

CITYVIEW'S

BUSINESS JOURNAL



A cloud of UNCERTAINTY

6 things to know about the business of vaping

By Melissa Walker

Michael Johnson was drawn to the allure of vaping from the time he learned about it as a way some of his friends had stopped smoking.

Johnson, who lives in Adel, had smoked cigarettes for about 11 years when he started vaping three years ago. He says he switched to vaping and was able to give up cigarette smoking altogether.

Johnson is one of thousands who have switched from smoking cigarettes to vaping, according to reports for state departments of public health and the Centers for Disease Control and Prevention.

Vaping has been covered in the media, in the statehouse, in the schools and around the dinner table. But there is still much to learn about it, and it starts with understanding how the business model works.

Anthony Fackler, the store manager at Central Iowa Vapors' West Des Moines location on Ashworth Road, smokes his vape. Photo by Melissa Walker

What is vaping?

Vapor products, according to Iowa law, are any noncombustible product that may or may not contain nicotine that use a heating element or other means to produce vapor from a solution or other substance. They fall within the same realm, according to the Iowa Department of Public Health, as e-cigarettes, hookah pens, e-pipes, electronic nicotine delivery systems and electronic smoking devices.

The products allow users to inhale, or vape, aerosolized liquid, called e-juice. Some of these contain nicotine, which the health department says is the addictive drug in regular cigarettes, cigars and other tobacco products. Many vapes contain flavorings and other chemicals that make it an aerosol that users then inhale into their lungs.

Bystanders can also breathe in the aerosol when a user exhales it into the air, according to the health department.

While Johnson has quit smoking cigarettes, he says it's a mix with his friends. Some have quit cigarettes and only vape, while others started vaping and quit to start smoking again.

Corey Halfhill, owner of Central Iowa Vapors, began vaping after his wife, whom he describes as a closet smoker, was introduced to it. He socially smoked cigars when he played cards or had a drink but discovered the flavor of a vape was better than smoking.

"And you don't stink either," he says. "Not walking out of the setting where you've got a smoke-filled room is nice, as is not feeling like you have to go home and take a shower or wash your clothes before you go to bed."

Halfhill says his wife felt better after she quit smoking. She no longer coughed or hacked.

Halfhill now owns 11 locations in Iowa and three in Minnesota. He opened his first in September 2012 as the vaping scene was becoming popular. Some tobacco shops were also selling e-cigarette products, but his was the first standalone vapor-related shop.

Since first opening, Halfhill says his business has researched and tested numerous products to make sure they fit the company's target market: for the general smoker to be able to transition out of cigarettes.

"That's been our intention from the get-go," he says. "It's so easy to transition from smoking to vaping because people still feel like they're smoking, and they still get the nicotine."

There's been substantial growth in the business as more people have become aware of vaping as a form of smoking cessation, Halfhill says.

He's seen truckers and tow truck drivers who smoked three or four packs of cigarettes a day transition to vaping and improved their health. That's why he trains his staff to question each user and to learn about his or her needs. He estimates about 10 percent of users are hobby users of vaping products.



Halfhill shows different types of vapes that are available to users. Photo by Melissa Walker.



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How is it regulated?

In Iowa, retailers who plan to sell vapor products must obtain a permit from the local municipality in which the retailer is located. No sales may occur without a permit, and an applicant must obtain a permit for each place of business owned or operated by the retailer.

The municipality, city or county, then submits a duplicate of the retail permit application to the alcoholic beverages division of the Iowa Department of Commerce. A list of these permits is then submitted to the Iowa Department of Public Health on the last day of each quarter.

Retail permits expire on June 30 of each year. The cost of the permit varies depending upon which month it is issued. For the months of July, August or September, the fees are:

\$50 outside of the city

\$75 in cities of fewer than 15,000 residents

\$100 in cities with 15,000 or more residents

The fees are three-fourths of the cost when issued in October, November or December; half if granted during January, February or March; and one-fourth of the cost if issued in April, May or June.

The sale of vape products is similar to the sale of cigarettes and other tobacco products in that it is prohibited to minors. Iowa law bars the sale, distribution, possession, purchase and use of vapor products to anyone younger than the age of 18.

Halfhill says the Food and Drug Administration has inspected each of his locations and spot checked to ensure the store isn't selling illegal products.

The Iowa Smoke Free Air Act does not apply to electronic smoking devices such as e-cigarettes, vaping devices and others. However, business or property owners may choose to adopt policies that prohibit these products. Vapes are banned at most schools. More than 80 percent of schools in Iowa have tobacco-

and nicotine-free policies.

Johnson says he abides by all cigarette smoking laws and doesn't vape where cigarette smoking isn't allowed. If smoking friends go outside, he smokes outside with them.

