

CITYVIEW'S

BUSINESS JOURNAL



Making **VIRTUAL** meetings work

Local businesses look to videoconference solutions during the pandemic. Learn which one may be right for you.

By Tammy Pearson

While COVID-19 has disrupted “business as usual” in many ways, it has perhaps most drastically changed the way we communicate. Many face-to-face meetings have been eliminated, and businesses of all sizes have embraced videoconferencing as the next best option to gathering around the conference table. Some rely on virtual meetings to keep their teams updated, to connect with remote workers and/or to build relationships with customers.

FEATURE

"We went from a workforce that was 80-90 percent on premises to 80-90 percent working at home," says Scott D. Breitman, president of Dymin Systems, Inc. in Urbandale.

The shift was dramatic and sudden as concerns about COVID-19 had many businesses scrambling to get staff members set up to work remotely, which meant quickly fulfilling equipment and software needs.

Dymin Systems' business customers were "hit with a flood of chaos," says Breitman.

In high demand initially were laptops for employees to take home, he says. "We sold and rented out a lot of laptops."

Some businesses, such as Baer Law Office in Des Moines, closed to the public altogether.

"Our office has been closed to the public since March because we have some high risk team members," says Kim Baer. "As a result, almost all of our meetings have been via Zoom, Skype of conference call. It has worked really well — much better than I anticipated."

Baer says she has used Zoom for client meetings, depositions and mediations. "We used it because it was free and very user friendly. The court system uses GoToMeetings for hearings and even for some trials. Both Zoom and GoToMeeting have good sound quality, which is critical for hearings."

Popular options

The best videoconferencing option for a business depends on its needs, say industry leaders. Businesses should consider number of meeting participants and video streams that must be accommodated, the quality of the video and audio and options such as dial-in, screen sharing, document sharing, recording, chat options, ease of integration with other programs, ability to collaborate and equipment requirements.

If all participants in a video conference are joining through an app, then they simply need a smartphone or tablet. However, if participants need to be able to join an actual meeting being held in a conference room, the meeting room may need cameras and microphones for transmitting and monitors and speakers to allow in-person attendees to see and hear remote attendees.

For those businesses using Office 365, Microsoft Teams is the go-to choice for videoconferencing since it integrates with Office 365, says James White, business support technician at Little Dog Tech in West Des Moines. Business News Daily ranked Microsoft Teams as the best option for integration when it reviewed videoconferencing options.

Many larger companies, which depend on internal collaboration, are using Microsoft Teams, says

Breitman; however, the majority of smaller businesses are opting for Zoom.

"Zoom doesn't require a lot of technical know-how. Anyone can adopt and use it. It's by far the most popular option," he says.

Business News Daily found Zoom to be the "Best Overall" videoconferencing tool because it "offers services and plans that can fit into the budget of all businesses." Business News Daily also cited the platform for its ease of use and variety of tools, including dial in, recording, screen sharing and messaging. Zoom offers free versions and low-cost versions of less than \$20 per host.

Some smaller businesses may find GoToMeeting as the best option, suggests Business News Daily. Since it limits video streams to 25, it is less suited for larger businesses. The platform allows the meeting host to mute and unmute attendees and decide whose video feeds are shown. Other features make it effective, including "screen sharing, recording, drawing tools, meeting locks, transcriptions and messaging." It is simple to use and integrates with Outlook and Google Calendar. It offers a free trial period and a variety of plans, including ones that can be customized for \$18-\$47.20 per host per month.

For companies looking for the "limousine" of videoconferencing platforms, Webex is a common choice, says White. Its additional "essential controls" provide managers with additional information and reports and includes training. The audio and video quality is also significantly better than platforms such as Zoom, he says.

For videoconferencing that must include cloud collaboration, Business News Daily says Webex is ideal with two different platforms: Webex Meetings and Webex Teams.

"What's nice about Webex is that, while the plans differ in how many people can attend a video meeting at one time, all of the service's features are included in each plan," Business News Daily noted in its review. Plans range from \$14.95 to \$29.95 per host per month. The Webex Teams app allows for further collaboration among employees.



Kim Baer of Baer Law Office in Des Moines says she relies heavily on videoconferencing since her office has been closed to the public due to the pandemic.

The technicalities

In order to use videoconferencing, a business must have adequate Internet bandwidth. With businesses using Internet for a wide array of purposes other than videoconferencing, available bandwidth may be limited.

