

## DRIVING CHANGE

in Des Moines Neighborhoods

ANNUAL REPORT

2022





## We love our house and love living in this neighborhood. We're so grateful Invest DSM

helped make it possible for us.

We were able to do so much more to make sure we updated the house with the long term in mind and invest in the right foundational pieces!

So excited to see work continue and for the neighborhood to continue to improve. These old houses needed some love and y'all are making it happen:)

- HOMEOWNER, DRAKE SPECIAL INVESTMENT DISTRICT

#### **Thriving Neighborhoods for a Thriving Future**

#### **ABOUT INVEST DSM**

Launched in late 2019, Invest DSM is a first-of-its kind nonprofit and community development organization that combines public and private funding to nurture vibrant, healthy, thriving neighborhoods. An innovative collaboration between the City of Des Moines and Polk County, Invest DSM is working to reverse the disinvestment and decline that have been undermining Des Moines neighborhoods for decades.

Based on national best practices, four middle-market neighborhoods were selected as pilot areas for a long-term strategy of neighborhood investment. Through tailored direct service programs and partnerships, Invest DSM empowers residents and business owners in these Special Investment Districts to improve their properties, strengthen their social connections, and create a community that works for them.

#### WHY WE EXIST

Over the past several decades, Des Moines has transformed into a shining gem of the Midwest. This tremendous progress came from the shared vision and strategic decisions of Des Moines leaders and residents. The overwhelming success of the downtown development efforts has proven that — when we all come together around a common goal — incredible things can happen. Now it's time to shift our focus to investing in the neighborhoods where Des Moines residents live, work, play, and shop.

Long-term sustainable investment strategies can reverse the decline of these neighborhoods — improving quality of life, promoting a thriving local economy, attracting new residents, and keeping people from leaving for the suburbs or other Midwestern metro areas.

#### **WHO WE ARE**

Invest DSM strengthens Des Moines neighborhoods through holistic, innovative solutions and strategic investments in order to improve quality of life, health, and safety; attract new residents; keep more families in the city; expand the tax base; increase real estate values; and support a thriving local economy.

#### WHAT WE DO

Invest DSM works to drive change at the neighborhood level. We partner with all interested residents, giving families the power, resources, and support to strengthen their neighborhood in their own way.

Our comprehensive strategy for strengthening neighborhoods is based on expert research and best practices to ensure long-term success. The basic outline of this strategy incorporates:

- A deliberate focus on four Special Investment
   Districts in middle-market neighborhoods, rather
   than spreading resources too thinly across the city
   to make an impact.
- Five grant programs that provide funding and support for homeowners, business owners, and developers to complete maintenance, update old systems, and improve the quality and appearance of their properties.
- Financial assistance for property owners to bridge the gap between the expense of improvements and the expected return on investment, making renovations financially feasible for more families and businesses.
- Partnerships to install public art and create other quality-of-life amenities that attract visitors and improve perceptions of these neighborhoods.

#### **OUR VISION FOR DES MOINES**

Invest DSM creates vibrant, healthy, thriving Des Moines neighborhoods through holistic, innovative solutions and strategic investments in order to:

- Improve quality of life, health, and safety for residents.
- Attract new residents and keep more families in the city.
- Expand the tax base and increase real estate values.
- Support a thriving local economy.



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#### **OUR STAFF**



Christopher Civitate Neighborhood Development Manager



**Sierra Rose** Operations Manager



**Jake Ross**Construction Specialist



Matt Brandt
Construction Specialist



Amanda Schlotterback Administrative Assistant

#### FROM THE EXECUTIVE DIRECTOR



Amber Lynch, AICP
Executive Director

Every day at Invest DSM, we focus our full attention on four extraordinary Des Moines neighborhoods — our Special Investment Districts (SIDs). With deep roots in our city's history and a diverse tapestry of residents, businesses, and green spaces, each of these neighborhoods is different. They each have particular strengths and opportunities for growth, as well as a unique community spirit informed by the history of the area, the economic reality on the ground, and the culture and aspirations of the residents.

Although Invest DSM has set specific targets to measure long-term success in each SID, we have a shared goal for all of them — to **unleash investment** that will strengthen the neighborhood, support local businesses, increase property values, and improve quality of life for the residents.

