

 <p style="text-align: center;"><b>Council</b> <b>Communication</b> Office of the City Manager</p>	<b>Date:</b>	February 5, 2018
	<b>Agenda Item No.</b>	<b>26</b>
	<b>Roll Call No.</b>	<b><u>18-0202</u></b>
	<b>Communication No.</b>	<b><u>18-048</u></b>
	<b>Submitted by:</b>	<b>Erin Olson-Douglas, Economic Development Director</b>

**AGENDA HEADING:**

Resolution approving documents related to the financial assistance for Accordia Life & Annuity Company (aka Global Atlantic) under the Iowa Economic Development Authority (IEDA) High Quality Jobs (HQP) program and the City of Des Moines Development Agreement.

**SYNOPSIS:**

By Roll Call No. 17-0880, on May 22, 2017, the City Council approved the City sponsorship of an application for financial assistance under the IEDA HQJ program on behalf of Accordia Life & Annuity Company (215 10<sup>th</sup> Street, 11<sup>th</sup> Floor, Kirsten Loreen, Vice President). IEDA has approved an award under the HQJ program and the funding contract is being presented for approval and authority for the Mayor to execute on behalf of the City. The City of Des Moines is required to provide a local community match, which will be in the form of a forgivable loan of \$100,000. A City Development Agreement is also being presented for approval and authority for the Mayor to execute on behalf of the City.

**FISCAL IMPACT:**

Amount: \$100,000

Funding Source: Metro Center TIF

**ADDITIONAL INFORMATION:**

- Global Atlantic is a financial services company focusing on the U.S. life insurance, retirement and reinsurance markets. Founded in 2004 at Goldman Sachs, Global Atlantic has been an independent, privately owned company since May 2013.
- The company intends to spend \$4.5 million in tenant improvements at Davis Brown Tower and \$2 million in furniture and fixtures.
- The company currently employs 904 people nationally and 200 people in Des Moines.
- The proposed project entails the creation of 65 jobs, 54 of which will be wage-qualifying jobs (\$27.92/hour).
- The average wage of total project employment in Des Moines is \$47.82/hour. The average wage of the qualifying jobs is \$54.88/hour.
- The incentive package includes
  - \$640,000 in investment tax credits from IEDA
  - \$135,000 in sales tax refund on construction materials from IEDA

- \$100,000 in local match from the City of Des Moines

**PREVIOUS COUNCIL ACTION(S):**

Date: May 22, 2017

Roll Call Number: [17-0880](#)

Action: [Economic](#) Development Assistance Contract between Accordia Life & Annuity Company (“Global Atlantic”) and the Iowa Economic Development Authority (IEDA) for expansion in the Davis Brown Tower. ([Council Communication No. 17-456](#)) Moved by Gatto to adopt. Motion Carried 7-0.

**BOARD/COMMISSION ACTION(S): NONE**

**ANTICIPATED ACTIONS AND FUTURE COMMITMENTS: NONE**

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