"Businesses today rely on the Internet for a host of needs," according to Business News Daily. "Besides

searching online and accessing critical programs like Microsoft Office and G Suite, some businesses use the Internet to run their phone service and process credit card payments. Adding video conferencing into the mix puts another large strain on bandwidth use."

"Anybody with poor Internet connection is really suffering now," says White of Little Dog Tech. Unfortunately, there isn't much one can do with limited Internet options available — especially in rural areas, he says.

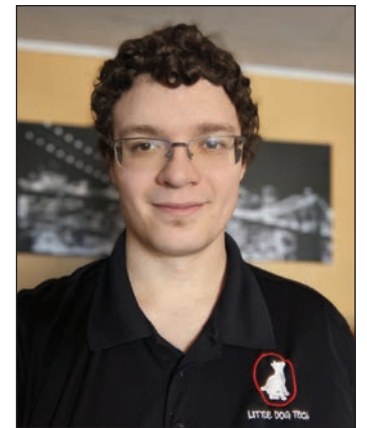
Ideally, a business wanting the best videoconferencing experience would have a fiber optic line run to the business, but that is costly and the waiting period to get the work done can be months, says White.

Hardware-wise, many business owners were surprised to find that they needed webcams, which have been in short supply, says White. "People assume laptops have webcams, but a lot don't have them."

"From April to August, we couldn't find webcams and had to order them from China," says Breitman.

"We did not have built-in cameras on all of our computers, so we had to invest in cameras with microphones," says Baer. "Early on, we would find that the Zoom calls might freeze if we had the setting on high definition. I recently had a mediation for a car accident case where my client was only able to use the call-in feature due to the fact that he still had a flip phone. We always work with our clients ahead of the videoconference to make sure they have the app downloaded and a laptop or phone that will accommodate the app," she says.

White has other suggestions for those wanting to improve their videoconferencing experience. If possible, connect with a cable instead of wi-fi, upgrade servers so they are less prone to hacking, and be sure to have antivirus protection on computers.



James White, business support technician at Little Dog Tech in West Des Moines, says webcams were in high demand when the pandemic hit and more people began to work from home.

Security and privacy

As videoconferencing has grown in popularity, some lessons about security and privacy have been learned the hard way. Some have found, when sharing meeting links openly, that uninvited — and unwanted — guests can simply click on the link when coming across it and proceed to disrupt the meeting.

Initial security issues with Zoom have been “ironed out,” says White. Meetings are now password protected.

“Initially, no password was needed, so people randomly joined meetings and wreaked havoc,” says White. “You heard stories of kids paying to have Zoom class meetings crashed.”

However, those issues have been resolved.

“I have had a few clients not really trust the security of a separate room on Zoom,” says Baer.

“I understand that, when you are speaking with your attorney about strategy or personal issues, that security is a priority. In those cases, I have arranged to speak to my client on a separate telephone line to ensure that our conversations were private. We have also had some clients attend Zoom meetings using their phone from our parking lot, which allowed us to go out and chat with them outside during breaks,” she says.

“At the end of the day, keeping everyone safe and healthy has to be the priority,” she says.

To help prevent disruptions to meetings, Judith Bitterli, in her blog at www.mcafee.com, suggests ensuring that participants can't take control of the screen to subvert the meeting.

“Select the option to block everyone except the host from screen sharing,” she advises. She also encourages users to turn on automatic updates so any new security patches will be installed.

While many people do not read or pay much attention to privacy policies, Bitterli urges users to be aware of what information is being gathered about the user and the meeting.

“Another privacy concern was brought to light by a video conferencing tool's attention-tracking feature,” she says. “This alerts the virtual meeting host when an attendee hasn't had the meeting window in their device foreground for 30 seconds, resulting in users feeling that their privacy has been compromised.”

The additional tools provided by Webex, for example, allow employers to monitor what employees are doing, says White.

When researching which video conferencing tools to use, Bitterli says to be sure to choose one with end-to-end encryption.

“This ensures that only meeting participants have the ability to decrypt secure meeting content,” she says.

The bottom line is that participants in videoconferences should be aware of whom is in the meeting and reminded that the meeting can be recorded and shared.

“I think the best advice I could offer is not to say anything on a videoconference that you would not want the entire group to hear,” says Baer. “You might not always be muted. Also remember that the call may be recorded as this is a standard feature. Discretion is always advised, especially if you are discussing things that could later lead to a lawsuit, for example, the termination or discipline of an employee.”

