

CITYVIEW'S

BUSINESS JOURNAL



SIDE businesses

Local entrepreneurs share tips for expanding into related ventures.

By Melissa Walker

Most associate professional baseball fields have pristinely marked lines and expertly cut turf.

The Iowa Cubs' field at Principal Park is no exception, which is why the Des Moines parks officials inquired in 2006 about the Cubs' grounds crew performing the maintenance for the soccer fields at the James W. Cownie Sports Complex.

That chance opportunity to start caring for the fields has turned into a millions-of-dollars-a-year revenue opportunity for the Iowa Cubs organization and the creation of a side business, Iowa Sports Turf Management.

Amylee Weeks makes her own custom blocks through her business Hidden in My Heart. A few years ago, her designs became licensed, so she began making custom designs as well as designs for manufacturers to sell. Eventually, the licensing component of the business took over most of her time. Photo submitted

The organization didn't intend to branch off into turf maintenance in 2006 with the addition of field construction and renovation services in 2009, says Casey Scheidel, president of Iowa Sports Turf Management, but it evolved over time.

"I think it just kind of came to us because people saw the high level of quality Principal Park had,

and they wanted it for their own fields," he says.

That first year, the company had \$200,000 in accounts. Today, Iowa Sports Turf Management's accounts provide between \$6 million and \$7 million in gross revenue. The company mostly performs work in Iowa, Nebraska and Minnesota but recently worked on construction of a Triple-A baseball

facility in Wichita, Kansas.

The Iowa Cubs aren't the first company to start a side business or two. Some of the most well-known brands started as side businesses.

Success can be determined from a variety of factors that include hitting the market at the right time and putting in hours of hard work.

Start slow, gain momentum

At the time the Cubs started offering their services, there were other turf care companies, so business started slowly and was mostly by word-of-mouth.

Scheidel was hired the year the Cubs' ground crew started working in Des Moines. He helped oversee the construction of the baseball fields at the Cownie Complex, which the grounds crew also maintained.

"Other people started to catch wind that we were essentially farming out our services or taking our services out of Principal Park and into the community," Scheidel says.

High schools were the next to call. They wanted help spraying weeds, fertilizing and

aerating their football fields. More and more schools hired the crew to maintain other sports fields, as well.

Eventually, an inquiry was made about replacing the sod at Ballard-Huxley High School's football field. The crew tore out, re-graded and re-sodded the field, which sparked the construction side of Iowa Sports Turf Management.

More employees — 32 work during peak season; otherwise, there are 18 full-time employees — were hired to work on the construction side, where they started to build and renovate athletic facilities in central Iowa.

Today, Iowa Sports Turf Management — the

company became a separate entity from the Cubs in January but is still owned by the organization — continues to maintain the fields at the Cownie Complex, as well as the baseball fields at Holiday Park in West Des Moines and the fields at numerous high schools in the metro area.

On the construction side, the crew last summer built the athletic fields for baseball, soccer, softball, football and the practice fields at Iowa City's third high school. The company has been hired to construct the athletic fields for Waukee's second high school. It renovated the intramural sports complex by Jack Trice Stadium in Ames.

Gather experience

Chris Diebel attended college for advertising and public relations. He fell into the restaurant and hospitality industry.

"I definitely saw myself in the agency world, not the hospitality world," he says. "It was sort of an accidental introduction to hospitality that got me where I am today."

Diebel took an internship with Harry and Pamela Bass-Bookey, who were renovating the Temple for Performing Arts building in downtown Des Moines. They hired a hospitality company called Orchestrate to create a restaurant for the main floor of the building. He met the owners of the company and worked closely with them during his internship. Throughout college, he helped manage private events in the ballroom.

After college, Diebel moved to Los Angeles and worked for a public relations firm where many of his clients were in the hospitality industry. After he moved back to Des Moines, he utilized his connection with Orchestrate to work for the company to help launch restaurant brands and market the company's restaurants.

