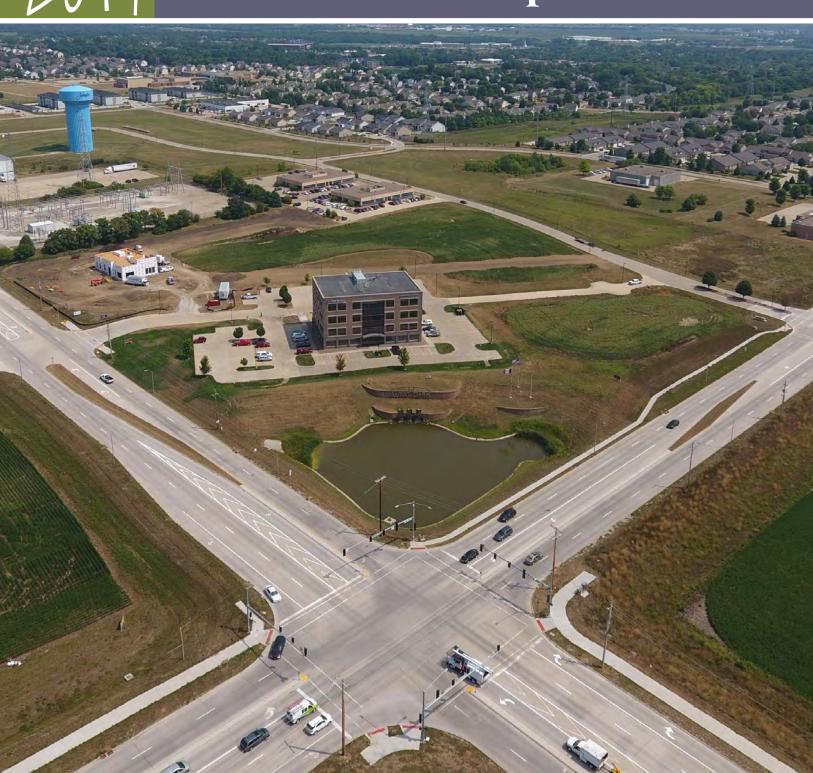
Tohnston

2019 Economic Development Guide



COR • heart **TEVA** • nature (kohr-'teh-vah) Introducing CORTEVA™ agriscience Agriculture Division of DowDuPont™



Agriculture Division of DowDuPont

At Corteva Agriscience™, Agriculture Division of DowDuPont, we grow progress by putting farmers and consumers at the heart of agriculture. By doing this, we are reshaping the industry to meet the needs of the twenty-first century. We believe that the future of farming depends on aligning the food value chain from end to end. Together, we can achieve a more financially secure, sustainable, innovative and responsive agricultural industry.

We are helping to shape an industry that is better able to understand and react to global market demands, that can effectively harness science, technology and innovation to optimize productivity, and that has the know-how and resources to help chart its own long-term success in the face of challenge and change.



Our Purpose

To enrich the lives of those who produce and those who consume, ensuring progress for generations to come.

Our Values

Enrich Lives We commit to enhancing lives and the land

Stand Tall We are leaders and act boldly

Be Curious We innovate relentlessly

Build Together We grow by working with others **Be Upstanding** We always do what's right

Live Safely We embrace safety and the environment in all we do

Creating One Company



We are bringing together DuPont Crop Protection, DuPont Pioneer and Dow AgroSciences to create a market-shaping, stand-alone agriculture company with leading positions in seed technologies, crop protection and digital agriculture.

We will work across the global agriculture value chain to create a more efficient food system. We will continue to invest in some of the most recognized and premium seed brands in agriculture, such as Pioneer®, Mycogen®, PANNAR® and the newly launched Brevant™ seed brand, as well as our award-winning crop protection products.

Our Products



Seed Solutions: alfalfa, canola, cereals, corn, cotton, rice, silage inoculants, sorghum, soybeans, sunflowers, wheat



Crop Protection Solutions: herbicides, fungicides, insecticides, pasture and land management, seed applied technologies, urban pest management, turf and ornamental pest management



Digital Services: software for growers to build and sustain stronger businesses by maximizing yield with data-driven crop models, improving teamwork efficiency and communication, measuring profit down to the field-level and simplifying farmland research and transactions

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Phil Dunshee



Johnston Economic Development Executive Director

pdunshee@growjohnston.com 515-564-6547

8711 Windsor Parkway, Suite 2 Johnston, IA 50131

Adam Plagge



City of Johnston Economic Development Manager

aplagge@cityofjohnston.com 515-727-7774

6221 Merle Hay Road - PO Box 410 Johnston, IA 50131

BOARD OF DIRECTORS

Johnston Economic Development Corporation A Public - Private Partnership



Tim Heldt, President Charter Bank



Bank Iowa



Bruce Whited, Vice President Brian Vahle, Secretary/Treasurer First National Bank



Deb Calvert MidAmerican Energy



Paul Nagel John Deere Financial



Jason Kerndt Vision Bank



Ross Harris Short Elliott Hendrickson (SEH)



Ginger Miller Corteva



Eric Bohnenkamp **Hubbell Realty Company**



Grant Taylor Hansen Company Inc



Jeff Schug McClure Engineering



Matt Van Loon Ryan Companies



Brian Erickson Knapp Properties



Mike Bonnett Landmark Brokerage Services



Steve Scott Cushman & Wakefield

WELCOME TO Johnston

Dear Business Leader,

As a business owner and resident in Johnston for more than 20 years, I have had the unique opportunity to observe both population growth and economic transformation.

Johnston has become a sought-after community for people to live, work and grow their businesses. It is organizations like Johnston Economic Development Corporation, in partnership with the City of Johnston, that have helped foster economic growth and innovation over the last few decades. A public-private partnership like this ensures continued success for the variety of businesses that call Johnston home.

As the City of Johnston continues to undertake new projects that revitalize opportunity in the community, the desires of the citizens of the city are always at the



heart of decision-making. Over the past few years, citizens have requested more restaurants and retail in the city, a request that helped inspire the formation of several retail-based projects, such as the Merle Hay Road Gateway and the Town Center. In addition to these projects, the city has annexed more land in Northwest Johnston, expanding opportunities for future development activity.

Looking forward to 2019, JEDCO is excited to help facilitate bringing new business to the community and seeing projects transform from inspiration to reality. Without the support of our membership, we would not be able to do what we do. Please review the updated "Investment" membership structure and consider the impact you would like to have on development in Johnston this year.

We welcome you to be a part of development in this thriving community!

Sincerely,

Timothy J. Heldt, President

inothy J. Host



Celebrating 20 Years of Financial SUCCESS!

From our beginning in 1998, we have been 100 percent local and focused on helping members of our communities thrive. You will find that our staff consists of your friends and neighbors in Polk and Dallas Counties.

Contact us today to find your best local-financial fit with us!

Ask about our 20-year-anniversary special rates, and our 9/6 Customer Appreciation BBQ in Johnston!

Hurry – invitations are in the mail NOW!

"Always bear in mind that your own resolution to SUCCEED is more important than any one thing." – Abraham Lincoln



Chart Your Success With Us!

Johnston 1998 5526 NW 86th Street 331-2265 Grimes 2000 150 SE Gateway Drive 986-2000 Waukee 2001 455 - 6th Street 987-1000 Ankeny 2017 2905 SW Oralabor Road 446-2265

www.CharterBanker.com





Celebrating 20 Years of Financial SUCCESS!



Greg Grote VP Market Manager



Erin Yocum Waukee



Matt Morris Johnston





Patti Hood



VP Market Manager



Nick Reggio VP Market Manager



JP Pearson Executive VP Johnston



President & CEO Johnston



Sr. VP Cashier Johnston



Chart Your Success With Us!

Johnston 1998 5526 NW 86th Street 331-2265

Grimes 2000 150 SE Gateway Drive 986-2000

Waukee 2001 455 - 6th Street 987-1000

Ankeny 2017 2905 SW Oralabor Road 446-2265

www.CharterBanker.com



JEDCO INVESTORS

















































































BECOME AN INVESTOR

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.

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.

Investor Benefits

As well as being a source of advocacy and information about local development projects for our investors, we also actively work to promote their projects and properties through our website, Twitter feed and monthly newsletter. We also assist parties seeking advice about development

strategies and connect people seeking

development opportunities in Johnston and Northwest Polk County. Additionally, because investors range from brokers to contractors and more, we're able to offer valuable networking opportunities through our active and annual events.

Additional benefits to investors are included depending on which of the six membership options you choose.



ST FIRST NATIONAL BANK

Simplify your Banking

COMMUNITY BANKING EXPERTS

Specializing in Commercial and Construction Lending

Local decisions mean...

- Customized Loan Terms
- Satisfied Customers
- One-on-One Relationship Management
- Exceptional Service

PLUS

 The latest in Cash Management Services

515-225-2641



Investor Benefits

	INDIVIDUAL	BUSINESS
Spot in membership directory on GrowJohnston.com		
Link to business website via GrowJohnston.com		
Listed as member in JEDCO insert included in Johnston Chamber of Commerce Member Directory and Community Guide		
Listed as member in the JEDCO annual development guide		
1 page (may be front and back) promotional advertisement in the JEDCO annual development guide		
1 page (may be front and back) flyer for each qualified development site or building in the JEDCO annual development guide		
1 week promotional placement and link to company on the home page side bar of GrowJohnston.com		
10 promotional posts in the @growjohnston Twitter stream		
10 additional promotional posts in the @growjohnston Twitter stream (20 total)		
2 feature-stories or profile posts on the GrowJohnston.com blog		
Opportunity to host 1 JEDCO Board meeting (There are 6 meetings per year)		
Named co-sponsor of the Johnston Annual Economic Development Tour, included on all promotional materials		
Named primary sponsor of the Johnston Annual Economic Development Tour, included on all promotional materials		

BRONZE	SILVER	GOLD	PLATINUM
		√	√
			✓
			✓



Additional Sponsorship Opportunities

ANNUAL DRONE VIDEO SPONSORSHIP - \$1,000

*CO-SPONSORSHIP OPPORTUNITIES ALSO AVAILABLE

Graphic display of business name and logo included as "Sponsored by" credit published on drone videos to be displayed on GrowJohnston.com and to be promoted via electronic newsletter and social media

ANNUAL MEETING SPONSORSHIP - \$350

Recognition for providing liquid refreshments to all participants

ANNUAL DEVELOPMENT FORUM SPONSORSHIP - \$350

Recognition for providing liquid refreshments to all participants

ANNUAL DEVELOPMENT BUS TOUR SPONSORSHIP - \$350

Recognition for providing liquid refreshments to all participants

TARGETED E-MAIL PROMOTION - \$150

1 promotional or informational e-mail sent to the Johnston Economic Development Corporation electronic network

NON-INVESTOR ANNUAL DEVELOPMENT GUIDE AD - \$250

1 page (may be front and back) advertisement for a business, property or project in annual development guide published in conjunction with annual economic development tour and reception.

Annual Events

Each year, JEDCO, in collaboration with the City of Johnston, holds three annual events, which all include an opportunity to learn more about Johnston and network with other economic development professionals.



