

Form 990
Department of the Treasury
Internal Revenue Service

Return of Organization Exempt From Income Tax
Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)
Do not enter social security numbers on this form as it may be made public
Go to www.irs.gov/Form990 for instructions and the latest information.

OMB No 1545-0047
2018
Open to Public Inspection

A For the 2019 calendar year, or tax year beginning 01-01-2018, and ending 12-31-2018

- B Check if applicable
Address change
Name change
Initial return
Final return/terminated
Amended return
Application pending

C Name of organization
NEWTON DEVELOPMENT CORPORATION
Doing business as
Number and street (or P O box if mail is not delivered to street address) Room/suite
600 N 2ND AVE W
City or town, state or province, country, and ZIP or foreign postal code
NEWTON, IA 50208

D Employer identification number
42-6076592
E Telephone number
(641) 787-8210
G Gross receipts \$ 194,094

F Name and address of principal officer
LD PALMER
600 N 2ND AVE W SUITE P
NEWTON, IA 50208

H(a) Is this a group return for subordinates?
H(b) Are all subordinates included?
H(c) Group exemption number

I Tax-exempt status
501(c)(3)
501(c)(6)
4947(a)(1) or 527

J Website: WWW.NEWTONDEVELOPMENTCORPORATION.COM

K Form of organization
Corporation
Trust
Association
Other

L Year of formation 1951

M State of legal domicile IA

Part I Summary

1 Briefly describe the organization's mission or most significant activities
ENCOURAGE, ASSIST, ESTABLISH, MAINTAIN, DEVELOP BUSINESS PROJECTS AND INDUSTRY IN THE NEWTON AREA

Table with 2 columns: Description, Amount. Rows 2-7b including voting members, employees, volunteers, and revenue.

Table with 3 columns: Description, Prior Year, Current Year. Rows 8-12 including contributions, program service revenue, investment income, and total revenue.

Table with 3 columns: Description, Prior Year, Current Year. Rows 13-19 including grants, benefits, salaries, fundraising fees, other expenses, and revenue less expenses.

Table with 3 columns: Description, Beginning of Current Year, End of Year. Rows 20-22 including total assets, total liabilities, and net assets or fund balances.

Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Sign Here
Signature of officer: *****
Date: 2019-04-29
Type or print name and title: LD PALMER TREASURER

Paid Preparer Use Only
Print/Type preparer's name: OTTO LAW OFFICE PLLC
Preparer's signature
Date: 2019-05-23
Check if self-employed
PTIN: P00060121
Firm's EIN
Firm's address: 123 W 2ND ST N, NEWTON, IA 50208
Phone no: (641) 792-7000

Part III Statement of Program Service Accomplishments

Check if Schedule O contains a response or note to any line in this Part III

1 Briefly describe the organization's mission

THE NEWTON DEVELOPMENT CORPORATION STRIVES TO IMPROVE THE ECONOMIC WELL-BEING OF THE NEWTON COMMUNITY WE ACCOMPLISH THIS THROUGH COLLABORATION WITH OTHER COMMUNITY STAKEHOLDERS TO INCREASE INVESTMENT IN NEWTON BY RETAINING, GROWING, AND ATTRACTING BUSINESS OUR SUCCESS IS MEASURED THROUGH GROWTH IN EMPLOYMENT, POPULATION, HOUSING, RETAIL SALES, TAX BASE, HEALTHCARE ACCESSIBILITY AND SCHOOL ENROLLMENT WE WILL FOLLOW THESE PRINCIPLES AND VALUES, HONESTY, INTEGRITY, RESPECT, PROFESSIONALISM, TEAMWORK AND AN APPROPRIATE BALANCE OF TRANSPARANCY AND CONFIDENTIALITY

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ? Yes No

If "Yes," describe these new services on Schedule O

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services? Yes No

If "Yes," describe these changes on Schedule O

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported

4a (Code) (Expenses \$ 124,595 including grants of \$) (Revenue \$ 187,262)
See Additional Data

4b (Code) (Expenses \$ including grants of \$) (Revenue \$ 6,832)
See Additional Data

4c (Code) (Expenses \$ including grants of \$) (Revenue \$)

4d Other program services (Describe in Schedule O)
(Expenses \$ including grants of \$) (Revenue \$)

4e Total program service expenses ▶ 124,595

Part IV Checklist of Required Schedules

Table with 3 columns: Question ID, Question Text, Yes, No. Rows include questions 1 through 22 regarding organizational requirements, such as political campaign activities, lobbying, and financial reporting.

Part IV Checklist of Required Schedules (continued)

