

A free resource for the central Iowa business community

CITYVIEW'S

BUSINESS JOURNAL



Snap, crackle, pop – KA-BOOM!

Central Iowa vendors learn
the fireworks business.

By Melissa Walker

Two years after the Iowa Legislature opened the doors for the sale of fireworks within the state's borders, vendors say they're focused on how to make their venture profitable and to set themselves apart from their competitors.

State fire marshal officials and vendors say most kinks have been resolved, as fireworks sellers continue to learn the tricks of the trade in this relatively new business opportunity in the state. Some have started to get more technologically savvy, while others seek out better products for customers.

Jon Ide operates Big Bang Fury Fireworks in two tent locations, one in Clive and one in Polk City. He started the business to help raise money for retirement.

Learn the requirements

Businesses can sell first-class and second-class consumer fireworks. This includes aerial shell kits, missile-type rockets, roman candles, cone fountains, sparklers, ground spinners and illuminating torches.

Fireworks sellers are required to apply for and receive a license from the state in order to operate in Iowa. The cost of a seller's license ranges from \$400 to \$1,000 depending on the type and size of structure. Wholesalers pay a \$1,000 license fee.

Fireworks sales are legal through July 8 for both temporary (tents) and permanent structures. Sellers who have a license and a permanent structure can also sell between Dec. 10 and Jan. 3.

Chris McAninch has operated Shootersfireworks.com since 2017 in a building he owns in Grimes. He says the first year of sales was “an absolute nightmare” as both vendors and the fire marshal's office and inspectors tried to navigate the new terrain. He wasn't able to open his business until mid-June in 2017 and a week later in 2018, but everything seems to be smoothed out in 2019 with his license being issued on April 1.

“It was a learning curve for everybody,” he says.

The Iowa Legislature's action in 2017 made consumer fireworks sales legal for the first time in Iowa since 1938. Fireworks had been banned since that time after a fire caused by fireworks burned

down a section of Spencer, in northwest Iowa.

Iowa law also requires licensees to provide proof of at least \$1 million in commercial general liability insurance per location and cover the time period in which fireworks can be sold. If a community group is selling the fireworks for a retailer, they can be listed on the retailer's insurance, or the group can purchase its own insurance, according to the State Fire Marshal Division.

Initially, lawmakers tried to make the amount be \$5 million, which McAninch says was hard to come by from insurers, based on his experience. He worked with a local lawmaker on the fireworks bill and was able to get the amount of required insurance reduced.

Consider the competition

A total of 664 licenses were issued the first year fireworks sales were legal in Iowa, according to the State Fire Marshal's office. Sellers said they were surprised at how well they did, with many needing to restock their supplies before the season ended.

In 2018, many say the market was too saturated and sales were down. The State Fire Marshal issued 791 licenses that year.

Sellers hope this year's sales will be back up and have taken steps to set themselves apart from their competitors. As of June 18, 576 licenses were issued with a few more expected to trickle in, State Fire



Carolyn Bradley and her husband, Mark, own and operate the Saylorville Event Center, which they convert into Blazing Glory Fireworks during fireworks sales season.

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Marshal Dan Wood says.

Most, but not all, of these sellers are from out-of-state companies, he says.

Carolyn Bradley and her husband, Mark, own Blazing Glory Fireworks, which they operate out of their business, Saylorville Event Center in Des Moines. They opened in 2017 after working with friends who own a fireworks wholesalers business in Omaha. They also have two tent locations in Grimes.

Business was down in 2018 from the first year, Bradley says. She wasn't sure on the markup fireworks received, as she said her wholesaler pre-programs their cash registers for sales.

"We had a lot left over last year because it wasn't as good of a year with all of the tents that went up," she says.

Bradley says some businesses tried to price-gouge the first year that fireworks were legal in Iowa, but Blazing Glory sells its fireworks at prices comparable to Missouri prices.