Invest DSM dollars — largely distributed through grants to homeowners — serve as the catalyst for a chain reaction. The funding we provide inspires homeowners, small business owners, landlords, developers, and others to invest their own dollars to improve their properties. That means our money has an outsized impact on each SID.

## For every dollar Invest DSM spent in 2022, nearly \$4 of investment was leveraged from other sources.

This strategy is based on national best practices. By focusing our funding and attention on four SIDs — rather than spreading our influence too thinly — we are more likely to spur significant change over a limited period of time. By working in a spectrum of middle-market neighborhoods, we've been testing and refining strategies that can then be expanded into different areas of the city with a wider array of housing types and property values.

After three years of investment, we are already seeing signs of success. The small business districts in the Oak Park / Highland Park and Drake neighborhoods are thriving. Hundreds of homeowners have made exterior improvements and/or interior renovations to their properties. We've helped to plant nearly 1,000 trees, support public art projects and community-building events, and create modern apartments in old, historic buildings. We've demolished eyesores that couldn't be saved and purchased and renovated homes that the private market wouldn't invest in. As expected, each SID is showing different signs of success, based on its distinctive character and goals.

I'm extremely proud of our staff for the work we've accomplished in 2022 and the projects already in the works for 2023. And I'm immensely grateful to our board and our funders — especially the City of Des Moines and Polk County — for making this innovative work possible. Together, we are unlocking our city's potential in ways that will reverberate for years to come.

Ohnke

#### **2022 GRANT PROGRAMS**









\$3.92 leveraged from other sources, for every dollar

spent by Invest DSM



completed projects involved existing homeowners





Total investment through grant programs this year MORE THAN DOUBLED, compared to 2021\*

\* Includes dollars from Invest DSM and other sources

#### 2022 REDEVELOPMENT WORK



HOMES
RENOVATED
AND SOLD TO
NEW RESIDENTS



HOMES IN POOR CONDITION DEMOLISHED



VACANT LOTS SOLD TO PARTNERS FOR NEW HOMES TO BE BUILT

2 OF THEM TO AN AFFORDABLE HOUSING PARTNER



ADDITIONAL PROPERTIES ACQUIRED

#### **2022 OTHER ACTIVITIES**



**303** TREES PLANTED in partnership with Trees Forever



Partnered with HOME Inc. and others to build one of Des Moines' first newly constructed ADUs (Accessory Dwelling Unit)



2nd Annual Dogtown Lights organized and supported



Partnered in key commercial projects, such as the revival of the Varsity Cinema and the historic restoration of the Euclid Bank Building

#### **IMPACT TO DATE (SINCE 2020)**









\$3.14

leveraged from other sources, for every dollar spent by Invest DSM



825+ PROJECTS COMPLETED



96%

of the completed projects involved existing homeowners

#### **REDEVELOPMENT WORK TO DATE**







HOMES IN POOR CONDITION DEMOLISHED



VACANT LOTS SOLD TO PARTNERS FOR NEW HOMES TO BE BUILT

#### **OTHER ACTIVITIES TO DATE**



**899 TREES PLANTED** in partnership with Trees Forever



Facilitated partnerships; Increased neighborhood participation and neighbor connections



Improved perceptions of each neighborhood



Supported more than a dozen public art projects and community-building events

#### WHERE WE WORK | SPECIAL INVESTMENT DISTRICTS

# COLUMBUS PARK SPECIAL INVESTMENT DISTRICT Particular Ave

DRAKE
SPECIAL INVESTMENT DISTRICT

University

1-235

For people who want to experience spectacular views of downtown with all the amenities of a residential neighborhood, Columbus Park offers the perfect lifestyle. Pop over the bridge for work and downtown events, or stay home and cycle or walk around Columbus Park, a citywide draw for families and friends. Shop in our historic Italian-American businesses and grab a bite in our restaurants. Make your home here in one of our affordable single-family houses with big backyards, a modern midrise apartment, or a state-of-the-art new home.