		Yes	No
23	Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5 about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? <i>If "Yes," complete Schedule J</i>	23	No
24a	Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than \$100,000 as of the last day of the year, that was issued after December 31, 2002? <i>If "Yes," answer lines 24b through 24d and complete Schedule K. If "No," go to line 25a</i>	24a	No
b	Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?	24b	
c	Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?	24c	
d	Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?	24d	
25a	Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations. Did the organization engage in an excess benefit transaction with a disqualified person during the year? <i>If "Yes," complete Schedule L, Part I</i>	25a	
b	Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? <i>If "Yes," complete Schedule L, Part I</i>	25b	
26	Did the organization report any amount on Part X, line 5, 6, or 22 for receivables from or payables to any current or former officers, directors, trustees, key employees, highest compensated employees, or disqualified persons? <i>If "Yes," complete Schedule L, Part II</i>	26	No
27	Did the organization provide a grant or other assistance to an officer, director, trustee, key employee, substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity or family member of any of these persons? <i>If "Yes," complete Schedule L, Part III</i>	27	No
28	Was the organization a party to a business transaction with one of the following parties (see Schedule L, Part IV instructions for applicable filing thresholds, conditions, and exceptions)		
a	A current or former officer, director, trustee, or key employee? <i>If "Yes," complete Schedule L, Part IV</i>	28a	No
b	A family member of a current or former officer, director, trustee, or key employee? <i>If "Yes," complete Schedule L, Part IV</i>	28b	No
c	An entity of which a current or former officer, director, trustee, or key employee (or a family member thereof) was an officer, director, trustee, or direct or indirect owner? <i>If "Yes," complete Schedule L, Part IV</i>	28c	No
29	Did the organization receive more than \$25,000 in non-cash contributions? <i>If "Yes," complete Schedule M</i>	29	No
30	Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? <i>If "Yes," complete Schedule M</i>	30	No
31	Did the organization liquidate, terminate, or dissolve and cease operations? <i>If "Yes," complete Schedule N, Part I</i>	31	No
32	Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? <i>If "Yes," complete Schedule N, Part II</i>	32	No
33	Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? <i>If "Yes," complete Schedule R, Part I</i>	33	No
34	Was the organization related to any tax-exempt or taxable entity? <i>If "Yes," complete Schedule R, Part II, III, or IV, and Part V, line 1</i>	34	No
35a	Did the organization have a controlled entity within the meaning of section 512(b)(13)?	35a	No
b	If "Yes" to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? <i>If "Yes," complete Schedule R, Part V, line 2</i>	35b	No
36	Section 501(c)(3) organizations. Did the organization make any transfers to an exempt non-charitable related organization? <i>If "Yes," complete Schedule R, Part V, line 2</i>	36	
37	Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? <i>If "Yes," complete Schedule R, Part VI</i>	37	No
38	Did the organization complete Schedule O and provide explanations in Schedule O for Part VI, lines 11b and 19? Note. All Form 990 filers are required to complete Schedule O	38	Yes

Part V Statements Regarding Other IRS Filings and Tax Compliance

Check if Schedule O contains a response or note to any line in this Part V

		Yes	No
1a	Enter the number reported in Box 3 of Form 1096. Enter -0- if not applicable	1a	0
b	Enter the number of Forms W-2G included in line 1a. Enter -0- if not applicable	1b	0
c	Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?	1c	Yes

<p>2a Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements, filed for the calendar year ending with or within the year covered by this return</p>	2a		2		
<p>b If at least one is reported on line 2a, did the organization file all required federal employment tax returns? Note.If the sum of lines 1a and 2a is greater than 250, you may be required to e-file (see instructions)</p>				2b	Yes
<p>3a Did the organization have unrelated business gross income of \$1,000 or more during the year?</p>				3a	No
<p>b If "Yes," has it filed a Form 990-T for this year?<i>If "No" to line 3b, provide an explanation in Schedule O</i></p>				3b	
<p>4a At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)?</p>				4a	No
<p>b If "Yes," enter the name of the foreign country See instructions for filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR)</p>					
<p>5a Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?</p>				5a	No
<p>b Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?</p>				5b	No
<p>c If "Yes," to line 5a or 5b, did the organization file Form 8886-T?</p>				5c	
<p>6a Does the organization have annual gross receipts that are normally greater than \$100,000, and did the organization solicit any contributions that were not tax deductible as charitable contributions?</p>				6a	No
<p>b If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?</p>				6b	
7 Organizations that may receive deductible contributions under section 170(c).					
<p>a Did the organization receive a payment in excess of \$75 made partly as a contribution and partly for goods and services provided to the payor?</p>				7a	
<p>b If "Yes," did the organization notify the donor of the value of the goods or services provided?</p>				7b	
<p>c Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?</p>				7c	
<p>d If "Yes," indicate the number of Forms 8282 filed during the year</p>				7d	
<p>e Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?</p>				7e	
<p>f Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?</p>				7f	
<p>g If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?</p>				7g	
<p>h If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?</p>				7h	
8 Sponsoring organizations maintaining donor advised funds.					
Did a donor advised fund maintained by the sponsoring organization have excess business holdings at any time during the year?					
8					
<p>9a Did the sponsoring organization make any taxable distributions under section 4966?</p>				9a	
<p>b Did the sponsoring organization make a distribution to a donor, donor advisor, or related person?</p>				9b	
10 Section 501(c)(7) organizations. Enter					
<p>a Initiation fees and capital contributions included on Part VIII, line 12</p>				10a	
<p>b Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities</p>				10b	
11 Section 501(c)(12) organizations. Enter					
<p>a Gross income from members or shareholders</p>				11a	
<p>b Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them)</p>				11b	
12a Section 4947(a)(1) non-exempt charitable trusts. Is the organization filing Form 990 in lieu of Form 1041?					
<p>b If "Yes," enter the amount of tax-exempt interest received or accrued during the year</p>				12b	
13 Section 501(c)(29) qualified nonprofit health insurance issuers.					
<p>a Is the organization licensed to issue qualified health plans in more than one state? Note. See the instructions for additional information the organization must report on Schedule O</p>				13a	
<p>b Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans</p>				13b	
<p>c Enter the amount of reserves on hand</p>				13c	
<p>14a Did the organization receive any payments for indoor tanning services during the tax year?</p>				14a	No
<p>b If "Yes," has it filed a Form 720 to report these payments?<i>If "No," provide an explanation in Schedule O</i></p>				14b	
<p>15 Is the organization subject to the section 4960 tax on payment(s) of more than \$1,000,000 in remuneration or excess parachute payment(s) during the year? If "Yes," see instructions and file Form 4720, Schedule N</p>				15	
<p>16 Is the organization an educational institution subject to the section 4968 excise tax on net investment income? If "Yes," complete Form 4720, Schedule O</p>				16	

Part VI Governance, Management, and Disclosure For each "Yes" response to lines 2 through 7b below, and for a "No" response to lines 8a, 8b, or 10b below, describe the circumstances, processes, or changes in Schedule O See instructions Check if Schedule O contains a response or note to any line in this Part VI



Section A. Governing Body and Management

Table with 3 columns: Question, Yes, No. Rows include: 1a Enter the number of voting members of the governing body at the end of the tax year (21); 1b Enter the number of voting members included in line 1a, above, who are independent (21); 2 Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee? (No); 3 Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors or trustees, or key employees to a management company or other person? (No); 4 Did the organization make any significant changes to its governing documents since the prior Form 990 was filed? (No); 5 Did the organization become aware during the year of a significant diversion of the organization's assets? (No); 6 Did the organization have members or stockholders? (Yes); 7a Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body? (Yes); 7b Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body? (Yes); 8 Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following: 8a The governing body? (Yes); 8b Each committee with authority to act on behalf of the governing body? (Yes); 9 Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? If "Yes," provide the names and addresses in Schedule O (No).