"It's still frowned upon," he says. "Not a lot of people know about vaping. They think it's just as bad as smoking. That's not true. I still try to abide by the rules for people who are smoking nicotine cigarettes."

Where do customers buy supplies, find savings?

Johnson reserves local purchases for when he immediately needs supplies.

Otherwise, he buys what he needs from an online store because he's found it to be cheaper, specifically when it comes to juice for his vapor.

He says recently he placed an online order that cost \$93 with shipping and tax. That same purchase locally would have cost him \$170, he says.

Johnson says vaping is cheaper for him than smoking cigarettes. He can buy about 60 milliliters of juice that lasts about a week for \$8 to \$10 a bottle. If he were to smoke during that time, he would have gone through about five packs of cigarettes at about \$7 a pack.

Halfhill says vaping is cheaper than smoking if the user treats it like they would a cigarette. For example, if someone takes six to 10 puffs of a vape and then doesn't puff on it again until they feel the need for it, it'll last longer.

"If they treat it like a true cigarette, they save about 80 percent over traditional cigarettes," he says.

Will there be a crackdown?

President Donald Trump said last fall that he would try to ban flavored vaping products other than menthol and tobacco in order to deter young people from using the products.

A few months later, in November, the American Medical Association called for a total ban on all vaping products that haven't been approved by the FDA. The nation's largest association of physicians also wants more money devoted to research the effects of e-cigarette use, new diagnostic codes for vaping-related illnesses and more studies on strategies to treat youth nicotine dependence from e-cigarette use.

Iowa Gov. Kim Reynolds in mid-December announced a public service campaign to address the increased number of Iowa teenagers who are vaping.

The campaign includes a social media component, with videos targeted at teens on SnapChat, Instagram, Facebook, YouTube and other sites, as well as informational programs for parents and students from school nurses, teachers and administrators.

Reynolds said she wanted to increase awareness and education of the risks of vaping to prevent nicotine addiction and health problems among young people. Her announcement came amid a report that youth vaping has more than doubled since 2017 with one in four high school students saying they have vaped and one in nine high school seniors saying they vape on an almost daily basis.

"Like many states over the years, we've seen the traditional rates of smoking going down and e-cigarettes rates going up among youth," says Dr. Caitlin Pedati, the State Medical Director and Epidemiologist with the Iowa Department of Public Health.

According to the 2017 Youth Risk Behavior Surveillance System, the most recent year available, 36 percent of the Iowa high schoolers who were surveyed have tried a vapor product versus 29 percent who say they've tried smoking a cigarette.

Other states also have taken action. The Public Health Law Center, location in St. Paul, Minnesota, reports that elected officials in 10 states have taken action to either ban certain vape flavors or products — some have been met with legal challenges that have successfully blocked or halted in the action — or taken action similar to Iowa's governor.

Reynolds also announced she'd be open to legislators raising the legal smoking

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age to 21 and increasing the state tax on nicotine-related products.

All of the announcements and threats have vape shop owners worried. It has damaged business and led to fewer sales, Halfhill says.

“There’s been a few states where store owners or manufacturers, or both, had to close their doors because of knee-jerk reactions, because of politicians thinking it was all e-cigarettes when it wasn’t,” he says. “The unfortunate thing is you have kids who are getting their hands on this, but to take it away from the majority just isn’t good for public health. The tobacco rates are down.”

Michael Triplett, the legislative counsel for Iowans for Alternative to Smoking & Tobacco (IFAST), says it’s a wait-and-see time for vaping and vapers’ rights, both within the state and at the federal level. The organization has advocated for adults to have the right to choose vape products in lieu of smoking cigarettes and also supports measures to prevent youth from accessing vape products, he says.

Despite some concern, Triplett says many stores continue to report an increase in sales.

“We need to make sure lawmakers understand what the problems are, and that banning flavors is not a solution to that problem,” he says. “I would remind lawmakers and the public that, in the mid-1980s, we raised the drinking age from 19 to 21. There’s still a lot of underage deaths per year on alcohol, but yet no one is clamoring to ban flavored alcohols.”

Instead, Triplett thinks a ban of flavors would create an underground black market of people who want certain flavors and then either buy them off the street or through the Internet from an unsafe source.

“We saw firsthand evidence of the downside of that this year,” he says.

Does vaping make users sick?

Johnson says he feels better since he stopped smoking cigarettes. He also enjoys other aspects of it, as well. He doesn’t smell like smoke. He can smell and taste.

He acknowledges vaping is the lesser of two evils, but he says when he smoked cigarettes, he was frequently sick with colds and was stuffed up, congested and had a sore throat once or twice a month. Since he started vaping, he’s only been sick twice.