Don't get too comfortable

For people joining in meetings from home, Breitman says “the biggest risk is being too comfortable in your home.” He discourages people from being underdressed for virtual meetings and suggests they carefully examine their background for inappropriate items.

“You're a reflection on the organization whether you like it or not,” Breitman says. “My advice for Zoom calls is to make your environment look as professional as possible, so it appears you are in an office, even if you have to back the desk into the corner so nothing is behind you. Your background shouldn't distract from the meeting.”

Other common tips on videoconferencing etiquette include:

- Don't be late. It's never good to interrupt a meeting by showing up late, and it is evident on a video call when someone logs in after the meeting has started.
- Turn on the camera. While you may have an option to not log in with the video feed, colleagues want to see that you are engaged in the meeting.
- Sit still. If you are fidgeting or moving around or doing other tasks, you will distract others and look unprofessional.
- No eating. Again, you will be distracting others if you are eating. If you wouldn't be doing it during an in-person meeting, don't do it during a virtual meeting.
- Take care of potential distractions prior to the meeting. Close the office door, arrange for kids and pets to be occupied so they are not interrupting, warn others you are on a call and don't want to be interrupted, etc.

The future is in the cloud

Breitman anticipates that remote work will continue to be used significantly since businesses have made updates to make it happen.

“The focus is shifting from hardware to device and enterprise security,” he says.

With people working remotely, device and document security has become more

important than ever. “If someone loses a laptop, IT has to be able to wipe it clean remotely.”

In order to not have sensitive or confidential documents being stored on computers and downloaded on remote computers, many businesses are moving to sharing documents via links so a copy is not on the computer itself but is stored in the cloud.

One of the biggest hurdles faced by companies moving staff to working remotely was updating phone systems, says Breitman.

Adopting cloud-based or public cloud-based phone systems allow for people to use apps to convert their smart phones to work similarly to a desk phone, with ability to transfer calls, put callers on hold, etc.

“With software as a service, it lives on the cloud,” says Breitman, so phone system software, for example, can be accessed remotely rather than being on devices.

Now that many businesses have made the upgrades and equipment and software changes that made remote work possible, Breitman says he anticipates that a significant portion of the workforce will remain in remote roles.

And that means videoconferencing is likely to play a greater role in doing business post-COVID-19 than prior to the pandemic. ■

Sources: www.businessnewsdaily.com/9556-best-video-conference-services.html, Judith Bitterli, in her blog at www.mcafee.com.



Scott D. Breitman, president of Dymin Systems, Inc., in Urbandale, says that videoconferencing will continue to be part of business for many.

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COMMERCIAL REAL ESTATE

COMMERCIAL REAL ESTATE TRANSACTIONS IN POLK COUNTY FROM NOV. 2, 2020, THROUGH DEC. 15, 2020.

974 73RD ST., UNIT 8, WINDSOR HEIGHTS
SALE DATE: NOV. 2, 2020
SALE PRICE: \$127,250
SELLER: IOWA SERVICE OF PROCESS LLC
BUYER: OLIVER, MICHAEL B.
SQUARE FEET: 1,250
ACRES: 0.107

3022 S.E. 14TH ST., DES MOINES
SALE DATE: NOV. 2, 2020
SALE PRICE: \$375,000
SELLER: TWW PROPERTY LLC
BUYER: SCARLETT PROPERTIES LLC
SQUARE FEET: 2,990
ACRES: 0.605

1430 EIGHTH ST., DES MOINES
SALE DATE: NOV. 3, 2020
SALE PRICE: \$82,500
SELLER: HUGHES, NENITA
BUYER: SOWADA, JOHN
SQUARE FEET: 2,430
ACRES: 0.167

6015 GRAND AVE., DES MOINES
SALE DATE: NOV. 3, 2020
SALE PRICE: \$81,250
SELLER: MARJORIE SCHWARZ TRUST
BUYER: SCARLETT & COMPANY LLC
SQUARE FEET: 5,364
ACRES: 0.99

6015 GRAND AVE., DES MOINES
SALE DATE: NOV. 3, 2020
SALE PRICE: \$81,250
SELLER: STEVEN O. HERNDON
REVOCABLE TRUST
BUYER: SCARLETT & COMPANY LLC
SQUARE FEET: 5,364
ACRES: 0.99