Section B. Policies (This Section B requests information about policies not required by the Internal Revenue Code.)

Table with 3 columns: Question, Yes, No. Rows include: 10a Did the organization have local chapters, branches, or affiliates? (No); 10b If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes?; 11a Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form? (Yes); 11b Describe in Schedule O the process, if any, used by the organization to review this Form 990; 12a Did the organization have a written conflict of interest policy? If "No," go to line 13 (Yes); 12b Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts? (Yes); 12c Did the organization regularly and consistently monitor and enforce compliance with the policy? If "Yes," describe in Schedule O how this was done (Yes); 13 Did the organization have a written whistleblower policy? (No); 14 Did the organization have a written document retention and destruction policy? (No); 15 Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision? 15a The organization's CEO, Executive Director, or top management official (No); 15b Other officers or key employees of the organization (No); If "Yes" to line 15a or 15b, describe the process in Schedule O (see instructions); 16a Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year? (Yes); 16b If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt status with respect to such arrangements? (No).

Section C. Disclosure

- 17 List the States with which a copy of this Form 990 is required to be filed; 18 Section 6104 requires an organization to make its Form 1023 (or 1024-A if applicable), 990, and 990-T (501(c)(3)s only) available for public inspection. Indicate how you made these available. Check all that apply: Own website, Another's website, Upon request, Other (explain in Schedule O); 19 Describe in Schedule O whether (and if so, how) the organization made its governing documents, conflict of interest policy, and financial statements available to the public during the tax year; 20 State the name, address, and telephone number of the person who possesses the organization's books and records: TANYA MICHENER 600 N 2ND AVE W SUITE P NEWTON, IA 50208 (641) 787-8210

Part VII Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

Check if Schedule O contains a response or note to any line in this Part VII

Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

1a Complete this table for all persons required to be listed Report compensation for the calendar year ending with or within the organization's tax year

- List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation Enter -0- in columns (D), (E), and (F) if no compensation was paid
- List all of the organization's **current** key employees, if any See instructions for definition of "key employee "
- List the organization's five **current** highest compensated employees (other than an officer, director, trustee or key employee) who received reportable compensation (Box 5 of Form W-2 and/or Box 7 of Form 1099-MISC) of more than \$100,000 from the organization and any related organizations
- List all of the organization's **former** officers, key employees, or highest compensated employees who received more than \$100,000 of reportable compensation from the organization and any related organizations
- List all of the organization's **former directors or trustees** that received, in the capacity as a former director or trustee of the organization, more than \$10,000 of reportable compensation from the organization and any related organizations

List persons in the following order individual trustees or directors, institutional trustees, officers, key employees, highest compensated employees, and former such persons

Check this box if neither the organization nor any related organization compensated any current officer, director, or trustee

(A) Name and Title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W- 2/1099-MISC)	(E) Reportable compensation from related organizations (W- 2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee	Former			
(1) DICK DAVIDSON EXECUTIVE COMMITTEE	1 00	X						0	0	0
(2) LEVI PENCE PAST CHAIR	1 00	X						0	0	0
(3) DAN SKOKAN DIRECTOR/EMERITUS	1 00	X						0	0	0
(4) ROB KAHN SECRETARY	1 00	X						0	0	0
(5) JO JENKINS CHAIR	1 00	X						0	0	0
(6) MIKE FASTENAU EXECUTIVE COMMITTEE	1 00	X						0	0	0
(7) BEV PRICE BOARD MEMBER	1 00	X						0	0	0
(8) MARK ALLEN BOARD MEMBER	1 00	X						0	0	0
(9) BRIAN BUCH EXECUTIVE COMMITTEE	1 00	X						0	0	0
(10) DAN GOETZ BOARD MEMBER	1 00	X						0	0	0
(11) RUSS LEIX BOARD MEMBER	1 00	X						0	0	0
(12) STEVE SHUPP BOARD MEMBER	1 00	X						0	0	0
(13) LD PALMER TREASURER	1 00	X						0	0	0
(14) JEFF PRICE BOARD MEMBER	1 00	X						0	0	0
(15) MARK THAYER BOARD MEMBER	1 00	X						0	0	0
(16) ADAM OTTO VICE-CHAIR	1 00	X						0	0	0
(17) FRANK LIEBL EXECUTIVE DIRECTOR	40 00			X				130,500	0	0

Part VII Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees (continued)

(A) Name and Title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee	Former			
(18) SANDY HAM BOARD MEMBER	1 00	X						0	0	0
(19) LAURIE CONNER BOARD MEMBER	1 00	X						0	0	0
(20) DOUG SPOON BOARD MEMBER	1 00	X						0	0	0
(21) BRET PUGH BOARD MEMBER	1 00	X						0	0	0
(22) DAVID HYATT BOARD MEMBER	1 00	X						0	0	0

1b Sub-Total										
c Total from continuation sheets to Part VII, Section A										
d Total (add lines 1b and 1c)							130,500	0		0

2 Total number of individuals (including but not limited to those listed above) who received more than \$100,000 of reportable compensation from the organization **▶ 1**

	Yes	No
3 Did the organization list any former officer, director or trustee, key employee, or highest compensated employee on line 1a? <i>If "Yes," complete Schedule J for such individual</i>		No
4 For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than \$150,000? <i>If "Yes," complete Schedule J for such individual</i>		No
5 Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? <i>If "Yes," complete Schedule J for such person</i>		No

Section B. Independent Contractors

1 Complete this table for your five highest compensated independent contractors that received more than \$100,000 of compensation from the organization Report compensation for the calendar year ending with or within the organization's tax year

(A) Name and business address	(B) Description of services	(C) Compensation

2 Total number of independent contractors (including but not limited to those listed above) who received more than \$100,000 of compensation from the organization **▶**

Part VIII Statement of Revenue

Check if Schedule O contains a response or note to any line in this Part VIII

Table with 5 columns: (A) Total revenue, (B) Related or exempt function revenue, (C) Unrelated business revenue, (D) Revenue excluded from tax under sections 512 - 514. Rows include 1a-1g and 1h Total.

