development potential are centered around the east side of Highway 141 and Saylorville Drive near the mile-long bridge.

Continued growth in Johnston has drawn interest from developers to the annexation area for a number of years, and the Saylorville Drive area has long been included in the Johnston's Comprehensive Plan as a future growth node.

Beaver Creek Golf Course development land is a beautiful opportunity off of Highway 141. The south nine holes of the course features 72 acres available for development. In addition to the 72 acres, there is a 10





acre lot available on the hard corner of the highway and the golf course. Just a few miles from Interstate 35/80 and 20 minutes from downtown Des Moines, this location could be home to an industrial operation or a beautiful corporate campus. A significant portion of the area has been designated in the 2021 Comprehensive Plan as an opportunity for employment growth, including the possibility of a new corporate campus.

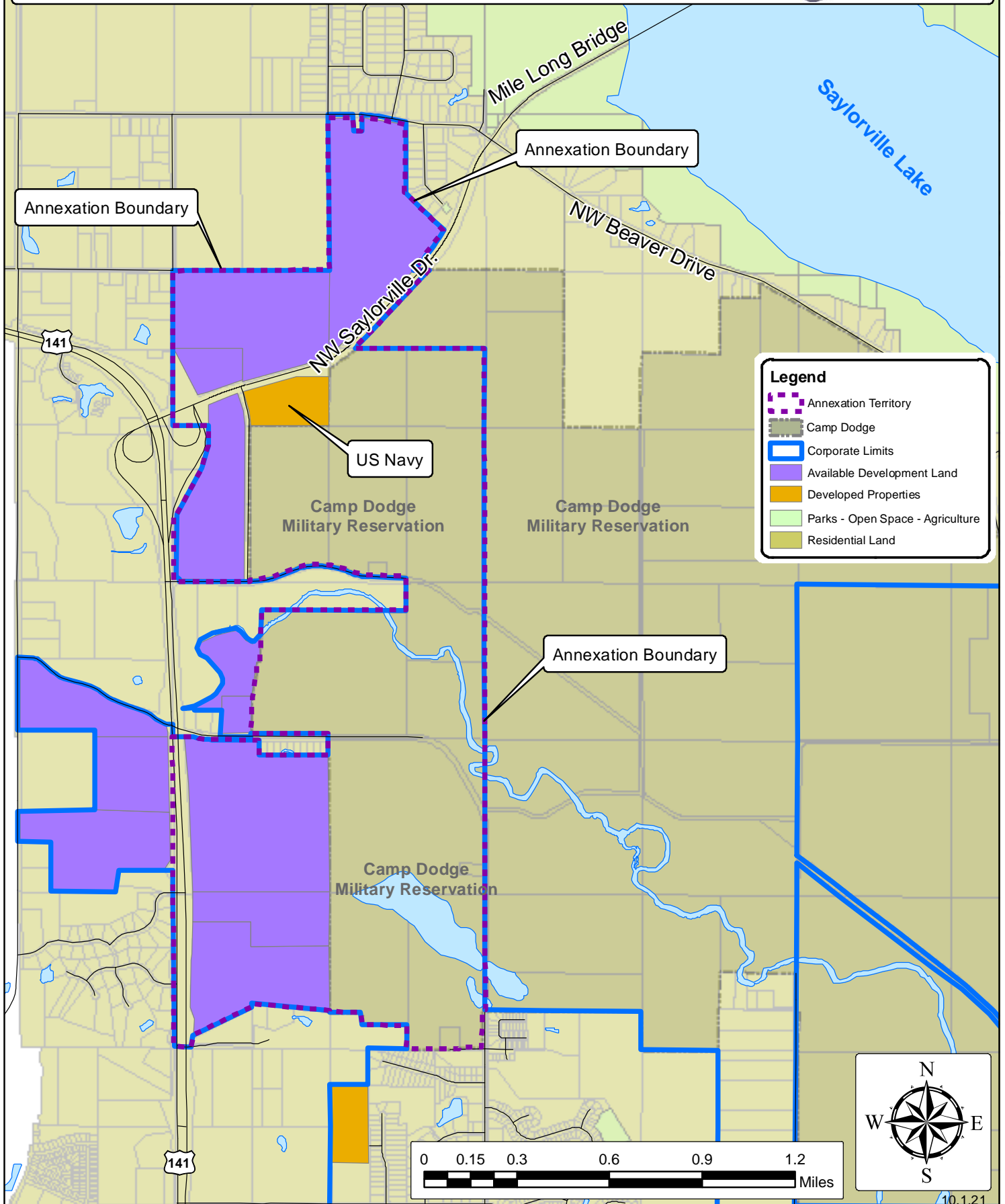


## HIGHWAY 141 STUDY

The Cities of Grimes and Johnston, along with Polk County partnered with the Iowa DOT to prepare a traffic access management and operations review of the IA 141 corridor between the IA 44 (E 1st St/NW 70th St) and IA 415 interchanges.

The primary objective was the development of a master plan for the IA 141 corridor from the north IA 44 interchange to the IA 415 interchange. The plan included short-term and long-term build-out needs of the corridor, including access management, safety performance, major intersection location form and function. The plan provides the basis for future access management coordination and potential roadway improvement project planning.

- Current traffic counts are between 20,000 and 25,000
- MPO Forecast indicates future traffic counts to be above 30,000
- Higher traffic counts are in the south end of the corridor