ANNUAL MEETING

- Participate in the JEDCO Board of Directors election
- Stay in the know on current happenings in Johnston with updates from the city
- Enjoy refreshments and networking with other economic development professionals



ANNUAL DEVELOPMENT FORUM

- Get the most recent updates directly from the City of Johnston's economic development leadership
- Engage with a keynote speaker addressing the hottest topics in commercial development
- Have a little fun networking with other economic development professionals over a cocktail reception



ANNUAL BUS TOUR

- Take an exclusive tour of Johnston and Grimes to get breaking project updates and preview available properties
- Join economic development professionals for a cocktail reception and networking event following the tour
- Receive the newest version of the annual Economic Development Guide, complete with city updates, incentive information and property updates

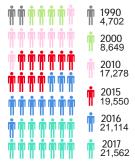
A Welcoming Community



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 Unites
States Census Bureau

MEDIAN

household income



45% higher than lowas median income

MEDIAN



\$237,600



HOUSING UNITS 8,070







17-20 minutes into

minutes into downtown Des Moines.









miles of trails





700+
acres for development



HOME TO 1 Gigabit per second internet





of Johnston residents say they feel safe or very safe within the city.

20% higher than the national average





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







rd highest educated workforce in state (bachelor or higher)



Population with a bachelors degree or higher

56.7%

units per year

«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 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.

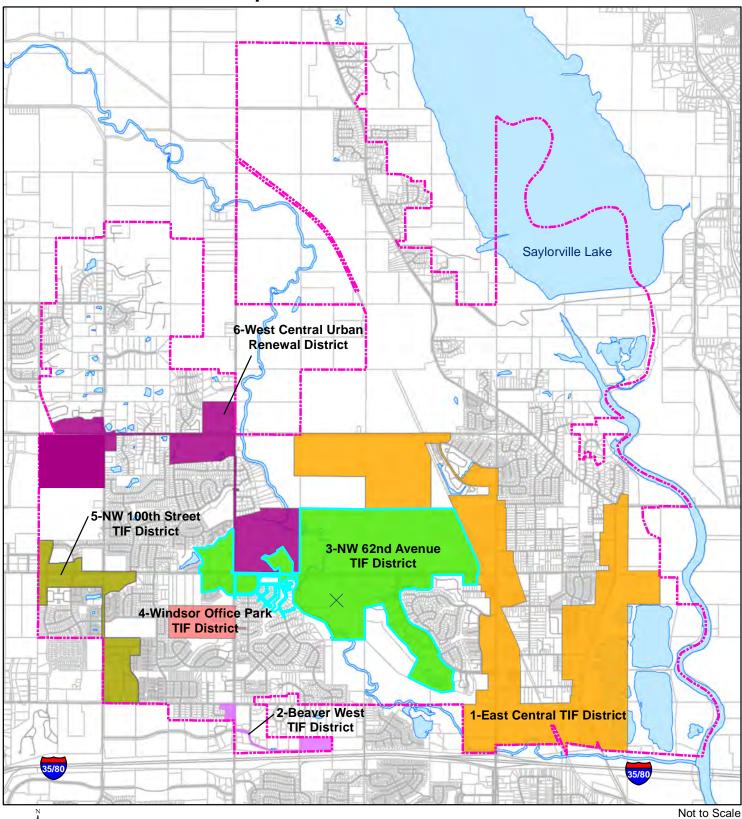
Other Incentive Programs

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.



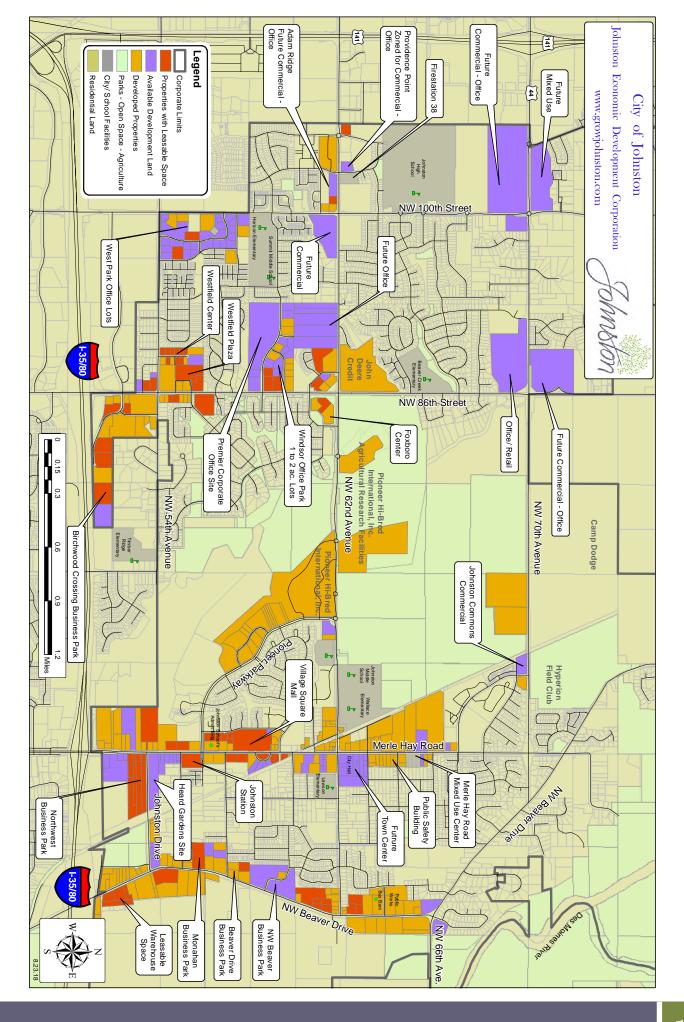
TIF District Map

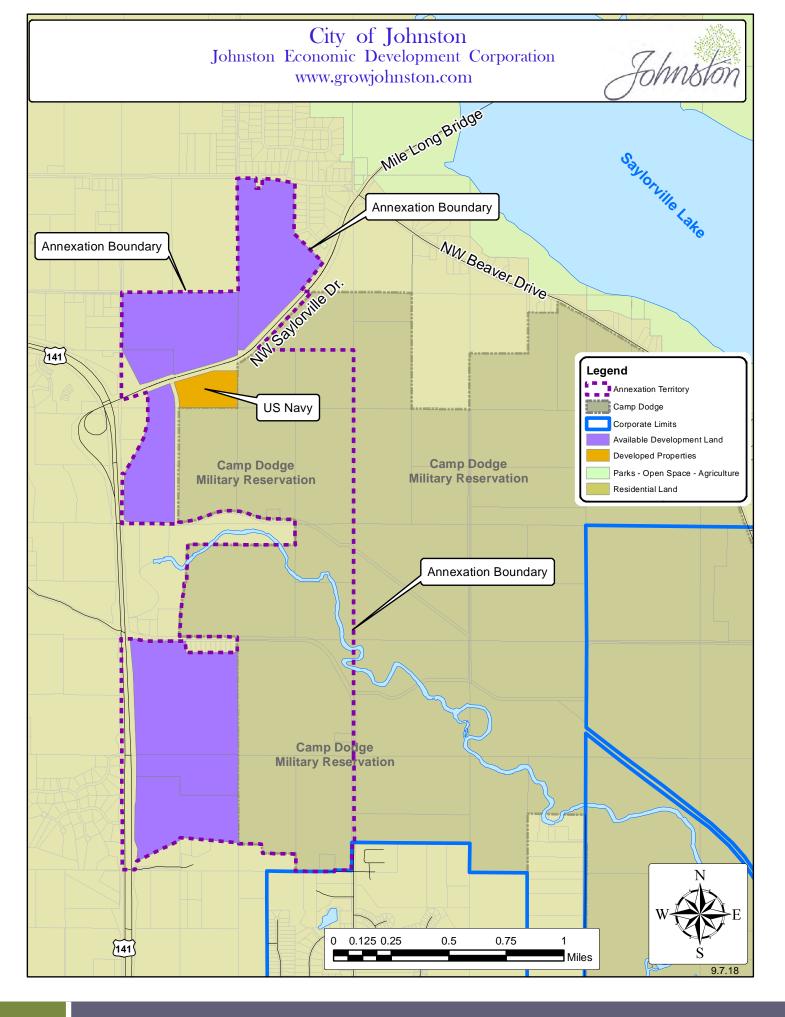


W E

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

(515) 278-2344 - www.cityofjohnston.com August 2018





IT'S A GREAT YEAR TO BE A JOHNSTON DRAGON!



Welcome to Johnston

The Johnston Community School District is home to more than 7,500 students in award-winning schools, 1,000 staff members, and a stellar community of proud Dragon supporters. We invite you to learn more about our district and why our students, staff, and community love it.

A VIBRANT SCHOOL DISTRICT **FOCUSED ON THE FUTURE**





Dragon Pride

- State-of-the-art learning facilities, including a renovated elementary school (2018); a new early childhood education facility (2018), a new high school (2017): and a renovated middle school (2017).
- 96.5% graduation rate; less than a 1% dropout rate
- Innovative digital learning environment with 1:1 iPads for all students grades 6-12 and 2:1 iPads in most elementary classes
- Robust student athletic, fine art, and activity offerings and facilities
- 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 packages for employees

Facebook: Johnston Schools

Twitter: @JohnstonCSD Instagram: JohnstonCSD





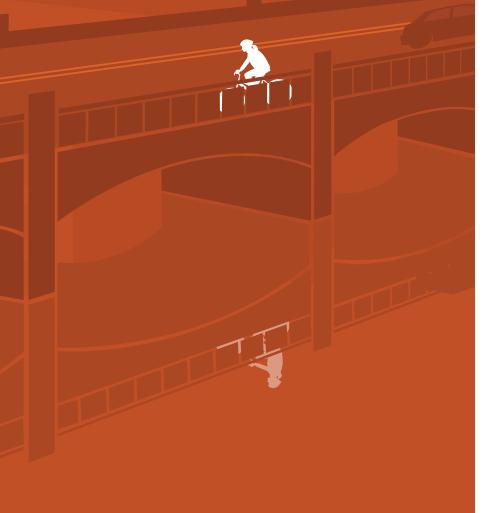


Let's show the world what we can do together.

Day by day. Project by project.

Together we're bridging what's possible

and moving the world forward.



Engineers | Architects | Planners | Scientists

Building a Better World for All of Us®

sehinc.com • 515.608.6000



The Merle Hay Road Gateway area comprises 123 acres that extend from the southeast entrance of Johnston near Interstate 35/80 all the way to NW 55th Avenue. Nearly 100,000 vehicles per day travel by the gateway area on Interstate 35/80.

Knapp Properties currently represents 32 acres of land nearby the entrance of the gateway area. The land is available for redevelopment and includes 10.2 acres zoned C-3. Approximately 27,800 vehicles per day pass by this site on Merle Hay Road.

Since the master plan was approved in 2013, the Merle Hay Road Gateway area has been



an area of focus for the Johnston community. Over the past few years, significant changes necessary for development have occurred, including the removal of blighted buildings and city acquisition of property.

The City has worked with an engineering firm to develop video models highlighting for prospects the potential visibility from Interstate 35/80 after landscape and development plans take shape. The model also illustrates the potential for access to nearby Beaver Creek for recreational purposes. This is the only area with 10-year incentive plans offered.