Table for Program Service Revenue with 6 columns: Description, Business Code, (A) Total revenue, (B) Related or exempt function revenue, (C) Unrelated business revenue, (D) Revenue excluded from tax under sections 512 - 514. Rows include 2a-2f and 2g Total.

Table for Other Revenue with 5 columns: (A) Total revenue, (B) Related or exempt function revenue, (C) Unrelated business revenue, (D) Revenue excluded from tax under sections 512 - 514. Rows include 3-12.

Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

Check if Schedule O contains a response or note to any line in this Part IX

	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.				
1 Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21.				
2 Grants and other assistance to domestic individuals. See Part IV, line 22.				
3 Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, line 15 and 16.				
4 Benefits paid to or for members.				
5 Compensation of current officers, directors, trustees, and key employees	88,083	88,083	0	0
6 Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)				
7 Other salaries and wages	42,417	0	16,967	25,450
8 Pension plan accruals and contributions (include section 401 (k) and 403(b) employer contributions)				
9 Other employee benefits	513	385	51	77
10 Payroll taxes	10,151	7,613	1,015	1,523
11 Fees for services (non-employees)				
a Management				
b Legal	225	225	0	0
c Accounting	5,500	1,300	4,200	0
d Lobbying				
e Professional fundraising services. See Part IV, line 17.				
f Investment management fees				
g Other (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Schedule O)				
12 Advertising and promotion	13,521	13,521	0	0
13 Office expenses	5,584	4,188	558	838
14 Information technology	2,506	0	2,506	0
15 Royalties				
16 Occupancy	1,000	750	100	150
17 Travel	1,553	1,553	0	0
18 Payments of travel or entertainment expenses for any federal, state, or local public officials				
19 Conferences, conventions, and meetings	1,308	1,308	0	0
20 Interest				
21 Payments to affiliates				
22 Depreciation, depletion, and amortization				
23 Insurance	2,345	1,560	785	0
24 Other expenses. Itemize expenses not covered above (List miscellaneous expenses in line 24e. If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O.)				
a BUSINESS DEV COM EXP	2,279	2,279	0	0
b LAND/BLDG REAL ESTATE TAX	910	910	0	0
c PROPERTY MAINTENANCE	920	920	0	0
d DUES & SUBSCRIPTIONS	1,038	0	1,038	0
e All other expenses				
25 Total functional expenses. Add lines 1 through 24e	179,853	124,595	27,220	28,038
26 Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here <input type="checkbox"/> if following SOP 98-2 (ASC 958-720)				

Part X Balance Sheet

Check if Schedule O contains a response or note to any line in this Part IX

		(A) Beginning of year		(B) End of year
Assets	1 Cash—non-interest-bearing	178,693	1	250,208
	2 Savings and temporary cash investments		2	
	3 Pledges and grants receivable, net		3	
	4 Accounts receivable, net		4	
	5 Loans and other receivables from current and former officers, directors, trustees, key employees, and highest compensated employees Complete Part II of Schedule L		5	
	6 Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), persons described in section 4958(c)(3)(B), and contributing employers and sponsoring organizations of section 501(c)(9) voluntary employees' beneficiary organizations (see instructions) Complete Part II of Schedule L		6	
	7 Notes and loans receivable, net		7	
	8 Inventories for sale or use		8	
	9 Prepaid expenses and deferred charges		9	
	10a Land, buildings, and equipment cost or other basis Complete Part VI of Schedule D	10a 281,919		
	b Less accumulated depreciation	10b		10c 281,919
	11 Investments—publicly traded securities		11	
	12 Investments—other securities See Part IV, line 11		12	
	13 Investments—program-related See Part IV, line 11	386,621	13	50,042
	14 Intangible assets		14	
	15 Other assets See Part IV, line 11		15	
16 Total assets. Add lines 1 through 15 (must equal line 34)	565,314	16	582,169	
Liabilities	17 Accounts payable and accrued expenses	17,611	17	15,225
	18 Grants payable		18	
	19 Deferred revenue		19	
	20 Tax-exempt bond liabilities		20	
	21 Escrow or custodial account liability Complete Part IV of Schedule D		21	
	22 Loans and other payables to current and former officers, directors, trustees, key employees, highest compensated employees, and disqualified persons Complete Part II of Schedule L		22	
	23 Secured mortgages and notes payable to unrelated third parties		23	
	24 Unsecured notes and loans payable to unrelated third parties		24	
	25 Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17 - 24) Complete Part X of Schedule D		25	
	26 Total liabilities. Add lines 17 through 25	17,611	26	15,225
Net Assets or Fund Balances	Organizations that follow SFAS 117 (ASC 958), check here <input checked="" type="checkbox"/> and complete lines 27 through 29, and lines 33 and 34.			
	27 Unrestricted net assets	547,703	27	566,944
	28 Temporarily restricted net assets		28	
	29 Permanently restricted net assets		29	
	Organizations that do not follow SFAS 117 (ASC 958), check here <input type="checkbox"/> and complete lines 30 through 34.			
	30 Capital stock or trust principal, or current funds		30	
	31 Paid-in or capital surplus, or land, building or equipment fund		31	
	32 Retained earnings, endowment, accumulated income, or other funds		32	
33 Total net assets or fund balances	547,703	33	566,944	
34 Total liabilities and net assets/fund balances	565,314	34	582,169	

