

**INVESTOR
ENGAGEMENT
OPPORTUNITIES**

2019



**GREATER DES MOINES
PARTNERSHIP**



Partnership Investors:

Thank you for your investment in the Greater Des Moines Partnership, the economic development and community development organization for the region. You have taken an important step to invest in the future of our region.

As an Investor, we welcome your involvement on The Partnership's boards, councils, committees and initiatives. Our organization is successful because of the dedication of our volunteers. By serving The Partnership, you have the opportunity to shape important decisions that impact our region now and into the future. You give yourself and your organization a voice. We invite you to take a look through this booklet to help determine where you might want to get more involved.

As you know, we are experiencing great momentum as a community in terms of population growth, gross domestic product growth, employment growth and many other areas. With your help, we will further cultivate Greater Des Moines (DSM) as a talent-ready environment. We will embolden the global presence of DSM, establish DSM as an entrepreneurial center and tell our region's story loud, bold and broad. We will do all of this while preparing for population of one million strong. It is critically important that we have a diverse group of people around the table to help shape the future of DSM. Your involvement in The Partnership will allow our community to push forward and reach new heights.

Thank you for your commitment to our region.

Sincerely,



Jay Byers
CEO, Greater Des Moines Partnership



Eugene T. Meyer
President, Greater Des Moines Partnership

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PARTNERSHIP

Greater Des Moines Partnership Board of Directors and Partnership Executive Committee*

GOALS: Responsible for governing the affairs of The Partnership, which is organized as a 501(c)(6) nonprofit organization.

FREQUENCY: Executive Committee meets quarterly; full Board of Directors meets quarterly

EXPECTATIONS: Set organization's mission and policies, set and evaluate yearly goals and objectives, engage in long-range planning, establish fiscal policy by setting yearly budget and providing yearly audits, provide adequate resources and develop and maintain communication with stakeholders.

TEAM LEAD: Jay Byers, CEO, jbyers@DSMpartnership.com

INVESTOR RELATIONS

Development Committee

GOALS: The Partnership has created a Development Committee to offer strategic input and feedback on the Investor Relations Work Plan, prospective Investor targeting and on-going Investor benefits.

FREQUENCY: Quarterly

EXPECTATIONS: To provide feedback and guidance related to tactics and metrics captured in the Investor Work Plan. Connect Partnership staff to prospective Investors; potentially making introductions and/or joining staff of prospective calls/pitches. Provide input and guidance on Investor strategies, program offerings and events.

TEAM LEAD: Tiffany Tauscheck, Chief Strategy Officer, ttauscheck@DSMpartnership.com

ECONOMIC DEVELOPMENT

Economic Development Board

GOALS: Provide assistance to startups and early stage firms, existing industry and economic development partners along with aggressively promoting the region for domestic and international investment. Members are comprised of representatives from companies in the region's key industries of advanced manufacturing, agbioscience, data centers and information solutions, insurance and financial services and logistics

FREQUENCY: Four times per year

EXPECTATIONS: Attend the quarterly meetings

TEAM LEAD: David Maahs, Executive Vice President of Economic Development, dmaahs@DSMpartnership.com

Development Council

GOALS: Provide thought leadership on economic growth and development. This council is comprised of architects, attorneys, bankers, contractors, CPAs, developers and others interested in economic development.

FREQUENCY: Three times a year

EXPECTATIONS: Attend the meetings and provide feedback.

TEAM LEAD: Mike Swesey, Senior Vice President of Economic Development, mswesey@DSMpartnership.com

Economic Development Practitioners

GOALS: To keep partners up-to-date on marketing plans, conduct regional laborshed studies as needed and share best practices. Furthermore, the Council will discuss and review statewide economic development programs (incentives, talent development, etc.) along with other issues related to the region's competitiveness and business climate.

FREQUENCY: Six times a year

EXPECTATIONS: Attend the meetings and actively participate in idea generation and discussion.

TEAM LEAD: Stacie LoVan, Project Director of Economic Development, slovan@DSMpartnership.com

Global DSM International Council

GOALS: To provide thought leadership and direction on strategies outlined in Global DSM: Trade and Investment Strategy and oversee the implementation of the regional exporting plans. In addition, the Council provides guidance in hosting visiting trade delegations and provides direction on the region's foreign direct investment strategies.

FREQUENCY: Quarterly

EXPECTATIONS: Attend the quarterly meetings and provide assistance and support when warranted with global business initiatives.