3455 S.E. GATEWAY DRIVE, GRIMES
SALE DATE: NOV. 5, 2020
SALE PRICE: \$2,480,040
SELLER: COLLECTIVE INVESTMENT MANAGEMENT LTD.
BUYER: HY-VEE, INC.
SQUARE FEET: 0
ACRES: 9.097

515 28TH ST., DES MOINES
SALE DATE: NOV. 5, 2020
SALE PRICE: \$526,500
SELLER: WE CAN BUILD IT LC
BUYER: SPOT 515 LLC
SQUARE FEET: 12,100
ACRES: 0.319

106 SECOND ST. S.E., ALTOONA
SALE DATE: NOV. 6, 2020
SALE PRICE: \$275,000
SELLER: JMT PROPERTIES LLC
BUYER: EBJN UNLIMITED LLC
SQUARE FEET: 2,972
ACRES: 0.144

9121 WINDSOR PARKWAY, JOHNSTON
SALE DATE: NOV. 9, 2020
SALE PRICE: \$425,000
SELLER: HARVEST INVESTMENTS LLC
BUYER: JERRY'S HOMES INC.
SQUARE FEET: 0
ACRES: 4.223

6015 GRAND AVE., DES MOINES
SALE DATE: NOV. 10, 2020
SALE PRICE: \$81,250
SELLER: RONALD AND LOUISE HERNDON
JOINT REVOCABLE TRUST
BUYER: SCARLETT & COMPANY LLC
SQUARE FEET: 5,364
ACRES: 0.99

1801 GRAND AVE., WEST DES MOINES
SALE DATE: NOV. 11, 2020
SALE PRICE: \$362,000
SELLER: LARRY C. BOOK AND ALICE M. BOOK REV. TRUST
BUYER: OMW LLC
SQUARE FEET: 2,020
ACRES: 0.517

2617 S.W. NINTH ST., DES MOINES
SALE DATE: NOV. 11, 2020
SALE PRICE: \$149,900
SELLER: SOLUTIONS NOW LLC
BUYER: BING LLC
SQUARE FEET: 1,200
ACRES: 0.143

6015 GRAND AVE., DES MOINES
SALE DATE: NOV. 13, 2020
SALE PRICE: \$81,250
SELLER: PHYLLIS M. WOODS TRUST
BUYER: SCARLETT & COMPANY LLC
SQUARE FEET: 5,364
ACRES: 0.99

9625 HICKMAN ROAD, URBANDALE
SALE DATE: NOV. 16, 2020
SALE PRICE: \$427,730
SELLER: RAMSEY DEVELOPMENT CO.
BUYER: LITHIA REAL ESTATE, INC.
SQUARE FEET: 71,994
ACRES: 13.596

1510 N.E. 46TH AVE., DES MOINES
SALE DATE: NOV. 16, 2020
SALE PRICE: \$1,000,000
SELLER: IMPERIAL PROPERTIES INC.
BUYER: CROWN HOLDINGS LLC
SQUARE FEET: 12,000
ACRES: 0.958

2404 ROBINSON AVE. N.E., BONDURANT
SALE DATE: NOV. 16, 2020
SALE PRICE: \$427,730
SELLER: BONDURANT BUSINESS PARK LLC
BUYER: AV COMMERCIAL HOLDINGS LLC
SQUARE FEET: 0
ACRES: 2.182

1511 HIGH ST., DES MOINES
SALE DATE: NOV. 17, 2020
SALE PRICE: \$1,225,000
SELLER: NGUYEN, AILIN
BUYER: JAW PROPERTIES LLC
SQUARE FEET: 7,917
ACRES: 0.412

718 N.E. GRANT ST., ANKENY
SALE DATE: NOV. 18, 2020
SALE PRICE: \$600,000
SELLER: MAK INVESTMENTS INC.
BUYER: NEW HORIZONS ADULT DAY CENTER
SQUARE FEET: 10,585
ACRES: 0.966

709 34TH AVE. S.W., ALTOONA
SALE DATE: NOV. 18, 2020
SALE PRICE: \$2,475,000
SELLER: ALTOONA LION DEVELOPMENT GROUP LLC
BUYER: SANAV ALTOONA PROPERTIES LLC
SQUARE FEET: 11,070
ACRES: 1.061

