

CITYVIEW'S

BUSINESS JOURNAL



The COVID-19 SHOPPING PIVOT

Realtors, car dealerships and retail stores change processes to meet needs of customers during pandemic.

By Melissa Walker

The days of walking into a real estate open house unannounced or shaking hands with the salesperson from whom you purchase a car are seemingly gone.

From the moment COVID-19 first came onto the scene in March, business sectors have taken action to change their business, offer contact-less interaction and ensure the needs of customers are met in this new mask-wearing world.

Fareway employees are wearing masks as a result of new shopping policies at the store.

FEATURE

Real estate companies change traditional open houses

There was a little element of panic in the real estate market when COVID-19 first came on the scene in March and people were told to distance themselves or stay away from others outside their immediate family.

"When you are listing a house, you are obviously exposing yourself and your home," says Gina Swanson, a Realtor with Century 21 Signature Real Estate.

Swanson's immediate response was to ensure she met the needs of her clients and made them feel safe. Agents shifted to virtual tours for many homes, not just higher-end houses, and asked prospective buyers to view the house that way before setting up an in-person tour. Buyers were asked to wear masks, use hand sanitizer and minimize the items they touched in homes. All lights were left on and cabinet doors open for potential buyers. Clients who had health conditions waited a few months until COVID was better understood before listing their home.

Swanson replaced her coffee shop meetings with clients to a virtual Zoom meet, where she gets to know the client, explains the real estate process, and begins to understand the client's needs. This has allowed her to meet clients' needs faster because there's less schedule coordination for a quick Zoom call versus an in-person meeting, which means she's able to show homes faster.

Those Realtors who were willing to adapt to technology with meetings and virtual tours have done much better, according to Swanson, because people are still buying and selling houses.

"Many people, while at home, realized their homes weren't working for them," Swanson says. "Most of society is in and out, and when you take out the activities and work and social obligations, you are staying home and realizing 'Does this space work for me?' Our industry became even busier because people had time to be home and realize their space didn't work, and they had nothing but time to look at other houses."

Retailers move to curbside pickup, distance shoppers

Nationwide, retailers began offering curbside pickup and phone ordering for items big and small including clothing, shoes, electronics and more. Pickup stations were created outside stores, so employees could place items without coming into direct contact with customers. At other stores, customers stay in their vehicle while employees place items into their vehicle.

Customers at Homemakers furniture store can sit on and test furniture if they are comfortable doing so but are asked to wear a mask and remain socially distanced from others in the process.



Realtor Gina Swanson says her industry became even busier because people had time to be home and realized their space didn't work for them.

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"Because of the nature of fabric and leather, we are unable to deep clean the surface of each piece of furniture in our showroom at an increased frequency but are taking additional steps to make sure the area is clean, and the environment allows for safe shopping," the company stated on its website.

This includes requiring employees to wear masks and having employees socially distance from customers; disinfecting all door handles, carts, escalator railings and customer service areas where transactions occur; placing hand sanitizer throughout the store; and installing Plexiglass shields at cash registers.

Homemakers also is offering contact-free shipping that places all furniture in factory packaging inside a customer's garage, driveway or the first-floor entry of their house or apartment. Any customer who wants to pick up or return furniture can drive through and remain in their vehicle to make the process contact-free while Homemakers employees load and unload the furniture.

Auto dealerships provide more delivery, pick-up services

Stew Hansen says it follows all guidelines from the Centers for Disease Control and local health agencies. This includes requiring employees and customers to wear face masks or coverings when inside the dealership or vehicles, eliminating handshakes, adding touchless hand sanitizers throughout the store, and cleaning high-traffic areas more frequently.

The dealership also allows shoppers who do not want to visit in-person to utilize its website to browse inventory, set an appointment or chat with a customer service representative.

Stivers Ford Lincoln has a new "click-to-buy" sales program, where potential buyers can shop, trade in their vehicle and become pre-approved online. Shoppers also can have their purchase delivered to their home or office without having to come to the dealership.

This is a nationwide trend following consumer demand. In March, only 49 percent of dealerships in a DealerRater survey offered home delivery. That number rose to 66 percent in August.