In 2013, pop-up restaurants and retail stores became the rage. Orchestrate decided to do a pop-up of Bubba at Hoyt Sherman Place. The original plan was for it to be for one weekend. It was so much fun that Diebel starting thinking he might want to do a real restaurant.

Eventually, a space opened in a former brewery, and it was retrofitted for Bubba, Diebel's first

restaurant. A few years later, he and a friend opened Teddy Maroon's on Ingersoll Avenue.

Now, instead of working for Orchestrate and marketing other restaurants, Diebel has hired Orchestrate to help run his restaurants and promote them through social media.

"I never left, just changed positions numerous times in the relationship," he says.

Diebel still uses his public relations and marketing skills in the restaurant industry. Being able to create brands from scratch is a privilege for someone who went to school for marketing, he says.

"It's fun to work on other people's brands, but it's intensely personal when it's your own, and that's been very, very rewarding," Diebel says.



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Be prepared to work long hours

The most successful second business ventures often take hours of extra work, which means entrepreneurs may find themselves working on the weekends or late at night, according to Forbes magazine.

That's why business owners who truly want both ventures to succeed need to devote time each day, even if it's only a few hours, toward the second venture, business experts say.

Even then, business owners need to be realistic about their time. They might be excited about the new venture, but do they really have the time to devote to making it a reality while keeping the original business going. If not, they may be able to hire someone to handle the day-to-day responsibilities of the first business while providing oversight and their focus to starting the second business.

Amylee Weeks spent months using Mod Podge to glue designs and inspirational messages onto wooden blocks for her business, Hidden in My Heart.

She sold them through Etsy and at craft fairs until she was contacted by a major manufacturer to create her own brand that would be licensed.

"I initially set out to have a website where I would hand make the products and send them out, and then maybe I would do wholesale," she says.

Preparing for shows took up most of Weeks' time because that was her immediate income. She'll make about 50 to 75 blocks for a show.

"There were many times I was up at 4 making the blocks, getting them out in the mail and having the kids package them with me," she recalls. "Then I would have design time at night to get those designs out to my agents."

Time management is one of the biggest challenges for those with multiple businesses, experts say. It will likely require the business owner to delegate responsibilities to others in order to manage responsibilities.



Casey Scheidel, president of Iowa Sports Turf Management, near some of the equipment the company uses to maintain sports fields and complexes in the Des Moines area. Photo by Melissa Walker

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Know your end goal

Business owners need to decide what they want out of their new endeavor, according to Forbes. Do they want a business that they can run alongside their original venture, or do they want one that can take off and produce enough income they can switch focus?

Weeks knew her ultimate goal was to license her work. Within a few months of working with manufacturers to license her designs, she was so busy she couldn't keep up selling her own ideas on her Etsy page.

Now, she makes her blocks with her designs for a couple of art fairs each year, but most of her time is spent creating new designs and lines that will be licensed for production of items that are sold in stores, whether it's her Bloom by Amylee Weeks that sold in Hallmark or with a new linen company for kitchen textiles or an upcoming calendar that will sell in Israel.



Chris Diebel helped market and promote restaurants before he received the idea to open his own and now uses the company he worked for to help support his venture. Photo submitted.

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Follow your passion

Ben Easter spent years in front of the camera. He was an actor in film and television and enjoyed the story-telling aspect the most.

An invitation to Paris and the Cannes Film Festival changed his life.

"I was so inspired by the world around me," he recalls. "I felt this intense need to take photos with this dinky camera I had, but I didn't care."

He had an opportunity to work on a biopic, which gave him his first professional work behind the camera. He spent two years back and forth between the United States and Paris working on the film, behind the camera the whole time. The story along with its script and photography changed acting for him.

"It just wasn't filling me up (anymore), but I think that whole thing was preparing me to step behind the camera," Easter says.

He continued to take parts for a few more years as his photography business, now Ben Easter Photography, gained ground. He drifted away from acting completely about five years ago but says that time in front of the camera has given him a better perspective for his photography.