5901 ASHWORTH ROAD, WEST DES MOINES
SALE DATE: NOV. 18, 2020
SALE PRICE: \$1,050,000
SELLER: TRAVE GROUP LLC
BUYER: DARALEE LLC
SQUARE FEET: 6,000
ACRES: 0.776

1124 26TH ST., DES MOINES
SALE DATE: NOV. 18, 2020
SALE PRICE: \$150,000
SELLER: KOSHY HOLDINGS LLC
BUYER: INVEST DSM, INC.
SQUARE FEET: 3,084
ACRES: 0.132

Former Sears real estate at Merle Hay Mall...
The real estate formerly occupied by a Sears department store, 4000 Merle Hay Road, was purchased by an affiliate of Merle Hay Mall's owners, Merle Hay Anchors LLC, on Nov. 18, 2020 for \$2.8 million, according to Polk County Assessor records. The building boasts 230,673 square feet and sits on more than 13 acres. Merle Hay Anchors also owns the former Younkers site at 3800 Merle Hay Road, which will soon be home to the Des Moines Buccaneers ice hockey team. The Sears mall store closed two years ago.

4000 MERLE HAY ROAD, DES MOINES
SALE DATE: NOV. 18, 2020
SALE PRICE: \$2,800,000
SELLER: TF DES MOINES IA LLC
BUYER: MERLE HAY ANCHORS LLC
SQUARE FEET: 230,673
ACRES: 13.07

2009 N.W. HICKORY LANE, ANKENY
SALE DATE: NOV. 19, 2020
SALE PRICE: \$500,000
SELLER: 2009 N.W. HICKORY LN. HSG. COOP ASSOC.
BUYER: TT & C COOPERATIVE HOUSING
SQUARE FEET: 7,800
ACRES: 0.589

3410 FOURTH ST., DES MOINES
SALE DATE: NOV. 19, 2020
SALE PRICE: \$53,000
SELLER: FISK, ERIK
BUYER: RODRIGUEZ, OMAR
SQUARE FEET: 2,598
ACRES: 0.177

4475 N.E. THIRD ST., DES MOINES
SALE DATE: NOV. 19, 2020
SALE PRICE: \$1,850,000
SELLER: BRYANT, BILLY H. ESTATE
BUYER: 6450 LLC
SQUARE FEET: 26,356
ACRES: 12.083

Kum & Go in Ankeny...
The real estate at 165 S.W. Magazine Road, Ankeny sold to 3DI Inc. on Nov. 20, 2020, according to Polk County Assessor records. The Grimes-based company paid Capo Holdings \$5.6 million for the building with 4,884 square feet sitting on 2.2 acres. A Kum & Go convenience store is listed as the occupant of the property.

165 S.W. MAGAZINE ROAD, ANKENY
SALE DATE: NOV. 20, 2020
SALE PRICE: \$5,630,930
SELLER: CAPO HOLDINGS LLC
BUYER: 3DI INC.
SQUARE FEET: 4,884
ACRES: 2.223

1407 N.W. LAUREL ST., ELKHART
SALE DATE: NOV. 20, 2020
SALE PRICE: \$675,000
SELLER: PEAK DEVELOPMENT CORP.
BUYER: TANAM, LLC
SQUARE FEET: 0
ACRES: 6.004

1000 73RD ST., UNIT 21, WINDSOR HEIGHTS
SALE DATE: NOV. 20, 2020
SALE PRICE: \$96,000
SELLER: MICHAEL J. HART M.D. P.C.
BUYER: YANG, YAXIONG
SQUARE FEET: 1,775
ACRES: 0.138

12 10TH ST., DES MOINES
SALE DATE: NOV. 20, 2020
SALE PRICE: \$1,100,000
SELLER: 10TH ST. PARKING LLC
BUYER: COLAMAN RE HOLDINGS LLC
SQUARE FEET: 0
ACRES: 1.388

110 10TH ST., DES MOINES
SALE DATE: NOV. 20, 2020
SALE PRICE: \$10,500,000
SELLER: 10TH ST. LOFTS LLLP
BUYER: 110-112 10TH ST. LLC
SQUARE FEET: 89,700
ACRES: 0.709

320 S.E. GATEWAY CIRCLE, GRIMES
SALE DATE: NOV. 23, 2020
SALE PRICE: \$311,300
SELLER: WILLIAM C. KNAPP LC
BUYER: SSD PROPERTIES LLC
SQUARE FEET: 0
ACRES: 2.828