TEAM LEAD: Ryan Carroll, Project Manager of Economic Development and International Trade Manager, rcarroll@DSMpartnership.com

Target Industry Council: Advanced Manufacturing

GOALS: This council is for representatives from manufacturing firms to share best practices and focus on challenges and opportunities facing the advanced manufacturing industry.

FREQUENCY: Two-to-three times per year

EXPECTATIONS: Attend the meetings and provide feedback.

TEAM LEAD: David Maahs, Executive Vice President of Economic Development, dmaahs@DSMpartnership.com

Target Industry Council: Financial Services

GOALS: This council is for representatives from financial services companies to share best practices and focus on challenges and opportunities facing the financial services industry.

FREQUENCY: Two-to-three times per year

EXPECTATIONS: Attend the meetings and provide feedback.

TEAM LEAD: David Maahs, Executive Vice President of Economic Development, dmaahs@DSMpartnership.com

TALENT DEVELOPMENT

Talent Development Board

GOALS: Provide oversight of the development and implementation of all Partnership programmatic activities and financial resources relating to talent development and education.

FREQUENCY: Quarterly

EXPECTATIONS: Provide input to and approval of annual Talent Development Work Plan, program budget, goals and measurements. Review and recommend new Partnership initiatives or changes to existing work plan to align with the overall Partnership mission and economic development goals. Review and approve current status reports to ensure compliance with annual work plan, program budget, goals and measurements; review and recommend direction on position and/or support of community initiatives/issues not initiated by The Partnership. Such direction may be provided to The Partnership Board of Directors, The Partnership Executive Committee and Partnership team members. Support may involve endorsement, staff involvement, etc. Support Partnership initiatives and Talent Development Board committees through active participation, promotional assistance or resource development.

TEAM LEAD: Mary Bontrager, Executive Vice President of Talent Development, mbontrager@DSMpartnership.com

Attraction & Retention Council (ARC)

GOALS: Provide oversight of the development and implementation of innovative and proactive talent attraction and retention practices to meet the demands of DSM USA's labor pool.

FREQUENCY: Six times a year

EXPECTATIONS: Provide input to annual Talent Development Work Plan, goals and measurements relating to talent attraction and retention. Review and recommend new Partnership initiatives or changes to existing talent development programs in the areas of: Sourcing strategies and tools, recruitment best practices and talent development and marketing and communications tactics. Review and recommend direction on position and/or support Public Policy issues that impact our ability as a region to effectively attract and retain quality talent. Support Partnership Talent Development initiatives through active participation, promotion assistance and/or resource development to achieve priority goals as determined annually by the Council. Serve on strategic subcommittees as needed.

TEAM LEAD: Mary Bontrager, Executive Vice President of Talent Development, mbontrager@DSMpartnership.com

Business/Education Council

GOALS: Lead Partnership's education efforts, implementation and accountability of Education Drives our Greater Economy (EDGE) 75x25.

FREQUENCY: Quarterly

EXPECTATIONS: Attend meetings

TEAM LEAD: Mary Bontrager, Executive Vice President of Talent Development, mbontrager@DSMpartnership.com

Immigration Council

GOALS: Lead Partnership policy and education efforts relating to immigration reform. Develop strategies to educate and engage business community on issues impacting economic and talent development due to current immigration policy.

FREQUENCY: Monthly

EXPECTATIONS: Attend the meetings.

TEAM LEAD: Mary Bontrager, Executive Vice President of Talent Development, mbontrager@DSMpartnership.com

Inclusion Council

GOALS: To support and elevate a diverse, vibrant and inclusive regional economy. Through education, promotion and public awareness practices, the Council can create a community where all have the opportunity to connect, live, learn and thrive.

FREQUENCY: Every six weeks

EXPECTATIONS: Should have an interest in inclusion efforts, be capable of influencing their company's policy and/or business efforts and understand business needs relevant to recruitment and retention.

TEAM LEAD: Mary Bontrager, Executive Vice President of Talent Development, mbontrager@DSMpartnership.com

Young Professionals Connection (YPC)

GOALS: YPC's mission is to promote an environment that attracts and retains young professionals in Greater Des Moines. Their efforts focus on connecting young professionals to each other and to the community through social, civic, charitable and professional development endeavors. Anyone can join YPC by completing the membership application and paying the annual fee. There is no age restriction, although most members are between 23 and 35 years of age.

FREQUENCY: YPC has seven committees that meet monthly, a 20-person board that meets monthly and a handful of sub-committees that meet as needed.