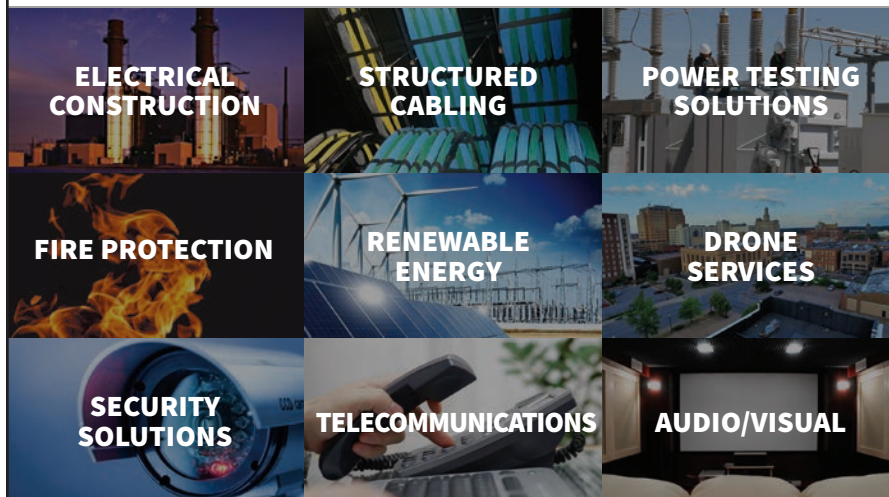
It's a service more customers want. DealerRater reports from an August 2020 survey that one in five recent car buyers took advantage of home delivery services. A group of separate buyers, who were surveyed in September, said three in five would use these services if they're offered.

For those who want to trade in a vehicle, DealerRater's August survey found that 51 percent, up from 33 percent in March, of dealerships offer online estimates for prospective trade-ins. Cars.com recommends anyone who wants to conduct an online trade-in confirm specifics of the trade-in appraisal. Some dealerships still require an on-site inspection, which can force in-person interactions.

More dealerships also are offering at-home test drives for vehicles and vehicle return policies for customers who are unhappy with their purchase. In some cases, a dealership will deliver the vehicle to a prospective buyer's home for a set amount of time for the person to test drive the vehicle. This may require interaction with the delivery driver and contact with recently touched surfaces.

Even those dealerships that do not have a specific at-home test drive policy are often willing to accommodate requests on a case-by-case basis, according to

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Cars.com. Some may have virtual test drives online to get an idea of how things look behind the wheel through an all-virtual approach.

Grocery stores offer more contact-less options

From online shopping to self-checkout lanes, the grocery industry has responded to meet customer needs and wants.

Fareway first installed self-checkout lanes when the company opened its second Cedar Falls store in January 2019, company spokeswoman Emily Toribio says. The company has continued to add more in new store locations and to renovate existing stores, so that more than 30 stores now have self-checkout lanes. Each typically has four units.

“We will continue with this project until most stores have the option available,” Toribio says.

The self-checkout lanes started pre-COVID to evolve and provide the best service for all shoppers. Doing this allows store employees to concentrate on stocking the shelves with fresh product and assisting customers throughout the store, she says.

As a result of COVID, Fareway activated several internal protocols to increase sanitation measures of high-touch surfaces and overall store-cleaning frequency, along with the availability of hand sanitizer and wipes.

Several grocery chains, Fareway included, initially adjusted their grocery hours to allow for more time to clean and also reserved the first hour of business for customers age 65 and older, pregnant women and those with serious, chronic or an underlying medical condition.

Fareway returned to its normal business hours but asks customers and employees to continue to social distance. It also placed distance markers in strategic locations throughout the store, installed plexiglass shields at checkout areas, required employees and store vendors to wear masks, and encouraged customers to wear a mask. The store has limited returns and is not accepting cans and bottles for redemption in stores, Toribio says.

In some areas, community partners work with Fareway to obtain orders on behalf of certain individuals and to provide delivery and pick-up service. FarewayMeatMarket.com will direct ship meat and complimentary side dishes to customers’ homes, Toribio says.

She also says that the company is working toward the capacity for online ordering from local stores and hopes to have more details available in the near future.

Curbside pickup and delivery for groceries has become the new norm for many consumers amid COVID.

Retailer Walmart and grocery chain HyVee already offer online ordering and pick-up or delivery service. In mid-October, Amazon launched free grocery pickup with one-hour arrival windows for orders of \$35 or more from Whole Foods Markets for Amazon Prime members. It’s available from all Whole Foods stores in the United States.