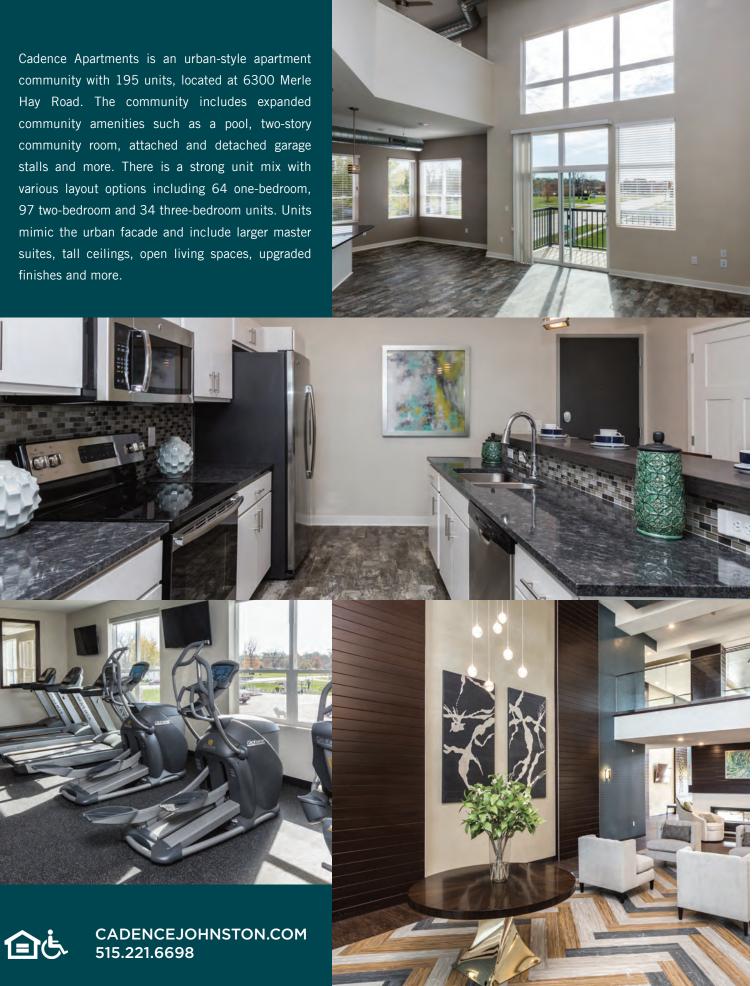
CADENCE

APARTMENTS

EFFORTLESS LIVING

Beautifully appointed one-, two-, and three-bedroom homes feature open floor plans with walk-in closets, patios, and balconies.*

CADENCEJOHNSTON.COM 515.221.6698

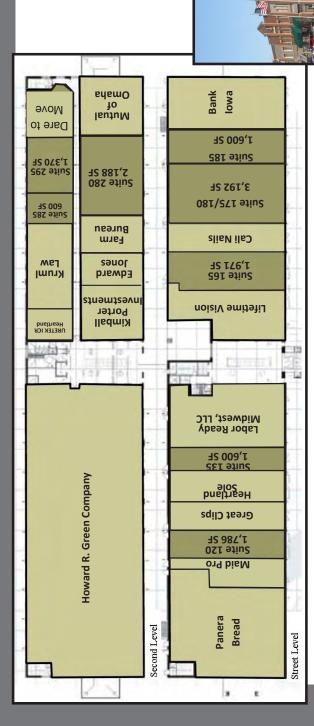




DENNY ELWELL COMPANY

Commercial Real Estate & Development

- Class A Office & Retail -OL Lease



Johnston Station

5525 Merle Hay Road- Johnston, Iowa

- Interior Two-Story Grand Vestibule
- Heated Underground Parking with elevator
- Class A Office Space—2nd Level 600 SF and up to 2,412 SF

- Retail/Restaurant/Service—Street Level
 - 1,600 SF up to 4,800 SF
- High Visibility and Easy Access
- 27,000+ cars daily on Merle Hay Road
- Drive-thru Capabilities on each Endcap
- Traffic Light at Intersection

Denny Elwell Company 2401 SE Tones Drive, Suite 17 Ankeny, Iowa 50021









Johnston Station

Denny Elwell Company 2401 SE Tones Drive, Suite 17 Ankeny, Iowa 50021

dennyelwellcompany.com

Merle Hay Road

.89 Acre



Iowa Commercial Advisors

FOR LEASE

Office/Warehouse/Shop

5528 NW Beaver / Johnston, Iowa



4,000 SF Office/Warehouse/Shop Lease Price: \$7.75 NNN

Property Highlights

- 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

Area Amenities

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



Steve Scott, CCIM

Vice President +1 515 778 7268 sscott@iowaca.com

3737 Woodland Ave., Suite 100 West Des Moines, Iowa Main +1 515 309 4002

Fax +1 515 309 4040 iowacommercialadvisors.com



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	

Steve Scott, CCIM Vice President +1 515 778 7268 sscott@iowaca.com 3737 Woodland Ave, Suite 100 West Des Moines, Iowa Main +1 515 309 4002 cushmanwakefield.com

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
 - 1,560 SF
- + Lease Rate
 - \$9.00/SF NNN
 - Estimated Operating Expenses: \$5.50/SF

+ Building Features

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



CONTACT US

MARTY HERRMANN

Vice President +1 515 221 6653 marty.herrmann@cbre-hubbell.com



6900 Westown Parkway West Des Moines, Iowa 50266 www.cbre.com/desmoines





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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Photos herein are the property of their respective owners and use of these images without the express written consent of the owner is prohibited.





LISTING BROKER

Knapp Properties

EXCLUSIVELY MARKETED BY

Ben Garrett 515.401.7071

Brian Erickson, CCIM 515.202.5035



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.

PRICE

1	.95 acres	\$12.00 to \$14.00 PSF	\$496,500 - \$579,348
2	2.65 acres	\$8.00 to \$10.00 PSF	\$923,472 - \$1,154,340
3	4.34 acres	\$3.50 to \$5.00 PSF	\$661,676 - \$945,252
4	3.01 acres	\$5.00 to \$7.00 PSF	\$655,578 - \$917,809

PROPERTY FEATURES

- Total of 32.247 acres (10.2 available for redevelopment)
- Approximately 10.2 acres zoned Highway Commercial (C-3)
- Approximately 22.04 acres zoned Conservation District (CD)
- Merle Hay Road Traffic Count in 2014: 31,900 VPD
- I-35 / I-80 Traffic Count in 2014: 94,000 VPD

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

*esri - Demographic and Income Profile 2017

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



LISTING BROKER

Knapp Properties

EXCLUSIVELY MARKETED BY

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Brian Erickson, CCIM 515.202.5035





LISTING BROKER

Knapp Properties

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PROPERTY FEATURES

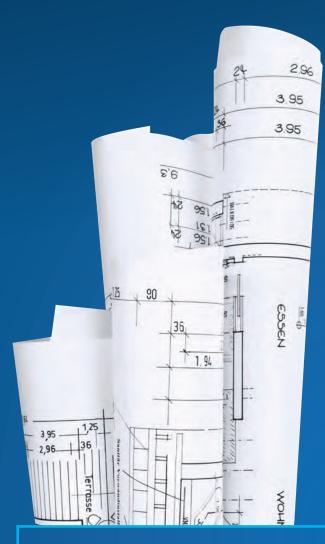
- Investment or Merle Hay Road redevelopment opportunity
- Two blocks north of I-35 / I-80 on Merle Hay Road
- Merle Hay Road Traffic Count in 2014: 31,900 VPD
- I-35 / I-80 Traffic Count in 2014: 94,000 VPD

PRICE

• \$1,800,000

Market Information*	1 Mile	3 Miles	5 Miles
Population	5,719	62,477	164,109
Households	2,384	25,030	65,308
Median Income	\$82,778	\$71,635	\$64,196

*esri - Demographic and Income Profile 2017



EXPANSION STARTS HERE

It's like a blueprint for how to grow your business.

Meet with a commercial lender today - and start shaping your business for tomorrow.

Altoona: 515.967.7283 Johnston: 515.727.4484

West Des Moines: 515.225.0710



CHAT WITH US TODAY



Regional President 1150 Jordan Creek Pkwy West Des Moines, IA 50266 515.226.2434 irathjen@bankiowa.bank



Cash Management 1150 Jordan Creek Pkwy West Des Moines, IA 50266 515.273.2907 mkphillips@bankiowa.bank



VP - Commercial Loan Officer 1150 Jordan Creek Pkwy West Des Moines, IA 50266 515.226.2464 auhl@bankiowa.bank



VP - Commercial Loan Officer 1150 Jordan Creek Pkwy West Des Moines, IA 50266 515.226.2485 ngriffin@bankiowa.bank



VP - Senior Loan Officer 1150 Jordan Creek Pkwy West Des Moines, IA 50266 515.226.2436 zcarlton@bankiowa.bank



VP - Commercial Loan Officer 420 8th St. SE Altoona, IA 50009 515.226.2475 redsen@bankiowa.bank



VP - Commercial Loan Officer 5525 Merle Hay Rd. Johnston, IA 50131 515.226.2426 bwhited@bankiowa.bank



VP - Commercial Loan Officer 1150 Jordan Creek Pkwy West Des Moines, IA 50266 515.226.2486 mwagner@bankiowa.bank

Altoona: 515.967.7283 Johnston: 515.727.4484

West Des Moines: 515.225.0710



Bank Iowa

www.bankiowa.bank | 😑 | Member FDIC



Lending for a Commercial Project

WHEN CONSIDERING A COMMERCIAL PROJECT, AT WHAT POINT SHOULD AN INDIVIDUAL SPEAK TO A LENDER REGARDING FINANCING?

The sooner the better. There are plenty of items to consider when financing a project, and the sooner you can align the borrower's expectations and the bank's expectations, the better.

WHAT QUESTIONS AND DOCUMENTS SHOULD AN INDIVIDUAL PREPARE FOR AN INITIAL MEETING WITH A COMMERCIAL LENDER?



The borrower should be ready to discuss how the borrowing entity will be organized, what the ownership structure will look like, detailed cost estimates for the project and proposed cash equity available, as well as any cash reserves to weather any unseen slowdowns or overruns. If the project has a construction or development component, then feasibility studies, current/projected absorption rates, and any environmental concerns will be brought up.



If the request is on an existing project, then historical financials on the borrower, guarantors and project will be reviewed, as well as projections.





It is highly recommended to have an independent accountant, independent counsel and an independent engineering/design (construction/development) firm engaged early on to help the borrower navigate any unforeseen hurdles.

HOW LONG IS THE TYPICAL PROCESS FOR SECURING A COMMERCIAL LOAN?

The time line varies depending on the size and complexity of the request. The larger and more complex a project is, the longer the lead time will be. Communication and responsiveness also play a big role in turnaround time.

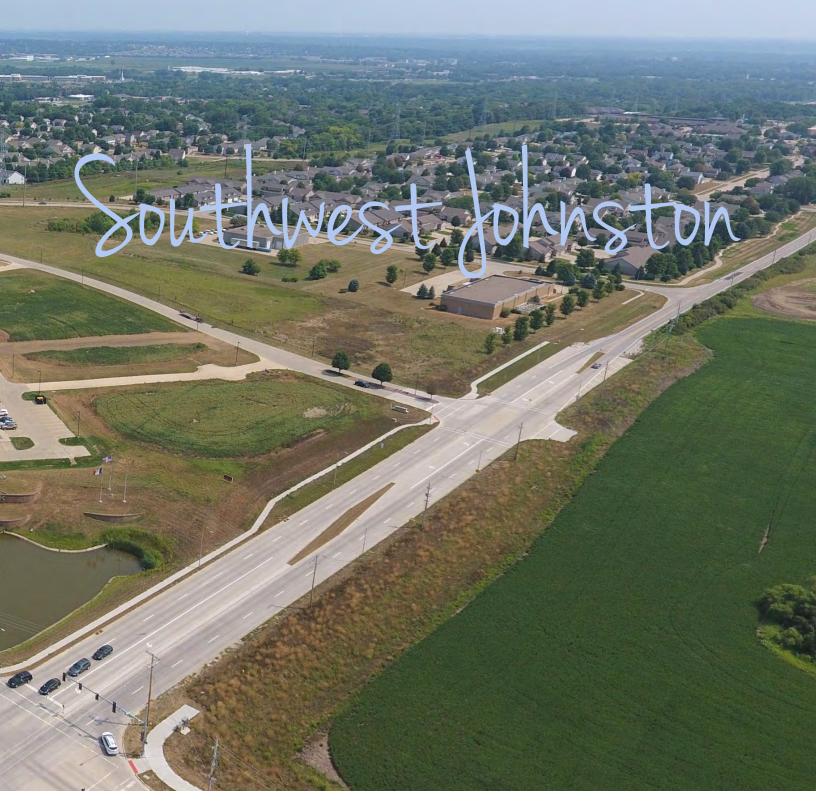
WHAT ROLE, IF ANY, DOES A COMMERCIAL LENDER PLAY IN LOCAL GOVERNMENT INCENTIVE PROGRAMS?