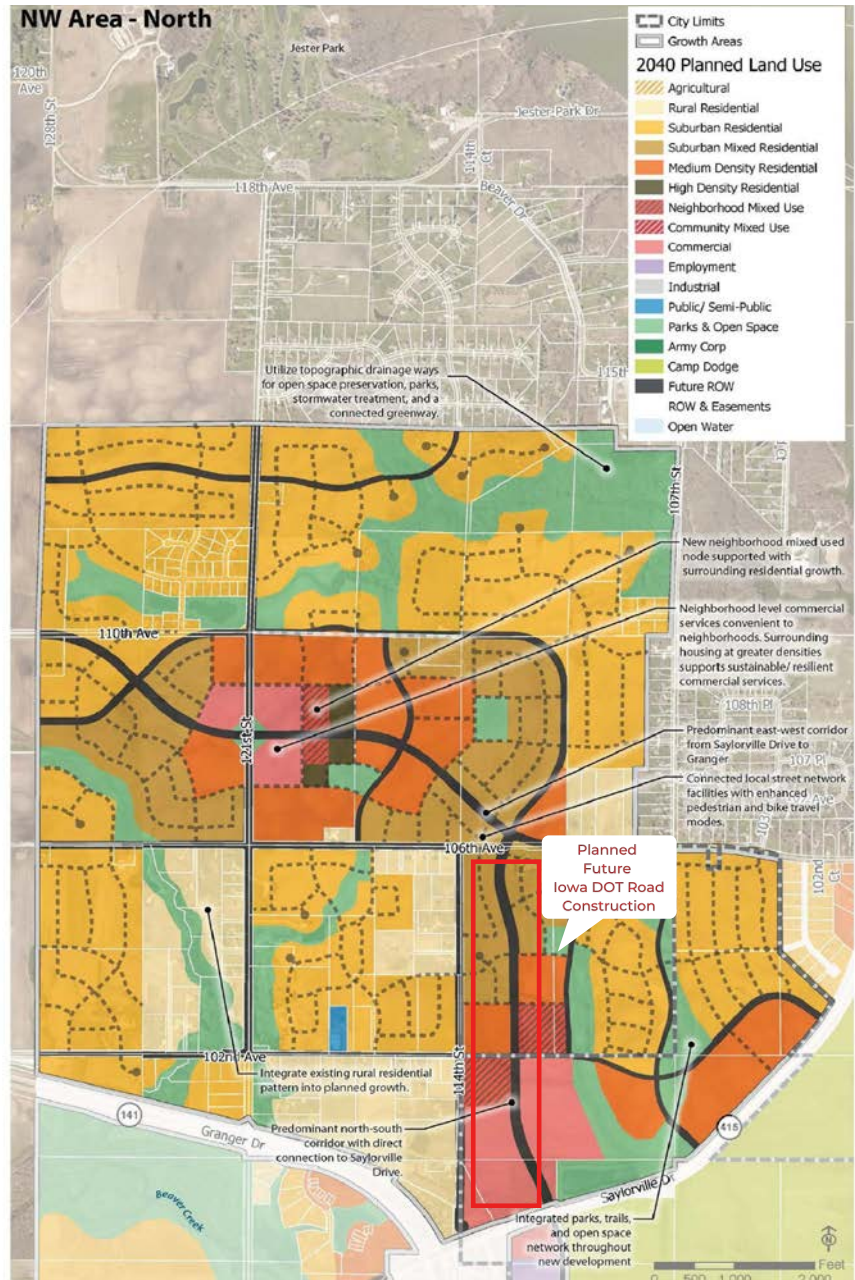


# NORTH OF SAYLORVILLE DRIVE ANNEXATION AREA

The Future Land Use Map for the area north of Saylorville Drive and Highway 141 anticipates a mix of land uses including suburban neighborhood residential, mixed use and commercial. Areas east of 114th and south of 106th Ave. were annexed into the city of Johnston in 2018, while the remaining highlighted areas show anticipated land uses for prospective future annexations.