The transition from acting to photography was a smooth one for Easter. He was also teaching yoga at the time, and the day came when he had to choose where he was going to invest his time and energy. He chose photography and now focuses mostly on commercial work with some fine art work.

"I think it was not a conscious thing (choosing to become a photographer), but, yes, because I was obsessed with storytelling and creativity, I knew I wanted to be an artist," he says. "When I look back now, a lot of things made sense." ■



Ben Easter worked as an actor before transitioning into a career as a photographer. Photo by Ben Easter



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EXPERT ADVICE

ON ISSUES THAT MATTER TO YOUR BUSINESS

MARKETING

What is SEO Marketing?

SEO means "Search Engine Optimization," which is all about increasing the quantity and quality of people checking out your business online through "organic" results. Organic results mean visits to your company that originate through search engines like Google and are not paid advertisements (commonly referred to as CPC).

How does it work? Google and the other search engines are constantly crawling every corner of the internet to include the content on all websites into their search database. The goal is simple: connect users searching with the most relevant matches to what they are looking for.

How do I improve my listing? This is the tricky part that many books have been written about, and it's always changing. Think of where you show up for what keywords as a giant pie chart. There are over 200 different ranking factors Google will use to rank your site. The optimization part of SEO is best managed with small sequential changes over time.



JEREMIAH TERHARK
Founder/CEO



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HUMAN RESOURCES

What is retained recruiting? Is it a good option for my company?

With the competition for good workers at a fever pitch, you may have started to hear about retained recruiting. This service is an innovative and customizable take on the traditional contingent staffing model, and it's particularly useful for smaller companies and not-for-profits, whether they have HR staff or not. Other larger companies can use retained recruiting for high application volume. For a flat monthly fee, an experienced recruiter will place the right candidates in front of hiring managers. In a retained recruiting arrangement, there is a single payment - regardless of the advertised position's salary or the number of jobs to fill. To evaluate whether retained recruiting is a good fit for you, consider your upcoming hiring needs - if you are likely to see multiple positions open, if you anticipate modest turnover or high application volume, or even if your recruiter is taking a parental leave, it may be worth exploring how a customized retained recruiting option might be designed for your business.



Larissa Mincks
Recruiter, Talent Acquisition



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ACCOUNTING

How does the College Savings Iowa Plan help people plan for education costs?

The College Savings Iowa Plan is a great tool for people to use in planning for their child's education costs. The interest, dividends, and capital gains earned on plan funds are tax free income when they are used to pay for qualified education costs. Qualified education costs include: K-12 tuition; college tuition; mandatory fees; books; room and board; required supplies; computers, including related hardware (e.g., printers) and software; and internet access and related services.

In addition to the tax free income on the growth, Iowans also get a \$3,387 tax deduction for 2019 contributions on their individual income tax return. This deduction applies to each beneficiary account they own and contribute to. For example, married participants who contribute to separate accounts on behalf of their two children can deduct up to \$13,548 (4 x \$3,387) in 2019.



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FINANCIAL STRATEGIES

Corporate Citizenship ROI

Des Moines is an amazing place to live, work and raise a family. This is due to many factors, but I believe our culture of corporate support for charitable organizations has a major impact. Unfortunately, due to "Donor Fatigue," Tax Law and the relocation of philanthropic decision makers, total annual giving is decreasing. Now more than ever, small to medium sized companies need to step up their "Giving Game."

The good news is that there is a significant and measurable ROI from supporting not-for-profit agencies in central Iowa. According to Project ROI, companies with active charitable giving campaigns experience a 20 percent increase in sales. Their customer satisfaction ratings increase by 10 percent and their employee turnover decreases by up to 50 percent. In addition, today's CEOs are expected to be champions of their companies' volunteer and donor initiatives. So as you review your upcoming fiscal budgets, consider investing in the community and your company's future by increasing your philanthropic efforts!