Lenders can provide the needed borrower financing to make these projects possible if it is determined to be a good fit for the borrower, the bank and the community as a whole.



The Southwest portion of Johnston is uniquely situated with Urbandale to the south and Grimes to the west. The opening of an interchange at 100th Street provides a new access point to Johnston from Interstate 35/80, easing the travel burden for many commuters.

Ongoing development activity can be observed at the corner of NW 54th Avenue and 100th Street in the West Park Office Plaza. As traffic counts along 100th Street continue to rise in conjunction with the new interchange, more development is expected in this area.



Another main corridor in Southwest Johnston is the south end of NW 86th Street, where development and redevelopment activities are a continued area of focus. Upcoming commercial projects such as The Shoppes at Roughwood will transform the look of NW 86th Street at NW 54th Avenue.

Additionally, plans to develop a second road connection between Birchwood Crossing and 54th Avenue will significantly alter the Southwest corner of Johnston, providing new access to commercial development opportunities.

West Park

Available Office Space + Lots

Located on the corner of NW 54th Avenue & 100th Street. Near the new 100th Street interchange off of 1-35/80.





- 1st Floor: 4,000 SF (Executive Suite)
- 1st Floor: 1,696 SF
- 2nd Floor: 3,516 SF

West Park Office Plaza - 1

- Lot 3: 1.48 Acres
- Lot 4: 1.59 Acres
- Lot 5: 1.19 Acres



West Park Office Plaza - 2

- Ten Lots Available
- Ranging from 1-4.5 Acres

(515) 371 - 0846

(515) 401-7071

(515) 223-6222









Your community is our business. Your success is our goal.

See what we can do for Johnston

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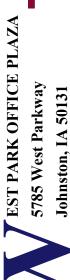
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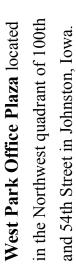
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- Priced to Sell
- Various Lot Sizes

9#

#20

#21

15-41001 WN

#

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—White Oak Ln

4

- Zoned PUD Office/ Commercial
- Just off New I-80/35 and100th Street Interchange (Fall 2018)
- All Utilities-Ready to Build
- MidAmerican Power Sub-Station Adjacent
- City Incentives Available

8

est Blvo

8

#19

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Price: \$2.75 - \$4.15/SF

For more information please contact: Ryan@Siedenburg.com (515) 339-9616 Mobile (515) 223-6222 Office Ryan D. Siedenburg

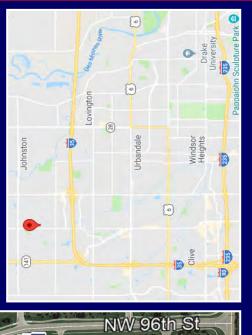


-NW-54th Ave

FOR SALE

SIEDENBURG

Lot	\$/SF	Acres	Total Price
1	\$3.80	3.43	\$567,761
4	\$2.85	2.68	\$332,711
9	\$2.75	1.02	\$122,186
7	\$2.75	1.18	\$141,352
∞	\$2.75	1.92	\$229,997
6	\$2.80	4.49	\$547,636
13	\$3.75	1.61	\$262,993
19	\$3.00	2.10	\$274,428
20	\$3.25	1.44	\$203,861
21	\$4.15	2.69	\$486,282





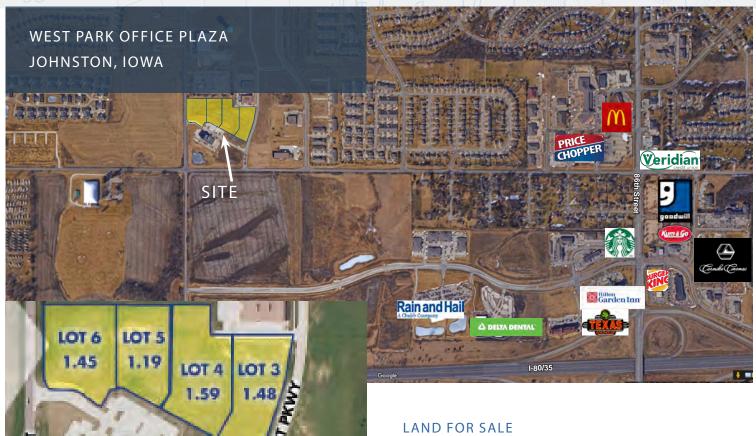
LISTING BROKER

Knapp Properties

EXCLUSIVELY MARKETED BY

Ben Garrett 515.401.7071

Brian Erickson, CCIM 515.202.5035



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 Lot 6: 1.45 Acres - \$6.00 / SF 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.

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

*esri - Demographic and Income Profile 2017



For Lease

West Park

- Class A office space in a multi-story building
- Modern construction and open concept finishes throughout
- Generous window lines to capture beautiful views of a water feature and surrounding landscape
- Can accommodate individual offices, turn key finishes or custom built floor plans
- Direct access to 100th Street bridge with access to I-80/35 expected to open in 2018.

5435 NW 100th Street Johnston, IA

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Meredith Young

Associate
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meredith.young@am.jll.com

jll.com/des-moines



Building Information

- 33,140 total square feet
- 4-story brick construction
- Built in 2008

Availability

- 1st Floor: 4,000 SF (Executive office suite)

1st Floor: 1,696 SF
2nd Floor: 3,516 SF
3rd Floor: Fully leased
4th Floor: Fully leased

Terms

- Office: \$12.75 - \$14.75 /SF NNN

Operating expenses available upon request

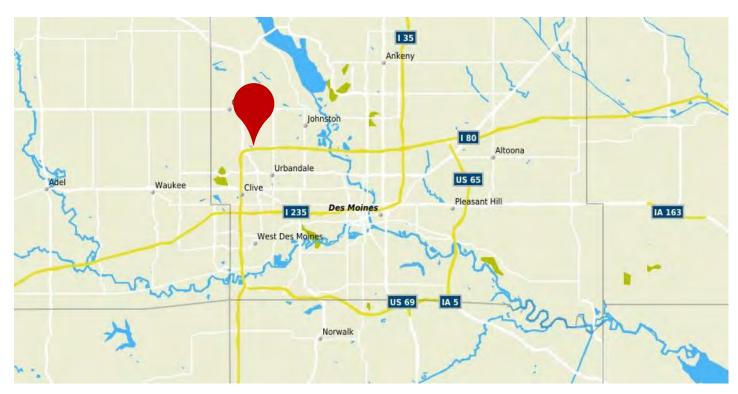
- 5 year lease term

Improvement allowance available for qualifies leases





Location Overview





Offices at Northpark

- Five building office park built between 2007 and 2010 with three buildings fully leased
- Suites available from 2,300 RSF to 12,000 RSF
- Class A office in a convenient location within Johnston
- Just north of Interstate 80/35 at 86th Street exit with 100th Street exit opening in late 2018 (Q4)
- Local area amenities include Hilton Garden Inn, Texas Roadhouse, Starbucks, 1908 Draught House, Planet Sub and Power Life Yoga

9131 & 9241 Northpark Dr. Johnston, IA

Justin Lossner, CCIM

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Marcus R. Pitts, CCIM, SIOR

Managing Director
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marcus.pitts@am.ill.com

jll.com/des-moines



9131 Northpark Dr.

Availability & Terms

- Availability: 3,500 RSF to 12,000 RSF

Minimum Divisible: 3,500 RSFLease Rate: \$12.50/SF NNN

- Estimated Operating Expenses: \$5.85/SF

Property Information

- Former Pioneer offices
- Mix of built-out offices and open working space with no interior columns
- Quality improvements and finishes
- Tall ceilings (9'8") and ample windows
- Parking Ratio: 4/1000





9241 Northpark Dr.

Availability & Terms

- Availability: 2,360 +/- RSF

- Lease Rate: \$12.50/SF NNN

- Estimated Operating Expenses: \$5.85/SF

Property Information

- Built out with 9 offices, conference room and kitchenette
- Quality improvements and finishes
- Tall ceilings (9'8") and ample windows



8705 Chambery Boulevard JOHNSTON | IOWA



PROPERTY FEATURES:

- For Lease: \$18/SF/NNN **\$8.35 CAMS**
- 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

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

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ERIC GRUBB

CCIM 515.975.7441 Eric@StanbroughRealty.com

ANDREW McCUNE

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STANBROUGH —— REALTY

10100 NW 62nd Avenue

JOHNSTON | IOWA





PROPERTY FEATURES:

- For Lease: \$22-\$25/\$F/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

STANBROUGH REALTY

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

ERIC GRUBB

CCIM 515.975.7441 Eric@StanbroughRealty.com



The Shoppes at Roughwood

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



16,400 SF Available Lease Rate: \$28-\$32 PSF NNN

Property Highlights

- 16,400 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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Collin Nelson

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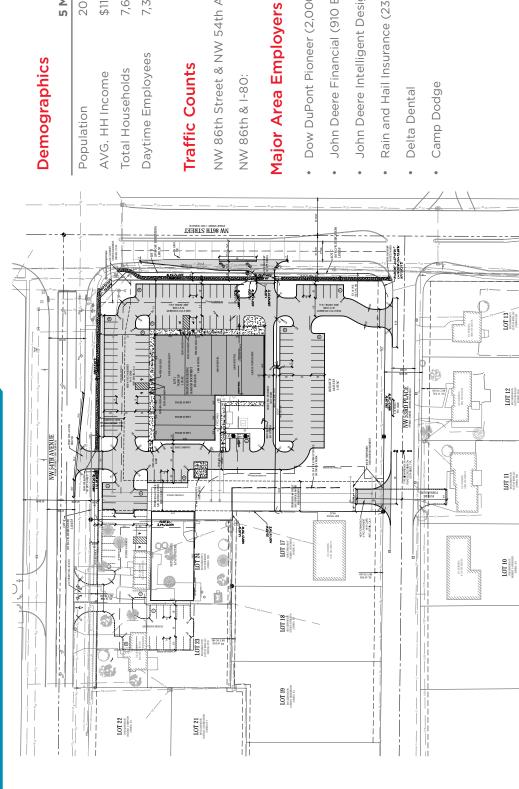


The Shoppes at Roughwood

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

Iowa Commercial Advisors

SITE PLAN - PHASE 1 RETAIL CENTER



	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

NW 86th Street & NW 54th Avenue:

22, 900 VPD 28,000 VPD

- Dow DuPont Pioneer (2,000 Employees)
- John Deere Financial (910 Employees)
- John Deere Intelligent Design Center (600 Employees)
- Rain and Hail Insurance (230 Employees)