The Drake Neighborhood is one of the oldest, largest, and most diverse neighborhoods in Des Moines. Anchored by its namesake, Drake University, it is minutes from downtown Des Moines, home to beautiful boulevards, mature trees, established churches, and a unique mix of turn-of-the-century homes and apartments. Many amenities are within walking and cycling distance: a world-class university, locally-owned restaurants and specialty shops, and downtown workplaces and amenities. Best of all, our neighbors come from all walks of life and take pride in our vibrant, friendly sense of community and fun events.

#### LONG-TERM OUTCOMES / SUCCESS MEASURES

- Strong identity that preserves and capitalizes on our heritage but embraces everyone.
- Streets and infrastructure are in outstanding condition.
- Park and other amenities attract visitors and support the brand.
- New and existing homes and properties

- show pride.
- Commercial district grows, thrives, and is pedestrian-friendly.
- Housing market features new options, greater homeownership, and stronger values.
- Neighbors celebrate positives and engage to improve the neighborhood.

#### LONG-TERM OUTCOMES / SUCCESS MEASURES

- Housing stock exhibits pride.
- Dogtown is a destination.
- Brand is clear and consistent: Historic, Diverse, Safe.
- Real estate market is thriving and diverse.
- People walk and bike on beautiful streets.
- There is social cohesion to tap into.

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### FRANKLIN AREA SPECIAL INVESTMENT DISTRICT



SPECIAL INVESTMENT DISTRICT

Madison Ave

Dak Park Ave

Page 45

**OAK PARK /** 

HIGHLAND PARK

For people who want a vibrant, family-friendly community with character near downtown employment and amenities, the Franklin Area offers the best of city and suburban life. Located at the juncture of the Beaverdale and Waveland Park neighborhoods, neighbors here walk, bike, and drive on leafy streets to iconic local gathering spots and convenient shopping districts. Franklin offers an active lifestyle, great schools, and spacious yards for kids and dogs.

For people seeking a home in a walkable, urban neighborhood, Oak Park and Highland Park are minutes from downtown amenities and employment by bike, foot, car, or bus. The neighborhoods are a fantastic value with well-built homes, mature trees, and a historic business district. Our friendly neighbors and beautiful McHenry Park make it a delight to walk your dog, ride your bike, or meet up for a pint.

#### LONG-TERM OUTCOMES / SUCCESS MEASURES

- Business districts are thriving, diverse, and contribute to residential desirability.
- The neighborhood is inviting, safe, and fun for walkers and cyclists.
- Neighborhood's image is well-known and celebrates unique characteristics.
- Public and private spaces have curb appeal and celebrate community character.
- Neighbors are involved and work together to keep the neighborhood great.
- Homes are desirable and maintain their value against inflation.
- Neighborhood invites diverse populations.

#### LONG-TERM OUTCOMES / SUCCESS MEASURES

- Healthy business district.
- Strong connections and collaborations.
- Homes and shared spaces exhibit pride.
- Property values support neighborhoodfriendly investment.
- Strong positive identity.
- Pedestrian and bike friendly.



#### WHAT WE DO | GRANT PROGRAMS

Invest DSM offers five grant programs to property owners in the Special Investment Districts. These programs directly address the goals in all four of our Revitalization Plans that call for creating new financial tools to prompt investment in private residential and commercial property.

#### BLOCK CHALLENGE GRANT

This grant allows homeowners and rental property owners to complete exterior curbappeal projects and to connect with their neighbors. Residents must apply as a team of at least three properties within sight of one another. Once approved, each property owner can receive up to \$2,500 in matching funds. After using the Block Challenge Grant, many property owners go on to do larger repairs and renovations under other grant programs.



I loved developing a deeper connection with my neighbors and neighborhood. Feels good to invest into a community knowing others around are doing the same.

- Homeowner, Franklin SID

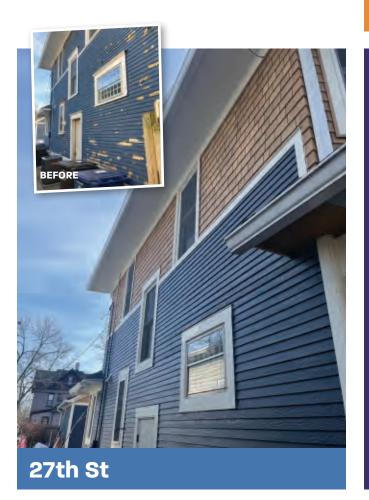




#### HOMEOWNER RENOVATION PROGRAM

This program helps homeowners make both interior and exterior home improvements, ranging from deferred maintenance repairs to floor plan reconfigurations and additions. Larger grants come with a forgiveness period of either five or seven years to encourage homeowners to stay in the neighborhood.