E-cigarettes can also be used to deliver marijuana and other drugs, which vaping advocates have said is the cause of much of alleged illness tied to vaping.

The FDA and CDC are investigating the cases to determine the cause. The FDA in October warned against the use of Tetrahydrocannabinol (THC)-containing vaping products and other vaping products obtained from unknown sources. The administration reported, through its investigation, that most of the patients who had been affected by the illnesses had been using THC-containing products, thus “suggesting THC vaping products play a role in the outbreak,” according to the FDA’s website.

However, in Iowa, the Department of Public Health’s website reports that

vaping products and devices that do not contain THC have been reported among the 52 affected cases in the state. Of those 52 cases, 41 had THC, according to the department’s Dec. 17, 2019, report.

Halfhill and other proponents of vaping say they’ve gotten a bad rap for the THC-laced products. He acknowledges that youth vaping is a serious issue, which is why he helped create an advocacy group when he first opened his business to ask lawmakers in 2014 to regulate vaping and make the age the same as tobacco.

What’s the answer?

Halfhill believes the answer to combatting the youth vaping problem is stricter penalties on stores that sell to minors.

At Central Iowa Vapors, stores communicate with each other any time they turn away someone for suspected sales to a minor, so employees at other stores can be on the lookout for the person.

“If you take something away just because the kids are doing something, then you’ve got the potential of 480,000 people who die a year that could be saved by vaping back smoking again,” Halfhill says.

Higher fines and few strikes for violators would limit the number of underage sales, Halfhill says. Instead of allowing six violations, he says it should be three before a license is permanently pulled.

“I think you’d get more people being serious about who they’re selling to,” he says. ■



Michael Johnson switched from smoking to vaping after he was introduced to it as a way to stop smoking. Photo submitted.



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The Ankeny Chamber celebrated a ribbon cutting for The Simple Greek on Nov. 25.



Mandy Torres and Shane Torres at the Polk City Chamber Business After Hours held at Re/Max Concepts Torres Team and Cullen & Associates on Dec. 11.



Tim Geyer and Luke Nelson at the annual Legislative Lunch & Learn hosted by the Norwalk, Carlisle and Indianola chambers at Warrior Run Golf Course, 3089 North Ave., Norwalk, on Dec. 10.



A ribbon cutting was held for Mi-Fiber by the Waukee Chamber on Nov. 26.



The West Des Moines Chamber celebrated a ribbon cutting for Aspire Townhomes on Nov. 20.



The Ankeny Chamber celebrated a ribbon cutting for Just Bee Spa on Nov. 6.



Kris Gregersen and Erin Hockman at the Windsor Heights Chamber annual meeting hosted by Gilroy's on Dec. 4.



Connie Blodgett received the West Des Moines Chamber's Ambassador of the Year award and is pictured with Karla Stessman and Rob Reinard.



Chad Fye, Jim Foth and Will Zeran at the Grimes Chamber B.I.G. at Prostore DKI on Nov. 21.



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MARKETING

Marketing New Year's Resolutions

The new year may have already arrived, but that doesn't mean it's too late to get a marketing strategy in place for the new year. **What did you do last year?** Even if you did not have a formal marketing strategy, you should review your previous efforts. What campaigns were most effective in getting the results you were looking for? Answering these questions are going to be important to plan an effective strategy going forward.

What is your budget? Draft out each marketing category (website, advertising, trade shows, etc.) and figure out what you spent the prior year as a starting point.

Keep your plan flexible. In today's era of modern marketing, there are ways to track every kind of campaign. Set goals and an expected ROI for each category and expect to adjust them throughout the year.

Formalizing a marketing plan is an investment of your time that will give you a great start to hit the ground running in 2020.



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HUMAN RESOURCES

Quick tips to improve your resume

If your 2020 resolution is a career move, the first place you will start is your resume. Here are some quick tips to make sure your resume stands out. **1.** Be sure your LinkedIn profile is up-to-date, has a professional picture and include a link on your resume. **2.** Eliminate cliches. Words and phrases like "energetic, motivated, team player, results oriented" are over-used. Let your accomplishments speak for themselves. **3.** Customize your career objectives to the organization and position description. **4.** Use specifics and data, not generalities. For example, "increased sales by 115 percent" instead of "strong sales manager." **5.** If you have an accreditation or license, add that after your name at the top of the resume, not at the end. **6.** Use bullet points. It makes your resume easier to read. **7.** Instead of saying "References upon request," go ahead and add them but make sure your references have a heads-up that an employer may be calling. And lastly, always have someone else proof your resume.



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What type of fringe benefits can a business offer to employees?