Part XI Reconciliation of Net Assets

Check if Schedule O contains a response or note to any line in this Part XI

1	Total revenue (must equal Part VIII, column (A), line 12)	1	194,094
2	Total expenses (must equal Part IX, column (A), line 25)	2	179,853
3	Revenue less expenses Subtract line 2 from line 1	3	14,241
4	Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A))	4	547,703
5	Net unrealized gains (losses) on investments	5	
6	Donated services and use of facilities	6	
7	Investment expenses	7	
8	Prior period adjustments	8	
9	Other changes in net assets or fund balances (explain in Schedule O)	9	5,000
10	Net assets or fund balances at end of year Combine lines 3 through 9 (must equal Part X, line 33, column (B))	10	566,944

Part XII Financial Statements and Reporting

Check if Schedule O contains a response or note to any line in this Part XII

- 1** Accounting method used to prepare the Form 990 Cash Accrual Other _____
 If the organization changed its method of accounting from a prior year or checked "Other," explain in Schedule O
- 2a** Were the organization's financial statements compiled or reviewed by an independent accountant?
 If 'Yes,' check a box below to indicate whether the financial statements for the year were compiled or reviewed on a separate basis, consolidated basis, or both
 Separate basis Consolidated basis Both consolidated and separate basis
- b** Were the organization's financial statements audited by an independent accountant?
 If 'Yes,' check a box below to indicate whether the financial statements for the year were audited on a separate basis, consolidated basis, or both
 Separate basis Consolidated basis Both consolidated and separate basis
- c** If "Yes," to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant?
 If the organization changed either its oversight process or selection process during the tax year, explain in Schedule O
- 3a** As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Single Audit Act and OMB Circular A-133?
- b** If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why in Schedule O and describe any steps taken to undergo such audits

	Yes	No
2a	Yes	
2b	Yes	
2c	Yes	
3a		No
3b		

Additional Data

Software ID: 18007482

Software Version:

EIN: 42-6076592

Name: NEWTON DEVELOPMENT CORPORATION

Form 990 (2018)

Form 990, Part III, Line 4a:

IN 2018, NDC PRIVATELY RAISED \$85,125 FROM INVESTORS NDC ALSO RECEIVED FUNDING OF \$100,000 THROUGH THE CITY OF NEWTON VIA THE HOTEL/ MOTEL TAX NDC WAS INSTRUMENTAL IN THE PASSAGE OF THIS TAX IN 2005 THE NDC USES THE MONIES RECEIVED FROM INVESTORS AND THE CITY OF NEWTON TO HELP PROMOTE THE GROWTH AND SUSTAINABILITY OF THE NEWTON ECONOMY, IN TURN, CREATING A HEALTHY AND WONDERFUL COMMUNITY FOR THE PEOPLE TO RAISE FAMILIES AND FOR PEOPLE TO VISIT IN 2006, DURING THE DEPARTURE OF MAYTAG, A COMMUNITY VISION WAS CREATED AND GOALS FOR ECONOMIC DEVELOPMENT WERE CREATED AND CENTERED BY THE GUIDANCE OF THE COMMUNITY VISION STATEMENT THE FUNDING RECEIVED BY NDC ALLOWS FOR MANY OPPORTUNITIES ONE OF THE OPPORTUNITIES IS FOR NDC TO BE PART OF THE IOWA CONNECTIONS GROUP -A5

Form 990, Part III, Line 4b:

THE INTERMEDIARY REVOLVING LOAN PROGRAM (IRP) THAT NDC ESTABLISHED WITH THE USDA IS AVAILABLE FOR BUSINESSES THAT NEED GAP FUNDING. THE GOAL OF THE NDC IRP FUND IS TO IMPROVE THE ECONOMIC WELL BEING OF THE NEWTON, IOWA AREA THROUGH SOUND ECONOMIC DEVELOPMENT STRATEGIES AND PRACTICES TO INCLUDE INCREASED NEW BUSINESS START-UP, EXPANSION AND RETENTION ACTIVITIES, INCREASED DIVERSIFICATION OF THE ECONOMIC BASE AND DEVELOPMENT OF EXPORTING AND MINORITY OPPORTUNITIES, SUSTAINED/ INCREASED EMPLOYMENT OPPORTUNITIES, INCREASED CAPITAL INVESTMENT, AND PROPERTY AND SALES TAX REVENUE. THE NDC IRP COMMITTEE REVIEWS LOAN APPLICATIONS FOR COMPLIANCE WITH THE ORGANIZATION'S IRP PLAN AND MAKES THE DECISION AS TO IRP PARTICIPATION IN A PROJECT. THE NDC IRP COMMITTEE IS ALSO RESPONSIBLE FOR LOAN SERVICING ISSUES.

SCHEDULE D
(Form 990)

Supplemental Financial Statements

OMB No 1545-0047

2018

Open to Public Inspection

▶ **Complete if the organization answered "Yes," on Form 990, Part IV, line 6, 7, 8, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b.**
▶ **Attach to Form 990.**
▶ **Go to www.irs.gov/Form990 for the latest information.**

Department of the Treasury
Internal Revenue Service

Name of the organization
NEWTON DEVELOPMENT CORPORATION

Employer identification number
42-6076592

Part I Organizations Maintaining Donor Advised Funds or Other Similar Funds or Accounts.

Complete if the organization answered "Yes" on Form 990, Part IV, line 6.

	(a) Donor advised funds	(b) Funds and other accounts
1 Total number at end of year		
2 Aggregate value of contributions to (during year)		
3 Aggregate value of grants from (during year)		
4 Aggregate value at end of year		

- 5** Did the organization inform all donors and donor advisors in writing that the assets held in donor advised funds are the organization's property, subject to the organization's exclusive legal control? Yes No
- 6** Did the organization inform all grantees, donors, and donor advisors in writing that grant funds can be used only for charitable purposes and not for the benefit of the donor or donor advisor, or for any other purpose conferring impermissible private benefit? Yes No

Part II Conservation Easements. Complete if the organization answered "Yes" on Form 990, Part IV, line 7.