RAY HANSEN
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COMMERCIAL BANKING

Is an ESOP right for your company?

Businesses in every industry are looking to Employee Stock Ownership Plans (ESOPs) to help with succession planning. There are nearly 7,000 employee-owned companies in the United States with 250+ new ESOPs formed each year. Benefits include:

- 1. Increased employee loyalty** – Employees are typically more motivated when they have a stake in performance and profits.
- 2. Smoother transitions** – With Baby Boomers retiring and transitioning businesses, selling to an ESOP may offer more stability compared to mergers and acquisitions.
- 3. Tax benefits** – ESOPs offer advantages such as deferred or reduced capital gains and income taxes in many cases. Additionally, employers' contributions to the plan are tax-deductible and employees' earnings from the plan are tax-deferrable.

If you are considering an ESOP, a feasibility study is a good first step. The study looks at the size and annual revenue of your company, along with the transition fees, to help determine if an ESOP is right for your company.



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ADVERTISING

What's the ROI of your advertising?

A common question asked by many business owners or managers when considering an advertising buy is, "What's the ROI (return on investment) on advertising with you?" This question might be best answered with another question, like, "How great of an offer are you willing to advertise?" A two-for-one offer is going to drive much better response than a 10 percent discount. But some businesses can't offer great discounts, and that's OK. They simply need to focus their advertising on what makes them better than their competitors. Selection. Service. Trust. Speed. Knowledge. These are all important factors to consumers who respond to advertising. In other words, play to your strengths when advertising and don't try to compete in an arena where you can't win. And also keep in mind that effective advertising today should work for years to come. The results are rarely instant. Consistency is the key. Every business owner or manager should first understand the needs of his or her business, then establish goals and then determine what kind of ROI is needed from advertising.



JOLENE GOODMAN
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The Waukee Chamber held a ribbon cutting for B-Bop's, 855 E. Hickman Road, on Aug. 27.



Ankeny Chamber celebrated a ribbon cutting for pHClean at its Ankeny office, 213 N. Ankeny Blvd., Suite 100 B, Ankeny, on Aug. 23.



Cynthia Letsch and Mike Charley at the Grimes Chamber & Economic Development Lunch and Learn held at Grimes Community Complex on Aug. 14.



Emily and Aaron Serrano at the Carlisle Area Chamber of Commerce, Girls Softball Association and Carlisle Little League Annual Golf outing Aug. 24.



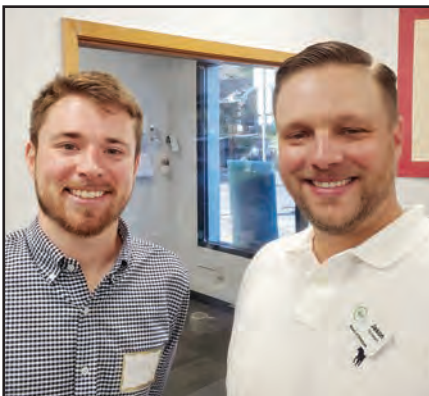
Scott Kundel and Brian Hilgenberg at the Johnston Chamber's Breakfast Before Business held at State Farm Glenn Waterhouse's office on Sept. 17.



Michael Libbie and Georgie Libbie at the Windsor Heights Foundation Annual Neighborhood Ice Cream Social Aug. 25.



Mary Simon and Bruce Mason at the East Polk Regional Breakfast at the Courtyard Estates in Bondurant on Aug. 27.



Walker McKusick and Jason Stuyvesant at the Des Moines West Side Chamber's Wake Up West Side! at Vote Smart on Sept. 4.



Fallon Seidenfeld, Staci Osmond and Wil Pantier at the MercyOne Health & Fitness Live to Tri Triathlon on Sept. 8.



Mike Johnson and Janet Peterson at the Des Moines West Side Chamber ribbon cutting at Motley School Tavern Sept. 12.



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West Des Moines Chamber of Commerce celebrated a ribbon cutting for Expedition Wellness on Aug. 27.