Offering fringe benefits to employees is an excellent way to help attract and retain great staff, improve employee morale, and create tax deductions for the business. There are a variety of fringe benefits that businesses can offer to employees. These include but are not limited to:

- Accident, health and life insurance benefits
- Adoption and day care assistance
- Cafeteria plans
- Discounts
- Educational assistance programs
- De Minimis and no additional cost fringes
- Pension plan contributions
- Meals and lodging for employer convenience

The nature of the benefits being offered should be documented in the employee manual, and some benefits can have anti-discrimination requirements. Please consult with a human resources expert for guidance in implementation of fringe benefit programs.



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ADVERTISING

What is branding?

Brand advertising builds a connection with consumers over a long period of time. It establishes your identity and credibility in the market place, providing tremendous value to your business. Branding helps make the cash register ring.

Successful branding starts with a thorough understanding of your business. What is your niche? How are you better than your competitors? Why are your customers loyal? What do they say about you? Who are you or who do you want to be in the market place? Are you quality, fast, cheap, friendliest, award-winning, dependable, giving back to the community, etc.? Through brand advertising, you control your story, image and reputation.

Pinpoint your brand and communicate it to your customers and community. Include brand advertising in your marketing strategy with the goals of 1) creating a positive impression, 2) increasing awareness, 3) supporting loyalty among current customers and 4) generating demand for your products and services.



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FINANCIAL STRATEGIES

Boosting Return on Surplus Corporate Capital

Recent interest rate compression has left many in the C Suite scratching their heads on how to access reasonable rates of return for corporate held assets. These accounts may be earmarked for many reasons, some with short term goals and others with infinite time horizons. In many cases these reserves are necessary for Bonding Requirements or Capital Reserve thresholds. What they all have in common is lackluster interest rates.

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Why every business needs a website

First, to find new customers.

Consumers' habits turn to searching the Internet when they are in need of a local product or service.

Second, build credibility and trust. A website might be the first interaction a consumer has with your business. If it is outdated and old, one might think the same of your business. If you do not have a website, then you do not exist to thousands of potential customers.

Third, it will save time and money.

Consumers can look up information about your location, hours, brands you carry, etc., providing answers to questions they have without calling.

Fourth, it will help prevent negative reviews. Customers are talking about you online as they share their opinion on review sites, social media, blogs, etc., good and bad. A website allows customers to contact you directly and for you to respond.

And last, a website can increase your bottom line. A well designed website allows you to showcase your products and services while encouraging customers to contact you.



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COMMERCIAL REAL ESTATE

Commercial real estate transactions in Polk County from Oct. 25, 2019, through Dec. 11, 2019

ADDRESS: 3641 S.W. 61ST ST., DES MOINES
SALE DATE: OCT. 25, 2019
SALE PRICE: \$2,650,000
SELLER: STICKS PROPERTIES LLC
BUYER: ANNETT HOLDINGS INC
SQUARE FEET: 24,876
ACRES: 8.628

ADDRESS: 6809 S.E. BELLAGIO COURT, ANKENY
SALE DATE: OCT. 25, 2019
SALE PRICE: \$750,230
SELLER: KIMBERLEY COMMERCIAL LLC
BUYER: ELECTRICAL WORKERS BUILDING FOUNDATION
SQUARE FEET: 0
ACRES: 2.65

ADDRESS: 1551 S.W. PRAIRIE TRAIL PARKWAY, ANKENY
SALE DATE: OCT. 25, 2019
SALE PRICE: \$2,749,000
SELLER: 2123 INVESTMENTS LLC
BUYER: PARK AVENUE PARTNERS LC
SQUARE FEET: 7,540
ACRES: 1.358

ADDRESS: 4510 FLEUR DRIVE, DES MOINES
SALE DATE: OCT. 25, 2019
SALE PRICE: \$100,000
SELLER: L W CARE SERVICES LLC
BUYER: HOFFMAN, GARLAND SR.
SQUARE FEET: 1,334
ACRES: 0.321

ADDRESS: 1441 CAPITOL AVE., DES MOINES
SALE DATE: OCT. 28, 2019
SALE PRICE: \$965,000
SELLER: MIDWEST FUTURES INC
BUYER: EPC LLC
SQUARE FEET: 15,204
ACRES: 0.536

ADDRESS: 1424 NINTH ST., DES MOINES
SALE DATE: OCT. 29, 2019
SALE PRICE: \$256,000
SELLER: RAABE, RICHARD J.
BUYER: HARKINS PROPERTIES LLC
SQUARE FEET: 4,335
ACRES: 0.294

ADDRESS: 10161 HICKMAN ROAD, URBANDALE
SALE DATE: OCT. 31, 2019
SALE PRICE: \$3,500,000
SELLER: MCR INVESTMENTS VI LLC
BUYER: MEGA STORAGE, LLC
SQUARE FEET: 78,234
ACRES: 6.516

