

Upcoming Votes

Elementary 11 -- Vote is Tuesday, February 6

Ankeny School District residents are asked to vote on the bond referendum to build elementary 11. Enrollment has increased an average of over 400 annually the last five years and is projected to continue at a strong pace. Currently the District has over 11,500 students.

The bond levy rate will not increase as a result of this referendum. Additional information can be found at <https://www.ankenyschools.org/Page/12519>.

Local Options Sales Tax -- Vote is Tuesday, March 6

Residents throughout Polk County will be voting March 6 on a proposed Local Option Sales Tax. This tax would add one percent to the sales tax currently collected by merchants and service providers. Polk County is now one of only two urban counties without the additional one cent sales tax. Warren County passed a local option sales tax in 2016 and Dallas County passed it in 2017 and will take effect July 1, 2018.

If passed by voters in Ankeny and the rest of Polk County, the City of Ankeny would receive an estimated \$6.7 million additional revenue in the first year it is implemented. The City would apply 65% of this revenue to reduce its property tax levy. This is the highest percentage in the county that will go to property tax rate reduction. If approved, it is expected to result in a tax rate reduction of \$1.20. The remaining 35% will be applied to capital improvements and/or debt reduction.

For residents of unincorporated Polk County, revenue from an approved local option sales tax will be allocated a third to property tax relief, a third to capital projects in unincorporated areas and a third to mental health services in the county.

Distribution of Local Option Sales tax collections is driven by a state formula.

Retail sales in Ankeny have increased significantly over the past few years and 30 percent of retail sales in Ankeny come from non-Ankeny residents. Merchants would start collecting the added penny July 1, 2018. The City property tax rate reduction would be applied to the 2020 tax rate.

Please Welcome Our New Members

www.uniteprivatenetworks.com



www.meghansellsthe515.com



Upcoming Votes cont.

Ballot and voting information can be found at <https://www.polkcountyiowa.gov/auditor/election/special-election-february-6-2018/>. Additional details on how the local option sales tax functions is on Iowa.gov <https://tax.iowa.gov/iowa-local-option-sales-tax-lost-questions-and-answers>.

Tax Rate Reductions on Upcoming Agendas

The Ankeny City Council will soon vote on a 90 cent rate reduction in the aggregate property tax rate. The City plans to increase the Police and Fire Pension rate while decreasing the general and debt rate resulting in a 90 cent reduction of the aggregate rate.

Valuation growth over 13 percent is the primary driver behind this decrease. With a similar valuation increase, the Ankeny Community School district will look for opportunities to reduce its tax rate.

Ankeny Angels

Part of the Ankeny Alliance work of the Seed Capital Group is around facilitating an angel investor network. With help from the Des Moines Partnership, this group was established following the model of the Plains Angels. Here are more details about Ankeny Seed Capital Investors.

- All participants are accredited investors.
- Most, but not all, involved are from Ankeny.
- The general mission of the group is to hear pitches from firms that show potential in making money and are in the region. There is no set geographic boundary but generally assumed to be in Iowa and ideally in Central Iowa.
- There is no obligation for an investor to invest.
- Each investor makes his/her own investment decision and does his/her own due diligence.
- There is no fee associated with the group.
- Ankeny Economic Development Corporation is the current facilitator.
- The group has been meeting semi-regularly for three years with the following results:
 - 13 companies have pitched
 - 2 companies have received investments from members of the group
 - 1 is in due diligence currently
 - Average investment so far has been \$14,000
 - Average combined investment in a business has been \$100,000
 - No exits have occurred (aka, no funds have been returned to investors)

Who can pitch to the Ankeny Angels?

Before being considered for a pitch, a business must have a business plan and be located in the state of Iowa. As a general rule, restaurants, real estate and retail businesses are not reviewed. If you have a business and are looking for equity seed capital, contact Joey Beech at jbeech@ankeny.org or 515-964-0747.

Interested in angel investing?

You can learn more about angel investing using the resources below. If you determine you are interested in being part of the Ankeny Seed Capital Investors contact Joey Beech at jbeech@ankeny.org or 515-964-0747.

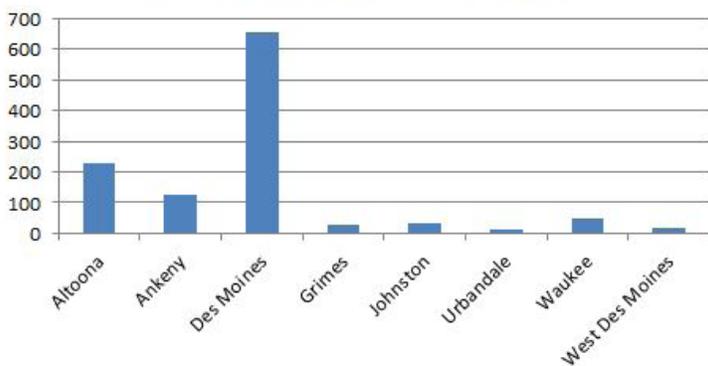
Information regarding being an accredited investor is available on the U.S. Securities and Exchange Commission's web site at <https://www.sec.gov/fast-answers/answers-accredhtm.html>. Since Ankeny Angels is modeled after Plains Angels, the Plains Angels web site is also a good resource: <https://www.dsmpartnership.com/growing-business-here/startups--entrepreneurs/plains-angels>.