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COMMERCIAL REAL ESTATE

Commercial real estate transactions in Polk County from July 24, 2019, through Aug. 21, 2019

ADDRESS: 3834 70TH ST., URBANDALE
DATE: JULY 24, 2019
PRICE: \$190,000
SELLER: LAMBERTS (ESTATE), LUCILLE
BUYER: S & C REAL ESTATE HOLDINGS, LC
ACRES: 0.709
SQUARE FEET: 0

ADDRESS: 1430 SECOND AVE., DES MOINES
DATE: JULY 24, 2019
PRICE: \$153,000
SELLER: STROME, PAUL V., II ESTATE
BUYER: PREMIER HOMES LLC
ACRES: 0.428
SQUARE FEET: 2,840

ADDRESS: 1421 SECOND PLACE, DES MOINES
DATE: JULY 24, 2019
PRICE: \$27,000
SELLER: STROME, SUSAN J.
BUYER: PREMIER HOMES, LLC
ACRES: 0.276
SQUARE FEET: 0

ADDRESS: 7017 HICKMAN ROAD, URBANDALE
DATE: JULY 24, 2019
PRICE: \$330,000
SELLER: VRIEZE PROPERTIES LLC
BUYER: TAPETERS LLC
ACRES: 0.715
SQUARE FEET: 2,940

ADDRESS: 1810 ARMY POST ROAD, DES MOINES
DATE: JULY 25, 2019
PRICE: \$3,905,000
SELLER: AIRPORT HOTEL LLC
BUYER: JAYGOGA LLC
ACRES: 4.739
SQUARE FEET: 96,863

ADDRESS: 1424 E. VIRGINIA AVE., DES MOINES
DATE: JULY 25, 2019
PRICE: \$665,000
SELLER: SANDS ASSET MANAGEMENT LLC
BUYER: CAPITAL MHP LLC
ACRES: 2.604
SQUARE FEET: 0

ADDRESS: 765 S.E. WILLOW CREEK DRIVE, WEST DES MOINES
DATE: JULY 25, 2019
PRICE: \$3,000,000
SELLER: HURD LAND COMPANY LLC
BUYER: WRIGHT TREE SERVICE INC
ACRES: 27.86
SQUARE FEET: 0

ADDRESS: 801 E. FIRST ST., GRIMES
DATE: JULY 29, 2019
PRICE: \$3,510,000
SELLER: ABCM CORPORATION
BUYER: HURD GRIMES LLC
ACRES: 2
SQUARE FEET: 5,346

ADDRESS: 1450 N.W. 114TH ST., CLIVE
DATE: JULY 29, 2019
PRICE: \$1,330,000
SELLER: MERCY PROPERTIES
BUYER: DES MOINES MEDICAL PROPERTIES LLC
ACRES: 5.072
SQUARE FEET: 0

ADDRESS: 315 FIFTH ST., WEST DES MOINES
DATE: JULY 30, 2019
PRICE: \$500,000
SELLER: FIFTH STREET COMPANY LLC
BUYER: TAXIUM LLC
ACRES: 0.333
SQUARE FEET: 6,785

ADDRESS: 2250 FULLER ROAD, WEST DES MOINES
DATE: JULY 30, 2019
PRICE: \$260,000
SELLER: 2250 FULLER ROAD LLC
BUYER: RKM REAL ESTATE LLC
ACRES: 6.554
SQUARE FEET: 24,200

ADDRESS: 4337 PARK AVE., DES MOINES
DATE: JULY 30, 2019
PRICE: \$500,000
SELLER: EIGHT WAYS LLC
BUYER: CLAMPET CORNER LLC
ACRES: 1.151
SQUARE FEET: 2,304

ADDRESS: 2216 E. 14TH ST., DES MOINES
DATE: JULY 31, 2019
PRICE: \$400,000
SELLER: EXTREME AUTO PLAZA INC
BUYER: FRIES, JAY A.
ACRES: 0.55
SQUARE FEET: 2,440

