

A free resource for the central Iowa business community

CITYVIEW'S

# BUSINESS JOURNAL



## BUSINESS PEOPLE WHO MADE A DIFFERENCE

Honoring individuals who made a difference in the business community in the past year.

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By Melissa Walker

Good things happen each and every day in central Iowa's communities, but these things don't magically happen.

They happen because of hardworking individuals who care about their community and are willing to put forth the extra effort to make them happen. CITYVIEW's Business Journal recognizes 19 of these business leaders for their efforts and accomplishments with the "19 from 2019: People who made a difference" designation.

"We held a similar promotion and event in years past with our community business journals, and it was a big hit and a fun way to recognize people," says CITYVIEW editor and publisher Shane Goodman. "So we thought we would continue this tradition with the CITYVIEW Business Journal and share the positive things these folks have done with our 85,000 readers."

Readers submitted nominations, and an advisory panel narrowed down the selected to 19 individuals whom it believed had made the biggest difference in Des Moines and its surrounding communities.

Here are this year's honorees:

**Denise Bickford** is a retired business professional and recent transplant to Grimes, but she immediately became a top cheerleader for the community. She was heavily involved in getting the recent local option sales tax passed with 81 percent of the vote in Grimes. She's on the board of the Kiwanis Club, is a Chamber of Commerce ambassador, is president of the Grimes Public Library Friends Foundation, volunteers for Grimes Volunteer Support Services as a scheduler and driver, and participates in numerous events and activities within the community.



**Pennie Carroll** of Runnells is the owner of Pennie Carroll & Associates, a family-owned real estate company that helps Greater Des Moines area residents buy and sell homes. She's involved with organizations that help develop spiritual

growth, assist children and promote local business leaders and women in the area. These include her church, Kiwanis International, Rotary Des Moines, the Greater Des Moines Partnership and local chambers of commerce, NABOW, the Lincoln Savings Bank advisory board, Grand View Christian School Foundation and BNI Iowa, a business networking group. Carroll has been listed as a Top 10 Realtor from the Des Moines Area Association of Realtors from 2009 through 2019. She's been recognized as a Citizen of the Year and says she strives to give back to her community through both her business and service on boards and commissions.



**Luis Cruz** started his career in the hospitality industry as an 18-year-old who took a job as a dishwasher in order to learn English. Through the years, others recognized his hard work and promoted him to various positions within the restaurant business. He is now the general manager of Mickey's Irish Pub in Waukee. During his 10 years with the business, he and the owners have implemented more than 100 charity fundraising events. Cruz himself started a fundraiser in which, each Thanksgiving, a charity such as Toys for Tots, Amanda the Panda or Mentor Iowa that supports local children is



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**19** BUSINESS PEOPLE WHO MADE A DIFFERENCE  
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selected. The Pub hosts a free Thanksgiving buffet and accepts donations that are given to that year's charity. Any leftover food from the buffet is donated to the Waukee Food Pantry. Cruz says this helps those in need, those who are hungry, and Iowa's children. With Cruz's involvement, Mickey's won The Restaurant Neighbor Philanthropy Award for its charity work. Cruz's focus outside of work is on his education and raising his daughter, Kim, whom he is trying to teach to help others as well.

**Bruce W. Gerleman** of Des Moines has historically renovated several Des Moines landmarks including The Homestead Building, The Hawkeye Insurance Building, The Saddlery Building, The Rock Island Depot and dozens of other significant historic buildings throughout the country. He's worked to preserve the historic architecture of the state and, alongside the Iowa Restaurant Association, to limit regulations that impose upon independent restaurants. Gerleman also can be credited with the renovation that brought the fiber optics network for 150 independent phone companies into a centralized hub known as The International Trade Center of Iowa in downtown Des Moines. As the founder of Jethro's BBQ and Splash Seafood Bar & Grill, Gerleman Management Inc. employs almost 800 Iowans. Gerleman also has been involved with Amanda the Panda and YMCA Fathers and Families. He was recognized as the Young Iowan of the Year, the Central Iowa Metropolitan League Tennis Coach of the Year and the Iowa Restaurateur of the Year, among other honors.



**E.J. Giovannetti** had every intention of returning to his family's farming business in California after earning his law degree from Creighton University, but he married a Des Moines native and settled in central Iowa. His skillset as a lawyer — he's an attorney and shareholder of Hopkins & Huebner, P.C., in Des Moines — allowed him to work with, and in, local government for many years. Giovannetti was briefly an assistant attorney general for the state of Iowa and later served as a longtime local elected leader, both as mayor of Urbandale and as a Polk County supervisor. He has worked to enhance the quality of life for the greater Des Moines area and has served on numerous boards and commissions that include the former Greater Des



Moines Civic Center, the Des Moines Arts Festival, as former president of the Iowa League of Cities and as a current government representative on the Iowa Public Information Board. He's served as a mentor and adviser to youth and tries to create a forward-looking dialogue to shape central Iowa's future.

**Jean Jones** is a self-proclaimed "ambassador for Des Moines." She is president of Lil Brother Construction, which was started in 2008 to help others with handyman construction projects and to give them peace of mind in trusting someone to have work done in their home. Jones is active in the Iowa chapter of the National Association of Women Business Owners and a member of the Des Moines West Side Chamber and has served on its board and as a past president. Her company founded the Bryce Millikan Charity Foundation in honor of Millikan, an employee who died from cancer in August. The foundation helps individuals or those with family members who are battling cancer or another serious illness with the labor and material costs of needed home repairs.