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sscott@iowaca.com

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iowacommercialadvisors.com



5420 West Parkway Johnston, IA

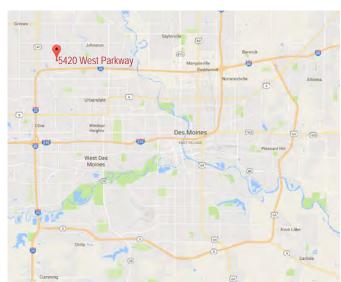


Property Information • Sale Price: \$765,000

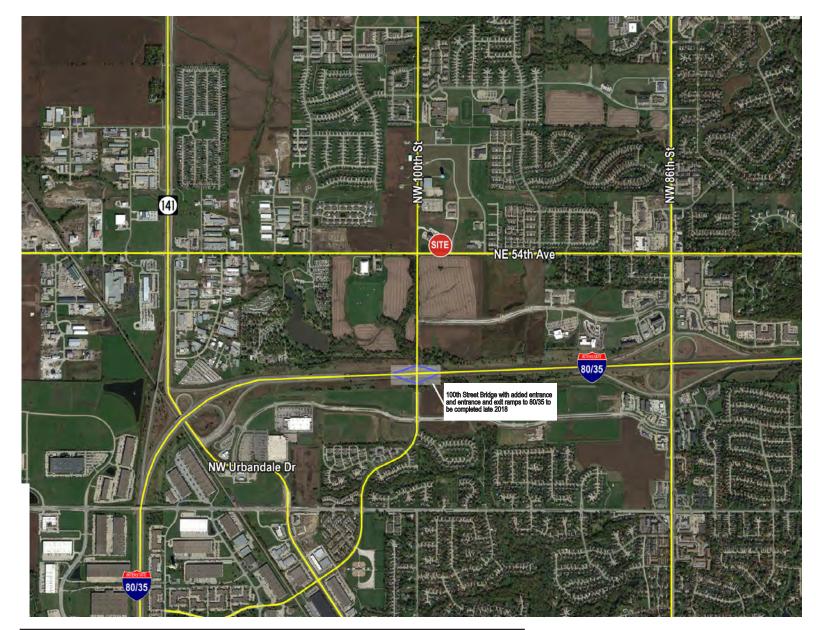
· Lot Size: 2.509 acres

Location Information

- Located 1 mile north of Interstate 80/35 in Johnston
- Direct access to 80/35 via 100th Street (Late 2018)
- Close proximity to restaurants, hotels and shopping
- New Johnston High School one mile north



Justin Lossner, CCIM **Executive Vice President** +1 515 371 0846 justin.lossner@am.jll.com



2016 Demographics	1 Mile	3 Miles	<u> 5 Miles</u>
Population	6,676	49,010	125,174
Households	2,639	168,864	49,817
Average HH Income	\$113,073	\$109,870	\$101,725
Median Age	35.1	38.3	357.8

Traffic Counts

NW 54th Ave
 NW 100th St
 NW 54th Ave (W)
 5,300 VPD
 5,100 VPD
 9,000 VPD

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Bill Kalianov Senior Commercial Credit Officer 515.289.5562



Steve Walker Senior Commercial Loan Officer 515.289.5589



5530 WEST PARKWAY

OFFICE SPACE JOHNSTON, 10WA 50131

INCENTIVE PROGRAM DETAILS BELOW





OFFICE SPACE

Fully finished office suite available in Johnston.

- + Available Space
 - 4,911 SF
 - Fully furnished offices with fiber connection
- + Lease Rate:
 - \$10.00/SF NNN
 - \$6.55/SF Operating Expenses

+ Building Features:

- High quality finishes
- Ample parking available
- Interstate access to I-80/I-35 via 100th Street to open in 2018
- Close proximity to retail amenities

INCENTIVE PROGRAM

Leasing Broker shall receive an additional \$1,000 gift card in addition to their normal leasing commission split.

Will provide one month of base rent abatement for each year of lease term.



CONTACT US

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CBRE|HUBBELL COMMERCIAL

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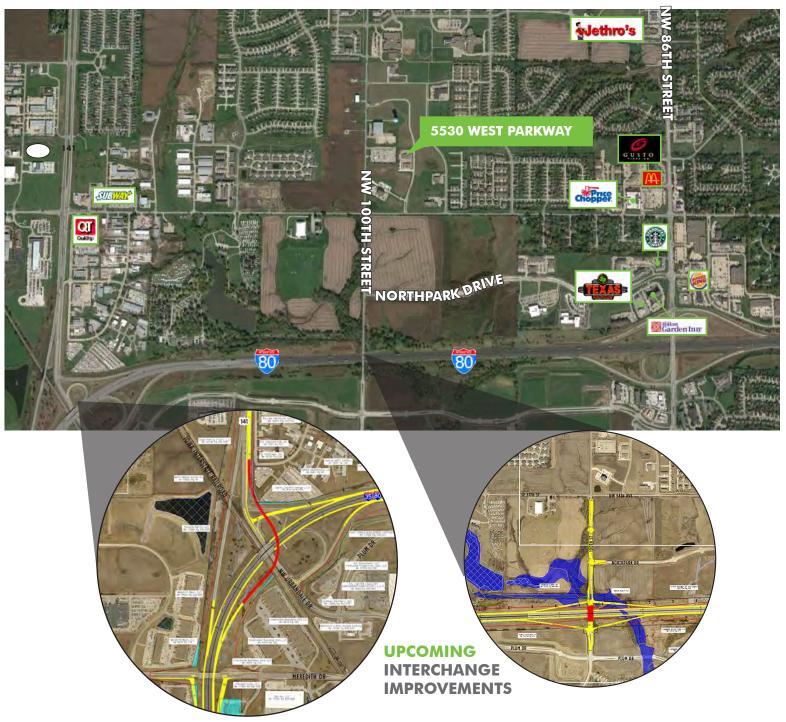


FOR LEASE 5530 WEST PARKWAY

OFFICE SPACE JOHNSTON, IOWA 50131



AREA RETAIL AMENITIES



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WINDSOR OFFICE PARK

COMMERCIAL DEVELOPMENT LOTS NW 86TH STREET & WINDSOR PARKWAY

TOWA BANKERS

JOHNSTON, IOWA 50131

COMMERCIAL LOTS

|| || || |>>>

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

+ Available Space

- 1.01 to 5.10 Contiguous Acres

Sale Prices

- Office Lots: \$3.95-\$5.00/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

NW-86th-S

+ 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
- so as to protect and enhance the investment of all building owners within the Park Restrictive covenants ensure that the Park is developed, operated and maintained boundaries
- Signalized intersection at entrance to the Park



CONTACT US

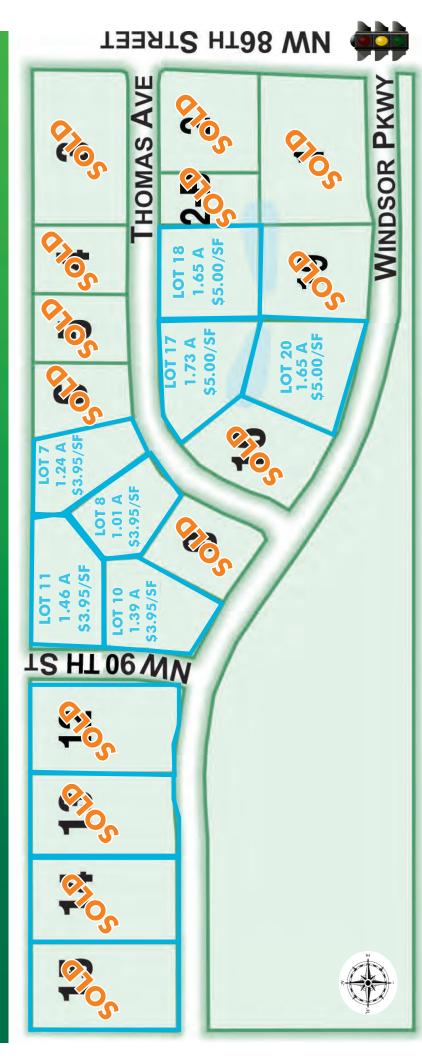
PAUL WEEKS

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



FOR SALE WINDSOR OFFICE PARK

COMMERCIAL DEVELOPMENT LOTS NW 86TH STREET & WINDSOR PARKWAY JOHNSTON, 10WA 5013



1.24 \$3.95 \$214,000 A 1.01 \$3.95 \$174,000 A 1.39 \$3.95 \$239,000 A 1.46 \$3.95 \$252,000 A					
1.24 \$3.95 \$214,000 1.01 \$3.95 \$174,000 1.39 \$3.95 \$239,000 1.46 \$3.95 \$252,000	LOT	ACRES	PRICE/SF	SALE PRICE	STATUS
1.01 \$3.95 \$174,000 1.39 \$3.95 \$239,000 1.46 \$3.95 \$252,000	7	1.24	\$3.95	\$214,000	AVAILABLE
1.39 \$3.95 \$239,000 1.46 \$3.95 \$252,000	œ	1.01	\$3.95	\$174,000	AVAILABLE
\$3.95 \$252,000	10	1.39	\$3.95	\$239,000	AVAILABLE
	11	1.46	\$3.95	\$252,000	AVAILABLE



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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 vistors
- 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

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6900 Westown Parkway West Des Moines, Iowa 50266 www.cbre.com/desmoines



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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BIRCHWOOD CROSSING

7901 BIRCHWOOD COURT

JOHNSTON, IOWA





FEATURES

- » Size
 - 13.92 Acres (2 Buildings)
- » Building Specs (2018 Start)
 - Phase I: 72,000 SF
 - Flex / Tech Product Design
 - Expansion Ability (another 72,000 SF)
 - I-80/35 Visibility

- 26' Clear Height
- Possible Mezzanine Level
- » Other Notes
 - Connecting Road to the North









John Deere Financial is one of the largest providers of financial services to agricultural and construction customers, supporting John Deere around the world with a managed worldwide portfolio of \$40.5 billion. In addition to providing receivable and equipment financing to help facilitate the sale of John Deere agricultural, construction, forestry, turf, and utility equipment, John Deere Financial also offers revolving payment—based solutions and crop input financing.



Today, John Deere Financial offers retail finance solutions in 53 countries and has approximately 2,300 employees worldwide with approximately 1,100 of those employees located at its Johnston, Iowa, worldwide headquarters. In addition to Johnston, it has major North American offices in Oakville, Ontario, Canada; and Madison, Wisconsin. Since 1996, John Deere Financial has expanded significantly outside the U.S. and Canada. Retail finance solutions are offered in Argentina, Australia, Austria, Bolivia, Botswana, Brazil, Bulgaria, Chile, China, Colombia, Costa Rica, Croatia, Czech Republic, Denmark, Dominican Republic, Ecuador, Estonia, Finland, France, Germany, Guatemala, Honduras, India, Ireland, Italy, Kenya, Latvia, Lithuania, Luxembourg, Mexico, Namibia, Netherlands, New Zealand, Nigeria, Norway, Panama, Paraguay, Peru, Poland, Portugal, Russia, Slovenia, South Africa, Spain, Swaziland, Sweden, Tanzania, Thailand, Ukraine, United Kingdom, Uruguay, and Zambia.

John Deere Financial 6400 NW 86th St. P.O. Box 6600 Johnston, IA 50131 www.JohnDeereFinancial.com



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.

From longstanding companies to a new 200-acre park, the beautiful central area of Johnston has more to offer than just big business. In fact, Corteva's history in 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.

Terra Park offers a variety of recreational activities for Johnston residents to enjoy, such as an 8-acre lake with fishing pier, playground equipment, Crown Point Community Center and more.