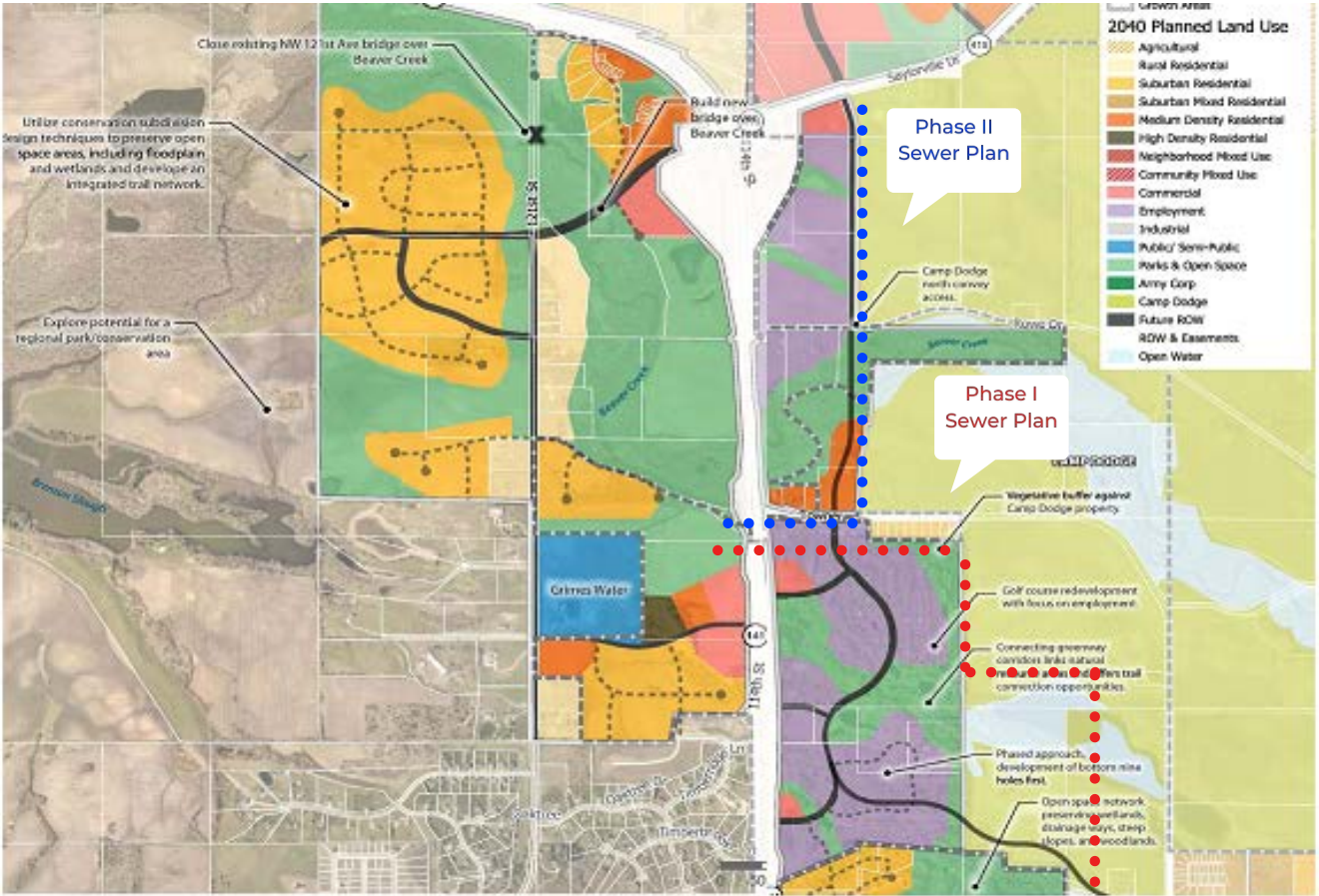
The City of Johnston is currently engineering sanitary sewer alignment for phase 1 to service just south of this area for construction. Coordination efforts are also underway with Polk County and the Iowa DOT to undertake safety enhancements along NW 121st St. and to create better connectivity to Saylorville Drive.