What’s next for all categories of business is uncertain, but changing to meet the needs of customers is certainly nothing new and is now even more important for all companies, large and small. ■

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COMMERCIAL REAL ESTATE TRANSACTIONS IN POLK COUNTY FROM SEPT. 11, 2020 THROUGH OCT. 9, 2020.

Expert Advice on Workforce Issues That Matter to Your Business

How to Support a Mobile Workforce

A mobile workforce is a group of employees who do not work in a central, physical location and instead stay connected to the business and each other through technology. There are many advantages of a mobile workforce that many companies had discovered prior to the COVID-19 pandemic, such as access to a larger talent pool, stronger loyalty by meeting employee preferences, less stress and exposure to illnesses, saving time on travel and lower overhead costs.

Incorporating workforce mobility brings with it certain concerns, such as being able to account for time, varying liabilities for employees, employee availability and risk of abusing time, and security of company and information.

To make the most of a mobile workforce, ensure managers have regular check-ins and team meet-ups, and equip employees with the technology they need to be productive.

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ADDRESS: 1428 E. FLEMING AVE., DES MOINES
SALE DATE: SEPT. 11, 2020
SALE PRICE: \$161,500
SELLER: WOOD, JAMES R.
BUYER: CALDERON, CARLOS
SQUARE FEET: 2,000
LAND ACRES: 0.159

ADDRESS: 1660 22ND ST., WEST DES MOINES
SALE DATE: SEPT. 11, 2020
SALE PRICE: \$4,965,000
SELLER: NEW MILLENNIUM LC
BUYER: 1660 WEST DES MOINES LLC
SQUARE FEET: 14,418
LAND ACRES: 1.748

ADDRESS: ALONG FRANKLIN STREET S.W., CLAY
SALE DATE: SEPT. 14, 2020
SALE PRICE: \$350,000
SELLER: GEORGE TRANSIT LINE INC.
BUYER: RYAN BONDURANT, LLC
SQUARE FEET: 4,000
LAND ACRES: 5

ADDRESS: ALONG FRANKLIN STREET SOUTHWEST, CLAY
SALE DATE: SEPT. 14, 2020
SALE PRICE: \$3,337,100
SELLER: GHOLDS LLC
BUYER: RYAN BONDURANT, LLC
SQUARE FEET: 0
LAND ACRES: 72.853

ADDRESS: 1123 24TH ST., DES MOINES
SALE DATE: SEPT. 15, 2020
SALE PRICE: \$145,000
SELLER: RA PROPERTY INVESTMENTS LLC
BUYER: INGVAL, ERIC
SQUARE FEET: 2,428
LAND ACRES: 0.147

ADDRESS: ALONG N.E. HUBBELL AVE., CLAY
SALE DATE: SEPT. 16, 2020
SALE PRICE: \$1,718,500
SELLER: GRIFFIEON FARMS LLC
BUYER: I-80 BUSINESS PARK LLC
SQUARE FEET: 0
LAND ACRES: 36.177

ADDRESS: 480 S.E. GATEWAY DRIVE, GRIMES
SALE DATE: SEPT. 17, 2020
SALE PRICE: \$169,980
SELLER: WILLIAM C. KNAPP LC
BUYER: GRIMES DEVELOPMENT LLC
SQUARE FEET: 0
LAND ACRES: 1.515

ADDRESS: 1113 24TH ST., DES MOINES
SALE DATE: SEPT. 17, 2020
SALE PRICE: \$180,000
SELLER: SIMON, SAMUEL
BUYER: KINGMAN ENTERPRISES LLC
SQUARE FEET: 4,318
LAND ACRES: 0.147

ADDRESS: 1741 GRAND AVE., WEST DES MOINES
SALE DATE: SEPT. 18, 2020
SALE PRICE: \$212,000
SELLER: ST. BENEDICT’S ABBEY
BUYER: HOPE LAW FIRM & ASSOCIATES PC
SQUARE FEET: 1,540
LAND ACRES: 0.344