**Jason Kerndt** is the 2018 Grimes Citizen of the Year. He's a commercial banker and the senior vice president of Vision Bank, where he works with small- to mid-size business owners and provides them with financing for their operations, equipment and commercial real estate. He enjoys working with business owners and wanted to be in a profession where he could help them succeed. Kerndt has served as a board member of the Dallas-Center Grimes Education Foundation since 2018, on the West Polk County Rotary since 2014 with 2018 as the club president, and on the Johnston Economic Development Corp. since 2013. Through his service and his profession, Kerndt tries to help where he sees a need and make it easier for others to make a difference.



**Dan Knoup** chose to become a carpenter rather than finish his college degree after his service in the U.S. Navy, where he was one of 16 chosen for presidential support duty at Camp David. He worked his way up from carrying lumber to running a crew and was eventually offered a job as a superintendent from a homebuilder. He built and remodeled about 700 homes from 1996-2014.



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He was elected president of the Home Builders Association of Greater Des Moines in 2011 and was hired as its executive director in 2014. Since he took over, the association has started a nonprofit organization to help high school students learn about careers in the building trades. Almost \$2 million has been raised to train high school students from 29 schools. The association also started Build My Future, a hands-on event where 2,074 high school students learn how to operate cranes, weld steel, lay brick, build a shed and wire a switch. Knoup is active in his home community of Urbandale, coaches his daughters in T-ball and volleyball, and is involved in many professional organizations.



**Michael Libbie** has helped hundreds of nonprofit and for-profit corporations better market their products and services for free through his business, Insight Advertising, Marketing and Communications. He's the founder and host of Insight on Business the News Hour. Libbie has been the executive director of the Windsor Heights Chamber of Commerce, has spoken internationally about topics such as effective communication and marketing, and he's running for the Iowa State Senate. He's been a spiritual leader of the Jewish



Congregation of Mason City — Adas Israel — for the past 30 years. The Iowa Broadcast News Association has honored Libbie several times with "Best of" awards.

**Marty Martin** is a fourth-generation lawyer who now serves as the president of Drake University. He served on active duty with the U.S. Air Force as a Judge Advocate general officer and later in the USAF Reserves, where he retired as a lieutenant colonel. He taught at several university law schools and worked as a dean and executive vice president before coming to Drake in 2015 because he wanted to further the mission of education. Martin is co-chairman of the Transit Future Work Group, which has been tasked with creating a plan for the metro area's future public transportation needs. He's on the executive committee of Catch Des Moines and is a board member of Prairie Meadows Racetrack and Casino, where he helps support the mission to reinvest profits back into the community.



**Jim Miller** grew up in a home where his parents were firm believers in giving back to their community, which influenced him as he grew older. He began work as a certified financial planner in 1987 in the hopes of helping others achieve their big dreams. He has been with Morgan Stanley Wealth Management for more than 36 years and is now the senior vice president.

## Cognizant Congratulates Scott Seeliger

for being named one of "19 from 2019 Business People Who Made a Difference" award winner. Thank you for your continued contributions to community and employee engagement and in helping Cognizant clients win with digital.

Cognizant also congratulates all of the "19 from 2019" award winners.

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Miller has been on several boards that include Homes of Oakridge and LINK Associates. He's now a member of the Dallas County Conservation Board and is president of the Waukee Betterment Foundation. He ran for a position on the West Des Moines Parks and Recreation Board. Waukee city officials honored Miller with the Waukee Key to the City for his help in building a pergola at the Raccoon River Valley Trailhead in Waukee. In 2015, Miller bicycled across North America in 27 days. He considers his first grandchild, Ellie, his greatest point of pride.



**Jackie Norris** is the president and chief executive officer of Goodwill of Central Iowa. She has worn many hats in her career: White House assistant to President Barack Obama, Chief of Staff to First Lady Michelle Obama, teacher, university lecturer, political aide to Tom Vilsack and Vice President Al Gore, volunteer champion and more. In her role with Goodwill, Norris is focused on eliminating employment barriers for Central Iowans and helping to provide workforce training through Goodwill's programs. She challenges business owners to consider how their workplace is welcoming and whether it hires individuals with disabilities, refugees, immigrants and



formerly incarcerated individuals. Outside of work, Norris cheers on her three teenage sons and volunteers with their activities at Roosevelt High School and Merrill Middle School, and is active at her church and in her sons' Boy Scout activities.

**Christine Osborne** joined the jewelry industry after she was recruited by a company that she assisted with opening a new checking account. Years later, her career path led her to Christopher's Fine Jewelry and Rare Coins, where she became the general manager in 2013. Christopher's supports organizations in the community that mirror its values of integrity, respect and education. This includes Dress for Success, an organization which Osborne serves as the board president. She's also championed Christopher's support of AHeinz57 Pet Rescue and Transport, which saves homeless animals and provides them services until they are adopted.



**Tricia Rivas** believes in supporting the community that supports her business. She comes from a long line of hairdressers and has been a hair and makeup artist since 1997. She owns Trixie's Salons in Des Moines, which was named one of the top 200 salons in the country. Rivas is passionate about her employees and what they do to make their customers feel welcome and appreciated from the moment they walk in the door to follow-up phone calls and handwritten notes. Rivas is a member of the National Association of Women

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FEATURE

Business Owners, FemCity, FuseDSM and the West Side Des Moines Chamber of Commerce. She's been named a Citizen of the Year and received the STAMP award for her salon's mission and marketing.