This area is one of the highest elevation points in Polk County and offers great views and immediate access to Highway 141, Saylorville Lake and Jester Park making it a highly attractive development area. As the City of Johnston grows, additional trails, parks and other city investments are expected to occur.



Additional information on 2020 Comp Plan Changes are available at:  
[www.cityofjohnston.com/928/Thrive-2040](http://www.cityofjohnston.com/928/Thrive-2040)

# BEAVER CREEK ANNEXATION AREA



In 2020, the City of Johnston updated its Comprehensive Plan to adjust its land use classifications and reexamine the Future Land Use Map in target areas throughout the City. One area receiving particular attention is the Beaver Creek Annexation Area shown above. The majority of the highlighted area was annexed into the City of Johnston in 2018 and the Future Land Use Map has been updated to reflect the annexation and identify appropriate future land uses as development interest has risen.

Much of the development property along Highway 141 is envisioned for Employment and Commercial uses as indicated by the purple and pink shaded areas. A Tax Increment Financing District is anticipated to make incentives available for high quality development and help pay for the proposed sanitary sewer expansion, keeping connection district fees to a minimum. Engineering work is underway to bring sanitary sewer to the area and the Iowa DOT is working with partners to identify future intersection and interchange locations to serve Highway 141 adjoining properties.



[illegible]

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

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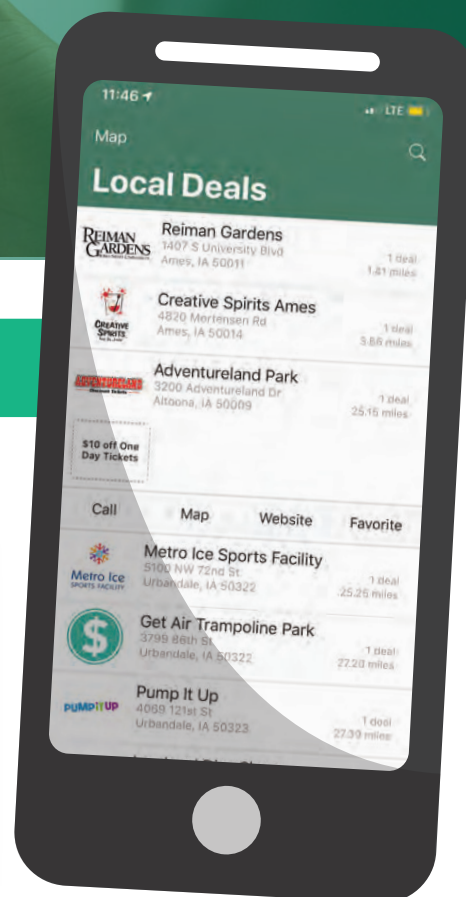
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- \$400 per claim



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# FOR SALE

**11200 NW TOWNER DRIVE, JOHNSTON IOWA 50111**

**LIST PRICE: \$3,484,800**



Type - Commercial



Acres 10

Beaver Creek Golf Course is a 27-hole golf course with an opportunity for development on a portion of the course. Development of nine holes of the course would leave an 18 hole course available as an amenity for a future adjacent development. Just minutes from the growing Johnston and Grimes communities, Camp Dodge and Saylorville Lake, this is a unique development opportunity for a corporate campus or industrial park. City sewer and water coming to the property as part of the development plan.