Home renovations are often stressful, but our experienced staff supports clients through every step of the process. More than anything, we want them to continue to love where they live.



#### **2022 BY THE NUMBERS**



149
projects
fully completed



\$1.94M contributed by Invest DSM



\$5.6M+

in total investment (completed projects only)



\$1.89

invested by homeowners for every dollar spent by Invest DSM



the number of projects completed and investment made compared to 2021

If not for the Homeowner Renovation program, some of our projects would have probably gotten lesser-quality materials, some would have been pushed off for a few more months or years, some we probably would have never gotten to. I'm so proud of our home now, and proud to know that the high-quality changes we made to our home are improving the neighborhood and will last for years to come.

- Homeowner, Franklin SID

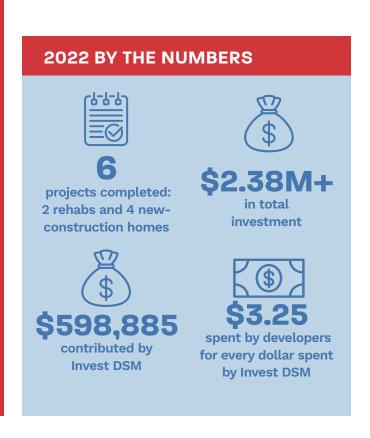
## COMMERCIAL GRANT PROGRAM

Older commercial buildings experience many of the same challenges as residential ones, which can lead to vacancies and vandalism over time. This grant program helps property owners or tenants complete deferred maintenance, fix code-compliance issues, and make exterior improvements. With these challenges out of the way, they can focus on running their business. We provide a matching grant for both predevelopment and construction costs. We also have a pool of artists ready to help with everything from window displays to signage and facades so that each business can stand out and attract more customers.

## SINGLE-FAMILY DEVELOPER PROGRAM

We recognize that investors, rehabbers, and developers are actors in our neighborhoods, too. This grant program makes high-quality renovations and new infill construction possible to attract new home buyers to the neighborhood. Because the cost of completing a high-quality project often exceeds the final sale price, this program provides funding to cover that gap. With this support, developers don't have to compromise on quality in order to make their investment worthwhile.







#### RENTAL REHAB PROGRAM

Rental properties are an important component of any neighborhood housing market. Invest DSM wants to ensure that these properties provide tenants with a decent and safe living environment. The program is designed to help landlords make major capital improvements to properties with 10 units or less. The grant comes with a forgiveness period and a restriction on rent rate increases. With the program launching in late 2021, we completed just one project in 2022 and have another 6 in progress.

#### **INVEST DSM DEVELOPMENT WORK**

While the grant programs are responsible for the vast majority of projects we complete in a year, Invest DSM is also active in taking on development work that the private market will not complete on its own. This includes acquiring homes that need significant renovation work or that meet a specific strategic goal

in one of the SIDs. On occasion, we purchase a home that is beyond repair and facilitate its replacement with something new. As with everything we do, our development work reinforces high standards of quality and diversifies the housing available.

#### **2022 BY THE NUMBERS**





sold to new residents

completely more renovated homes



more rehabs in progress



**3** demolitions



lots sold for new home construction



We are thankful for the vision Invest DSM has. We are all about community. Thanks for pouring investment into our community and for assisting us in doing the same.

#### **COLUMBUS PARK**

SPECIAL INVESTMENT DISTRICT

With its proximity to downtown and the many recreational assets at the confluence of the rivers, Columbus Park's location is shaping the neighborhood's future in both familiar and unfamiliar ways.

The combination of relatively low-cost land, many vacant lots, and homes in poor condition create one of the more suitable locations in Des Moines for the construction of new single-family homes.