**Scott Seeliger** is senior manager for Cognizant's Global Corporate Affairs Team, where he has a broad range of responsibilities, both locally and statewide to lead initiatives that help create jobs, build business expansion and coordinate pre-employment training programs to close skills' gaps in cities across the United States. Seeliger is chairman of the Downtown Des Moines Chamber of Commerce Board and is a member of the Greater Des Moines Partnership Regional Chamber Board, the Des Moines Embassy Club Board, the United Way Business Volunteer Council, Northern Polk Pheasants Forever Board, his church board and the American Heart Association Heart Walk Executive Leadership Team. He helped secure a CPR kiosk machine for Jordan Creek Town Center that will allow visitors to learn CPR through the kiosk. Seeliger is a graduate of both the Iowa Association of Business and Industry and the Greater Des Moines Leadership Institute's leadership programs. He and his wife live in Altoona with their twin daughters.



**Mary Simon** combined her love of customer service and numbers to create a career in the banking industry. She's the vice president and consumer services manager of the Altoona branch for Bankers Trust, where she helps customers with their financial needs and enjoys building relationships as she helps them with their financial planning. Simon serves on the Board of Directors and Executive Committee for Prairie Meadows Race Track and Casino because she supports the grants from casino proceeds that are given to organizations in the community. She's a member and past president of the Altoona Chamber of Commerce; a founding member of Altoona Palooza, which she helped organize to give residents an annual community event; and she's served on other boards for the City of Altoona. The Altoona Chamber has recognized her work as an ambassador, and she's received other awards but says her greatest honor is being a wife to her husband, Pat, and a mother to her children, Alex and Harrison.



**Michele Starkenburg** of Ankeny has been fascinated with coins since she was a child, which led her to work at a financial institution while in college. She's worked as a teller and in each avenue of finance before becoming a manager at Veridian Credit Union. Starkenburg served as a mentor while receiving her master's degree in organizational leadership, which



Bankers Trust congratulates

**Mary Simon**

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on being selected one of

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Also, a huge thank you to our customers and businesses who provide us with gifts to help us welcome our new families!

— BobbiJo Wolfe



Adel : Stefanie Wilderdyke • Altoona : Jeannie Swanson • Ames : Margaret Elbert  
Ankeny : Missy Reaman • Boone : Jessi Howard • Carlisle : Ronda Frost  
Grimes : Kim Houston, Judy Swayne • Indianola : Kathy Overmann • Johnston : Missy Shepherd  
Newton : Kathy Carpenter • Norwalk : Jill Patava • Pleasant Hill : Lynette Fadden  
Polk City : Missy Reaman • Urbandale : Andrea McDonough  
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was one of her most rewarding professional experiences, and she is a member of the Ankeny Chamber of Commerce's Board and is now its chairwoman. She leads and manages with a philosophy of "carpe diem — seize the day." She takes advantage of opportunities that allow her to get out of her comfort zone for personal and professional growth, including a two-year assignment where she researched new ideas for implementation at Veridian.

**Randy Tennison** has led the overall development, leasing, operations and marketing of Jordan Creek Town Center for 14 of its 15-year existence as the center's senior general manager. The International Council of Shopping Centers has recognized him as a certified retail property executive and certified shopping center manager. Tennison has served on the board for Children and Families of Iowa and supports the organization with events at the town center. He's on the executive board of directors for the West Des Moines Chamber of Commerce and is on the West Des Moines Leadership Advisory Board. Tennison and his wife, Terri, have been married for 27 years and have four children. Tennison says he strives to make



central Iowa a place where people of all ages can live or relocate to, that is safe, affordable and has educational and career opportunities.

**BobbiJo Wolfe** wanted a way to introduce new families in the Des Moines area to local businesses and to encourage them to shop local. She started Community Greetings in 1999. Wolfe, who lives in Grimes, is active in her local community. She's part of Grimes Chamber and Economic Development and the Urbandale Chamber of Commerce. Her company also is active with other chambers throughout the metro, where greeters are located, because she believes in supporting the chamber and developing relationships with other community business owners. Wolfe was the Grimes Chamber's 2004 and 2014 Ambassador of the Year. She recently created "Grimes Golden Greetings Group" for 50-plus age residents as a way for them to join in fellowship. Each year during the holiday season, Wolfe rallies her friends to select a Grimes family whom the group secretly provides gifts to in order to brighten their holiday. ■

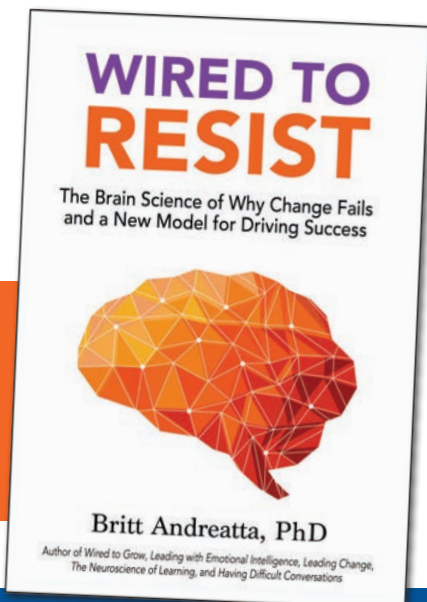


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## Congrats, Michele!

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accomplishments and  
grateful for your service  
to the community.



**Michele Starkenburg**  
Veridian Branch Manager





# CITYVIEW'S BUSINESS JOURNAL

# EXPERT ADVICE

## ON ISSUES THAT MATTER TO YOUR BUSINESS

### MARKETING

#### 3 free ways to maximize your Facebook

For all the criticism Facebook has received over the last year, it is still one of the easiest ways to connect with your customers. Here are a few lesser-used features that can help you show up better and connect in new ways:

**Use Your Feelings** – Your business can have feelings, too. If you use the “Feeling/Activity” feature on occasion when you push out content, it will provide more personality to go with whatever information you’re trying to get out there.