ADDRESS: 2724 SECOND AVE., DES MOINES
SALE DATE: SEPT. 18, 2020
SALE PRICE: \$225,000
SELLER: DUNHAM, CHARLES M.
BUYER: SULLIVAN HOLDINGS LLC
SQUARE FEET: 11,500
LAND ACRES: 0.474

ADDRESS: 1000 73RD ST., SUITE 18, WINDSOR HEIGHTS
SALE DATE: SEPT. 18, 2020
SALE PRICE: \$106,000
SELLER: ENERGY SOLUTION BUILDERS LLC
BUYER: KCK INVESTMENTS LLC
SQUARE FEET: 1,775
LAND ACRES: 0.138

ADDRESS: 3630 MERLE HAY ROAD, DES MOINES
SALE DATE: SEPT. 18, 2020
SALE PRICE: \$760,000
SELLER: PERPETUAL LLC
BUYER: MJG DEVELOPMENT LLC
SQUARE FEET: 5,896
LAND ACRES: 0.448

ADDRESS: 5840 UNIVERSITY AVE., DES MOINES
SALE DATE: SEPT. 21, 2020
SALE PRICE: \$115,000
SELLER: HOLY SPIRIT ASN. FOR UNIFICATION OF WORLD CHRISTIANI
BUYER: LANDMARK MISSIONARY BAPTIST CHURCH SURROUNDED HILL
SQUARE FEET: 1,312
LAND ACRES: 0.242

ADDRESS: 7900 S.W. 22ND ST., DES MOINES
SALE DATE: SEPT. 22, 2020
SALE PRICE: \$1,850,000
SELLER: EZ STORAGE LLC
BUYER: LDR IOWA V LLC
SQUARE FEET: 31,800
LAND ACRES: 2.687

ADDRESS: 480 S.E. GATEWAY DRIVE, DES MOINES
SALE DATE: SEPT. 22, 2020
SALE PRICE: \$165,000
SELLER: CARLA JEAN COREY VOSHELL, ADMIN/ COREY ESTATE
BUYER: BD SOLUTIONS, LLC
SQUARE FEET: 2,252
LAND ACRES: 0.407

ADDRESS: 2801 GRAND AVE., DES MOINES
SALE DATE: SEPT. 23, 2020
SALE PRICE: \$3,030,000
SELLER: ACADIAN-INGERSOLL LLC
BUYER: REAGAN PARTNERS LLC
SQUARE FEET: 33,520
LAND ACRES: 0.952

ADDRESS: 1157 26TH ST., DES MOINES
SALE DATE: SEPT. 23, 2020
SALE PRICE: \$1,450,000
SELLER: ND DRAKE MULTIFAMILY LLC
BUYER: DRAKE MULTIFAMILY LLC
SQUARE FEET: 0
LAND ACRES: 1.085

ADDRESS: 2026 N.W. HICKORY LANE, ANKENY
SALE DATE: SEPT. 24, 2020
SALE PRICE: \$512,000
SELLER: 2026 N.W. HICKORY LANE HSG COOP ASSOC.
BUYER: STARLAND 2026 HICKORY LLC
SQUARE FEET: 6,784
LAND ACRES: 0.275

ADDRESS: 2002 N.W. HICKORY LANE, ANKENY
SALE DATE: SEPT. 24, 2020
SALE PRICE: \$768,000
SELLER: 2002 N.W. HICKORY LANE HSG COOP ASSOC.
BUYER: STARLAND 2002 HICKORY LLC
SQUARE FEET: 10,176
LAND ACRES: 0.202

ADDRESS: 2805 30TH ST., DES MOINES
SALE DATE: SEPT. 24, 2020
SALE PRICE: \$1,560,000
SELLER: MAZAL TOV HOLDINGS LLC
BUYER: BRICKSTONE APARTMENTS LLC
SQUARE FEET: 25,896
LAND ACRES: 0.887

ADDRESS: 41°51'42.4"N 93°41'55.6"W, SHELDAHL
SALE DATE: SEPT. 24, 2020
SALE PRICE: \$57,500
SELLER: KOOKER, DOYLE E.
BUYER: TAILORED HOMES, LLC
SQUARE FEET: 11,997
LAND ACRES: 2.482

ADDRESS: 2200 STANTON AVE., DES MOINES
SALE DATE: SEPT. 24, 2020
SALE PRICE: \$4,300,000
SELLER: DENTLER, KAY
BUYER: IOWA STANTON LLC
SQUARE FEET: 47,120
LAND ACRES: 4.579

