



Roll Call Number

24-0833

Agenda Item Number

40

Date June 3, 2024

RESOLUTION APPROVING TERMS OF ECONOMIC DEVELOPMENT GRANT AND PARKING LICENSE AGREEMENT WITH AMERICAN EQUITY INVESTMENT LIFE INSURANCE COMPANY

WHEREAS, American Equity Investment Life Insurance Company (Jeff Varisco, Chief Administrative Officer, 6000 Westown Parkway, West Des Moines, IA 50266) is proposing to relocate and consolidate two office locations with approximately 650 total employees into one location at 1100 Locust Street in downtown Des Moines; and

WHEREAS, as part of its relocation, the company will enter into a lease with a minimum duration of ten years with a minimum of footprint of 131,900 total square-feet and a capital investment of approximately \$9.1 million in relocation expenses, at least \$4 million of which will be spent on construction costs (exclusive of furniture, IT expenses, and consulting costs) at 1100 Locust Street to ready the space for the move; and

WHEREAS, in furtherance of the objectives of Iowa Code Chapters 15A and 403 (hereinafter referred to as the "Urban Renewal Law"), the City has undertaken a program pursuant to the Urban Renewal Plan for the Metro Center Area Urban Renewal Project (the "Urban Renewal Plan") to stimulate economic revitalization for the downtown area; to make use of under-utilized areas of the City; to preserve and create an environment within the downtown area which will protect the health, safety, and welfare of the City; and

WHEREAS, the AEL relocation furthers economic development objectives to strengthen the downtown area of Des Moines as the business, financial, and administrative center of the metropolitan area by ensuring high quality job retention in the downtown area of the City which will protect the health, safety, and general welfare of City residents and expand taxable values of properties within the Project Area; and

WHEREAS, the City seeks to provide economic development assistance for the Project in the form of an economic development grant and parking incentives as set forth in the Economic Development Grant and Parking License Agreement attached hereto and in form on file in the Office of the City Clerk and such assistance shall be provided by the City to AEL pursuant to the Urban Renewal Law; and



Date June 3, 2024

NOW, THEREFORE, BE IT RESOLVED by the City Council of the City of Des Moines, Iowa that:

1. The City Council hereby makes the following findings in support of the proposed Economic Development Grant and Parking License Agreement with American Equity Investment Life Insurance Company:
 - a. The fulfillment of American Equity's obligations under the Agreement further the goals and objectives of the Metro Center Urban Renewal Plan by generating the following public gains and benefits:
 - i. it will help maintain and expand taxable values in the downtown area by filling otherwise vacant office space;
 - ii. it will encourage further private investment and will attract and retain businesses in the Project to provide for economic stabilization within the downtown area; and
 - iii. it will further the City's efforts to retain high quality job opportunities within the downtown area which might otherwise be lost; and
 - b. The Project and resulting job creation and retention opportunities would not occur without the economic incentives provided by the City and the public gains and benefits for urban renewal and economic development resulting from the Project are warranted in comparison to the amount of such assistance; and
 - c. The Project, and the fulfillment generally of the Agreement, are in the vital and best interests of the City and the health, safety, morals and welfare of its residents and in accord with the public purposes and provisions of the applicable State and local laws and requirements under which the Project has been undertaken and warrant the economic assistance set forth in the Agreement.
2. The Agreement between the City and American Equity, in the form on file in the office of the City Clerk, are hereby approved, and the Mayor and City Clerk are hereby authorized and directed to execute and attest to, respectively, the Agreement on behalf of the City of Des Moines.
3. The City Manager or his designee are directed to submit a copy of the fully-executed Agreement to the Finance Department for purposes of any required Electronic Municipal Market Access disclosure filings.
4. Upon requisition by the Office of Economic Development, the Finance Department shall advance installments of the Economic Development Grant pursuant to the terms and

Date June 3, 2024

conditions of the Agreement.

- The Development Services Director, or designee(s) are hereby authorized and directed to administer the Agreement on behalf of the City, and to monitor compliance by American Equity with the terms and conditions of the Agreement. The Development Services Director is further directed to forward to City Council all matters and documents that require City Council review and approval in accordance with the Agreement.

(Council Communication No. 24-242)

MOVED BY Mandelbaum TO ADOPT.

SECOND BY Gatto.

APPROVED AS TO FORM:

/s/ Gary D. Goudelock Jr.

Gary D. Goudelock Jr.
Assistant City Attorney

COUNCIL ACTION	YEAS	NAYS	PASS	ABSENT
BOESEN	✓			
SIMONSON	✓			
VOSS	✓			
COLEMAN	✓			
WESTERGAARD	✓			
MANDELBAUM	✓			
GATTO	✓			
TOTAL	7			

MOTION CARRIED

APPROVED

Cornie Boesen Mayor

CERTIFICATE

I, LAURA BAUMGARTNER, City Clerk of said City hereby certify that at a meeting of the City Council of said City of Des Moines, held on the above date, among other proceedings the above was adopted.

IN WITNESS WHEREOF, I have hereunto set my hand and affixed my seal the day and year first above written.

Laura Baumgartner

City Clerk