974 73RD ST., UNIT 43, WINDSOR HEIGHTS
SALE DATE: NOV. 23, 2020
SALE PRICE: \$130,000
SELLER: ALINA ROSELLI HAIR DESIGN LLC
BUYER: KOBLISKA, JILL
SQUARE FEET: 1,250
ACRES: 0.107

902 E. FIRST ST., ANKENY
SALE DATE: NOV. 24, 2020
SALE PRICE: \$33,200,000
SELLER: WANDA MANOR COOPERATIVE
BUYER: LAKE SHORE OWNER LLC
SQUARE FEET: 281,870
ACRES: 16.673

202 N.E. TRILEIN DRIVE, ANKENY
SALE DATE: NOV. 24, 2020
SALE PRICE: \$2,150,000
SELLER: ANKENY MANOR COOPERATIVE
BUYER: LAKE SHORE PLACE OWNER LLC
SQUARE FEET: 24,864
ACRES: 1.22

2701 S.E. PEACHTREE DRIVE, ANKENY
SALE DATE: NOV. 24, 2020
SALE PRICE: \$1,375,000
SELLER: PEACHTREE APARTMENTS COOPERATIVE
BUYER: PEACH TREE ANKENY OWNER, LLC
SQUARE FEET: 15,496
ACRES: 1.438

725 N.E. FIFTH ST., ANKENY
SALE DATE: NOV. 24, 2020
SALE PRICE: \$10,900,000
SELLER: WANDA MANOR COOPERATIVE
BUYER: LAKE SHORE PARK OWNER LLC
SQUARE FEET: 118,277
ACRES: 7.363

404 SANDPIPER COURT, POLK CITY
SALE DATE: NOV. 24, 2020
SALE PRICE: \$4,400,000
SELLER: SAYLORVILLE LAKESIDE COOPERATIVE
BUYER: SAYLORVILLE LAKESIDE OWNER LLC
SQUARE FEET: 47,238
ACRES: 3.023

10190 HICKMAN COURT, CLIVE
SALE DATE: NOV. 25, 2020
SALE PRICE: \$800,000
SELLER: HICKMAN FLEX LC
BUYER: BARTLETT PROPERTIES LLC
SQUARE FEET: 12,000
ACRES: 1.234

720 EIGHTH ST. S.E., ALTOONA
SALE DATE: NOV. 25, 2020
SALE PRICE: \$5,300,000
SELLER: CENTENNIAL PLACE COOPERATIVE HOUSING ASSOCIATION
BUYER: TMG JACKSON LLC
SQUARE FEET: 87,416
ACRES: 4.841

6799 N.E. 14TH ST., ANKENY
SALE DATE: NOV. 25, 2020
SALE PRICE: \$898,000
SELLER: SCOTT, LINDA A.
BUYER: PERFICUT PARTNERS LLC
SQUARE FEET: 3,168
ACRES: 6.322

5814 HICKMAN ROAD, DES MOINES
SALE DATE: NOV. 25, 2020
SALE PRICE: \$225,000
SELLER: BARKER BARKER BARGER LLC
BUYER: JANA INVESTMENTS, LLC
SQUARE FEET: 1,232
ACRES: 0.296

2625 VINE ST., WEST DES MOINES
SALE DATE: NOV. 26, 2020
SALE PRICE: \$7,892,260
SELLER: KESTERSON INVESTMENT CORP.
BUYER: FAIRMEADOWS COMMUNITY LLC
SQUARE FEET: 93,921
ACRES: 7.025

2907 DOUGLAS AVE., DES MOINES
SALE DATE: NOV. 27, 2020
SALE PRICE: \$275,000
SELLER: FUNDAMENTAX FINANCIAL SERVICES LLC
BUYER: 2907 DOUGLAS LLC
SQUARE FEET: 3,000
ACRES: 0.424

6315 HICKMAN ROAD, DES MOINES
SALE DATE: NOV. 27, 2020
SALE PRICE: \$1,280,000
SELLER: MY IOWA HOMES LLC
BUYER: TKKT, LLC
SQUARE FEET: 19,344
ACRES: 0.515

116 FIRST AVE. N., ALTOONA
SALE DATE: NOV. 30, 2020
SALE PRICE: \$615,370
SELLER: JOHNSTON, ROBERT E.
BUYER: JOHNHOPP LLC
SQUARE FEET: 6,600
ACRES: 0.771