Jon Ide, who started selling fireworks through tent locations with his business Big Bang Fury Fireworks in 2017, says he was shocked by how much he sold his first year. However, sales were down the second year. His two tents sold as much combined as one tent the first year. He hopes that buyers consider local tent owners over those from out-of-state companies that come in and aren't as invested in the community.

McAninch, in Grimes, will order for the upcoming fireworks season in September from a Missouri-based, family-oriented distributor who doesn't have tent sales. He based this year's order on his first year of sales. His distributor will have a demonstration shoot, where McAninch and other sellers can see the fireworks in action, grade them and make their purchases based on that.

He changed wholesalers after his first year when his distributor supplied a tent that started to compete with his friend's fireworks business in Creston.

"I don't want to buy from my enemy," he says of wholesalers who distribute to dozens or even hundreds of tents.

Get to know your buyers

A self-proclaimed pyrotechnician, McAninch began selling fireworks to combine pleasure and business. He says his interest in pyrotechnics sets his business apart from others because he only chooses "the best products and name brands," and has a wide array to meet all interests from novelty fireworks to large gram cakes and mortar tubes to electronic igniting systems. He also makes sure customers understand how to use the items they buy and how to keep the product safe.

McAninch spent months before the selling season getting the technology ready with barcodes that customers can scan on each product label, which then allows them to see a demonstration of the firework on either an Android phone or a television screen located inside Shootersfireworks.com.

"We want to be able to educate our people and let them know what they're getting and help them build their show," McAninch says.

He travels to a fireworks convention in August in Gillette, Wyoming, each year to learn from manufacturers and distributors about different products and make connections with sellers.

Ide also has a television screen set up for customers to see fireworks in action before they buy. He visits his competitors' tents and prices his fireworks to be the lowest.

"I'm doing high-end fireworks at the lowest price, and I hope to make up the difference based on what I sell," he explains.

Big Bang keeps computerized records of its products and inventory, which Ide used to determine his order for this year's fireworks season. He purchases from Red Rhino, a wholesaler in Joplin, Missouri. He continues to research wholesalers and read reviews to determine which sell the best products. He also watches live demonstrations and online videos when choosing products.

"We also talk to our customers, and they tell us what kind of stuff they want us to sell," he says. "I enjoy selling to people. They come in excited, and they leave happy. It's a lot of fun."



Chris McAninch opened Shootersfireworks.com in Grimes in 2017, the first year fireworks sales were legal in Iowa.

Ide can resupply his tents from his wholesaler, and anything he doesn't sell will be stored in a shipping container for the following season.

Vendors say fireworks have a long shelf life, as long as they are kept dry and away from flames.

Bradley says part of the reason she and her husband operate inside their building is so their products can be safe and potential customers can come indoors and take their time looking. Last year, storms damaged other vendors' tents, which resulted in lost product, she says.

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Fire Marshal's office regulates licenses

The State Fire Marshal's office oversees the licensing program, coordinates inspections and investigates potential violations of consumer retailer and consumer wholesale sites. About 30 fire departments statewide assist with inspections, Wood says.

During an inspection, someone from either the State Fire Marshal's office or a local fire department's fire marshal will review the building or tent's set-up and determine if it matches the plans that were submitted with the license. They'll ensure fire extinguishers are on site, exit signs and other signage are properly posted, and that products are set up appropriately. Tables must be a certain distance apart, and any fireworks that are out of their packages must have the fuses covered. Any tent locations must have a person located on site 24 hours a day, seven days a week.

The biggest safety concern is to ensure that there is no smoking or flame in the tent or building, Wood says.

The Bradleys, who operate Blazing Glory in Des Moines, attended a class offered by the State Fire Marshal's office so they could learn more about rules and regulations.

Most fireworks businesses are open before they undergo their inspection. When the inspector arrives

and notes an issue, the seller is required to fix it. Most items can be fixed on site in front of the inspector, Wood says.

Clay Garcia, the fire marshal for the cities of Windsor Heights and Clive, inspects the fireworks vendors for those two communities. This year, there is one tent location in Clive and two tent locations and one permanent structure in Windsor Heights. Only one has been inspected thus far, but all "have done a good job following guidelines in the past," he says.