ADDRESS: 4819 UNIVERSITY AVE., DES MOINES
SALE DATE: OCT. 31, 2019
SALE PRICE: \$510,000
SELLER: GRUHN-LEANDER STONE WORKS LLC
BUYER: MIDWEST MEMORIALS, LLC
SQUARE FEET: 4,386
ACRES: 0.703

ADDRESS: 401 S.E. MAIN ST., GRIMES
SALE DATE: OCT. 31, 2019
SALE PRICE: \$340,000
SELLER: MADOLE, LAWRENCE J.
BUYER: STANBROUGH HOUSING COOPERATIVE
SQUARE FEET: 5,760
ACRES: 0.4

ADDRESS: 2625 COTTAGE GROVE AVE., DES MOINES
SALE DATE: OCT. 31, 2019
SALE PRICE: \$150,000
SELLER: ANDREW AND GEORGIA HOWARD TRUST
BUYER: BAK RENTALS LLC
SQUARE FEET: 2,959
ACRES: 0.104

ADDRESS: 102 SECOND AVE. S.E., ALTOONA
DATE: NOV. 1, 2019
PRICE: \$150,000
SELLER: ACKELSON, JON C.
BUYER: VAN MAANEN, KENT
SQUARE FEET: 2,400
ACRES: 0.17

ADDRESS: 1201 S.E. MERCANTILE CIRCLE, GRIMES
DATE: NOV. 1, 2019
PRICE: \$406,620
SELLER: HUBBELL METRO DEV FUND I LLC
BUYER: GRIMES INDUSTRIAL PARK 5 LLC
SQUARE FEET: 0
ACRES: 1.867

ADDRESS: 523 S. 18TH ST., WEST DES MOINES
DATE: NOV. 4, 2019
PRICE: \$600,000
SELLER: SMITH, WILLIAM B.
BUYER: AYERS, JASON
SQUARE FEET: 14,000
ACRES: 1.854

ADDRESS: NORTHEAST CORNER OF N.E. 29TH STREET AND N.E. 62ND AVENUE, DELAWARE TOWNSHIP
DATE: NOV. 6, 2019
PRICE: \$845,000
SELLER: PENTA PARTNERS LLC
BUYER: PURFOODS LLC
SQUARE FEET: 0
ACRES: 5.967

ADDRESS: 1500 22ND ST., WEST DES MOINES
DATE: NOV. 6, 2019
PRICE: \$15,882,000
SELLER: CATALYST WESTOWNE LLC
BUYER: WESTOWNE CENTER ASSOCIATES LLC
SQUARE FEET: 180,412
ACRES: 21.306

ADDRESS: 285 N.W. 43RD PLACE, DES MOINES
DATE: NOV. 7, 2019
PRICE: \$660,000
SELLER: JERRY & LAURA POORE JOINT REVOCABLE TRUST
BUYER: TOLAND PROPERTIES LLC
SQUARE FEET: 6,798
ACRES: 0.916

ADDRESS: 175 S. NINTH ST., SUITE 615, WEST DES MOINES
DATE: NOV. 7, 2019
PRICE: \$192,000
SELLER: WEST GREEN INDUSTRIAL PARK LLC
BUYER: DEL BOCA VISTA LLC
SQUARE FEET: 1,920
ACRES: 0.044

ADDRESS: 1910 INGERSOLL AVE., DES MOINES
DATE: NOV. 8, 2019
PRICE: \$715,000
SELLER: QUINER PROPERTIES LLC
BUYER: D1 PROPERTIES, LLC
SQUARE FEET: 6,072
ACRES: 0.344

ADDRESS: 501 SCOTT AVE., DES MOINES
DATE: NOV. 8, 2019
PRICE: \$1,115,000
SELLER: SE BOTTOMS LLC
BUYER: 501 SCOTT LLC
SQUARE FEET: 9,960
ACRES: 1.005

ADDRESS: 1614 ARLINGTON AVE., DES MOINES
DATE: NOV. 8, 2019
PRICE: \$147,000
SELLER: JRJT LLC

BUYER: ARLINGTON PROPERTIES DSM LLC
SQUARE FEET: 2,548
ACRES: 0.379

ADDRESS: 2825 EASTON BLVD., DES MOINES
DATE: NOV. 12, 2019
PRICE: \$250,000
SELLER: AMERICAN ENTERPRISE BANK
BUYER: SANDHU MINIMART LLC
SQUARE FEET: 4,800
ACRES: 0.705

ADDRESS: 417 E. 17TH ST., DES MOINES
DATE: NOV. 12, 2019
PRICE: \$485,000
SELLER: ENDEAVOR RENTALS LLC
BUYER: GABESTAR ENTERPRISES LLC
SQUARE FEET: 6,433
ACRES: 0.636