1731 HIGH ST., DES MOINES
SALE DATE: NOV. 30, 2020
SALE PRICE: \$764,000
SELLER: ROBBINS PROPERTIES LLC
BUYER: GATEWAY HILL LLC
SQUARE FEET: 11,440
ACRES: 0.473

4315 N.E. 23RD AVE., DES MOINES
SALE DATE: NOV. 30, 2020
SALE PRICE: \$479,000
SELLER: EASTWOOD ESTATES LLC
BUYER: DES MOINES MHP LAND LLC
SQUARE FEET: 0
ACRES: 20.5

1967 HULL AVE., DES MOINES
SALE DATE: NOV. 30, 2020
SALE PRICE: \$501,000
SELLER: ARCHER-DANIELS-MIDLAND COMPANY
BUYER: AG & EG, LLC
SQUARE FEET: 5,040
ACRES: 2.407

Walgreens real estate sells...
West Des Moines Property Investors LLC paid \$6.6 million for the West Des Moines property at 1660 22nd St. on Nov. 30, according to Polk County Assessor records. The seller of the 14,418-square-foot building that sits on more than 1.7 acres is listed as 1660 West Des Moines LLC. Walgreens is listed as the building's occupant.

1660 22ND ST., WEST DES MOINES
SALE DATE: NOV. 30, 2020
SALE PRICE: \$6,660,000
SELLER: 1660 WEST DES MOINES LLC
BUYER: WEST DES MOINES PROPERTY INVESTORS LLC
SQUARE FEET: 14,418
ACRES: 1.748

2401 HIGH ST., DES MOINES
SALE DATE: DEC. 1, 2020
SALE PRICE: \$340,000
SELLER: HOMELAND REAL ESTATE LLC
BUYER: RODRIGUEZ, JESUS A.
SQUARE FEET: 3,376
ACRES: 0.152

209 S.W. CHERRY ST., ANKENY
SALE DATE: DEC. 1, 2020
SALE PRICE: \$453,000
SELLER: MIDAS INVESTMENTS LLC
BUYER: YOUNGPRO PROPERTIES LLC
SQUARE FEET: 3,416
ACRES: 0.252

334 S.W. EIGHTH ST., DES MOINES
SALE DATE: DEC. 1, 2020
SALE PRICE: \$2,750,000
SELLER: HUBBELL REALTY COMPANY
BUYER: STORAGE FIVE DES MOINES LLC
SQUARE FEET: 76,020
ACRES: 1.304

130 FIFTH ST., WEST DES MOINES
SALE DATE: DEC. 3, 2020
SALE PRICE: \$250,000
SELLER: NARLAND, DENNIS
BUYER: BTC INVESTMENTS LLC
SQUARE FEET: 2,376
ACRES: 0.066

2040 HULL AVE., DES MOINES
SALE DATE: DEC. 4, 2020
SALE PRICE: \$950,000
SELLER: BBRE LLP
BUYER: METRO FIBERNET LLC
SQUARE FEET: 16,100
ACRES: 2.055

1425 METRO EAST DRIVE, UNIT 109, PLEASANT HILL
SALE DATE: DEC. 4, 2020
SALE PRICE: \$125,000
SELLER: G & S OFFICE MACHINES LLC
BUYER: SUNSTONE ORGANICS LLC
SQUARE FEET: 1,250
ACRES: 0.12

1201 S.W. STATE ST., ANKENY
SALE DATE: DEC. 7, 2020
SALE PRICE: \$2,875,000
SELLER: DRA PROPERTIES LC
BUYER: K AND N HOLDINGS, LLC
SQUARE FEET: 17,487
ACRES: 2.493