ADDRESS: 1082 21ST ST., DES MOINES
DATE: JULY 31, 2019
PRICE: \$430,000
SELLER: 1082 LLC
BUYER: JRTT LLC
ACRES: 0.244
SQUARE FEET: 6,300

ADDRESS: 6132 N.E. 12TH AVE., PLEASANT HILL
DATE: AUG. 1, 2019
PRICE: \$4,000,000
SELLER: COURTYARD ESTATES PROPERTIES LLC
BUYER: ABILIT HOLDINGS (CEDAR POINTE) LLC
ACRES: 4.058
SQUARE FEET: 22,046

ADDRESS: 601 HAWTHORNE CROSSING DRIVE S.E., BONDURANT
DATE: AUG. 1, 2019
PRICE: \$5,430,000
SELLER: HAWTHORNE CROSSING LLC
BUYER: ABILIT HOLDINGS (HAWTHORNE CROSSING) LLC
ACRES: 5.86
SQUARE FEET: 38,997

ADDRESS: AT THE CORNER OF N.E. 14TH STREET AND N.E. 70TH AVENUE, ANKENY
DATE: AUG. 1, 2019
PRICE: \$260,000
SELLER: HALBROOK COMMERCIAL RENTALS LLC
BUYER: THORPE LAND COMPANY LLC
ACRES: 2.173
SQUARE FEET: 0

ADDRESS: 4020 S.E. 14TH ST., DES MOINES
DATE: AUG. 2, 2019
PRICE: \$800,000
SELLER: WE CAN BUILD IT LC
BUYER: JRYEV LLC
ACRES: 1.477
SQUARE FEET: 16,545

ADDRESS: 2413 ROCKLYN DRIVE, URBANDALE
DATE: AUG. 4, 2019
PRICE: \$350,000
SELLER: TAZZIOLI, JAMES S
BUYER: CBJC LLC
ACRES: 0.464
SQUARE FEET: 7,160

ADDRESS: 175 S. NINTH ST., SUITE 605, WEST DES MOINES
DATE: AUG. 5, 2019
PRICE: \$192,000
SELLER: WEST GREEN INDUSTRIAL PARK LLC
BUYER: IRVING LLC
ACRES: 0.044
SQUARE FEET: 1,920

ADDRESS: 2901 HIGH ST., DES MOINES
DATE: AUG. 6, 2019
PRICE: \$495,000
SELLER: TUCKER PROPERTIES LC
BUYER: EPC LLC
ACRES: 0.435
SQUARE FEET: 7,364

ADDRESS: 1725 N.W. 86TH ST., CLIVE
DATE: AUG. 6, 2019
PRICE: \$3,700,000

SELLER: KUM & GO LC
BUYER: LEPIC, THOMAS D
ACRES: 1.421
SQUARE FEET: 4,995

ADDRESS: 2615 COTTAGE GROVE AVE., DES MOINES
DATE: AUG. 6, 2019
PRICE: \$175,000
SELLER: YUEN, KENNY
BUYER: LANGE, MARY K
ACRES: 0.153
SQUARE FEET: 2,531

ADDRESS: 2665 S.E. OAK TREE COURT, ANKENY
DATE: AUG. 7, 2019
PRICE: \$2,300,000
SELLER: OAK TREE COURT PARTNERS LLC
BUYER: JWR PROPERTIES LLC
ACRES: 2
SQUARE FEET: 20,675

ADDRESS: 2345 DEAN AVE., DES MOINES
DATE: AUG. 7, 2019
PRICE: \$475,000
SELLER: 2345 DEAN AVENUE LLC
BUYER: HOLT SALES & SERVICE INC
ACRES: 1.264
SQUARE FEET: 9,916

ADDRESS: 5960 S.E. 14TH ST., DES MOINES
DATE: AUG. 12, 2019
PRICE: \$1,044,000
SELLER: SE 14TH PROPS LLC
BUYER: CHARLES I COLBY & RUTH COLBY TRUST NO 2
ACRES: 0.827
SQUARE FEET: 7,295