Momentum on the Northeast Side of Metro

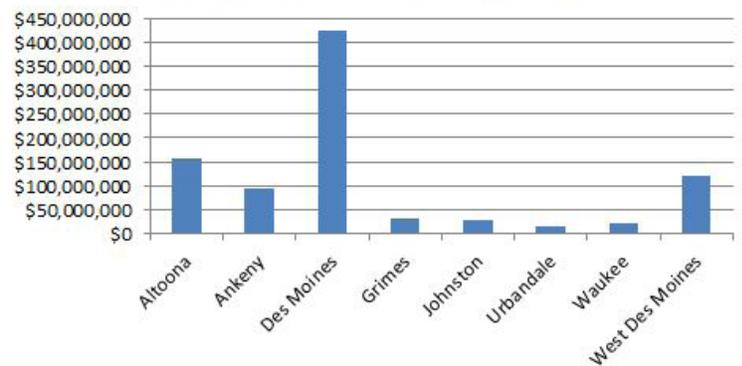
Commercial development is strong across the metro. If you've watch the Greater Des Moines Partnership's annual video you can literally feel the strong pulse of our area. From start-ups to major corporate expansions, growth in the region is strong.

When you look at the area stats a little closer you can also see there is good momentum in commercial development on the northeast side of the metro. If you chart the commercial permit and valuation numbers from the Des Moines Register's January 22, 2018 article, Des Moines metro construction tops \$2 billion in 2017, you also see the northeast side of the metro is a big part of the commercial growth. It is always nice to see a boost in the number of permits but the value or worth of those permits is also very telling when it comes to measuring the health of a local economy.

2017 Commercial Permits



2017 Commercial Permits Value



AEDC Snapshot

Over the past five years the number of AEDC members has increased by 17%. Over that same period our staff levels have remained the same with a part-time executive director and a 10 hour a week administrative assistant, Marge King. With increased member investments, grants and internship partnerships we have been able to do additional work with marketing and workforce development projects. Here is a snapshot of other AEDC work:

- Holds six business lunches each year
- Hosts annual Salute to Industry awards event
- Hosts annual CEO Roundtable Breakfast
- Local and Regional Advocacy
- Workforce Development and Talent Connections
- Safety Director Meetings and Support
- Site Assistance
- Angel Investor Network
- Business Advisory Council

App for CDL

The Iowa DOT has developed an app to help potential CDL drivers prep for the CDL test. It is available at <https://iowadot.gov/mvd/cdl/iowa-cdl-test-app>.

Leading with Stiles – Karen Stiles, 2018 AEDC Chairperson, Director, Special Projects, DMACC



Time magazine has labeled the women running for office in 2018 as The Avengers. I'm proud to say that in Ankeny, a woman running for office is a bit of old news. No, we haven't hit the 50/50 mark that demographics suggest would be representative of our population. Yet, strong female leaders can be found all around Ankeny.

There are three women currently on Ankeny City Council: Kerry Walter-Ashby, Bobbi Bentz, and Kelly Whiting. The current school board president and vice-president are both female: Stephanie Judd, President and Lori Lovstad, Vice President. The leader of the largest employer in Ankeny happens to be female: Rosalind Fox, Factory Manager, John Deere. Oh, and by the way, the current Chamber Chairman, Lydia Hornung, Communications and Tour Services Manager, John Deere, and AEDC Chairperson, yours truly, are both female.

I am grateful to be in a community that sees the value in contributions by all its members. In the end, what marks a true leader is what they contribute. Not what they are labeled.

Mark Your Calendars

Member/Board Luncheons

It is never too early to mark your calendar. These are the 3rd Thursday of every other month at noon. Please RSVP to mking@ankeny.org if you plan to attend. Presentations and locations are set at least two months in advance.

February 15, 2018 – Economist Meghan O'Brien will present a data driven assessment on the real estate market in our area. We will be in the new Baker Group facility on SE Corporate Woods drive (next to the DOT.)

April 19, 2018, DMACC Iowa Culinary Institute Bistro (building 7)

June 21, 2018

August 16, 2018

October 18, 2018

December 20, 2018

Coffee, Conversation and Inspiration

Professional Women of Ankeny, please join Karen Stiles, Joey Beech and others for coffee, conversation and inspiration. This is an opportunity to connect and be inspired by other professional women in our area. Our next gathering is March 2, 7-8am in the conference room at Café Diem.

Ankeny Stock Index		
price as of 1/24/18		
Casey's General Store	CASY	\$124.86
John Deere	DE	\$169.60
Monsanto	MON	\$122.18
Sysco	SYI	\$63.73
Ankeny Index (Ave)		\$120.09
Business Record Iowa Index		\$42.82