Terra Park Located in the Johnston Greenbelt

erra Park is located in the heart of our community, and is certainly a gem that residents are proud of. Located in the centerpiece of the park is an eight acre lake with its associated 2,600 square foot fishing pier.

Thousands of people have already "wet a line" in the year that the lake has been open to fishing. Fishing continues to be very good for large-mouth bass, bluegill and and catfish.

The great lawn and amphitheater have hosted several events in 2018. The grass has been established and trees have been planted to one day shade the outside areas around the lawn. The great lawn is a great place for kids and adults to run and play. Adjacent to this lawn are several acres of native plantings. Summer and fall will be a beautiful time for the numerous flowers that have been planted and will continuing growing in the future.

The large picnic comes equipped with ten picnic tables, restrooms and a drinking fountain. The facility can be rented for large group gatherings and has become very popular.

Adjacent to the picnic shelter is a one-of-a-kind play area for kids. Five stations are built into a native prairie area and encourages discovery, play and active movement. The poured in place matting means there will be no mulch coming home in the little one's shoes!

A series of trails and sidewalks wind throughout the park and join area neighborhoods with the park. Terra Park continues to be a great destination for all families and will only become more popular as the word gets out about all the exciting and fun events happening at the park!

CRESCENT CHASE CENTER

RETAIL OFFICE
6110 NW 86TH ST, JOHNSTON, IOWA, 50131





RETAIL OFFICE SPACE

Great neighborhood center with a tenant mix including Subway, Domino's Pizza, Adara Salon & Spa, Nuevo Mexico Mexican Restaurant & Herrmann Family Chiropractic. The suites are competitively priced for lease and tenant improvements are negotiable.

+ Available Space

- Suite 105 - 1,400 SF

+ Lease Rate

- \$10.75/SF NNN
- Estimated Operating Expenses: \$7.52/SF

+ Building Features

- Ample on-site parking
- Close proximity to John Deere Credit Campus, Pioneer Corporate Campus and Johnston High School
- Traffic Counts:

86th Street: 16,500 vehicles per day 62nd Avenue: 11,200 vehicles per day



CONTACT US

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6900 Westown Parkway West Des Moines, Iowa 50266 www.cbre.com/desmoines





LOCATION AERIAL



Demographics	1 Mile	3 Mile	5 Mile
Population	7,120	41,875	98,370
Households	2,278	15,959	39,488
Average HH Income	\$121,913	\$96,663	\$83,887
Median HH Income	\$106,214	\$76,919	\$67,196
Average Median Age	35.7	37.9	37.4

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HURD DEVELOPMENT

CRESCENT CHASE

6098 CRESCENT CHASE DRIVE | JOHNSTON, IA 50131

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RICHARD HURD

PRESIDENT 515.778.1000 richard.hurd@hurdrealty.com

DANIEL HURD

VICE PRESIDENT
515.778.1006
daniel.hurd@hurdrealty.com

CRESCENT CHASE DEVELOPMENT LAND



PROPERTY SUMMARY

Address: NW 86th St. & NW 62nd Ave.

Johnston, IA 50131

Sale Price Negotiable

Lot Size: 57,293 SF / 1.32 AC

Zoning: PUD / City of Johnston

Build-to-Suit: Upon Request

Market: Central lowa/Des Moines

 Traffic Counts:
 86th Street - 15,600 VPD

 62nd Avenue - 6,000 VPD

LOCATION OVERVIEW

Johnston is a thriving community of over 20,000 and one of the fastest-growing cities in the State of Iowa. Situated just north of Des Moines on Interstate 80/35, where nearly 100,000 vehicles travel each day, Johnston is is a convenient retail destination for surrounding communities to the north and west.

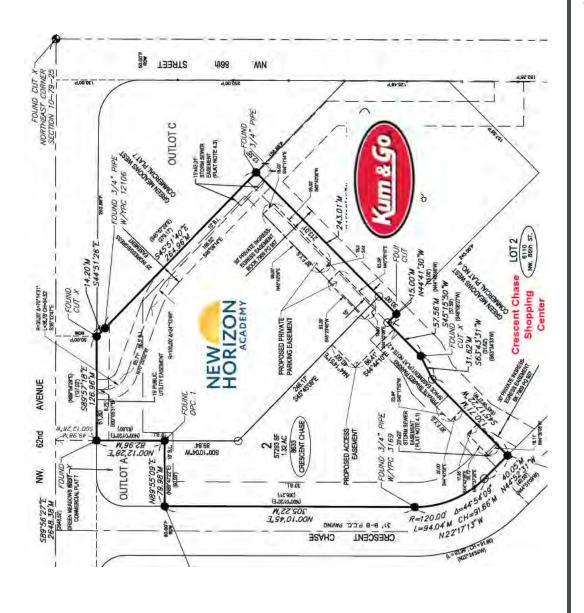
In all of the Des Moines metro, Johnston ranks at or near the top when it comes to household income, home value and education attainment. 2017 marked the opening of the new Johnston High School which can serve up to 1,800 students, and is just over a mile from this 2.8 acre development site.

Johnston is also home to multiple expanding corporations including John Deere Financial (over 900 employees) and Dupont-Pioneer (1,600 employees).

PROPERTY HIGHLIGHTS

- In close proximity to the Iowa National Guard, with over 1,200 employees
- NW 62nd Avenue is the predominant east-west thoroughfare through the City of Johnston
- Located at a signalized intersection, with access from all directions
- All utilities are available to the site
- High average household income area
- Zoned PUD (Planned Unit Development District), City of Johnston
- Build-to-Suit terms are available upon request





HURD REAL ESTATE SERVICES, LLC | 2000 Fuller Rd, West Des Moines, IA 50265

www.HurdRealty.com



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. +1 515 865 8216 kate.byus@am.jll.com

jll.com/des-moines



Availability & Floor Plans

- Availability:

- Suite 1: 4,155 SF

- Suite 2: 8,208 SF

- Suite 3: 13,072 SF

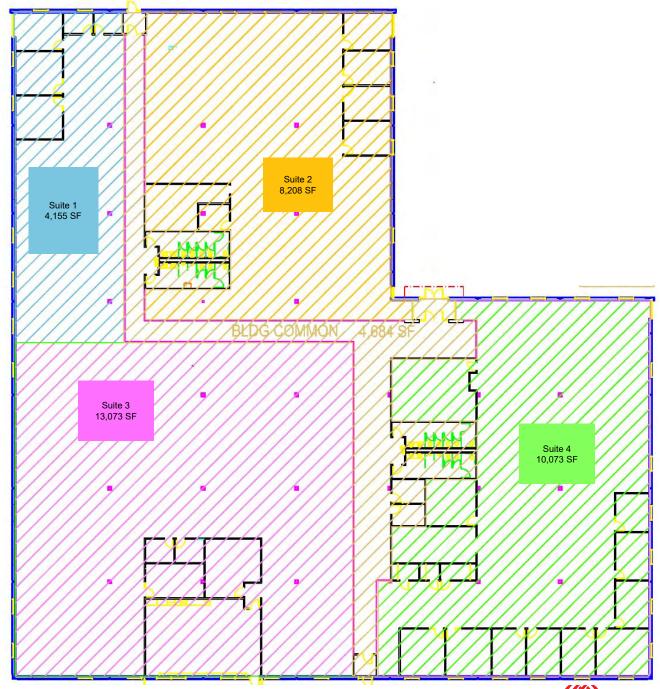
- Suite 4: 10,073 SF

- Full Building: 41,080+/- SF

Property Information

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

- Lease Rate: Contact Broker







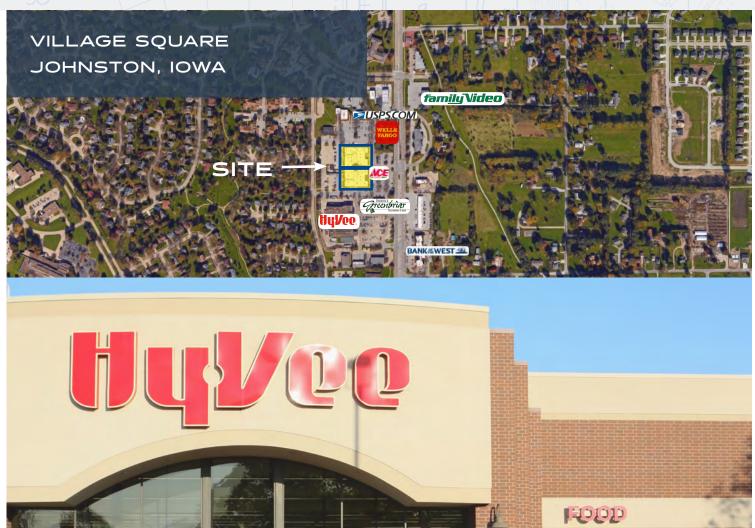
LISTING BROKER

Knapp Properties

EXCLUSIVELY MARKETED BY

Ben Garrett 515.401.7071

Brian Erickson, CCIM 515.202.5035



PROPERTY FEATURES

- 5800 Merle Hay Road Suite 10: 1,390 SF of retail space 5860 Merle Hay Road Suite A: 5,040 SF dance studio 5870 Merle Hay Road Suite B: 2,242 SF of office space
- Johnston Retail Center, convenient location, 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

\$8.00 - \$10.00 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

*esri - Demographic and Income Profile 2015

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



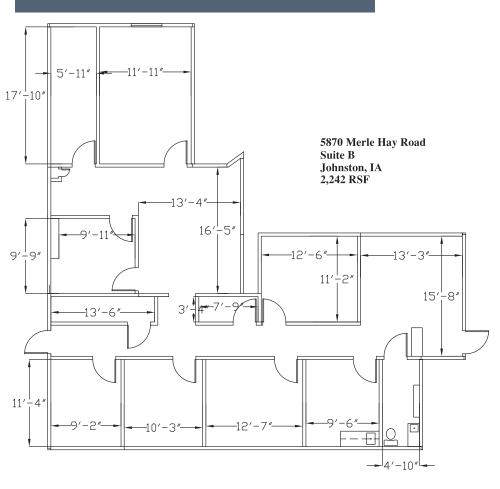
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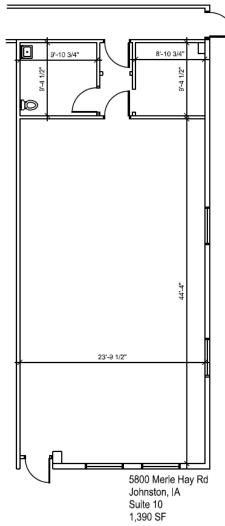
Knapp Properties

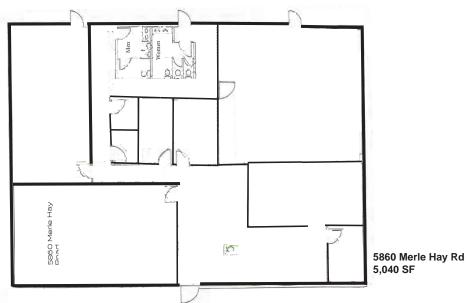
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VILLAGE SQUARE JOHNSTON, IOWA













GENERAL CONTRACTING

CONSTRUCTION MANAGEMENT

DESIGN BUILD



EXCELLENCE FROM EVERY ANGLE

Pouring the Foundation for My Project

WHEN CONSIDERING A COMMERCIAL PROJECT, AT WHAT POINT SHOULD AN INDIVIDUAL SPEAK TO A CONSTRUCTION COMPANY?