ADDRESS: 1710 SECOND AVE., DES MOINES
DATE: NOV. 12, 2019
PRICE: \$305,000
SELLER: HLS HOLDINGS INC
BUYER: SULLIVAN HOLDINGS LLC
SQUARE FEET: 4,330
ACRES: 0.799

ADDRESS: 3611 S.E. 14TH ST., DES MOINES
DATE: NOV. 14, 2019
PRICE: \$1,165,000
SELLER: CF INVESTORS LLC
BUYER: RICHMOND PROPERTIES LLC
SQUARE FEET: 2,168
ACRES: 0.891

ADDRESS: 1600 EIGHTH ST. S.E., ALTOONA
DATE: NOV. 14, 2019
PRICE: \$704,580
SELLER: TUSCANY RESERVE LLC
BUYER: EDENCREST TUSCANY LLC
SQUARE FEET: 0
ACRES: 6.471

ADDRESS: 5765 WEST PARKWAY, JOHNSTON
DATE: NOV. 18, 2019
PRICE: \$2,677,700
SELLER: DREGL LLC
BUYER: JOHNSTON WEST PARK OFFICE PLAZA LLC
SQUARE FEET: 0
ACRES: 3.353

ADDRESS: 5555 S.W. NINTH ST., DES MOINES
DATE: NOV. 19, 2019
PRICE: \$1,477,800
SELLER: GOLDBRIAR COOP HOUSING ASSOC
BUYER: NORTH VALLEY APARTMENTS LLC
SQUARE FEET: 23,616
ACRES: 0.728

ADDRESS: 3808 SIXTH AVE., DES MOINES
DATE: NOV. 19, 2019
PRICE: \$728,500
SELLER: NORTHTOWN COOP HOUSING ASSOC
BUYER: NORTH VALLEY APARTMENTS LLC
SQUARE FEET: 14,040
ACRES: 0.36

ADDRESS: 1015 MEADOW LANE, DES MOINES
DATE: NOV. 19, 2019
PRICE: \$2,715,000
SELLER: VALLEY ACRES COOP HOUSING ASOC
BUYER: NORTH VALLEY APARTMENTS LLC
SQUARE FEET: 42,982

ACRES: 4.312

ADDRESS: 3830 SIXTH AVE., DES MOINES
DATE: NOV. 19, 2019
PRICE: \$1,397,500
SELLER: NORTHTOWN COOP HOUSING ASSOC
BUYER: NORTH VALLEY APARTMENTS, LLC
SQUARE FEET: 29,214
ACRES: 0.64

ADDRESS: 4817 FLEUR DRIVE, DES MOINES
DATE: NOV. 19, 2019
PRICE: \$1,775,000
SELLER: J PAGE-D M JOINT VENTURE
BUYER: PRKG 1369, LLC
SQUARE FEET: 25,744
ACRES: 1.77

ADDRESS: 2003 W. FIRST ST., ANKENY
DATE: NOV. 20, 2019
PRICE: \$2,490,000
SELLER: ANKENY PARK CO-OP INC
BUYER: PROVISION PROPERTIES LLC
SQUARE FEET: 26,304
ACRES: 2.109

ADDRESS: 115 E. VISTA LAKE AVE., POLK CITY
DATE: NOV. 20, 2019
PRICE: \$285,620
SELLER: IOWA GROWTH INVESTORS INC
BUYER: BOLAND, BRUCE A.
SQUARE FEET: 3,200
ACRES: 2.348

ADDRESS: 6657 N.W. SIXTH DRIVE, DES MOINES
DATE: NOV. 21, 2019
PRICE: \$420,000
SELLER: HEUERMANN, LAWRENCE L.
BUYER: MORROW INVESTMENTS, LLC
SQUARE FEET: 6,600
ACRES: 0.951

ADDRESS: 3214 E. 14TH ST., DES MOINES
DATE: NOV. 22, 2019
PRICE: \$116,500
SELLER: VALE LLC
BUYER: MCCANN, PATRICK
SQUARE FEET: 3,792
ACRES: 0.152

ADDRESS: 1702 S.E. ORALABOR ROAD, ANKENY
DATE: NOV. 25, 2019
PRICE: \$877,520
SELLER: DENNY ELWELL FAMILY LC
BUYER: ORALABOR HOTEL ASSOCIATES LLC
SQUARE FEET: 0
ACRES: 2.567

ADDRESS: 6657 N.W. SIXTH DRIVE, DES MOINES
DATE: NOV. 25, 2019
PRICE: \$350,000
SELLER: LYRA E. WINTERS REV. TRUST
BUYER: HEUERMANN, LAWRENCE L.
SQUARE FEET: 6,600
ACRES: 0.951

ADDRESS: 1927 N.W. HICKORY LANE, ANKENY
DATE: NOV. 25, 2019
PRICE: \$475,000
SELLER: ACKERMAN, THOMAS J.
BUYER: S & E INVESTMENTS, LLC
SQUARE FEET: 6,784
ACRES: 0.497

ADDRESS: 2021 N.W. HICKORY LANE, ANKENY
DATE: NOV. 25, 2019
PRICE: \$712,500
SELLER: ACKERMAN, THOMAS J.