ADDRESS: 5362 N.E. 62ND AVE., ALTOONA
DATE: AUG. 12, 2019
PRICE: \$500,000
SELLER: MOORE, RICHARD E.
BUYER: SICULUS INC
ACRES: 0.89
SQUARE FEET: 1,328

ADDRESS: 4333 PARKRIDGE AVE., PLEASANT HILL
DATE: AUG. 13, 2019
PRICE: \$5,850,000
SELLER: FLUMMERFELT'S PLEASANT VALLEY MHC LC
BUYER: PLEASANT VALLEY FMHC, LLC
ACRES: 30.54
SQUARE FEET: 864

ADDRESS: 102 E. BRIDGE ROAD, POLK CITY
DATE: AUG. 13, 2019
PRICE: \$1,087,570
SELLER: KIMBERLEY DEVELOPMENT CORP
BUYER: HY-VEE INC
ACRES: 2.903
SQUARE FEET: 0

ADDRESS: 2561 ONAWA ST., DES MOINES
DATE: AUG. 13, 2019
PRICE: \$137,500
SELLER: APOSTOLIC CH FAITH IN JC INC
BUYER: RESTORATION OF BIBLE FELLOWSHIP CHURCH
ACRES: 0.412
SQUARE FEET: 2,244

ADDRESS: 401 GRAND AVE., WEST DES MOINES
DATE: AUG. 14, 2019
PRICE: \$237,000
SELLER: IS REAL ESTATE LLC
BUYER: MODERN DESK LLC
ACRES: 0.178
SQUARE FEET: 1,464

ADDRESS: 3900 121ST ST., URBANDALE
DATE: AUG. 14, 2019
PRICE: \$5,300,000
SELLER: LMO INVESTMENTS LLC
BUYER: AFS URBANDALE LLC

ACRES: 7.993
SQUARE FEET: 86,050

ADDRESS: 800 EUCLID AVE., DES MOINES
DATE: AUG. 14, 2019
PRICE: \$120,000
SELLER: BLUE HEELER PROPERTIES LC
BUYER: VALENCIA PROPERTIES LC
ACRES: 0.14
SQUARE FEET: 2,080

ADDRESS: 2800 GRAND AVE., DES MOINES
DATE: AUG. 14, 2019
PRICE: \$100,000
SELLER: SPANN REAL ESTATE LLC
BUYER: J'S TIRE & AUTO LLC
ACRES: 0.189
SQUARE FEET: 1,584

ADDRESS: 2805 COTTAGE GROVE AVE., DES MOINES
DATE: AUG. 15, 2019
PRICE: \$200,000
SELLER: BARKEY, RONALD
BUYER: BORN, HENRIK
ACRES: 0.229
SQUARE FEET: 3,099

ADDRESS: 1331 NINTH ST., DES MOINES
DATE: AUG. 16, 2019
PRICE: \$30,000
SELLER: MATA, CRUZ O.
BUYER: DEXTER HOMES LLC
ACRES: 0.226
SQUARE FEET: 2,824

ADDRESS: 4465 HUBBELL AVE., DES MOINES
DATE: AUG. 19, 2019
PRICE: \$25,000
SELLER: LAWLER, KENNETH L.
BUYER: BIG SKY PROPERTIES LLC
ACRES: 0.283
SQUARE FEET: 0

ADDRESS: 4455 HUBBELL AVE., DES MOINES
DATE: AUG. 19, 2019
PRICE: \$145,000
SELLER: LAWLER, KENNETH L
BUYER: BIG SKY PROPERTIES LLC
ACRES: 0.381
SQUARE FEET: 2,880

ADDRESS: 1611 E. VINE ST., DES MOINES
DATE: AUG. 19, 2019
PRICE: \$8,800
SELLER: GREATER DES MOINES HABITAT FOR HUMANITY
BUYER: ROLL OFFS OF DES MOINES
ACRES: 0.327
SQUARE FEET: 0