**Host a Facebook Live** – Even if you do not have a large group following along on the live coverage, it gets you good video content that people can find later.

**Milestones** – 10-year anniversary? Make a Milestone! A Milestone is a special kind of Facebook post. It allows for a larger image, specific date (you can back date them), and for telling a story.

Not only will this help differentiate your content, these Facebook features expose you to potentially new user groups.



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### HUMAN RESOURCES

#### Do I have to pay for lunch?

As an employer, you want your employees to spend their time at the “office” productively — doing what you hired them to do. But everyone’s gotta eat. When employees are hourly, how and when they eat can make a big impact on your business.

For example, requirements for paid or unpaid meal breaks can be complex. In general, the federal Fair Labor Standards Act does not require that employers provide meal breaks to employees. But if employers choose to offer a meal break, the length of the break determines whether the time is paid or unpaid and whether it can count towards overtime. State and local laws apply as well.

Meanwhile, unclear expense reimbursement policies in company handbooks can also leave employers on the hook for the cost of employee meals. Employees are humans and humans have got to eat. How to handle that human aspect of HR is, well... food for thought.



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### ACCOUNTING

#### What are the 1099 filing requirements for payments to subcontractors?

Any business that pays \$600 or more in any calendar year to an individual, LLC or partnership for services provided has a 1099 filing requirement. These services can include subcontractor work, extra labor or repairs. Generally, payments to corporations or LLCs taxed as corporations are exempt from the 1099 filing requirement (e.g. businesses do not need to issue 1099s to corporations like MidAmerican Energy, Verizon, etc.). Payments to attorneys still have a 1099 filing requirement regardless of whether the law firm being paid is a PC or not. Form 1099-Misc must be provided to the recipient by January 31 of each year. Forms 1096 and 1099 must also be submitted to the IRS and State of Iowa (if any state income taxes are reported) by January 31. Companies issuing 250 or more 1099s must electronically file the reports.



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# EXPERT ADVICE

## ON ISSUES THAT MATTER TO YOUR BUSINESS

### FINANCIAL STRATEGIES

#### *The value of a formal valuation*

Most owners have an idea of what they think their business is worth. In most cases they have their accountant or trusted advisor work through a valuation formula that gives a "good for now" number. Book Value, Discounted Cash Flow, Leveraged Buyout, EBITDA, Comparable Business and Market Cap are only a few of the currently used methods. Investing in a formal valuation drives many operational and risk mitigation decisions. Effective Buy/Sell Funding, Key Person Insurance as well as Transition and Succession Planning are dependent on an accurate assessment of what an arm's length buyer will pay. Having a current valuation can be critical when the unexpected occurs. Amid the uncertainty of an owner's death or the possibility of adding a partner or additional capital is needed for acquisition, a formal valuation defines the process and outcome.



**RAY HANSEN**  
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### COMMERCIAL BANKING

#### *Is your year-end checklist ready?*

Many businesses are planning for next year. Make sure you review these financial considerations before year end:

- 1. Tax Laws** – Work with your tax advisor to understand how/if any tax law changes affect your business.
- 2. Purchases** – Determine if you should make major purchases now so you can take the deduction in your current tax year.
- 3. Results** – Review your margins, sales mix and customer base now so you can make adjustments, if needed.
- 4. Budget** – Review your current objectives and goals. Consider the financial needs involved in reaching those goals.
- 5. Business Plan** – Your plan should be a living document. Now's the time to review the strategies you laid out.

These five areas should prepare you to close out the year and start the next year off right.



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### ADVERTISING

#### *What is a good ad?*

To be effective, advertising needs to be direct, simple, and state your brand.

First, be direct and decide what you want your advertising to do for you. Do you need more customers? Do you need to educate consumers on a new product or service or location? Do you need to move inventory? Decide your one need, only one.

Second, keep it simple. Create an ad starting with your one need. Choose a correlating graphic or picture and add a snappy headline along with brief supporting information. Your logo, location, phone number, website, etc. should always be placed at the bottom.

Last, establish and state your brand. Establish colors and a look for your ads and carry this through all of your marketing. Always use your logo and include all important basic information to contact you or learn more about your business. A good ad is one that makes the consumer respond the way you want them to!



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The Carlisle Chamber hosts the ribbon cutting for Andrew Dietz's Edward Jones office, 2800 Norgaard Circle, Suite 400, Carlisle on Oct. 15.



The Altoona Iowa Realty Team at Taste of Altoona, which was hosted by the Altoona Chamber of Commerce at Prairie Meadows Event Center on Oct. 15.



George and Jan Davis at the Beavertown Fall Festival on Sept. 21.



Lori Phelan and Helen Turner at the West Des Moines Chamber lunch at Des Moines Golf and Country Club on Oct. 11.



Michele Starkenburg and Heather Lilienthal at Ankeny Chamber of Commerce Latte and Leads held at Mill Pond on Sept. 24.



Jason Morse, Chelsea Huisman and Dan Mart at the Polk City Chamber Lunch and Learn held at The Qube Hotel on Oct. 9.



The Windsor Heights Chamber of Commerce held a ribbon cutting for R I Restaurant on Sept. 27.



The Waukee Chamber held a ribbon cutting for Lush Family Dental, 2505 S.E. Encompass Drive, Waukee, on Oct. 11.



The Clive Chamber of Commerce held a ribbon cutting for the grand opening of Des Moines Learning Center, 12871 University Ave., Suite 110, Clive, on Oct. 4.