It can take several years to go from purchasing a lot to building a new home. We had our first new construction projects hit the market and sell in late 2022. While we pursue adding new housing

Little Italy on the Rivers



Spectacular views of Downtown



Affordable single-family homes plus upscale, modern apartments

products to the neighborhood, we also aim to help households who are already here invest in repairing and upgrading their homes so that they can build equity and take advantage of rising values.







## 11 PROJECTS COMPLETED

# SIRICASSO MURAL

#### **E Dunham Ave**



#### **Success Targets**



60% or more of streets are in good or very good condition by 2024



40% of homes are in excellent or good condition by 2029; at 27% as of Dec. 2022



~80% owner-occupancy rate by 2029



More than 50,000 sq. ft. of high-quality commercial space by 2024

#### **E Columbus Ave**



#### SE 2nd St



#### **E Jackson Ave**



You guys do amazing things. My house was bought for \$92,000. With your help and funding, it appraised last week at \$230,000. I can't thank you guys enough.

#### **KEY FEATURES**

### DRAKE SPECIAL INVESTMENT DISTRICT

#### The Drake Special Investment District is perhaps the most multifaceted area that we're working in.

We continue to unleash the financial capacity of many existing homeowners by offering them an incentive to invest those dollars into their homes, rather than spending them somewhere else.

Our new Rental Rehab Program has begun to tackle the challenge of upgrading the substandard quality of the many rental properties in the area. We are also working through several complicated renovation projects, downsizing homes that were converted to multiple units back to their single-family state — meeting a long-time goal of the neighborhood.

Beautiful historic homes on stately boulevards

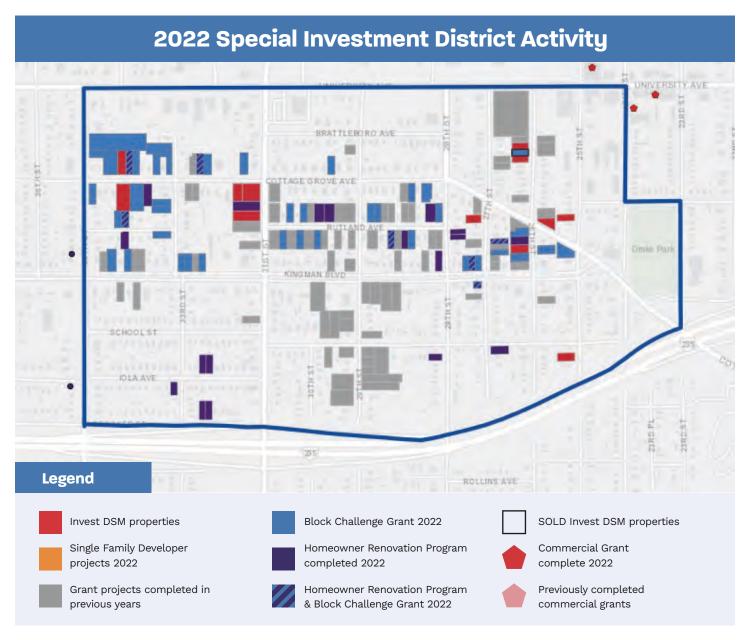


**Home to Drake University** 



Friendly neighbors and unique community events

Finally, Invest DSM is supporting the reinvigoration of the Dogtown Business District by bringing art, light, and other attractions to promote the area as a dining and entertainment district worth visiting.







## 86 PROJECTS COMPLETED





#### **Success Targets**



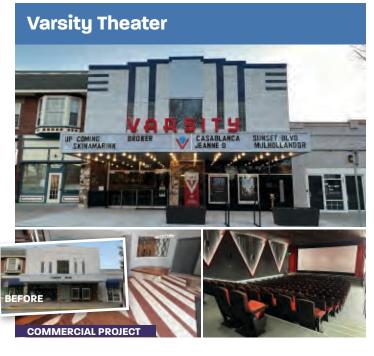
45-50% of homes in excellent or good condition by 2029; at 27% as of Dec. 2022

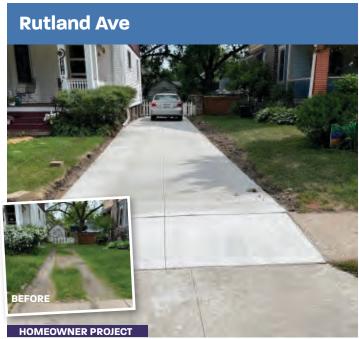


~75% owner-occupancy rate by 2029



100 apartment units rehabbed





We have completed two projects with Invest DSM and are planning a third for 2023. I tell everyone I know in my neighborhood about the opportunities they offer.