ADDRESS: 315 S.W. 14TH ST., DES MOINES
DATE: AUG. 20, 2019
PRICE: \$2,450,000
SELLER: CAPSTONE VENTURES LLC
BUYER: BLACKACRE DEVELOPMENT LLC
ACRES: 3.952
SQUARE FEET: 31,148

ADDRESS: 974 73RD ST., UNIT 8, WINDSOR HEIGHTS
DATE: AUG. 21, 2019
PRICE: \$110,000
SELLER: MAGIC DRAGON LLC
BUYER: IOWA SERVICE OF PROCESS LLC
ACRES: 0.107
SQUARE FEET: 1,250

ADDRESS: 400 S.W. SEVENTH ST., DES MOINES
DATE: AUG. 21, 2019
PRICE: \$535,000
SELLER: HUBBELL REALTY COMPANY
BUYER: SW7 FLATS LLC
ACRES: 1.215
SQUARE FEET: 0 ■

Gastro Grub & Pub

Andrea Gleason, Owner

515-300-2460

www.gastrogrubpub.com

1378 East Hickman Road, Waukee

“The biggest obstacle [was] trying to battle the cancer while going through all of this.”

As if opening a restaurant doesn't introduce its own set of challenges, Andrea Gleason had a much larger issue to handle along with the opening of Gastro Grub & Pub. She was diagnosed with stage IV melanoma prior to the restaurant's opening. Andrea underwent surgery, followed by radiation treatment. These treatments landed on the same week as Gastro's soft opening. None of these obstacles hindered the dream of opening and managing a brick-and-mortar restaurant, along with her husband, Sean. Andrea had clear scans in March of 2018 and periodically returns for checkups. To give back to the community, each month Gastro donates a portion of the sales to different groups and charities, including those benefitting melanoma research.

Next Generation Realty Des Moines

Brook N. Doheny, Real Estate Agent

515-314-0647

www.nextgenerationrealty.com

2011 NW 100th Street, Clive

“I know what hard work will get you”

Agent Brook Doheny is the solid #1 producer at the company. Brook considers her role in assisting buyers and sellers as more than a career — every day is an opportunity to make a positive impact in people's lives.

Home sellers and buyers have their money on the line, and Brook takes that personally. She knows no one likes surprises in real estate, so Brook makes sure her clients know what to expect at each step between agreement and closing. Brook grew up in Des Moines and graduated from Drake University with a degree in Business management. Brook bought her first home in Des Moines when she was only 20 and that has given her an appreciation for home ownership. She started her corporate career with a local large insurance brokerage where she excelled until finding her true passion... REAL ESTATE.



GAIL BARNETT AND CHARLOTTE SUCIK

Abendroth Russell Barnett Law Firm invites you to discuss your important legal needs with partners Charlotte Sucik and Gail Barnett. Charlotte Sucik spends the bulk of her practice helping clients form and manage their small business. By working with her clients as well as CPAs, financial planners and other members of the client's team, Charlotte is able to craft business documents that match tax and financial goals, as well as the goals of the business now and in the future. Gail Barnett focuses her practice

to helping clients apply for social security and Medicaid benefits. Additionally, Gail can work with clients to obtain guardianships and conservatorships for loved ones who can no longer care for or protect themselves. As partners of Abendroth Russell Barnett Law Firm, Gail and Charlotte treat each client and their needs with the dignity and respect we all deserve. If you have questions or want to set up an appointment to discuss your legal needs, please call us or visit us online!

Abendroth Russell Barnett Law Firm

Gail Barnett, Lawyer
Charlotte Sucik, Lawyer

(515) 278-0623
abendrothandrussell.com
2560 73rd Street, Des Moines



**ABENDROTH RUSSELL
BARNETT LAW FIRM**
ESTABLISHED IN 1987

“ We do what we do
and we do it well. ”