The Grimes Chamber of Commerce celebrated a ribbon cutting at Ascend At Heritage held on Sept. 26.





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**Jared Husmann**  
515-639-0145  
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## COMMERCIAL REAL ESTATE

Commercial real estate transactions in Polk County from Aug. 22, 2019, through Sept. 30, 2019

**ADDRESS: 1040 NINTH ST., DES MOINES**  
DATE: AUG. 22, 2019  
PRICE: \$2,500,000  
SELLER: REAL ESTATE 2828 INVESTMENTS LLC  
BUYER: LAURAL VILLAGE APARTMENTS LLC  
ACRES: 2.458  
SQUARE FEET: 43,800

**ADDRESS: 4043 120TH ST., URBANDALE**  
DATE: AUG. 22, 2019  
PRICE: \$2,800,000  
SELLER: DMA ENTERPRISES LLC  
BUYER: MANT LLC  
ACRES: 3.795  
SQUARE FEET: 49,775

**ADDRESS: 2916 30TH ST., DES MOINES**  
DATE: AUG. 22, 2019  
PRICE: \$1,500,000  
SELLER: BRIGHTER TOMORROW LLC  
BUYER: UPLIFT MANOR LLC  
ACRES: 1.398  
SQUARE FEET: 22,680

**ADDRESS: 3425 HUBBELL AVE., DES MOINES**  
DATE: AUG. 23, 2019  
PRICE: \$65,000  
SELLER: DICKS, ALICE L.  
BUYER: DSB GRANNY'S LLC  
ACRES: 0.216  
SQUARE FEET: 2,566

**ADDRESS: AT THE CORNER OF N.E. 62ND AVENUE AND N.E. 56TH STREET, NEAR ALTOONA**  
DATE: AUG. 23, 2019  
PRICE: \$984,960  
SELLER: QUINN, MELVIN L.  
BUYER: SICULUS INC  
ACRES: 18.24  
SQUARE FEET: 0

**ADDRESS: 502 N. ANKENY BLVD., ANKENY**  
DATE: AUG. 27, 2019  
PRICE: \$2,650,000  
SELLER: KIMBERLEY PROPERTIES INC  
BUYER: LI HOLDINGS LLC  
ACRES: 2.303  
SQUARE FEET: 27,772

**ADDRESS: 5801 THORNTON AVE., DES MOINES**  
DATE: AUG. 29, 2019  
PRICE: \$2,100,000  
SELLER: R & L PROPERTIES LLC  
BUYER: EYCHANER, RICH  
ACRES: 2.977  
SQUARE FEET: 26,849

**ADDRESS: 2135 S. ANKENY BLVD., ANKENY**  
DATE: AUG. 29, 2019  
PRICE: \$196,000  
SELLER: AREA REAL ESTATE LLC  
BUYER: FOR THE KIDS IV LLC  
ACRES: 1.861  
SQUARE FEET: 5,882

**ADDRESS: 2700 BELL AVE., DES MOINES**  
DATE: AUG. 30, 2019  
PRICE: \$2,000,000  
SELLER: EDWARDS INVESTMENT COMPANY LLC  
BUYER: CHRISTIAN PRINTERS INC  
ACRES: 4.132  
SQUARE FEET: 41,834

**ADDRESS: 906 E. FIRST ST., ANKENY**  
DATE: AUG. 30, 2019  
PRICE: \$1,894,293  
SELLER: T&M PROPERTIES LLC  
BUYER: POTTS PROPERTIES LLC  
ACRES: 2.315  
SQUARE FEET: 24,192

**ADDRESS: 1114 S.E. BELMONT DRIVE, ANKENY**  
DATE: AUG. 30, 2019  
PRICE: \$1,225,000  
SELLER: JJ BELMONT APARTMENTS LLC  
BUYER: REILAND RENTALS LLC

ACRES: 1.101  
SQUARE FEET: 18,080

**ADDRESS: 28 CLARK ST., DES MOINES**  
DATE: SEPT. 3, 2019  
PRICE: \$560,000  
SELLER: LUMBARD INVESTMENT CO  
BUYER: HUEGERICH CONSTRUCTION COMPANY  
SQUARE FEET: 12,480  
ACRES: 0.992

**ADDRESS: 400 W. FIRST ST., GRIMES**  
DATE: SEPT. 3, 2019  
PRICE: \$419,400  
SELLER: FW JV19 LLC  
BUYER: CARS & CONCRETE LLC  
SQUARE FEET: N/A  
ACRES: 1.896

**ADDRESS: 1331 13TH ST., DES MOINES**  
DATE: SEPT. 4, 2019  
PRICE: \$140,000  
SELLER: BJB COMPANY INC  
BUYER: JRP LLC  
SQUARE FEET: 2,644  
ACRES: 0.173

**ADDRESS: 5970 N.W. SECOND ST., DES MOINES**  
DATE: SEPT. 5, 2019  
PRICE: \$489,280  
SELLER: DAVID RICHARD SHAFER REVOCABLE TRUST  
BUYER: SHAFER FAMILY PROPERTIES, LLC  
SQUARE FEET: 7,200  
ACRES: 1.423

**ADDRESS: 5940 N.W. SECOND ST., DES MOINES**  
DATE: SEPT. 5, 2019  
PRICE: \$595,710  
SELLER: DAVID RICHARD SHAFER REVOCABLE TRUST  
BUYER: SHAFER FAMILY PROPERTIES, LLC  
SQUARE FEET: 17,852  
ACRES: 1.512