EXPECTATIONS: YPC members are encouraged to be as involved as they want to be. Responsibilities of volunteers can range from serving on committee and subcommittees to attending events. Board responsibilities include attending monthly meetings, overseeing or participating in committees, setting the strategic direction of YPC and representing YPC to outside entities.

TEAM LEAD: Mary Bontrager, Executive Vice President of Talent Development, mbontrager@DSMpartnership.com

DOWNTOWN

Downtown Community Alliance (DCA) Board of Directors and DCA Executive Committee*

GOALS: To provide strategic urban planning, economic and business development, marketing and public relations. The DCA, part of The Partnership's work, is a champion, advocate and steward of Downtown Des Moines. The DCA is leading efforts to revitalize Walnut Street integrating art, retail, restaurants and new housing. In addition, the DCA is working closely with Des Moines Redevelopment Company (DMRC) to drive growth in the urban core. The DCA works diligently to enhance the quality of life and economic vitality of Downtown Des Moines by producing major public events.

FREQUENCY: Quarterly

EXPECTATIONS: Attend quarterly meetings.

TEAM LEAD: Eugene T. Meyer, President, gmeyer@DSMpartnership.com

Downtown Economic Development Council

GOALS: Engage in issues that affect Downtown development efforts.

FREQUENCY: Every other month

EXPECTATIONS: Attend the monthly meetings and actively participate in idea generation and discussion.

TEAM LEAD: Tim Leach, Senior Vice President of Downtown Development, tleach@downtowndesmoines.com

Operation Downtown Board of Directors*

GOALS: Operation Downtown's mission is to enhance the quality of life in Downtown Des Moines by making it safe, clean, welcoming and beautiful.

FREQUENCY: Quarterly

EXPECTATIONS: Attend at least three of the meetings each year.

TEAM LEAD: Amy Lego, Executive Director of Operation Downtown, alego@downtowndesmoines.com

Downtown Events

GOALS: To raise funds for DCA festivals and events.

FREQUENCY: Biannually

EXPECTATIONS: The committee members work closely with the Downtown team to identify sponsors for events.

TEAM LEAD: Colleen Murphy, Downtown Events Director, cmurphy@downtowndesmoines.com

BUSINESS RESOURCES AND COMMUNITY DEVELOPMENT

Business Resources and Community Development Board

GOALS: The Partnership strives to ensure the voices of the business community are heard and accounted for, and works to combine those voices into one chorus advancing the mission of economic development. The strength of our Regional Membership strengthens the voice of The Partnership. The development, delivery and oversight of tools and resources that help businesses grow are the value The Partnership adds to the benefits Members seek when they join their local Chamber of Commerce.

FREQUENCY: Quarterly

EXPECTATIONS: Attend the quarterly meetings and actively participate in idea generation and discussion. Provide input, direction, and approval of work plan.

TEAM LEAD: Meg Schneider, Senior Vice President of Business Resources and Community Development, mschneider@DSMpartnership.com

Program Committee

GOALS: Create programming, tools and strategic interventions to enable the success of small business in our region.

FREQUENCY: 4-5 times per year

EXPECTATIONS: To assist in brainstorming, providing input and feedback.

TEAM LEAD: Christina Moffatt, Director of Small Business Development, cmoffatt@DSMpartnership.com

Succession Planning Advisory Network (SPAN)

GOALS: This Task Force is for representatives with experience in succession planning; either for their own business or on behalf of others.

FREQUENCY: 4-5 times per year

EXPECTATIONS: Periodically share high-level, confidential advice and guidance with small business owners as they set about planning for the succession of their business.

TEAM LEAD: Meg Schneider, Senior Vice President of Business Resources and Community Development, mschneider@DSMpartnership.com

COMMUNICATIONS

Partnership Communications Board

GOALS: These experts provide executive-level guidance in public relations, marketing and advertising placements within The Partnership's key verticals and areas of focus to strategically target audiences within each of these industries. This executive team helps the Communications and Marketing team review and communicate strategic priorities, review team work plans and provide insight on proposed integrated marketing and public relations plans as needed.

FREQUENCY: Quarterly

EXPECTATIONS: Attend Communications Board meetings. Act as strategic advisor on marketing and public relations plans and placements. Review Report Card Goals and annual Communications and Marketing Work Plan. Attend Partnership events when available. Advocate for The Partnership. Sign up as a DSM USA Ambassador.

TEAM LEAD: Tiffany Tauscheck, Chief Strategy Officer, ttauscheck@DSMpartnership.com

DSM USA Ambassadors

GOALS: DSM USA Ambassadors are active professionals, businesses, residents and community leaders who show their support, enthusiasm and passion for Greater Des Moines (DSM) and share our story with the world.