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Anthony Beler
Asst. Collision Manager



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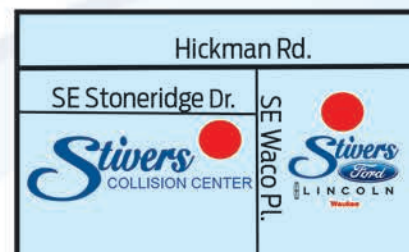
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***Sales ranking based on car and truck sales report of the Kansas City Region of Ford Motor Company and Lincoln Motor Company for 2018.**

COMMERCIAL REAL ESTATE

Commercial real estate transactions in Polk County from Oct. 25, 2019, through Dec. 11, 2019 continued...

| | | | | |
|---|---|--|---|---|
| BUYER: S & E INVESTMENTS, LLC SQUARE FEET: 10,176 ACRES: 0.711 ADDRESS: SOUTH OF N.W. 70TH AVENUE AND N.W. 107TH, JOHNSTON DATE: NOV. 25, 2019 PRICE: \$7,300,000 SELLER: BRIGHT FOUNDATION BUYER: HOPE K FARMS LLC SQUARE FEET: 0 ACRES: 120.658 ADDRESS: 2926 BRATTLEBORO AVE., DES MOINES DATE: NOV. 26, 2019 PRICE: \$119,700 SELLER: MULVIHILL FARMS INC BUYER: FOSTER PROPERTY MANAGEMENT LLC SQUARE FEET: 2,168 ACRES: 0.152 ADDRESS: 1216 E. SENECA AVE., DES MOINES DATE: NOV. 27, 2019 PRICE: \$4,000,000 SELLER: VILLAGE GREEN CO-OP INC BUYER: BBT RENTALS, LLC SQUARE FEET: 70,948 ACRES: 5.473 ADDRESS: 1800 22ND ST., WEST DES MOINES DATE: NOV. 27, 2019 PRICE: \$485,000 SELLER: FRANK RANKIN REVOCABLE TRUST BUYER: MAHAJAN INC SQUARE FEET: 3,016 ACRES: 0.511 ADDRESS: 2013 N.W. HICKORY LANE, | ANKENY DATE: NOV. 29, 2019 PRICE: \$712,500 SELLER: ACKERMAN, THOMAS J. BUYER: S & E INVESTMENTS, LLC SQUARE FEET: 10,176 ACRES: 0.614 ADDRESS: 836 BOYD ST., DES MOINES DATE: DEC. 2, 2019 PRICE: \$112,500 SELLER: AIRHART, CONNIE L. BUYER: ROSS, ANTHONY SQUARE FEET: 2,627 ACRES: 0.152 ADDRESS: 2200 E. OVID AVE., DES MOINES DATE: DEC. 2, 2019 PRICE: \$1,070,000 SELLER: ALL-AMERICAN ARCHITECTURAL ARTS LLC BUYER: ARCHITECTURAL ARTS BUILDING COMPANY LLC SQUARE FEET: 61,815 ACRES: 3.887 ADDRESS: 2700 PATRICIA DRIVE, URBANDALE DATE: DEC. 2, 2019 PRICE: \$127,000 SELLER: VANDE KAMP, JERRY J. BUYER: HOWELL, ERIC W SQUARE FEET: 900 ACRES: 0.396 ADDRESS: 515 EUCLID AVE., DES MOINES DATE: DEC. 2, 2019 PRICE: \$32,500 SELLER: BOATWRIGHT, KEN BUYER: CYNTHIA ANN COOPER ANIMAL | TRUST SQUARE FEET: 656 ACRES: 0.028 ADDRESS: 1625 EIGHTH ST., DES MOINES DATE: DEC. 3, 2019 PRICE: \$14,000 SELLER: NEW PROGRESSIVE MISSIONARY BAPTIST CHURCH BUYER: IGLESIA PENTECOSTAL DEL NOMBRE DE JESUS