**ADDRESS: 310 N.W. 60TH AVE., DES MOINES**  
DATE: SEPT. 5, 2019  
PRICE: \$735,500  
SELLER: DAVID RICHARD SHAFER REVOCABLE TRUST  
BUYER: SHAFER FAMILY PROPERTIES, LLC  
SQUARE FEET: 16,000  
ACRES: 1.46

**ADDRESS: 1963 BELL AVE., DES MOINES**  
DATE: SEPT. 6, 2019  
PRICE: \$7,590,000  
SELLER: IOWA FINANCE AUTHORITY  
BUYER: IOWA FINANCE AUTHORITY  
SQUARE FEET: 116,292  
ACRES: 10.32

**ADDRESS: 14065 N.E. SIXTH ST., ALLEMAN**  
DATE: SEPT. 6, 2019  
PRICE: \$70,000  
SELLER: ALTEMEIER, NORMAN E., ESTATE  
BUYER: SCHRUM FARMS INC  
SQUARE FEET: N/A  
ACRES: 0.3

**ADDRESS: 3903 OAKSHIRE ROAD, DES MOINES**  
DATE: SEPT. 9, 2019  
PRICE: \$168,000  
SELLER: BOOTH, MICHAEL K.  
BUYER: 2 AVENUES LLC  
SQUARE FEET: 1,890  
ACRES: 0.266

**ADDRESS: SOUTH OF 110 WATROUS AVE., DES MOINES**  
DATE: SEPT. 10, 2019  
PRICE: \$7,750  
SELLER: ELLIOTT, JUDITH K.  
BUYER: GIT-N-GO CONVENIENCE STORES INC  
SQUARE FEET: N/A  
ACRES: 0.315

**ADDRESS: 1884 S.E. DESTINATION DRIVE, GRIMES**  
DATE: SEPT. 11, 2019  
PRICE: \$350,000  
SELLER: NEWARK LAND TRUST LC  
BUYER: JM COMMERCIAL HOLDINGS LLC  
SQUARE FEET: N/A  
ACRES: 1.776

**ADDRESS: 1350 E. WASHINGTON AVE., DES MOINES**  
DATE: SEPT. 12, 2019  
PRICE: \$90,000  
SELLER: 1350 E WASHINGTON LLC  
BUYER: FAABORG, TYLER  
SQUARE FEET: 6,708  
ACRES: 0.681

**ADDRESS: 8800 HICKMAN ROAD, CLIVE**  
DATE: SEPT. 13, 2019  
PRICE: \$1,600,000  
SELLER: KNAPP & ASSOCIATES LC  
BUYER: CITY OF CLIVE  
SQUARE FEET: 38,400  
ACRES: 4.017

**ADDRESS: 303 S.E. THIRD ST., GRIMES**  
DATE: SEPT. 13, 2019  
PRICE: \$150,000  
SELLER: THOMAS H. WENGERT LIVING TRUST  
BUYER: SEIDL INVESTMENTS, LLC  
SQUARE FEET: 2,016  
ACRES: 0.2

**ADDRESS: 2401 E. EIGHTH ST., DES MOINES**  
DATE: SEPT. 17, 2019  
PRICE: \$444,010  
SELLER: SPTIHS PROPERTIES TRUST  
BUYER: SNF UNION PARK PROPCO LLC  
SQUARE FEET: 22,509  
ACRES: 1.474

**ADDRESS: 12905 MEREDITH DRIVE, URBANDALE**  
DATE: SEPT. 17, 2019  
PRICE: \$818,930  
SELLER: AURORA BUSINESS PARK II, LLC  
BUYER: HY-VEE INC  
SQUARE FEET: N/A  
ACRES: 1.88

**ADDRESS: 1454 30TH ST., UNIT 102, WEST DES MOINES**  
DATE: SEPT. 17, 2019  
PRICE: \$135,000  
SELLER: ODEN AND THIELKING CPA'S PC  
BUYER: SPLAW PROPERTIES LLC  
SQUARE FEET: 2,933  
ACRES: 0.248

**ADDRESS: PRAIRIE TRAIL, ANKENY**  
DATE: SEPT. 19, 2019  
PRICE: \$850,200  
SELLER: DRA PROPERTIES, LC  
BUYER: JNM DEVELOPMENT HOLDINGS LLC  
SQUARE FEET: N/A  
ACRES: 6.539

**ADDRESS: 1607 SECOND AVE., DES MOINES**  
DATE: SEPT. 20, 2019  
PRICE: \$140,800  
SELLER: COLUZZI CONSTRUCTION LLC  
BUYER: IOWA FIREWORKS COMPANY LLC  
SQUARE FEET: N/A  
ACRES: 0.448

**ADDRESS: 4411 S.W. NINTH ST., DES MOINES**  
DATE: SEPT. 20, 2019  
PRICE: \$162,500  
SELLER: MCCONNAHA, GRANT  
BUYER: PAPOOSE PROPERTIES LLC  
SQUARE FEET: 3,096  
ACRES: 0.35

**ADDRESS: 1250 FIRST AVE. N., ALTOONA**  
DATE: SEPT. 20, 2019  
PRICE: \$393,550

SELLER: F & S ROSENBERGER LLC  
BUYER: NEWBLOOD DEVELOPMENT IV LLC  
SQUARE FEET: N/A  
ACRES: 1.506

**ADDRESS: 301 WALNUT ST., POLK CITY**  
DATE: SEPT. 22, 2019  
PRICE: \$185,000  
SELLER: LINDLEY ENTERPRISES LLC  
BUYER: COTTON HILL LLC  
SQUARE FEET: 4,106  
ACRES: 0.438