#### FRANKLIN AREA

SPECIAL INVESTMENT DISTRICT

In the Franklin Area neighborhood, our strategy is testing the adage that an ounce of prevention is worth a pound of cure.

Disinvestment and decline were just starting to creep into the area when Invest DSM launched. Our strategy, much like in the Drake neighborhood, is to unleash the spending power of existing homeowners in order to curb disinvestment before it truly takes hold.

Based on the number of projects completed over the past three years, we believe we're heading in the right direction. As investment continues, we can begin to turn our attention towards other strategies, such as making some of the housing more affordable to lower-income households.

#### Legend



Previously completed commercial grants

Charming homes on tree-lined streets with friendly neighbors

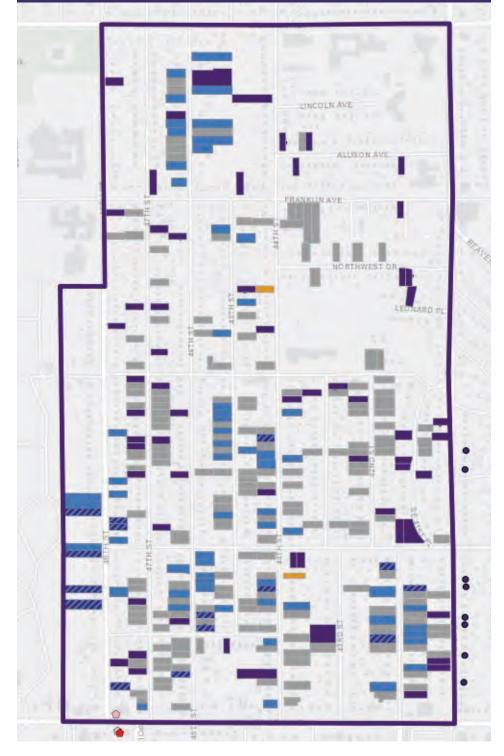


Top-rated schools, convenient location



Walk and bike to neighborhood icons

#### **2022 Special Investment District Activity**







## 150 PROJECTS COMPLETED



#### 44th St



#### **Success Targets**



65-70% of homes in excellent or good condition by 2029; at 71% as of Dec. 2022

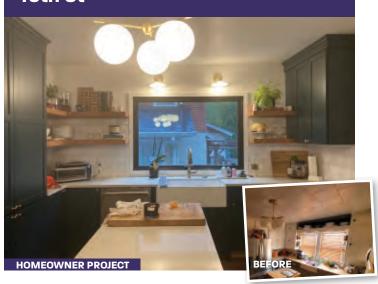


6,800 ft. added to sidewalk network by 2029



Maintain ~90% owner-occupancy rate

#### 46th St



The kitchen renovation and new trees and bushes will increase my property value. This program helps keep our older neighborhoods from falling into disrepair. I'm thrilled a lot of my neighbors have taken advantage of the program. Since I moved in seven years ago, the look of the neighborhood has definitely improved.

#### OAK PARK / HIGHLAND PARK

SPECIAL INVESTMENT DISTRICT

In the Oak Park / Highland Park neighborhood, we've tapped into local stakeholders' passion and energy around restoring health to the historic business district located at the intersection of 6th Avenue and Euclid Avenue.

We've seen some amazing progress in our short time working here, and 2022 continued that momentum.

We believe that, as the business district begins to thrive again, it will attract more people who want to live near it. It may also give existing residents the confidence they need to invest in their homes. We are beginning to make inroads with our residential programs and continue to look for ways to make them more accessible to existing residents.

