

 <p style="text-align: center;">Council Communication Office of the City Manager</p>	Date:	August 11, 2014
	Agenda Item No.	28
	Roll Call No.	<u>14-1230</u>
	Communication No.	<u>14-381</u>
	Submitted by:	Scott E. Sanders, Assistant City Manager / Finance Director

AGENDA HEADING:

Approval of \$100,000 payment to Greater Des Moines Partnership (GDMP) annually for three (3) years contingent upon performance measures.

SYNOPSIS:

Approval of payment to GDMP in the amount of \$100,000 for services performed in calendar year 2013 and a commitment for two (2) additional annual payments in the amount of \$100,000 each. With this approval and commitment by the Council, the City Manager will determine each year if GDMP has achieved their pre-determined goals for attracting and expanding Des Moines businesses and produced major events that drew people to our community and enhanced our citizens' quality of life.

FISCAL IMPACT:

Amount: \$100,000 a year for three (3) years

Funding Source: S743 CMO025033, City Manager Budget – Economic Development Enterprise Fund; page 37.

ADDITIONAL INFORMATION:

Since 1999, the City has been financially involved with the GDMP beginning with the Choose Des Moines Communities. The most recent participation has been in a five (5) year effort called Partnership 2012 Investment Campaign. The campaign assists the Greater Des Moines Partnership's programs that benefit Des Moines including Choose Des Moines Communities, Downtown Community Alliance, and Workforce Development. The final payment from that commitment was made in October of 2012.

The GDMP has asked for continued City support over the next three (3) years with contributions remaining at \$100,000 annually.

The City's annual payment will be contingent upon the determination by the City Manager that GDMP has demonstrated success in the following type of measurements:

- Attract or expand six (6) businesses in Des Moines;
- Attract \$90 million in private capital investment in Des Moines;
- Attract (or retain at-risk) 300 jobs;

- Work with the City, property owners, and other stakeholders to develop major public projects such as the proposed convention hotel, Walnut Street, etc. and
- Produce at least five (5) major events, two (2) farmers markets, and operate Brenton Skating Plaza, consisting of at least 150 event days and 850,000 attendees.

PREVIOUS COUNCIL ACTION(S):

Date: October 8, 2012

Roll Call Number: [12-1573](#)

Action: [Greater](#) Des Moines Partnership – Partnership 2012 Investment Campaign Commitment, \$100,000 payment. ([Council Communication No. 12-538](#)) Moved by Hensley to authorize payment; refer to the City Manager to invite the Partnership/Choose Des Moines to a workshop to discuss future use of the funds. Motion Carried 5-2. Nays: Meyer and Moore.

BOARD/COMMISSION ACTION(S): NONE

ANTICIPATED ACTIONS AND FUTURE COMMITMENTS: NONE

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