**DORRANCE L. BREZINA**

**DRG** Developers Realty Group



**515.778.0787**

Dorrance\_brezina@msn.com  
developersrealtygroup.com





# FOR SALE

**00 NW 141 HIGHWAY, JOHNSTON IOWA 50111**

**LIST PRICE: \$7,689,000**



**Type - Land**



**Acres 72**

Beaver Creek Golf Course is a 27-hole golf course with an opportunity for development on a portion of the course. Development of nine holes of the course would leave an 18 hole course available as an amenity for a future adjacent development. Just minutes from the growing Johnston and Grimes communities, Camp Dodge and Saylorville Lake, this is a unique development opportunity for a corporate campus or industrial park. City sewer and water coming to the property as part of the development plan. Right next to the adjoining, 10 acre parcel (MLS #552828).



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# COMMUNITY RECREATION

## Water Trails Plan & NW 86th Street Trail

The City of Johnston has more than 36.5 miles of recreation trails, and more are on the way. A new 10-foot wide recreational trail along the east side of NW 86th Street provides an important link between the northwest residential areas and the commercial destinations to the south. Additional benefits of the project include updates to the curb ramps and traffic signals at the NW 54th Avenue, Chawmberry Boulevard and Windsor Parkway intersections to provide for ADA-compliant pedestrian crossings.

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 opened in 2019 at NW 86th Street and 70th Avenue in Johnston. The second access point, located at Lew Clarkson Park, is now complete. The access point allows people to enter or exit from Lew Clarkson or Terra Park. The third access point is anticipated to be constructed in 2022 and located near the Merle Hay Bridge and I-80/35.

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









*Impact 7G and SetPoint Mechanical are currently under construction in Windsor Office Park.*

## 86TH STREET DEVELOPMENT

### New Commerical & Office Opportunities

As the City of Johnston continues to focus on development of Merle Hay Road, they have not lost focus on development of NW 86th Street. New retail and restaurant options are emerging near Interstate 35/80 at the entrance of the community.

Further down NW 86th Street Windsor Office Park continues to grow adding a number of new businesses over the last few years. Construction of new office space for Impact 7G and SetPoint Mechanical is underway and will provide added diversity and quality to architecture found in the

Windsor Office Park Development. A variety of lots are still available in Windsor Office Park and offer end users with nearby amenities. One of the new featured amenities along 86th Street is a biking and walking path.

The office park is in close proximity to John Deere Financial and Corteva Agriscience. The new 86th Street trail will provide employees in Windsor Office Park and other corporate campuses with walkable access to retail and restaurants at the south end of NW 86th Street.





## 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 recent commercial activity in Johnston.

The Shoppes at Roughwood is a 16,400 SF retail facility on the southwest corner of NW 86th Street and NW 54th Avenue and is now fully occupied with Dunkin', Q. T. Nails, Tropical Smoothie Cafe, Iowa Ortho and Orange Theory Fitness.

A development opportunity of 1.25 acres remains available directly west of the Shoppes at Roughwood building.

## PRICE CHOPPER BUILDING AVAILABLE

Directly north of the Shoppes at Roughwood Development and within close proximity to Interstate 35/80, the former Price Chopper building remains available. The building features 67,051 square feet and has close access to 25,000 daytime employees.



**TWO NEW OFFICE  
BUILDINGS UNDER  
CONSTRUCTION**



**SEVERAL LOTS STILL  
AVAILABLE FOR  
DEVELOPMENT**



**CLOSE PROXIMITY TO  
SEVERAL CORPORATE  
CAMPUSES**





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## EXCLUSIVELY MARKETED BY

**Brian Erickson, CCIM** 515.202.5035

**Angie Tessau, CCIM** 515.707.6889

## 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

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**Nick Reggio**  
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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 Oralabor Road  
**446-2265**



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**CRESCENT CHASE**  
8850 NW 62ND AVE  
JOHNSTON, IA



## FOR LEASE

- Building size: 41,080+/- SF
- Lot Size: 4.213 acres
- Class B office
- Year Built: 2008
- Mix of private offices and open floor plan
- Quality improvements and finishes
- Windows throughout
- Parking: 214 spaces (5.2/1,000)

## LEASE RATE

- \$11.75/SF NNN

## SALE PRICE

- \$4,929,000.00



Market Information*	1 Mile	3 Miles	5 Miles
Population	7,475	39,082	93,252
Households	2,736	18,704	43,681
Median HH Income	\$123,733	\$92,382	\$82,489