"They have been very open and willing to have the fire department involved, and really, from the fire department standpoint, we're learning as we go along, as well," Garcia says.

Hundreds of items are checked, but overall safety of the structure and safety for customers is the top priority, he says.

Fireworks are a flammable product, so if one goes off, it will produce a flame that has the potential



Clay Garcia serves as fire marshal for Windsor Heights and Clive.

to light more, which is why there are separation requirements between products, and flammables have to stay away from the building or the tent, Garcia says.

"As long as there's no flame to ignite the source, they're relatively safe as long as they're displayed correctly," he says, adding that safety measures need to be taken to ensure that is the case. "The element of potential is great, but if the tent is maintained properly, and it meets all code, it is relatively safe. That's why we, as a fire department and the State Fire Marshal's office, require a lot from these buildings."

Safety is important to Ide. The State Fire Marshal's office answered any questions he had as he was getting into the business. Ide has a small homebuilding business and is using his fireworks sales to help save for retirement.

Ide operates a tent location in Clive and another in Polk City. He educates purchasers who come in on how to use different types of fireworks, so they stay safe. He's stocked a new type of sparkler that doesn't have the risk of burning users. He's also showing customers how to use an arc lighter, which he says has an electric spark instead of a flame and is safer for lighting.

"I enjoy selling to people," Ide says. "They come in excited, and they leave happy. It's a lot of fun." ■



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EXPERT ADVICE

ON ISSUES THAT MATTER TO YOUR BUSINESS

MARKETING

Marketing mishaps – Stop apologizing and do this instead:

Every business makes mistakes. Whether it's a company data breach or a customer mix up, the first response from marketing is to announce an apology to all customers: "This will never happen again!" The problem is, it might and eventually, it probably will happen again.

According to a ZenDesk and Dartmouth College study, the more times you say "sorry" as a company, the more dissatisfied your customers will be. Your apology is likely to inspire feelings of retaliation and revenge. This could be in the form of lost business or even worse – bad reviews.

Instead of an apology, what your customers really want to hear from your brand is a solution to the problem. Also, say "Thank you." This shows your customers that you value their business and are listening to their concerns.



JEREMIAH TERHARK
Founder/CEO



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HUMAN RESOURCES

Are your workplace benefits attracting younger workers?

Attracting millennial workers is all the rage in the employment space. Generational shifts and rock-bottom unemployment leave small- and medium-sized businesses in difficult straits to find and keep good employees. Many employers feel simply priced out of the market for talent – unable to offer grandiose salaries or traditional employee benefits. But there's good news: younger workers – millennials and their even younger Gen Z coworkers – don't feel loyalty to a company because of salary or traditional benefits like medical. Instead, companies can keep their younger workers on the job by offering different benefits, such as:

- Programs like time off to volunteer;
- Training, mentorship or career coaching
- Free tickets to charitable, networking or social events.

Quite seriously, in some surveys of younger workers, snacks in the breakroom polls as the most valued benefit. If you're struggling to find or keep younger workers as employees, adding a few perks like these may be the secret sauce for success.



Sally Andersen
Business Development Manager



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ACCOUNTING

How much does a day-care flexible spending account really save you?

The IRS allows employees to designate up to \$5,000 of wages to be tax free to pay for qualified daycare costs when employers have a qualified cafeteria plan set up. Cafeteria plans are a tax savings win/win for both the employer and the employee. Employers save roughly \$382.50 per employee in Social Security and Medicare taxes. Employees save roughly \$1,250 in Social Security, Medicare, federal and state income taxes.

If employees have two or more children, there are \$1,000 of daycare costs still eligible for the federal and state daycare credits to use on their personal income tax return. The remaining daycare credit still available on the income tax return for people with two or more children is roughly \$200 which brings their total savings to \$1,450. Both scenarios are better than just using the daycare credit.