**ADDRESS: 1170 TUTTLE ST., DES MOINES**  
DATE: SEPT. 23, 2019  
PRICE: \$725,000  
SELLER: HRC NFS I LLC  
BUYER: FUSION APARTMENTS, LLC  
SQUARE FEET: N/A  
ACRES: 1.51

**ADDRESS: 210 N.E. AURORA AVE., DES MOINES**  
DATE: SEPT. 24, 2019  
PRICE: \$221,000  
SELLER: LAMB INVESTMENTS LLC  
BUYER: KNIGHT ELECTRIC, LLC  
SQUARE FEET: 8,829  
ACRES: 0.746

**ADDRESS: 2800 FLEUR DRIVE, DES MOINES**  
DATE: SEPT. 25, 2019  
PRICE: \$20,983,200  
SELLER: MIMG LIV GRAY'S LAKE LLC  
BUYER: AXIOM GRAYS LAKE LLC  
SQUARE FEET: 274,832  
ACRES: 17.63

**ADDRESS: 7191 S.E. 32ND AVE., PLEASANT HILL**  
DATE: SEPT. 26, 2019  
PRICE: \$190,000  
SELLER: WOODLAND COMMUNITY CHURCH  
BUYER: WILSON, JUDY  
SQUARE FEET: 3,036  
ACRES: 2.24

**ADDRESS: 823 18TH ST., DES MOINES**  
DATE: SEPT. 27, 2019  
PRICE: \$225,000  
SELLER: COX, WILLIAM J.  
BUYER: HC RENTALS LLC  
SQUARE FEET: 2,791  
ACRES: 0.201

**ADDRESS: 4552 E. 50TH ST., DES MOINES**  
DATE: SEPT. 27, 2019  
PRICE: \$189,000  
SELLER: 1939 WELDING OUTFITTER LLC  
BUYER: GRANITE CASTLE LLC  
SQUARE FEET: N/A  
ACRES: 1.464

**ADDRESS: 10100 N.W. 62ND AVE., JOHNSTON**  
DATE: SEPT. 27, 2019  
PRICE: \$1,600,000  
SELLER: ADAM RIDGE RETAIL LLC  
BUYER: MRG JOHNSTON LLC  
SQUARE FEET: N/A  
ACRES: 1.789

**ADDRESS: 2900 COTTAGE GROVE AVE., DES MOINES**  
DATE: SEPT. 30, 2019  
PRICE: \$850,000  
SELLER: GDM PROPERTIES LLC  
BUYER: IPE1031 REV313 LLC  
SQUARE FEET: 14,718  
ACRES: 0.345

**ADDRESS: NORTH OF BEAVER CREEK ON HWY 141, GRANGER**  
DATE: SEPT. 30, 2019  
PRICE: \$690,000  
SELLER: HIGHWAY 141 STORAGE LLC  
BUYER: FREEDOM ONE LLC  
SQUARE FEET: 19,900  
ACRES: 2.2 ■





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\* Based on 2018 Nissan Final RevTrak sales. Offer ends Nov. 31, 2019.