- 1** Purpose(s) of conservation easements held by the organization (check all that apply)
- Preservation of land for public use (e.g., recreation or education) Preservation of an historically important land area
- Protection of natural habitat Preservation of a certified historic structure
- Preservation of open space

2 Complete lines 2a through 2d if the organization held a qualified conservation contribution in the form of a conservation easement on the last day of the tax year

	Held at the End of the Year	
a Total number of conservation easements	2a	
b Total acreage restricted by conservation easements	2b	
c Number of conservation easements on a certified historic structure included in (a)	2c	
d Number of conservation easements included in (c) acquired after 7/25/06, and not on a historic structure listed in the National Register	2d	

- 3** Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the tax year ▶ _____
- 4** Number of states where property subject to conservation easement is located ▶ _____
- 5** Does the organization have a written policy regarding the periodic monitoring, inspection, handling of violations, and enforcement of the conservation easements it holds? Yes No
- 6** Staff and volunteer hours devoted to monitoring, inspecting, handling of violations, and enforcing conservation easements during the year ▶ _____
- 7** Amount of expenses incurred in monitoring, inspecting, handling of violations, and enforcing conservation easements during the year ▶ \$ _____
- 8** Does each conservation easement reported on line 2(d) above satisfy the requirements of section 170(h)(4)(B)(i) and section 170(h)(4)(B)(ii)? Yes No
- 9** In Part XIII, describe how the organization reports conservation easements in its revenue and expense statement, and balance sheet, and include, if applicable, the text of the footnote to the organization's financial statements that describes the organization's accounting for conservation easements

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets.

Complete if the organization answered "Yes" on Form 990, Part IV, line 8.

- 1a** If the organization elected, as permitted under SFAS 116 (ASC 958), not to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide, in Part XIII, the text of the footnote to its financial statements that describes these items
- b** If the organization elected, as permitted under SFAS 116 (ASC 958), to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide the following amounts relating to these items
- (i) Revenue included on Form 990, Part VIII, line 1 ▶ \$ _____
- (ii) Assets included in Form 990, Part X ▶ \$ _____
- 2** If the organization received or held works of art, historical treasures, or other similar assets for financial gain, provide the following amounts required to be reported under SFAS 116 (ASC 958) relating to these items
- a** Revenue included on Form 990, Part VIII, line 1 ▶ \$ _____
- b** Assets included in Form 990, Part X ▶ \$ _____

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets *(continued)*

- 3** Using the organization's acquisition, accession, and other records, check any of the following that are a significant use of its collection items (check all that apply)
- a** Public exhibition
 - b** Scholarly research
 - c** Preservation for future generations
 - d** Loan or exchange programs
 - e** Other
- 4** Provide a description of the organization's collections and explain how they further the organization's exempt purpose in Part XIII
- 5** During the year, did the organization solicit or receive donations of art, historical treasures or other similar assets to be sold to raise funds rather than to be maintained as part of the organization's collection? Yes No

Part IV Escrow and Custodial Arrangements.

Complete if the organization answered "Yes" on Form 990, Part IV, line 9, or reported an amount on Form 990, Part X, line 21.

- 1a** Is the organization an agent, trustee, custodian or other intermediary for contributions or other assets not included on Form 990, Part X? Yes No
- b** If "Yes," explain the arrangement in Part XIII and complete the following table
- | | Amount |
|---|--------|
| 1c Beginning balance | |
| 1d Additions during the year | |
| 1e Distributions during the year | |
| 1f Ending balance | |
- 2a** Did the organization include an amount on Form 990, Part X, line 21, for escrow or custodial account liability? . . . Yes No
- b** If "Yes," explain the arrangement in Part XIII Check here if the explanation has been provided in Part XIII

Part V Endowment Funds. Complete if the organization answered "Yes" on Form 990, Part IV, line 10.

	(a) Current year	(b) Prior year	(c) Two years back	(d) Three years back	(e) Four years back
1a Beginning of year balance					
b Contributions					
c Net investment earnings, gains, and losses					
d Grants or scholarships					
e Other expenditures for facilities and programs					
f Administrative expenses					
g End of year balance					

- 2** Provide the estimated percentage of the current year end balance (line 1g, column (a)) held as
- a** Board designated or quasi-endowment ▶
 - b** Permanent endowment ▶
 - c** Temporarily restricted endowment ▶
- The percentages on lines 2a, 2b, and 2c should equal 100%
- 3a** Are there endowment funds not in the possession of the organization that are held and administered for the organization by
- | | | |
|--|-----|----|
| (i) unrelated organizations | Yes | No |
| (ii) related organizations | | |
| b If "Yes" on 3a(ii), are the related organizations listed as required on Schedule R? | | |
- 4** Describe in Part XIII the intended uses of the organization's endowment funds

Part VI Land, Buildings, and Equipment.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11a. See Form 990, Part X, line 10.

Description of property	(a) Cost or other basis (investment)	(b) Cost or other basis (other)	(c) Accumulated depreciation	(d) Book value
1a Land	281,919			281,919
b Buildings				
c Leasehold improvements				
d Equipment				
e Other				
Total. Add lines 1a through 1e (Column (d) must equal Form 990, Part X, column (B), line 10(c)) . . . ▶				281,919

Part VII Investments—Other Securities. Complete if the organization answered "Yes" on Form 990, Part IV, line 11b. See Form 990, Part X, line 12.

(a) Description of security or category (including name of security)	(b) Book value	(c) Method of valuation Cost or end-of-year market value
(1) Financial derivatives		
(2) Closely-held equity interests		
(3) Other _____		
(A)		
(B)		
(C)		
(D)		
(E)		
(F)		
(G)		
(H)		
Total. (Column (b) must equal Form 990, Part X, col (B) line 12) ▶		

Part VIII Investments—Program Related. Complete if the organization answered 'Yes' on Form 990, Part IV, line 11c. See Form 990, Part X, line 13.