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CITYVIEW'S BUSINESS JOURNAL

EXPERT ADVICE

ON ISSUES THAT MATTER TO YOUR BUSINESS

FINANCIAL STRATEGIES

Start your succession planning NOW!

Family-owned businesses represent 64 percent of our country's GDP. 40 percent of those companies will experience a change of ownership in the next 15 years and the unfortunate reality is that only 30 percent will transfer successfully. In fact, only 12 percent of today's business will be viable past the third generation. Why are these statistics alarmingly low? One word, "PLANNING," or a lack of it.

In a recent study it was found that only 43 percent of family-owned businesses have a succession plan in place and far fewer have funding in place to follow through with the plan. In many cases it takes 10 years or longer to identify a new owner and prepare them to be credit worthy, if financing is necessary, and a competent leader.

Abraham Lincoln said that if he had six hours to cut down a tree he would spend the first 4 hours sharpening his axe. It's time to start sharpening your succession plan!



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COMMERCIAL BANKING

Should your business use purchasing cards?

Purchasing cards (p-cards) are a type of commercial credit card that allow a company's employees to make payments without using a traditional, paper-based process. P-cards are popular among corporations due to a number of benefits:

- 1. Efficiency** – P-cards integrate with a company's existing expense management systems and every transaction is automatically factored into an expense category.
- 2. Accuracy** – P-cards help reduce errors since transactions are filed automatically and electronically.
- 3. Control** – Businesses can place dollar limits on how much an employee can spend and select where employees can make purchases.
- 4. Security** – P-cards block transactions from unauthorized merchants, offering more protection from fraud.
- 5. Profitability** – Employees spend less time filing expenses and the accounting team spends less time processing reports.

Whether you manage the finances of a large corporation or a mid-market company, implementing p-cards can help improve the accuracy and security of your employees' transactions.



Kevin Tiernan
VP, Treasury Management/Global Banking

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Advertising adds credibility to your business

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Take control of your image. Advertising allows you to share news, information, announcements and brand exactly the way you want it. This control lets you manage and protect your image. The best advertising campaigns and plans are ingenious and have a compound effect over time. The more advertising you do, the more effective they are. Just think about these great companies and their images: Nike, Target, Coke, Toyota, McDonald's, Budweiser.

How credible is your business?



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BUSINESS PHOTOS



The West Des Moines Chamber of Commerce celebrated a ribbon cutting for SVPA Architects, Inc. on May 22.



The Grimes Chamber celebrated a ribbon cutting for Russell Cellular on May 23.



Sharaine Conner, Traci Hanrahan and Brenda Wood-Clark at Choices Therapy Services Open House on May 31.



Kala Fredenksen, Lauren Vincent and Tari Colby at the Ankeny Chamber Latte and Leads at On With Life on May 28.



Kim McCurdy-Moyle, Shailla Godwin, Nancy Quigley and Stephanie Quigley at the MercyOne Clive Rehabilitation Hospital One Year Anniversary Open House on June 11.



Pennie Carroll and Dick McWilliams at the Altoona Chamber's Networking Lunch held at Jethro's BBQ on June 18.



Kayla Cory and Brenda Easter at the Greater Des Moines Chamber Night at the Iowa Cubs on June 6.



Mary Simon and Elaine Castelline at the East Polk Regional Luncheon at Prairie Meadows Events Center on May 30.



Kevin Lennemann, Eric Herrmann and Brian Hilgenberg at Johnston Chamber's Business After Hours held at Bank Iowa on June 6.

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The Waukee Chamber held a ribbon cutting for Kinetic Edge Physical Therapy located in the Sportsplex West Complex on June 12.