Engage with a reputable builder as soon as possible. There is no commitment or obligation on the customer's part to move forward with the builder. In fact, most contractors are happy to meet with potential customers to learn more about the project and to explore whether it makes sense to move forward together. A contractor can provide feedback in areas with major financial impacts on the project long before a property is acquired, including budgeting, scheduling, value engineering and analyzing the site and building systems. Most commercial construction projects cost hundreds of thousands or even millions of dollars and represent a significant investment that is often occupied by the end user or held as an investment for many years. The sooner a contractor is involved, the more value they can bring to the process.



WHAT DETAILS SHOULD A POTENTIAL CLIENT PREPARE TO GET THE MOST ACCURATE COST ESTIMATE?

The short answer is: "It depends." A good contractor with experience in the particular project type should be able to get close to the final number, assuming a "contingency" is added to account for the many unknowns during early design. If the goal is ultimate accuracy in the cost estimate with limited change orders, which usually occur due to ambiguous drawings or missing details in the bid documents, then more complete

plans are needed. Investing more in design and engineering will typically pay for itself with more accurate pricing and fewer change orders. Hiring a contractor early so the contractor can provide real-time feedback through the design and engineering

GRANT TAYLOR Vice President

Hansen Company Inc

process ensures the customer gets the best result for the lowest cost.

HOW LONG IS THE TYPICAL PLANNING PROCESS?

This depends on the size, type and complexity of BOARD MEMBER a project. A typical office or retail building (assume 25K SF) built from the ground up would typically require 4-6 months of design followed by 6-12 months of construction, depending on a variety of factors. Remodels of existing buildings can be a matter of weeks, months or in some cases years, depending on the size of the project, access and other variables. A good contractor can lay out a preliminary schedule based off previous experience with similar projects. This allows the customer to take into consideration how long it will be before the space can be occupied, which might impact current leases and associated expenses, such as carrying costs (land financing costs) and other soft costs (design and engineering), as well as impact financing those activities.

WHAT IS THE MOST COMMON MISTAKE CLIENTS EXPERIENCE DURING THE CONSTRUCTION PLANNING PHASE, AND WHAT IS RECOMMENDED TO AVOID IT?

The construction process is an imperfect process to say the least, but it's getting better. Most of the problems can be tracked down to poor communication. In many cases, a contractor may be working with a team of 40–50 subcontractors to complete a job. Each of these subcontractors is working with material suppliers and vendors who carry millions of different products – all of which have varying performance, aesthetic and functional qualities. Even the specifications that accompany a set of drawings may leave room for interpretation or substitutions that could negatively impact the project. Most projects get most of it right most of the time, but it takes effective communication from the first person in the line (customer to architect and contractors) all the way down the line (subcontractors to vendors).



Over the past few years, the City of Johnston has been working to redevelop Merle Hay Road. Most recently, the north end of Merle Hay Road has experienced a boom in development, especially in upscale, urban multi-family housing.

As new housing brings in new residents, the long-standing yearning for an area of Johnston that could serve as Town Center is evermore present. In fact, 79% of residents surveyed desire more local retail and dining options. This is the driving force behind the Town Center project.



The City of Johnston has been working diligently over the past several years to develop a Town Center in Northwest Johnston that would not only open up retail and dining opportunities, but also bring new green and civic space, which directly addresses the wants and needs of the residential and working communities of Johnston.

Johnston Town Center

At Merle Hay Road & NW 62nd Ave

HEART OF THE COMMUNITY

As Johnston has grown so has the need for a community gathering place where residents can shop and dine. The Merle Hay Road and NW 62nd Avenue area is already a central hub for residents of nearby apartments, students of adjacent schools and commuters to Corteva. Over the coming decade the Johnston Town Center will also begin to draw trail users, shoppers and diners as infrastructure improvements are completed and commercial buildings take shape.



With initial land acquisition completed in early 2018, the Johnston City Council issued a Request for Qualifications drawing interest from a handful of high quality development teams. Extensive interviews and negotiations have continued through August 2018 and the City intends to announce a public-private partnership for redevelopment of the 18.5 acre site to the northeast of the intersection by year end. The partnership will be a culmination of years of redevelopment efforts in the area including a 2017 master planning effort that attracted input from hundreds of residents and is the origin of many of the planned amenities and improvements.

SHOPPING, DINING, TRAILS, OPEN SPACE, CITY HALL, GARDENS



Shown above is one possible configuration for the future Town Center that showcases a number of anticipated features. While a final Town Center design is expected to be reached in 2019, the site will include a large central green-space with several greenspace amenities including a possible splash pad and/or outdoor music venue. Along the eastern portion of the property a trailhead with parking, restroom facilities and public art will provide a convenient and scenic jumping off point for bike riders onto the surrounding trail system. The current City Hall facility which has hosted numerous City departments over the years and was originally built as a grocery store, will be torn down to make room for Town Center redevelopment which will include a new City Hall sited east of the greenspace.

Commercial development will be led by the developer team selected by Johnston City Council and will offer building pads and/or leasable office and retail space at market rates. Full buildout is expected to include more than 75,000 sq. ft. of commercial and office space with initial commercial buildings potentially available by 2020-2021.

For more information on available land or commercial space follow JEDCO or contact City Staff.



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



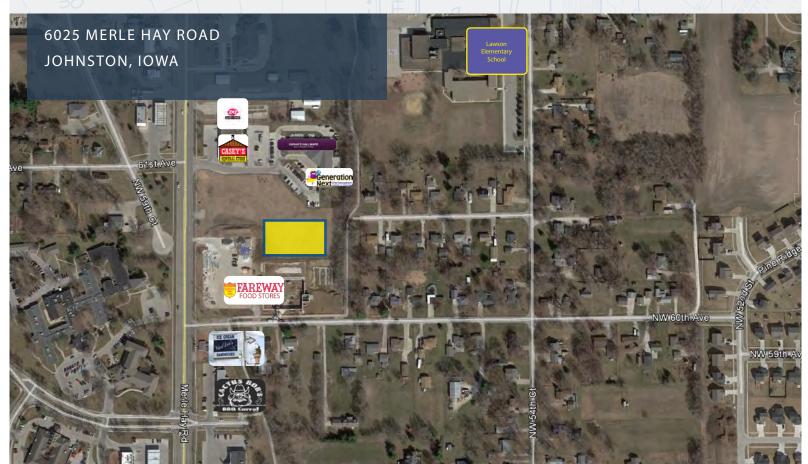
LISTING BROKER

Knapp Properties

EXCLUSIVELY MARKETED BY

Ben Garrett 515.401.7071

Brian Erickson, CCIM 515.202.5035



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

*esri - Demographic and Income Profile 2015

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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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.





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- Partnering with your communities in site selection activities
- Strong supporter of lowa's business retention and expansion efforts
- Offering customers the 9th lowest energy costs in the nation, positively contributing to lowa's low cost of doing business

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



Iowa Commercial Advisors

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

Steve Scott, CCIM Senior Vice President +1 515 778 7268 sscott@iowaca.com

Collin Nelson Associate +1 515 249 4678 cnelson@iowaca.com

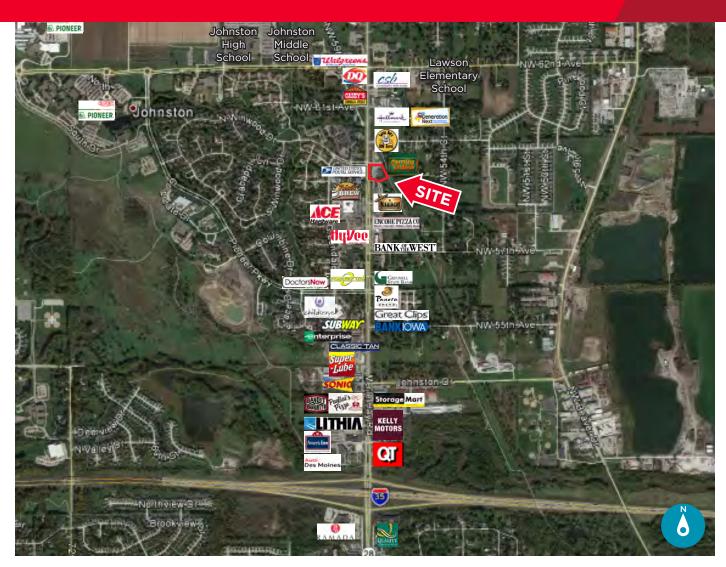


Iowa Commercial Advisors

FOR LEASE

Retail Center

5935 Merle Hay Road / Johnston, Iowa



Demographics

Demograpines			
	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	
		10 111114100	_
Population	25,127	71,392	_
Population AVG. HH Income	25,127 \$99, 792		_

Steve Scott, CCIM

Senior Vice President +1 515 778 7268 sscott@iowaca.com

Traffic Counts

Merle Hay Road: 15,800 VPD

Collin Nelson

Associate +1 515 249 4678 cnelson@iowaca.com



Iowa Commercial Advisors

FOR LEASE

Industrial Warehouse

6600 Merle Hay Road / Johnston, Iowa



40,000 - 83,000 SF Available Lease Rate: \$3.95 NNN

Property Highlights

- Multi-tenant building (adjacent tenant/building owner, Johnson Brothers of lowa, Inc)
- 2018 Estimated expenses \$1.15 PSF (Landlord responsible for common area charges)
- Entire property is fenced with security in place
- Large parking lot for trailer and overnight parking
- · Food grade warehouse
- Less than 2 miles from I-80/I-35

Building Features

- 25' Clear height
- Wet sprinkler system
- 100% conditioned
- Electric 2,000 amps, 480 volt, 3 Phase
- Dock doors
 - -West Side: 15 dock doors with levelers
 - -East Side: 10 dock doors with levelers
- Column spacing: 36' x 40'
- Small office with separate driver entrances



Matt Lundberg, CCIM

Vice President +1 515 556 8088 mlundberg@iowaca.com

Chris Thomason, CCIM

Senior Vice President +1 515 778 8188 cthomason@iowaca.com



FOR LEASE

Industrial Warehouse

6600 Merle Hay Road / Johnston, Iowa

Floor Plan



Demographics

	1 Mile	3 Miles	5 Miles	
Population	6,517	32,341	118,913	
AVG. HH Income	\$109,122	\$115,848	\$93,235	
Total Households	2,630	11,916	47,230	



Matt Lundberg, CCIM Vice President +1 515 556 8088 mlundberg@iowaca.com Chris Thomason, CCIM Senior Vice President +1 515 778 8188 cthomason@iowaca.com

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Whether you're looking to acquire property, create commercial or residential developments, find a partner for commercial construction, or grow value for investors, we are here to serve you every step of the way. 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.

DEVELOPMENT • COMMERCIAL CONSTRUCTION • COMMERCIAL BROKERAGE



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Imcompanies-inc.com

Starting Your Project: To Lease or To Dwn?

WHAT ADVICE WOULD HELP A CLIENT DECIDING BETWEEN ACQUIRING UNDEVELOPED LAND OR EXISTING SPACE?

There are several factors to consider here. First, how soon till the space needs to be occupied? A typical office space can be occupied between zero and 90 days after signing a lease depending on the scope of work to be performed. Also, leasing frees up working capital that can be used to reinvest in growing the business.

Alternatively, deciding to build pushes the occupancy date. Once the land has been acquired, it typically takes between 12 and 18 months to get a certificate of occupancy. Owning a building requires more capital investment, not to mention additional time and energy that can pull focus away from managing the core business. Also, will owning provide the flexibility needed for future business growth?

WHAT DETAILS SHOULD A CLIENT PROVIDE TO A BROKER FOR THE MOST COMPREHENSIVE ANALYSIS AND DETAILED RECOMMENDATION MOVING FORWARD WITH A PROJECT?