\*esri - Demographic and Income Profile 2021

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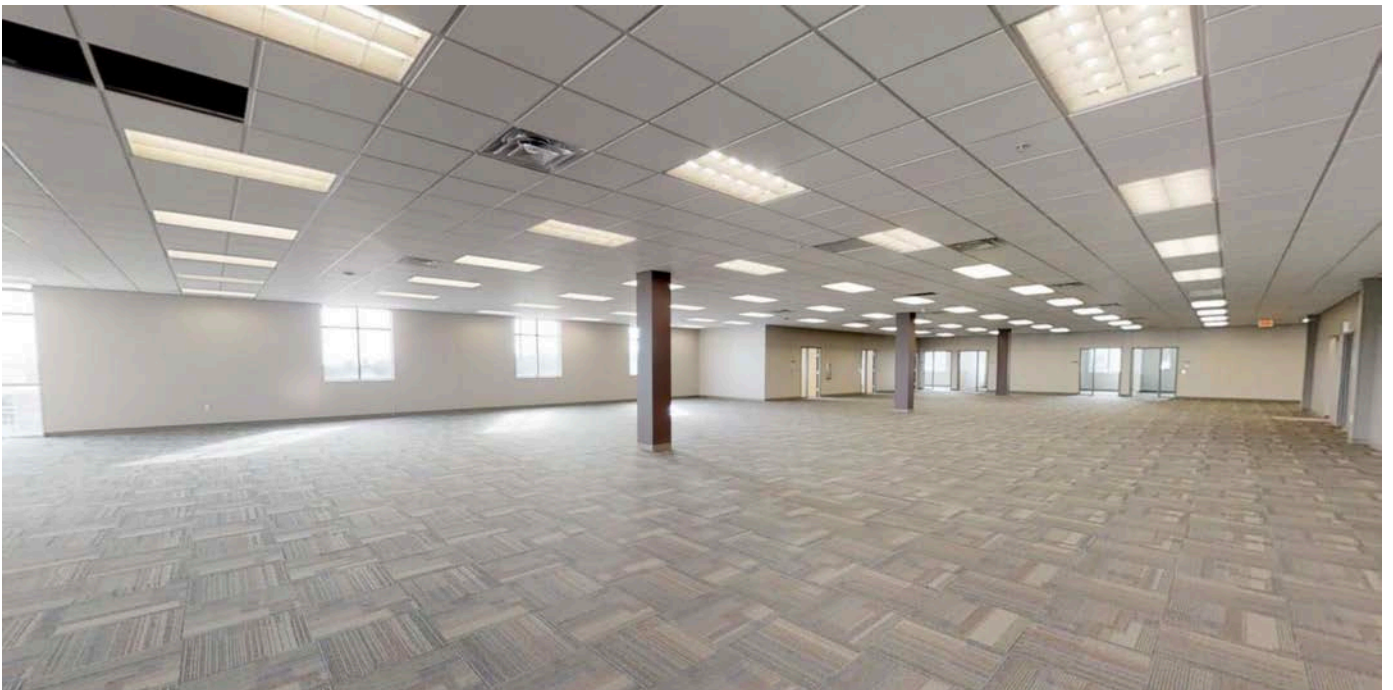
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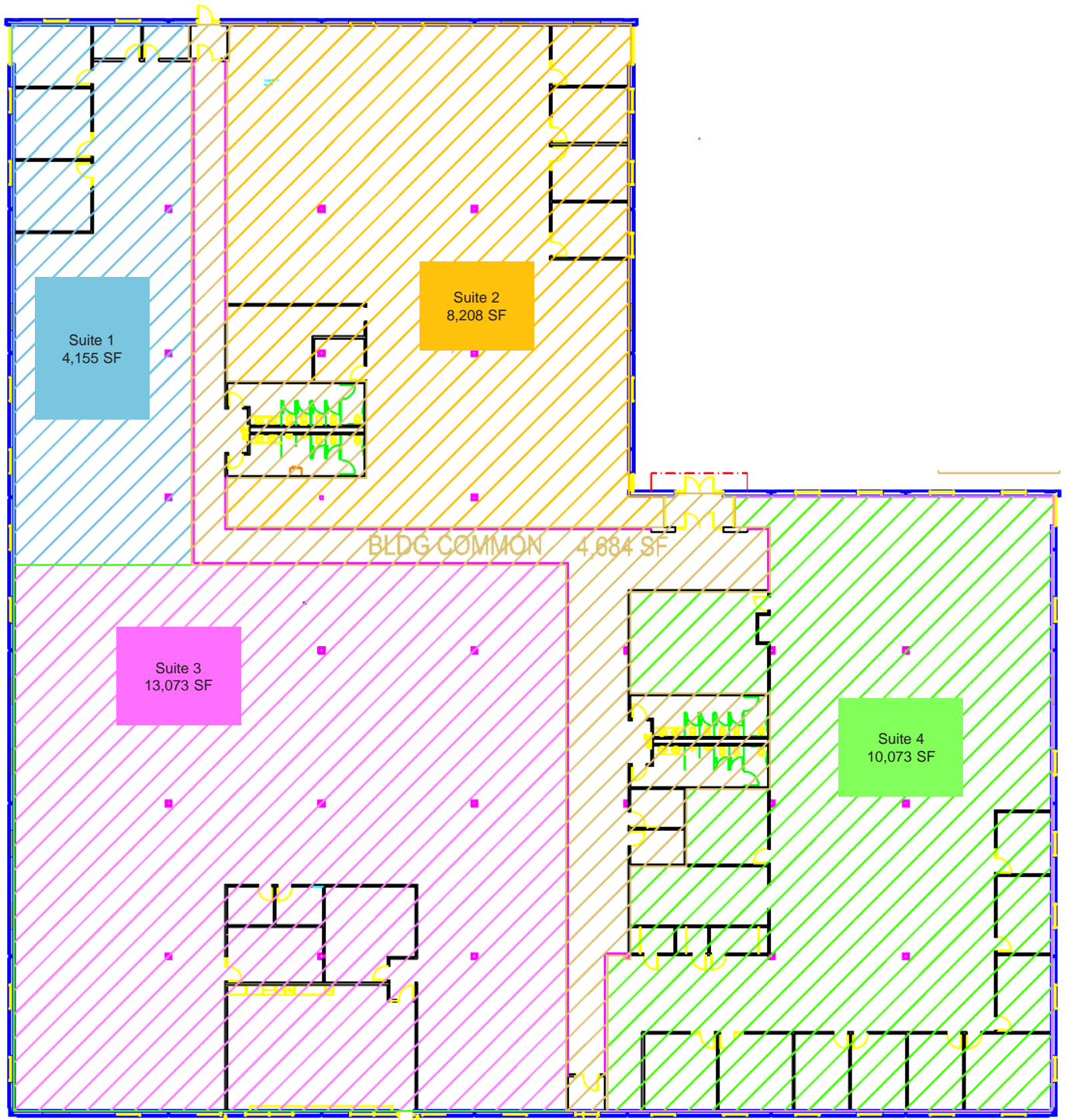
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## CRESCENT CHASE II 8700 CRESCENT CHASE JOHNSTON, IA