Historic neighborhood business district surrounded by well-built homes



Beautiful McHenry Park overlooking the river



A great value close to downtown







## 27 PROJECTS COMPLETED

# COMMERCIAL PROJECT

#### **Oak Park Ave**





#### **Success Targets**



40% of homes in excellent or good condition by 2029; at 19% as of Dec. 2022



75-80% owner-occupancy rate by 2029



2,500 ft. added to sidewalk network by 2029



\$25 increase in the assessed value per square foot of commercial space by 2029

#### **Euclid Ave**



The program has made it possible to truly transform my home into what it deserves to be.

#### **Statement of Financial Position As of 12/31/2022**

	18,598,699 19,287,532
Total Liabilities \$	688,833
Operating lease liability \$	129,727
Accrued compensation \$	
Refundable advances \$	
Accounts payable \$	,
LIABILITIES Line of credit \$	118,127
Total Assets \$	519,287,532
Property and equipment, net of accumulated depreciation \$	74,319
Operating right-of-use assets \$	128,499
Investment in development properties \$	4,748,186
Prepaid expenses \$	27,665
Loans receivable \$	2,789,247
Beneficial interest in assets held by the  Community Foundation of Greater Des Moines  \$	2,619,429
·	8,900,187

#### **Statement of Activities For the year ending 12/31/2022**

<b>Revenue &amp; Support Without Donor Restriction</b>	S
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**Change in Net Assets** 

Investment return	\$ (117,801)
Fees for service	\$ 37,750
Contributed nonfinancial assets	\$ 305,000
Contributions	\$ 140,083
Funding from local governments	\$10,000,000

EXPENSES	<b>PROGRAM</b>	<b>MANAGEMENT</b>	TOTAL
	SERVICES	& GENERAL	
Grant awards	\$ 1,739,216	\$	\$ 1,739,216
Gap financing on development properties	\$1,794,664	\$	\$ 1,794,664
Contract services, Community building events	\$ 171,222	\$	\$ 171,222
Personnel	\$ 508,222	\$ 213,749	\$ 721,971
Administration and office operations	\$	\$ 53,366	\$ 53,366
Information technology	\$	\$ 13,273	\$ 13,273
Occupancy	\$	\$ 52,353	\$ 52,353
Depreciation	\$	\$ 14,018	\$ 14,018
Professional fees	\$ 111,777	\$ 50,858	\$ 162,635
Interest	\$ 762	\$	\$ 762
Total Expenses	\$4,325,863	\$397,617	\$4,723,480

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\$ 5,641,552

66

## Invest DSM allowed our family to remain in a **neighborhood that we love** for years to come.

- HOMEOWNER, FRANKLIN SID



#### **OUR BOARD**

#### **Connie Boesen\***

Des Moines City Council Member At-Large

#### Jennifer Cooper

Bankers Trust

#### Matt McCov

Polk County Supervisor

#### **John Cacciatore**

Policy Works

#### Frank Cownie\*

Mayor of Des Moines

#### **Angie Pfannkuch**

Sidekick Development

Angela Connolly\*

Polk County Supervisor

#### Tom Hockensmith\*

Polk County Supervisor

#### **Carl Voss**

Des Moines City Council Member At-Large

#### **FUNDERS**

Funding for Invest DSM programs and organization administration is made possible by the City of Des Moines and Polk County, Iowa.

Thanks also to Wells Fargo, who contributed to Invest DSM for special projects in 2022.

#### **2022 PARTNERS**

ALT Design

Bolton & Menk

Creative DSM

czb, LLC

DeCarlo Demolition

Des Moines Film

Des Moines Music Coalition

**Executive Interiors** 

**Group Creative Services** 

HOME Inc.

Iowa Environmental Solutions

Iowa State Bank

Listening Instruments

Modern Touches

Mike Lambert, IES, FLC - Teknephos

Neighborhood Development Corporation

Neighborhood Finance Corporation

**NFC Properties** 

P7 Design

Plum Building Systems

Rally Cap Properties

**RVQ** Communications

Sequel Architecture

Shyft Collective

Slingshot Architecture

Tandem Builders

Trees Forever

Tri-City Electric

True Interior Services

Wells Fargo

Woods Bibbin Company



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<sup>\*</sup> Executive Committee Member