(a) Description of investment	(b) Book value	(c) Method of valuation Cost or end-of-year market value
(1) IRP NOTES RECEIVABLE	50,042	C
(2) LAND HELD FOR FUTURE DEVELOPMENT	0	C
(3)		
(4)		
(5)		
(6)		
(7)		
(8)		
(9)		
Total. (Column (b) must equal Form 990, Part X, col (B) line 13) ▶	50,042	

Part IX Other Assets. Complete if the organization answered 'Yes' on Form 990, Part IV, line 11d. See Form 990, Part X, line 15

(a) Description	(b) Book value
(1)	
(2)	
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
Total. (Column (b) must equal Form 990, Part X, col (B) line 15) ▶	

Part X Other Liabilities. Complete if the organization answered 'Yes' on Form 990, Part IV, line 11e or 11f. See Form 990, Part X, line 25.

1. (a) Description of liability	(b) Book value
(1) Federal income taxes	
(2)	
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
Total. (Column (b) must equal Form 990, Part X, col (B) line 25) ▶	

2. Liability for uncertain tax positions In Part XIII, provide the text of the footnote to the organization's financial statements that reports the organization's liability for uncertain tax positions under FIN 48 (ASC 740) Check here if the text of the footnote has been provided in Part XIII

Part XI Reconciliation of Revenue per Audited Financial Statements With Revenue per Return

Complete if the organization answered 'Yes' on Form 990, Part IV, line 12a.

1	Total revenue, gains, and other support per audited financial statements		1	
2	Amounts included on line 1 but not on Form 990, Part VIII, line 12			
a	Net unrealized gains (losses) on investments	2a		
b	Donated services and use of facilities	2b		
c	Recoveries of prior year grants	2c		
d	Other (Describe in Part XIII)	2d		
e	Add lines 2a through 2d		2e	
3	Subtract line 2e from line 1		3	
4	Amounts included on Form 990, Part VIII, line 12, but not on line 1			
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a		
b	Other (Describe in Part XIII)	4b		
c	Add lines 4a and 4b		4c	
5	Total revenue Add lines 3 and 4c . (This must equal Form 990, Part I, line 12)		5	

Part XII Reconciliation of Expenses per Audited Financial Statements With Expenses per Return.

Complete if the organization answered 'Yes' on Form 990, Part IV, line 12a.

1	Total expenses and losses per audited financial statements		1	
2	Amounts included on line 1 but not on Form 990, Part IX, line 25			
a	Donated services and use of facilities	2a		
b	Prior year adjustments	2b		
c	Other losses	2c		
d	Other (Describe in Part XIII)	2d		
e	Add lines 2a through 2d		2e	
3	Subtract line 2e from line 1		3	
4	Amounts included on Form 990, Part IX, line 25, but not on line 1 :			
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a		
b	Other (Describe in Part XIII)	4b		
c	Add lines 4a and 4b		4c	
5	Total expenses Add lines 3 and 4c . (This must equal Form 990, Part I, line 18)		5	

Part XIII Supplemental Information

Provide the descriptions required for Part II, lines 3, 5, and 9, Part III, lines 1a and 4, Part IV, lines 1b and 2b, Part V, line 4, Part X, line 2, Part XI, lines 2d and 4b, and Part XII, lines 2d and 4b Also complete this part to provide any additional information

Return Reference	Explanation	
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Part XIII **Supplemental Information (continued)**

Return Reference	Explanation
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SCHEDULE O
(Form 990 or 990-EZ)

Supplemental Information to Form 990 or 990-EZ

OMB No 1545-0047

2018

Open to Public Inspection

Complete to provide information for responses to specific questions on Form 990 or 990-EZ or to provide any additional information.

▶ Attach to Form 990 or 990-EZ.

▶ Go to www.irs.gov/Form990 for the latest information.

Department of the Treasury

Name of the organization

NEWTON DEVELOPMENT CORPORATION

Employer identification number

42-6076592

990 Schedule O, Supplemental Information

Return Reference	Explanation
Pt VI, Line 6	MEMBERS OF NEWTON DEVELOPMENT CORPORATION ARE INDIVIDUALS AND BUSINESSES WHO RESIDE IN AND/OR DO BUSINESS IN THE GREATER NEWTON COMMUNITY

990 Schedule O, Supplemental Information

Return Reference	Explanation
Pt VI, Line 7a	MEMBERS OF THE ORGANIZATION ELECT THE BOARD OF DIRECTORS AT THE ANNUAL MEETING

990 Schedule O, Supplemental Information

Return Reference	Explanation
Pt VI, Line 7b	MEMBER HAVE FULL VOTING RIGHTS AT THE ANNUAL MEETING, AND ARE REQUIRED TO APPROVE ANY AMENDMENT OF THE ARTICLES OF INCORPORATION OR BYLAWS

990 Schedule O, Supplemental Information

Return Reference	Explanation
Pt VI, Line 11b	NEWTON DEVELOPMENT CORPORATION DISTRIBUTES A COPY OF THE FORM 990 TO THE BOARD OF DIRECTORS PRIOR TO FILING THE RETURN

990 Schedule O, Supplemental Information

Return Reference	Explanation
Pt VI, Line 12c	THE GOVERNING BODY MEMBER ANNUAL QUESTIONNAIRE IS DISTRIBUTED AND COLLECTED ANNUALLY

990 Schedule O, Supplemental Information

Return Reference	Explanation
Pt VI, Line 15b	NEWTON DEVELOPMENT CORPORATION'S EXECUTIVE COMMITTEE REVIEWS COMPARABILITY DATA (OTHER ECONOMIC DEVELOPMENT ENTITIES, ETC) AND APPROVES AND MAKES RECOMMENDATIONS TO THE FULL BOARD FOR APPROVAL

990 Schedule O, Supplemental Information

Return Reference	Explanation
Pt VI, Line 19	UPON REUEST, A COPY OF THE GOVERNING DOCUMENTS AND CONFLICT OF INTEREST POLICY ARE MADE AVAILABLE TO THE PUBLIC