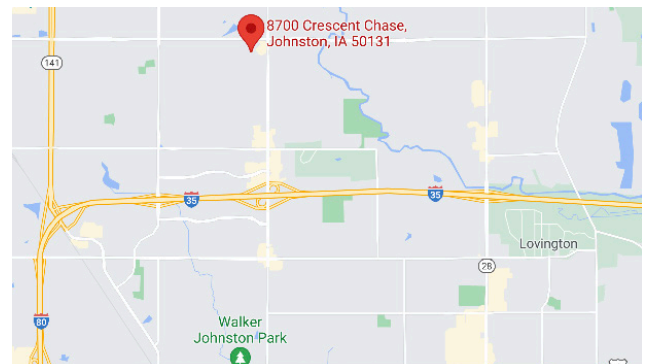


## FOR SALE

- Building size: 30,184+/- SF
- Lot Size: 2.493 acres
- Class B office
- Year Built: 2009
- Mix of private offices and open floor plan
- Quality improvements and finishes
- Windows throughout
- Partial remodel in 2018

## SALE PRICE

- \$4,000,000.00



Market Information*	1 Mile	3 Miles	5 Miles
Population	7,475	39,082	93,252
Households	2,736	18,704	43,681
Median HH Income	\$123,733	\$92,382	\$82,489

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