SMALL BUSINESS ADMINISTRATION LOANS

Borrower Name	City	County	Cong. District	\$ Amount	Jobs Created	Jobs Retained	Existing Jobs	New vs. Existing	Business Type
Happy Home Respite Services LLC	CENTERVILLE	APPANOOSE	02	\$108,900	0	2	2	EXISTING BUSINESS	Child Day Care Services
Core Family Chiropractic, PLLC	Cedar Falls	BLACK HAWK	01	\$175,500	3	1	1	NEW BUSINESS	Offices of Chiropractors
SCP ENTERPRISE LLC	AMES	BOONE	04	\$30,000	1	1	1	NEW BUSINESS	All Other Specialty Trade Contractors
Rider Property, LLC	Cherokee	CHEROKEE	04	\$393,000	0	0	7	EXISTING BUSINESS	Offices of Dentists
Bruschmann, Inc.	Cherokee	CHEROKEE	04	\$274,700	0	1	1	NEW BUSINESS	Insurance Agencies and Brokerages
Spencer a Melvin LLC	Clinton	CLINTON	02	\$50,000	0	1	1	NEW BUSINESS	General Automotive Repair
Big Dutch Business, LLC	Waukee	DALLAS	03	\$2,291,000	3	24	24	EXISTING BUSINESS	Offices of Optometrists
Burlington Stage Lines, LTD	West Burlington	DES MOINES	02	\$1,945,000	0	120	120	EXISTING BUSINESS	Charter Bus Industry
James Madison Hotels Inc.	DUBUQUE	DUBUQUE	01	\$1,660,500	9	9	0	NEW BUSINESS	Hotels (except Casino Hotels) and Motels
Fuel Express Food Mart Inc.	Dubuque	DUBUQUE	01	\$1,410,000	0	20	20	NEW BUSINESS	Gasoline Stations with Convenience Stores
Pressed Friends LLC	IOWA CITY	JOHNSON	02	\$101,700	10	0	0	NEW BUSINESS	Limited-Service Restaurants
BDA LLC	CEDAR RAPIDS	LINN	01	\$610,000	4	0	2	NEW BUSINESS	Gasoline Stations with Convenience Stores
Schmueck Hut, LLC	Cedar Rapids	LINN	01	\$308,000	3	0	1	NEW BUSINESS	Pet Care (except Veterinary) Services
Elite Stone Fabrications, LLC	Lisbon	LINN	01	\$521,500	0	34	34	NEW BUSINESS	Cut Stone and Stone Product Manufacturing
SIEBRING MANUFACTURING, INC.	GEORGE	LYON	04	\$150,000	0	13	13	EXISTING BUSINESS	All Other Miscellaneous General Purpose Machinery Manufacturing
J. Wanders Meat Processing, L.L.C.	Otley	MARION	02	\$74,000	2	2	0	NEW BUSINESS	Animal (except Poultry) Slaughtering
Mark Crop Gen 3, Inc.	Le Mars	PLYMOUTH	04	\$1,611,500	0	4	4	NEW BUSINESS	Insurance Agencies and Brokerages
CHM, LLC	DES MOINES	POLK	03	\$210,000	5	0	0	NEW BUSINESS	Administration of Urban Planning and Community, Rural Dev.
Iowa Integrated Spine Care PLLC	Des Moines	POLK	03	\$84,600	1	1	1	NEW BUSINESS	Offices of Chiropractors
CHM, LLC	DES MOINES	POLK	03	\$40,000	5	0	0	NEW BUSINESS	Administration of Urban Planning and Community, Rural Dev.
BL Holding Company LLC	Grimes	POLK	03	\$935,000	3	0	4	EXISTING BUSINESS	Offices of Dentists
Cornerstone Dental Group	POLK CITY	POLK	03	\$775,700	2	1	8	EXISTING BUSINESS	Offices of Dentists
Veterinary Enterprises, P.C.	URBANDALE	POLK	03	\$223,700	17	17	17	EXISTING BUSINESS	Veterinary Services
Veterinary Enterprises, P.C.	URBANDALE	POLK	03	\$50,000	17	17	17	EXISTING BUSINESS	Veterinary Services
Steak n Shake Iowa LLC	West Des Moines	POLK	03	\$750,000	16	0	0	NEW BUSINESS	Limited-Service Restaurants
ROADWAY DYNAMICS INC.	WEST DES MOINES	POLK	03	\$15,000	0	0	2	NEW BUSINESS	Remediation Services
EASA Enterprises Inc	Council Bluffs	POTTAWATTAMIE	03	\$254,100	0	23	0	EXISTING BUSINESS	General Freight Trucking, Local
Fundamental Manufacturing Systems, LLC	Bettendorf	SCOTT	02	\$200,000	0	3	3	NEW BUSINESS	Employment Placement Agencies
MIKE'S TIRE AND ALIGNMENT, INC	Ottumwa	WAPELLO	02	\$350,000	0	0	9	EXISTING BUSINESS	General Automotive Repair
Goering Properties LLC	Milo	WARREN	03	\$991,000	10	0	16	EXISTING BUSINESS	Animal (except Poultry) Slaughtering

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JANUARY 2021 | CITYVIEW | 33