990 Schedule O, Supplemental Information

Return Reference	Explanation
Pt XII, Line 1	THE ORGANIZATION'S ACCOUNTS ARE MAINTAINED, AND FINANCIAL STATEMENTS ARE PRESENTED, ON THE MODIFIED CASH BASIS OF ACCOUNTING FOR CONTRIBUTIONS AND MEMBERSHIP FEES AT THE POINT OF CASH COLLECTION ALL OTHER REVENUE AND EXPENSES ARE RECOGNIZED IN ACCORDANCE WITH THE ACCRUAL METHOD OF ACCOUNTING

990 Schedule O, Supplemental Information

Return Reference	Explanation
Other	FORM 990 PART III, LINE 1 DESCRIPTION OF ORGANIZATION'S MISSION SUCCESS IS MEASURED THROUGH GROWTH IN EMPLOYMENT, POPULATION, HOUSING, RETAIL SALES, TAX BASE, HEALTHCARE ACCESSIBILITY AND SCHOOL ENROLLMENT THE ORGANIZATION WILL FOLLOW THESE PRINCIPALS AND VALUES HONESTY, INTEGRITY, RESPECT, PROFESSIONALISM, TEAMWORK AND AN APPROPRIATE BALANCE OF TRANSPARENCY AND CONFIDENTIALITY

990 Schedule O, Supplemental Information

Return Reference	Explanation
Other	<p>FORM 990, PART III, LINE 4A PROGRAM SERVICE ACCOMPLISHMENTS COUNTY ECONOMIC DEVELOPMENT NETWORK COMPRISED OF JASPER, MARSHALL, TAMA, POWESHIEK, AND BENTON COUNTIES ANNUAL FEES COLLECTED FROM EACH COUNTY HAS ALLOWED THE ECONOMIC DIRECTORS TO LEVERAGE MONIES FROM THE REGION AND STATE TO PROVIDE ADVERTISING IN VARIOUS SITE SELECTION PUBLICATIONS, CREATE MARKETING MATERIALS AND ATTEND VARIOUS TRADE SHOWS THROUGHOUT THE UNITED STATES THE NEWTON DEVELOPMENT CORPORATION WEBSITE (WWW.NEWTONDEVELOPMENTCORPORATION.COM) IS ANOTHER TOOL FOR ECONOMIC DEVELOPMENT AND GROWTH AS THE WEBSITE PROVIDES INFORMATION RELATIVE TO AVAILABLE BUILDING AND SITES, PROMOTES THE COMMUNITY AND SERVES AS A SOURCE OF INFORMATION FOR NEW AND EXISTING BUSINESSES AND ENTREPRENEURS THE FOLLOWING OUTLINES SEVERAL PROGRAMS THE NDC PROVIDES AS IT CONTINUES TO PROMOTE THE GROWTH AND SUSTAINABILITY OF THE COMMUNITY ALL OF THESE PROGRAMS COULD NOT BE POSSIBLE WITHOUT THE SUPPORT FROM THE MANY PARTNERS AND THE ENTHUSIASM FROM THE COMMUNITY AND BUSINESSES TO CONTINUE TO GROW</p> <ol style="list-style-type: none"> 1) BUSINESS RETENTION CALLS SYNCHRONIST SURVEYS COMPLETED FOR EVERY ADVANCED MANUFACTURER IN JASPER COUNTY AS CONFIDENTIAL DATA COLLECTED IS USED TO PROVIDE ECONOMIC DEVELOPMENT SUPPORT IN AREAS OF SUSTAINABILITY AND GROWTH AND BUILD RELATIONSHIPS WORK DIRECTLY WITH IDED, MID-AMERICAN AND ALLIANT ENERGY AS THEY ARE STRONG ADVOCATES OF THE PROGRAM THROUGHOUT THE STATE OF IOWA 2) RECRUITING NEW BUSINESS WORK DIRECTLY WITH IDED AND IOWA CONNECTIONS IN THE RECRUITMENT OF NEW COMPANIES FOR THE COMMUNITY AND THE SURROUNDING AREA IDED PROGRAM MANAGERS HAVE VISITED NEWTON AND LOOKED AT BUILDING AND SITES SO THEY HAVE A BETTER UNDERSTANDING OF WHAT NEWTON HAS TO OFFER 3) ENTREPRENEURIAL AND EXISTING BUSINESS SUPPORT PROGRAMS SINCE 2007 NEWTON DEVELOPMENT CORPORATION HAS SERVED OVER HUNDREDS OF PARTICIPANTS IN A VARIETY OF ENTREPRENEURIAL AND EXISTING BUSINESS SUPPORT PROGRAMS THROUGH THE PARTNERSHIP OF DMACC, JEDCO, MYENTREENT, UNI-SBDC, SCORE, CITY OF NEWTON AND SBA THE NEWTON DEVELOPMENT CORPORATION COORDINATES SMI-ANNUAL CALENDARS OUTLINING PROGRAMS, CLASSES AND EVENTS THAT DIRECTLY PROMOTE AND SUPPORT EXISTING BUSINESSES AND ENTREPRENEURISM

990 Schedule O, Supplemental Information

Return Reference	Explanation
Other	FORM 990, PART III, LINE 4B PROGRAM SERVICE ACCOMPLISHMENTS NDC ALSO PROVIDES BUSINESSES WITH ACCESS TO CAPITAL BY MAINTAINING GOOD RELATIONSHIPS WITH THE BANKS IN NEWTON THIS IS BENEFICIAL WHEN DIRECTING ENTREPRENEURS AND EXISTING BUSINESS OWNERS WHEN CAPITAL IS NEEDED

990 Schedule O, Supplemental Information

Return Reference	Explanation
Pt X	ADJUSTMENT IN ASSETS

990 Schedule O, Supplemental Information

Return Reference	Explanation
Pt XI	PROVISION FOR DOUBTFUL LOANS