Commercial real estate transactions in Polk County from April 29, 2019, through June 12, 2019

ADDRESS: 208 THIRD ST., DES MOINES

DATE: May 10, 2019
SALE PRICE: \$1,300,000
SELLER: FTM INC
BUYER: KELLEY HOLDINGS LLC
ACRES: 0.068
SQUARE FEET: 5,808

ADDRESS: 7035 DOUGLAS AVE., URBANDALE

DATE: May 13, 2019
SALE PRICE: \$117,500
SELLER: MC BROOM, JAMES
BUYER: HOUSBY, MICHAEL A
ACRES: 0.385
SQUARE FEET: 1,180

ADDRESS: 3920 UNIVERSITY AVE., WEST DES MOINES

DATE: May 15, 2019
SALE PRICE: \$51,196,000
SELLER: WATER TOWER PLACE SHOPPING CENTER LC
BUYER: LOJA WTP LLC
ACRES: 24.315
SQUARE FEET: 278,679

ADDRESS: 1601 WEST LAKES PARKWAY, WEST DES MOINES

DATE: May 16, 2019
SALE PRICE: \$500
SELLER: 98 INVESTMENTS LLC
BUYER: 98 WDM LLC
ACRES: 3.155
SQUARE FEET: 29,718

ADDRESS: 4121 N.W. URBANDALE DRIVE, URBANDALE

DATE: May 16, 2019
SALE PRICE: \$500
SELLER: 98 INVESTMENTS LLC
BUYER: 98 URBANDALE LLC
ACRES: 3.66
SQUARE FEET: 30,400

ADDRESS: 3300 HENRY ST. S.W., BONDURANT

DATE: May 16, 2019
SALE PRICE: \$500
SELLER: 98 INVESTMENTS LLC
BUYER: 98 BONDURANT LLC
ACRES: 4.802
SQUARE FEET: 21,600

ADDRESS: 3600 SIXTH AVE., DES MOINES

DATE: May 16, 2019
SALE PRICE: \$285,000
SELLER: PARKS AREA FOUNDATION
BUYER: ADAMSON PROPERTIES II LLC
ACRES: 0.101
SQUARE FEET: 7,216

ADDRESS: 1408 N.W. LAUREL ST., ELKHART

DATE: May 17, 2019
SALE PRICE: \$537,500
SELLER: PEAK DEVELOPMENT CORP
BUYER: PENTA PARTNERS LLC
ACRES: 5
SQUARE FEET: 0

ADDRESS: 2530 UNIVERSITY AVE., DES MOINES

DATE: May 17, 2019
SALE PRICE: \$1,450,000
SELLER: NELSON DEVELOPMENT 1 LLC
BUYER: ND DRAKE MULTIFAMILY LLC
ACRES: 0.967
SQUARE FEET: 0

ADDRESS: 1410 N.W. LAUREL ST., ELKHART

DATE: May 17, 2019
SALE PRICE: \$537,500
SELLER: PEAK DEVELOPMENT CORP
BUYER: PENTA PARTNERS LLC
ACRES: 4.997
SQUARE FEET: 0

ADDRESS: 108 E. VISTA LAKE AVE., POLK CITY

DATE: May 17, 2019
SALE PRICE: \$75,000
SELLER: SENDER'S CONSTRUCTION LLC
BUYER: BRUCE A BOLAND TRUST
ACRES: 3.15
SQUARE FEET: 0

ADDRESS: 400 W. FIRST ST., GRIMES

DATE: May 22, 2019
SALE PRICE: \$385,000
SELLER: KENNYBROOK CORP
BUYER: FW JV19 LLC
ACRES: 1.896
SQUARE FEET: 0

ADDRESS: 3702 INGERSOLL AVE., DES MOINES

DATE: May 23, 2019
SALE PRICE: \$435,000
SELLER: KENTZY INVESTMENT GROUP LLC
BUYER: K-H PARTNERS
ACRES: 0.335
SQUARE FEET: 4,863

ADDRESS: 6000 GRAND AVE., DES MOINES

DATE: May 23, 2019
SALE PRICE: \$2,200,000
SELLER: ELITE RESIDENTIAL HOUSING COOPERATIVE
BUYER: GRAND AVENUE FINANCIAL CENTER LLC
ACRES: 4.42
SQUARE FEET: 29,450