FREQUENCY: As needed

EXPECTATIONS: Meet as needed to brainstorm, provide input and feedback specific to marketing strategies and tactics. Attend Partnership events when available. Advocate for The Partnership. Sign up as a DSM USA Ambassador.

TEAM LEAD: Tiffany Tauscheck, Chief Strategy Officer, ttauscheck@DSMpartnership.com

Marketing Committee

GOALS: To assist in brainstorming, providing input and feedback.

FREQUENCY: Quarterly

EXPECTATIONS: Help tell the region's story through social media, #DSMUSA Facebook group, contributing to The Partnership's blog and more.

TEAM LEAD: Kristine Thompson, Director of Marketing, kthompson@DSMpartnership.com

Public Relations Committee

GOALS: To assist in brainstorming, providing input and feedback.

FREQUENCY: Quarterly

EXPECTATIONS: Meet as needed to brainstorm, provide input and feedback specific to public relations strategies and tactics. Attend Partnership events when available. Advocate for The Partnership. Sign up as a DSM USA Ambassador.

TEAM LEAD: Kyle Oppenhuizen, Director of Communications, koppenhuizen@DSMpartnership.com

PUBLIC POLICY

Government Policy Council (GPC)

GOALS: To offer consensus-driven policy direction to the Public Policy team. The Council further convenes in individual workgroups to properly vet and examine policy proposals.

FREQUENCY: Five to seven times in the fall (Sept. through Nov.) and five to seven times in the spring (Feb. through April)

EXPECTATIONS: Attend the meetings and advocate for a position on specific policy issues. The value of GPC is the thorough examination of policy proposals. Members are also expected to offer guidance and share their expertise on a variety of topics as the policy team works to create The Partnership's State Policy Agenda and Federal Policy Agenda.

TEAM LEAD: Joe Murphy, Senior Vice President of Government Relations and Public Policy, jmurphy@DSMpartnership.com

Transit Future Work Group

GOALS: To create a region where people have multiple efficient, affordable and accessible transportation options.

FREQUENCY: As needed — typically two to four times a year

EXPECTATIONS: Attend the meetings when available.

TEAM LEAD: Andrea Woodard, Director of Public Policy and Strategic Initiatives, awoodard@DSMpartnership.com

CAPITAL CROSSROADS

Capital Crossroads Committee

GOALS: To implement the Capital Crossroads Regional Vision Plan. Ten Capitals, or work platforms, form the structure of Capital Crossroads, spanning a breadth of topic areas. Each Capital has a committee with volunteer opportunities.

FREQUENCY: The steering committee meets quarterly and committees meet on an as-needed basis

EXPECTATIONS: Serve on teams, help secure resources (time, financial, etc.) to implement projects, help recruit new volunteers and make connections across community groups.

TEAM LEAD: Nikki Syverson, Director of Capital Crossroads, nsyverson@DSMpartnership.com

Iowa's Soil and Water Future Task Force

GOALS: To identify strategies and funding sources leading to soil and water health.

FREQUENCY: As needed

EXPECTATIONS: Attend all meetings and share ideas and feedback on any potential legislation and funding opportunities.

TEAM LEAD: Nikki Syverson, Director of Capital Crossroads, nsyverson@DSMpartnership.com

OTHER INITIATIVES ALIGNED WITH PARTNERSHIP WORK

The Partnership supports the mission and work of the following organizations. The governance of these organizations does not fall under The Partnership's scope of work.

Affiliate Chambers of Commerce

The Partnership has 24 Affiliate Chambers of Commerce. See the full list and find more information on each at DSMpartnership.com/affiliates.

Affiliate Involvement

Get involved with one of our 24 Affiliate Chambers of Commerce: Adel, Altoona, Ankeny, Bondurant, Carlisle, Clive, Des Moines Downtown, Des Moines East and South, Des Moines West Side, Grimes, Grinnell, Indianola, Johnston, Knoxville, Madison County, Newton, Norwalk, Pella, Pleasant Hill, Polk City, Urbandale, Waukee, West Des Moines or Windsor Heights.

Affiliate Presidents' Council

The Partnership's dual-Membership model ensures that Affiliate Chambers of Commerce collaborate to promote open communication, diversity from each Affiliate and an expanding sphere of influence to engage in business development.

INVESTOR ENGAGEMENT OPPORTUNITIES

2019



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01/2019