There are many details needed for a broker to conduct a successful property search:

- Is leasing or buying more appealing?
- What is motivating the move? (Location, out of space, amenities, employee retention/attraction, investment, etc.)
- What type of space is ideal? (Size, layout, amenities, use, etc.)
- What is the company's growth projection, using staffing and space guidelines.
- What is the time line?
- Who are the decision makers, and what is the decision-making process?
- What is the budget? (Provide a comfortable range for a monthly or annual budget. Define all expenses included in this number.)

WITH MIKE BONNETT VICE PRESIDENT

Landmark Brokerage Services

FROM INQUIRY TO CLOSING, HOW LONG DOES IT TYPICALLY TAKE TO ACQUIRE A PROPERTY?

Timing can vary depending on whether one leases or buys. Leasing requires the least amount of time and can be done in a matter of

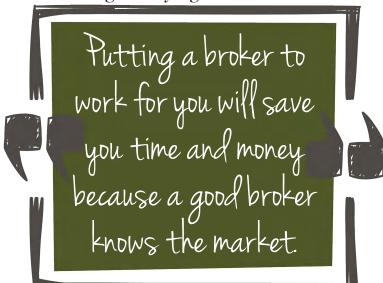


days. When purchasing a building, there is generally a due-diligence period of 60 to 90 days with closing to follow within 30 days. Purchasing land takes the most time, requiring a longer due-diligence period to ensure the land can be developed with proper zoning for the intended use. This takes on average 180 days for due-diligence with closing to follow within 60 days.

HOW DO YOU RECOMMEND EAGER ENTREPRENEURS EXPLORE AVAILABLE SITES AND BUILDINGS?

Start with hiring an experienced commercial real estate broker that can assist you with your property search and negotiate on your behalf. Leasing or buying commercial real

estate is one of the most important decisions you will make for your company. Commercial real estate is a complex industry and has many market factors impacting it daily. Putting a broker to work for you will save you time and money because a good broker knows the market. They know who the owners are, what's coming available, and what the market rents and sale prices are.





5804 Northglenn Drive JOHNSTON | IOWA



PROPERTY FEATURES:

- For Sale: \$150,000
- For Lease: Negotiable
- 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



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EXPERTISE IN:

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> SAM RASMUSSEN, VP Commercial Banker I 515-252-1114 srasmussen@bankcsb.com





The dynamic of Northwest Johnston has changed over the past several years as new development projects continue to take shape, providing ample opportunities for future commercial growth and residential expansion. Convenient access to Highway 141 makes this a desirable development area.

Additionally, infrastructure improvements on NW 70th Avenue are literally paving the way for future developments in Northwest Johnston.



One such development wrapping up construction on NW 70th Avenue is Brio of Johnston a WesleyLife Community. This brand new \$29.5 million dollar senior living community, will offer independent living, assisted living, a memory loss care, and short-term skilled care and rehabilitation.

Another attractive feature of Northwest Johnston is the Trail Expansion from Beaver Drive, which will give direct access from the area to the Inter-Urban Trail.

8605 NW 70TH AVENUE

LAND Johnston, 10wa 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





CONTACT US

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AJDIN NADAREVIC

Senior Associate +1 515 221 6684 ajdin.nadarevic@cbre-hubbell.com LISTING # 1220041

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6900 Westown Parkway West Des Moines, Iowa 50266 www.cbre.com/desmoines



6500 NW 70TH AVENUE

LAND

JOHNSTON, IOWA 50131



LAND

- + Available Parcel
 - 1.966 Acres (85,639 SF)
- + Sale Price
 - \$250,000
 - \$2.92/SF

+ Property Features

- Zoned PUD
- Sits just north of The Mansions at Hemingway & The Ridge at Johnston Commons residential developments
- Neighbors include Hyperion Field Club, Camp Dodge, Casey's General Store





CONTACT US

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CY FOX, CCIM

Associate +1 515 221 6643 cy.fox@cbre-hubbell.com



6900 Westown Parkway West Des Moines, Iowa 50266 www.cbre.com/desmoines





PROPERTY LOCATION



Demographics	1/2-Mile	1-Mile	2-Miles
2018 Population	1,646	3,866	10,501
2018-2023 Annual Growth	2.33%	2.29%	2.21%
Households	654	1,446	4,176
Average Household Income	\$130,802	\$128,931	\$123,963

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6955 NW 100TH STREET

DEVELOPMENT LAND

JOHNSTON, IOWA





DEVELOPMENT LAND

+ Available Land

- 6.1 Acres +/- (will demise)

+ Sale Price

- \$1,450,000 or approximately \$5.50/SF
- House included recently appraised for \$550,000



RILEY HOGAN

First Vice President +1 515 221 6683 riley.hogan@cbre-hubbell.com

+ Property Features

- Master planned commercial see 2nd page
- House included Appraised for \$550,000
- Prime development opportunity
- Located in Johnston, Iowa, a growing Des Moines suburb
- Hard corner of 70th & 100th Streets
- 100th Street Interchange opening in 2018
- Close proximity to Hwy 141
- Near Walmart Supercenter, other retail & new Johnston high school

AJDIN NADAREVIC

Vice President +1 515 221 6684 ajdin.nadarevic@cbre-hubbell.com

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JOHNSTON, IOWA



MASTER PLAN



LISTING# 1500533

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LISTING BROKER

Knapp Properties

EXCLUSIVELY MARKETED BY

Ben Garrett 515.401.7071

Brian Erickson, CCIM 515.202.5035



FOR SALE

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

PRICING

• Call for Pricing Information



Working with the City to Complete Your Project

WHAT PROJECT DETAILS AND/OR DOCUMENTS SHOULD AN INDIVIDUAL PREPARE WHEN SEEKING APPROVAL FOR A PROJECT FROM THE CITY?

This varies depending on the type of project; detailed checklists on each type of project are available on the city's website at cityofjohnston.com/107/Community-Development. Additionally, the city has an online tool available to assist with site development, including a parking calculator, open space landscaping and buffer planting calculator, and sign calculator. There is also an online, easy-to-use version of the zoning map and ordinances. This is available at cityofjohnston.com/encode.

HOW EARLY IN THE DEVELOPMENT OF MY PROJECT SHOULD I INVOLVE CITY OFFICIALS?

It's a good idea to schedule a pre-application meeting with city staff early on in project development. This allows an applicant/developer to get direction from the city on zoning requirements and other site considerations before a great deal of design work has been completed.



DAVID WILWERDING Community Development Director City of Johnston

HOW WILL THE CITY WORK IN CONJUNCTION WITH OTHER DEVELOPMENT PARTIES TO ENSURE A PROJECT MEETS CODES AND/OR REGULATIONS?



All development proposals are reviewed by the Community Development Department and the Fire and Public Works Department. Additionally, the Parks Department and/or Police Department may review as necessary. The city also contracts with Foth Infrastructure and Environment, who completes a review of all engineering related items on the city's behalf. To ensure all applicants have one point of contact, a project planner within the Community Development Department will be assigned to each project and will work with all of the previously noted individuals to coordinate comments and review.

Once a formal submittal is made, a development review meeting will be scheduled with the applicant and design team, as well as all of the appropriate city staff. This meeting is to ensure all parties are coordinating and working together to meet city requirements.

WHAT STEPS SHOULD AN INDIVIDUAL EXPECT TO TAKE PLACE DURING A CITY APPROVAL PROCESS?

All development proposals follow the same general process. Upon submitting a proposal, a development review meeting will be scheduled, revised plans will be requested to address city comments, and future Planning and Zoning Commission and City Council meetings will be scheduled. Public notices are then sent to all affected adjacent owners, and public comment will be accepted at the Planning and Zoning Commission and City Council meetings. A short video that explains the public input process is available at cityofjohnston.com/716/Proposed-Development-Information.

DEVELOPERS REALTY GROUP

New Johnston Annexation Plan

BEAVER CREEK GOLF COURSE

- Parcel 1
 10 Acre Site \$3,484,000.

 Corner of Hwy 141 & Towner Drive
- Parcel 2

 40 Acre Site \$1,300,000.

 Located in middle of golf course
- Parcel 3
 72 Acre Site \$6,336,000.
 Back 9 holes of Beaver Creek

DORRANCE BREZINA

515-778-0787

dorrance_brezina@msn.com

DEVELOPERS REALTY GROUP

3227 111TH STREET

URBANDALE, IOWA 50322

515-334-5455

developersrealtygroup.com



ALTERNATIVE 1

NORTH CONNECTION

• MEDIAN CLOSURE(S)



ALTERNATIVE 2

SOUTH CONNECTION

- OVERPASS AT 121 STREET
- NW Towner Drive Closure
- MEDIAN CLOSURE(S)



ALTERNATIVE 3

INSTALL TRAFFIC SIGNALS

NOTE: POSSIBLE LOCATIONS OF MEDIAN CLOSURES FROM ALTERNATIVES 1 & 2 WILL ALSO BE CONSIDERED IN THIS ALTERNATE.



ALTERNATIVE 4

J-Turns

NOTE: POSSIBLE LOCATIONS OF MEDIAN CLOSURES FROM ALTERNATIVES 1 & 2 WILL ALSO BE CONSIDERED IN THIS ALTERNATE.

7901 BIRCHWOOD COURT

COMING FALL 2019

JOHNSTON, IA 50131



FLEX SPACE

7901 Birchwood Court, developed by Hubbell Realty Company, is a new Flex Building that can accommodate office, tech, showroom and warehouse uses. This new development is ideally situated fronting Interstate 80 & 35 just off the 86th Street exit offering a great opportunity for a headquarters type setting with excellent visibility and first class business setting.

+ Available Space

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

+ Lease Rate

- Negotiable

+ Building Features

- Completion Fall of 2019
- Ample Parking
- Excellent accessibility
- Multiple nearby amenities (hotels, food, medical, retail, etc.)
- Excellent 80/35 interstate visibility 94,000 cars/day





CONTACT US

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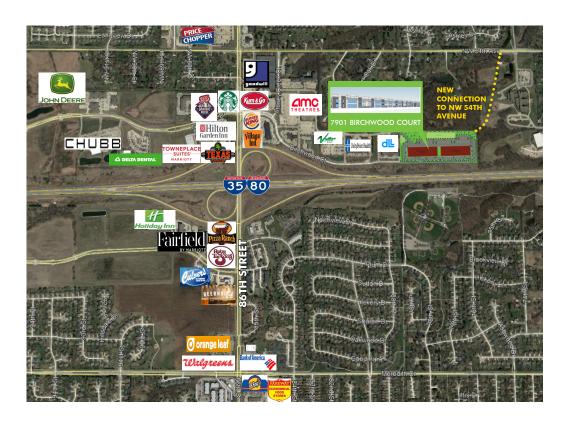
6900 Westown Parkway West Des Moines, Iowa 50266 www.cbre.com/desmoines





BUILDING INFORMATION

- + Building dimension 450 ft wide x 160 ft deep
- + Clear height: 26- ft suitable for 2nd mezzanine/ office
- + Column spacing 50' x 50'
- + 2,500 Amp, 480v, 3-phase
- + 60 foot interior staging speed bay available at the rear loading bay
- + Rooftop HVAC in-place for office | showroom finishes!
- + Loading: Eight 12' (W) x 16' (H) grade level drive-in doors; Two dock doors
- + Architectural pre-cast and superior glass-lines for Class A image
- + Layout and design can accommodate multiple usage types (tech, creative office, showroom, warehouse, etc.)



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