ADDRESS: 3355 S.E. MIEHE DRIVE, GRIMES

DATE: May 23, 2019
SALE PRICE: \$80,000
SELLER: RAHMANOVIC, SAMIR
BUYER: HODZIC, SENAD
ACRES: 0.062
SQUARE FEET: 10,800

ADDRESS: NORTH OF HARTFORD AVE.; ON S.E. 15TH ST., DES MOINES

DATE: May 24, 2019
SALE PRICE: \$1,000
SELLER: BURR, MELISA M.
BUYER: MACEDA, HERMINIO
ACRES: 0.148
SQUARE FEET: 0

ADDRESS: NORTH OF HARTFORD AVE.; ON S.E. 15TH ST., DES MOINES

DATE: May 24, 2019
SALE PRICE: \$1,000
SELLER: BURR, MELISA M.
BUYER: MACEDA, HERMINIO
ACRES: 0.148
SQUARE FEET: 0

ADDRESS: 2821 E. EUCLID AVE., DES MOINES

DATE: May 28, 2019
SALE PRICE: \$1,207,730
SELLER: SIMPSON ENTERPRISES INC.
BUYER: EJF LTD
ACRES: 1.667
SQUARE FEET: 16,480

ADDRESS: 2143 GRAND AVE., DES MOINES

DATE: May 28, 2019
SALE PRICE: \$1,265,000
SELLER: DKP PROPERTIES LLC
BUYER: ATERRA 146 2143 GRAND AVE DSM LLC
ACRES: 0.964
SQUARE FEET: 15,150

ADDRESS: 2000 EASTON BLVD, DES MOINES

DATE: May 29, 2019
SALE PRICE: \$1,600,000
SELLER: GARVIS, GEORGE G.
BUYER: PENTA PARTNERS LLC

ACRES: 2.887
SQUARE FEET: 47,542

ADDRESS: 1960 GRAND AVE., WEST DES MOINES

DATE: May 29, 2019
SALE PRICE: \$5,649,090
SELLER: NORMANDY PARTNERS LLC
BUYER: ATERRA 144 1960 GRAND AVE. WDM LLC
ACRES: 5.154
SQUARE FEET: 54,846

ADDRESS: 228 E. ARMY POST ROAD, DES MOINES

DATE: May 30, 2019
SALE PRICE: \$300,000
SELLER: 1 AMERICAN EAGLE PLAZA INC.
BUYER: 1700 E. GRAND INC.
ACRES: 0.769
SQUARE FEET: 6,810

ADDRESS: 10168 HICKMAN COURT, CLIVE

DATE: May 30, 2019
SALE PRICE: \$800,000
SELLER: GRAHAM, MICHAEL R.
BUYER: RJW LLC
ACRES: 1
SQUARE FEET: 11,400

ADDRESS: 4545 E. 50TH ST., DES MOINES

DATE: May 31, 2019
SALE PRICE: \$1,325,000
SELLER: MELMAR HOLDINGS LLC
BUYER: SIMOTAS PETRATOU FAMILY TRUST
ACRES: 2.22
SQUARE FEET: 4,000

ADDRESS: 1455 29TH ST., WEST DES MOINES

DATE: May 31, 2019
SALE PRICE: \$6,440,000
SELLER: FOURTEEN 55 29TH ST. LC
BUYER: CF DES MOINES LLC
ACRES: 1.897
SQUARE FEET: 11,204

ADDRESS: 320 N.W. 36TH ST., ANKENY

DATE: June 3, 2019
SALE PRICE: \$980,460
SELLER: KIMBERLEY PROPERTIES INC.
BUYER: KWIK TRIP INC.
ACRES: 1.876
SQUARE FEET: 0

ADDRESS: 3705 SIXTH AVE., DES MOINES

DATE: June 3, 2019
SALE PRICE: \$120,000
SELLER: JKM RENTAL CORP
BUYER: 3705 6TH AVENUE LLC
ACRES: 0.298
SQUARE FEET: 5,526