SMALL BUSINESS ADMINISTRATION LOANS

Borrower Name	City	County	Cong. District	\$ Amount	Jobs Created	Jobs Retained	Existing Jobs	New vs. Existing	Business Type
QUALITY MACHINE OF IOWA, INC.	AUDUBON	AUDUBON	04	\$270,000	6	55	55	EXISTING BUSINESS	Machine Shops
McClure Financial Services LLC	Vinton	BENTON	01	\$450,000	0	10	10	EXISTING BUSINESS	Offices of Certified Public Accountants
OAK DISTRICT ASSISTED LIVING, LLC	Cedar Falls	BLACK HAWK	01	\$2,183,300	9	0	0	NEW BUSINESS	Homes for the Elderly
Hartel Properties, L.L.C.	WATERLOO	BLACK HAWK	01	\$372,000	20	0	0	NEW BUSINESS	Pet Care (except Veterinary) Services
Kids Cars & More LLC	Waterloo	BLACK HAWK	01	\$150,000	6	1	1	NEW BUSINESS	Amusement Arcades
Pro Wall Construction, Inc.	Plymouth	CERRO GORDO	04	\$967,000	0	21	0	NEW BUSINESS	Drywall and Insulation Contractors
S & S Manufacturing, LLC	Alta Vista	CHICKASAW	04	\$95,000	2	8	8	NEW BUSINESS	Travel Trailer and Camper Manufacturing
RTC Ventures, LLC	OSCEOLA	CLARKE	02	\$1,537,000	5	0	3	NEW BUSINESS	Distilleries
Revelton Distilling Company, Inc.	OSCEOLA	CLARKE	02	\$350,000	5	0	3	NEW BUSINESS	Distilleries
RCW Restaurant Partners, LLC	Osceola	CLARKE	02	\$50,000	20	15	15	EXISTING BUSINESS	Full-Service Restaurants
The Franklin Hotel LLC	Strawberry Point	CLAYTON	01	\$238,000	0	8	8	NEW BUSINESS	Full-Service Restaurants
Guardian Plumbing, LLC	GRANGER	DALLAS	03	\$150,000	4	2	2	NEW BUSINESS	Plumbing, Heating, and Air-Conditioning Contractors
FLATIN DUBUQUE LLC	DUBUQUE	DUBUQUE	01	\$518,400	25	0	0	NEW BUSINESS	Limited-Service Restaurants
Dubuque Childcare Center LLC	Dubuque	DUBUQUE	01	\$279,000	0	0	18	EXISTING BUSINESS	Child Day Care Services
Gonyier Services, LLC	DUBUQUE	DUBUQUE	01	\$150,000	4	1	1	NEW BUSINESS	Landscaping Services
Trousdale Transport, LLC	Nora Springs	FLOYD	04	\$110,000	2	0	4	EXISTING BUSINESS	General Freight Trucking, Local
RNR Holdings LLC	MOUNT PLEASANT	HENRY	02	\$135,000	0	2	2	NEW BUSINESS	Exterminating and Pest Control Services
EXPRESS AMERICA INC	Cedar Rapids	LINN	01	\$970,500	1	11	0	NEW BUSINESS	General Freight Trucking, Local
C5 HOLDINGS, LLC	CEDAR RAPIDS	LINN	01	\$280,000	3	13	13	EXISTING BUSINESS	Investigation Services
Progressive Pain Solutions, LLC	CEDAR RAPIDS	LINN	01	\$89,000	2	0	0	NEW BUSINESS	Offices of Chiropractors
Progressive Pain Solutions, LLC	CEDAR RAPIDS	LINN	01	\$60,000	2	0	0	NEW BUSINESS	Offices of Chiropractors
McAfee Enterprises Inc	HIAWATHA	LINN	01	\$1,700,400	0	19	19	EXISTING BUSINESS	All Other Miscellaneous General Purpose Machinery Manufacturing
STILES OF CELEBRATION, LLC	Marion	LINN	01	\$100,000	2	1	0	NEW BUSINESS	Caterers
Building Bravery, LLC	ALTOONA	POLK	03	\$170,000	5	5	0	NEW BUSINESS	Fitness and Recreational Sports Centers
SLM Holdings Corp.	ANKENY	POLK	03	\$633,000	27	0	2	NEW BUSINESS	Child Day Care Services
Flavory, LLC	Ankeny	POLK	03	\$250,000	2	10	10	EXISTING BUSINESS	Limited-Service Restaurants
Porch Light Coffeehouse, LLC	Ankeny	POLK	03	\$125,000	1	8	8	EXISTING BUSINESS	Limited-Service Restaurants
Da King Ankeny LLC	Ankeny	POLK	03	\$50,000	0	10	10	NEW BUSINESS	Snack and Nonalcoholic Beverage Bars
VIP CONTRACTORS, LLC	ANKENY	POLK	03	\$5,000	0	0	1	NEW BUSINESS	Plumbing, Heating, and Air-Conditioning Contractors
BP COMPANIES LLC	DES MOINES	POLK	03	\$150,000	2	9	9	EXISTING BUSINESS	Electrical Contractors
EMERGENCY DENTAL CARE USA P.C.	DES MOINES	POLK	03	\$25,000	0	7	0	EXISTING BUSINESS	Offices of Dentists
KRANTO EDUCATION ALLIANCE LLC	DES MOINES	POLK	03	\$10,500	1	2	2	NEW BUSINESS	Child Day Care Services
Great Dane Leasing L.L.C	Grimes	POLK	03	\$1,000,000	0	50	50	EXISTING BUSINESS	Highway, Street, and Bridge Construction
RJT Partners, LLC	Grimes	POLK	03	\$350,000	11	1	1	NEW BUSINESS	Full-Service Restaurants
PIU Corporation	URBANDALE	POLK	03	\$270,000	5	0	0	NEW BUSINESS	Automotive Glass Replacement Shops
MaHo Enterprises, LLC	West Des Moines	POLK	03	\$102,500	20	23	23	EXISTING BUSINESS	Child Day Care Services
LITTLE KINGS AND QUEENS DAYCARE	COUNCIL BLUFFS	POTTAWATTAMIE	03	\$5,000	0	0	1	EXISTING BUSINESS	Child Day Care Services
The Mississippi River Distilling Company,	LE CLAIRE	SCOTT	02	\$675,000	0	22	22	NEW BUSINESS	Distilleries
Green Jeans, LLC	Panama	SHELBY	04	\$385,000	2	0	12	EXISTING BUSINESS	Machine Shops
Hasstedt Holdings LLC	AMES	STORY	04	\$863,800	7	6	6	NEW BUSINESS	Optical Goods Stores
Hasstedt Holdings LLC	AMES	STORY	04	\$100,000	1	6	6	NEW BUSINESS	Optical Goods Stores
BLACKBIRD DESIGN AND PRINT LLC	NEVADA	STORY	04	\$72,600	2	2	2	NEW BUSINESS	Commercial Gravure Printing
Sandstone Management LTD	Carlisle	WARREN	03	\$229,000	10	0	15	EXISTING BUSINESS	Site Preparation Contractors

September 2019

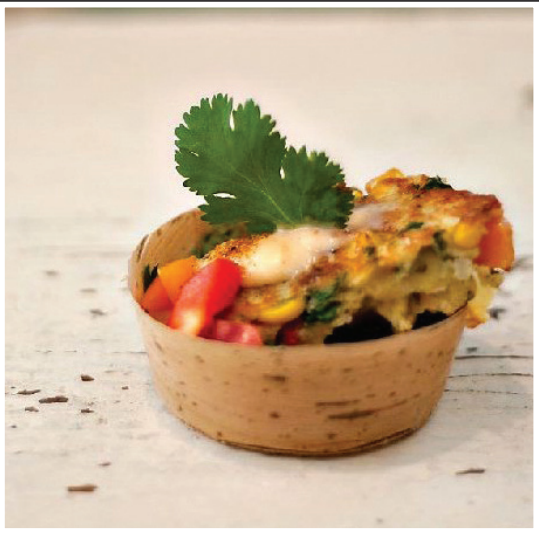


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