SQUARE FEET: 3,575 ACRES: 0.227 ADDRESS: 4124 N.W. URBANDALE DRIVE, URBANDALE DATE: DEC. 3, 2019 PRICE: \$4,200,000 SELLER: CHAYSE HOLDINGS LLC BUYER: MIDAMERICAN ENERGY COMPANY SQUARE FEET: 41,004 ACRES: 4.019 ADDRESS: 906 WASHINGTON AVE. S.E., BONDURANT DATE: DEC. 3, 2019 PRICE: \$4,900,000 SELLER: MULBERRY POINTE LLC BUYER: SWIFT PROPERTIES, LLC SQUARE FEET: 46,950 ACRES: 4.71 ADDRESS: 2951 86TH ST., URBANDALE DATE: DEC. 4, 2019 PRICE: \$1,190,000 SELLER: LADCO PROPERTIES I LLC BUYER: GREATER LIFE COMMUNITY CHURCH OF THE NAZARENE SQUARE FEET: 18,848 ACRES: 2.255 | ADDRESS: 175 S. NINTH ST., SUITE 620, WEST DES MOINES DATE: DEC. 5, 2019 PRICE: \$192,000 SELLER: WEST GREEN INDUSTRIAL PARK LLC BUYER: JLT LEASING, LLC SQUARE FEET: 1,920 ACRES: 0.044 ADDRESS: 6671 N.W. SIXTH DRIVE, DES MOINES DATE: DEC. 6, 2019 PRICE: \$380,000 SELLER: HEUERMANN, LAWRENCE BUYER: MORROW INVESTMENTS, LLC SQUARE FEET: 5,360 ACRES: 0.553 ADDRESS: 175 S. NINTH ST., SUITE 465, WEST DES MOINES DATE: DEC. 6, 2019 PRICE: \$165,000 SELLER: ELVIRA WAREHOUSE LLC BUYER: HOUSBY, MICHAEL A. SQUARE FEET: 1,920 ACRES: 0.044 ADDRESS: 2035 E. OVID AVE., DES MOINES DATE: DEC. 6, 2019 PRICE: \$1,825,000 SELLER: FOREST SIDING SUPPLY, INC BUYER: PETERSON VENTURES LLC SQUARE FEET: 38,768 ACRES: 2.479 ADDRESS: 3721 INDIANOLA AVE., DES MOINES DATE: DEC. 9, 2019 PRICE: \$2,300,000 SELLER: ERIC & CAROL ZIEL JOINT | REVOCABLE TRUST BUYER: ELSIE RAE HOLDINGS LLC SQUARE FEET: 33,768 ACRES: 1.571 ADDRESS: 1313 E. 23RD ST., DES MOINES DATE: DEC. 9, 2019 PRICE: \$75,000 SELLER: LIBERTY PROPERTY HOLDINGS LLC BUYER: BAK RENTALS LLC SQUARE FEET: 3,024 ACRES: 0.152 ADDRESS: 1020 E. 12TH ST., DES MOINES DATE: DEC. 9, 2019 PRICE: \$50,000 SELLER: LOPEZ CASTRO, RAQUEL A. BUYER: PAZ-GARCIA, BRENDA Y. SQUARE FEET: 4,230 ACRES: 0.051 ADDRESS: 175 S. NINTH ST., SUITE 610, WEST DES MOINES DATE: DEC. 11, 2019 PRICE: \$192,000 SELLER: WEST GREEN INDUSTRIAL PARK LLC BUYER: UNIVERSITY GROUP LLC SQUARE FEET: 1,920 ACRES: 0.044 ADDRESS: 3232 HUBBELL AVE., DES MOINES DATE: DEC. 11, 2019 PRICE: \$305,000 SELLER: HERRIGAN, JOHN A. BUYER: HIGH STREET RENTALS, LLC SQUARE FEET: 3,390 ACRES: 1.106 |
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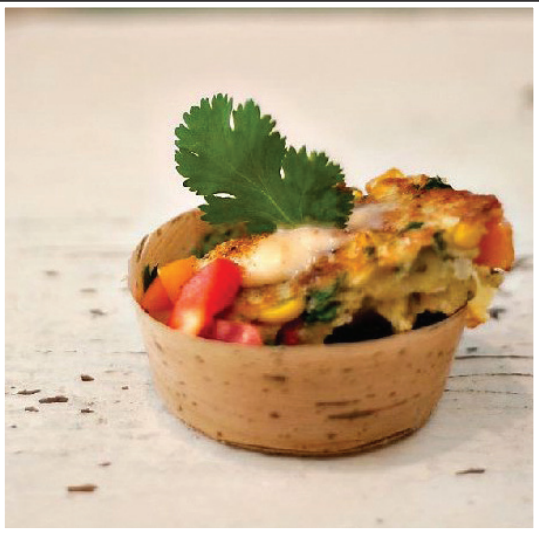


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