ADDRESS: 4230 121ST ST., URBANDALE

DATE: June 4, 2019
SALE PRICE: \$1,100,000
SELLER: PARK AVE PARTNERS LC
BUYER: JAKS PROPERTIES II LLC
ACRES: 6.471
SQUARE FEET: 0

ADDRESS: 4101 121ST ST., URBANDALE

DATE: June 4, 2019
SALE PRICE: \$6,379,820
SELLER: PARK AVE PARTNERS 1 LC
BUYER: JAKS PROPERTIES II LLC
ACRES: 7.16
SQUARE FEET: 82,520

ADDRESS: 1511 E. ARMY POST ROAD, DES MOINES

DATE: June 4, 2019
SALE PRICE: \$250,000
SELLER: SMITH, KEVIN M.
BUYER: LAG LLC

ACRES: 0.525
SQUARE FEET: 3,600

ADDRESS: 1360 N.W. 18TH ST., ANKENY

DATE: June 4, 2019
SALE PRICE: \$215,570
SELLER: ALBAUGH, DENNIS R.
BUYER: RICKELMAN HOLDINGS COMPANY LLC
ACRES: 0.825
SQUARE FEET: 0

ADDRESS: 6172 N.E. INDUSTRY DRIVE, DES MOINES

DATE: June 5, 2019
SALE PRICE: \$1,950,000
SELLER: DRA PROPERTIES LC
BUYER: AMD PROPERTIES LLC
ACRES: 3.526
SQUARE FEET: 21,600

ADDRESS: 8805 CHAMBERY BLVD., STE 800, JOHNSTON

DATE: June 5, 2019
SALE PRICE: \$300,000
SELLER: KBR PROPERTIES LLC
BUYER: RPE 800 LLC
ACRES: 7.495
SQUARE FEET: 4,725

ADDRESS: 1901 BELL AVE., DES MOINES

DATE: June 5, 2019
SALE PRICE: \$12,500,000
SELLER: SL 1901 BELL AVENUE LLC
BUYER: 1901 BELL AVE LLC
ACRES: 48.775
SQUARE FEET: 658,855

ADDRESS: 505 N.E. BROADWAY AVE., DES MOINES

DATE: June 6, 2019
SALE PRICE: \$59,000
SELLER: SCHROEDER, BRIAN W.
BUYER: HERRERA, EFRAIN
ACRES: 0.423
SQUARE FEET: 0

ADDRESS: 3516 S.W. NINTH ST., DES MOINES

DATE: June 7, 2019
SALE PRICE: \$107,500
SELLER: H&O PROPERTY SOLUTIONS LLC
BUYER: TIMOTHY CARSON IRA
ACRES: 0.149
SQUARE FEET: 3,550

ADDRESS: 5959 VILLAGE VIEW DRIVE, WEST DES MOINES

DATE: June 7, 2019
SALE PRICE: \$2,437,500
SELLER: LB PROPERTIES XIV LLC
BUYER: HURD PONDEROSA LLC
ACRES: 1.107
SQUARE FEET: 16,920

ADDRESS: 612 ADVENTURELAND DRIVE N.E., ALTOONA

DATE: June 12, 2019
SALE PRICE: \$25,000,000
SELLER: IOWA COLD STORAGE LLC
BUYER: LINEAGE ICS LLC
ACRES: 15.405
SQUARE FEET: 325,160

ADDRESS: 4305 UNIVERSITY AVE., DES MOINES

DATE: June 12, 2019
SALE PRICE: \$255,000
SELLER: PONCHA PROPERTIES LLC
BUYER: BIG SKY PROPERTIES LLC
ACRES: 0.321
SQUARE FEET: 3,398

ADDRESS: 1820 E. EUCLID AVE., DES MOINES

DATE: June 12, 2019
SALE PRICE: \$175,000
SELLER: MICHAEL E. NIKOLAS LLC
BUYER: AWS-DSM LLC
ACRES: 0.831
SQUARE FEET: 7,666

MAKE THE RIGHT MOVE



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ALL AGENTS ABOVE ARE LICENSED TO SELL REAL ESTATE IN IOWA.