ADDRESS: 3924 EASTON BLVD., DES MOINES
SALE DATE: SEPT. 25, 2020
SALE PRICE: \$40,000
SELLER: SNELSON, MATTHEW T.
BUYER: NFC PROPERTIES LLC
SQUARE FEET: 1,040
LAND ACRES: 0.136

ADDRESS: 3161 S.E. 22ND ST., DES MOINES
SALE DATE: SEPT. 27, 2020
SALE PRICE: \$227,500
SELLER: LIVING WATERS FELLOWSHIP CHURCH
BUYER: QUECK CAPITAL MANAGEMENT
SQUARE FEET: 1,872
LAND ACRES: 0.671

ADDRESS: 1315 E. NINTH ST., DES MOINES
SALE DATE: SEPT. 28, 2020
SALE PRICE: \$145,000
SELLER: KOURI PROPERTIES LLC
BUYER: 7 DAYS CASH LLC
SQUARE FEET: 1,920
LAND ACRES: 0.223

ADDRESS: 702 EUCLID AVE., DES MOINES
SALE DATE: SEPT. 28, 2020
SALE PRICE: \$165,000
SELLER: KOURI PROPERTIES LC
BUYER: 7 DAYS CASH LLC
SQUARE FEET: 2,044
LAND ACRES: 0.152

ADDRESS: 1464 E. 14TH ST., DES MOINES
SALE DATE: SEPT. 28, 2020
SALE PRICE: \$133,000
SELLER: SMITH, GARRY
BUYER: CAM FUND 2020 LLC
SQUARE FEET: 1,960
LAND ACRES: 0.179

ADDRESS: 1635 N.E. 53RD AVE., DES MOINES
SALE DATE: SEPT. 28, 2020
SALE PRICE: \$7,000,000
SELLER: DES MOINES INDUSTRIAL PARTNERS LLC
BUYER: REALTY INCOME PROPERTIES 18 LLC
SQUARE FEET: 92,004
LAND ACRES: 6.46

ADDRESS: 1200 S.W. BROOKSIDE CIRCLE, SUITE 4, GRIMES
SALE DATE: SEPT. 29, 2020
SALE PRICE: \$310,000
SELLER: SWEET HONEY INC.
BUYER: RENDA PROPERTIES 2 LLC
SQUARE FEET: 43,200
LAND ACRES: 0.267

ADDRESS: 1208 E. 20TH COURT, DES MOINES
SALE DATE: SEPT. 29, 2020
SALE PRICE: \$360,360
SELLER: 1208 20TH LLC
BUYER: FOUSRITE DEVELOPMENT LLC
SQUARE FEET: 4,684
LAND ACRES: 0.707

ADDRESS: 12289 STRATFORD DRIVE, CLIVE
SALE DATE: SEPT. 29, 2020
SALE PRICE: \$1,096,000
SELLER: TRUVERSE I LLC
BUYER: DRAKE SIMPSON REAL ESTATE LLC
SQUARE FEET: 6,320
LAND ACRES: 0.825

ADDRESS: 1100 WALKER ST., DES MOINES
SALE DATE: SEPT. 30, 2020
SALE PRICE: \$175,000
SELLER: PEPPER, RANDY
BUYER: DOUBLE CW INVESTMENTS LLC
SQUARE FEET: 3,328
LAND ACRES: 0.172

ADDRESS: NEAR 2727 82ND PLACE, URBANDALE
SALE DATE: SEPT. 30, 2020
SALE PRICE: \$13,600,000
SELLER: THE RESERVE
BUYER: ESSEX BULIGO URBANDALE LLC
SQUARE FEET: 197,385
LAND ACRES: 5.95

ADDRESS: 1438 NINTH ST., DES MOINES
SALE DATE: OCT. 1, 2020
SALE PRICE: \$145,000
SELLER: COLUZZI JR., ROBERT F.
BUYER: KLINE, MATTHEW
SQUARE FEET: 2,308
LAND ACRES: 0.147

ADDRESS: 200 E. GRAND AVE., DES MOINES
SALE DATE: OCT. 1, 2020
SALE PRICE: \$14,100,000
SELLER: E. GRAND OFFICE PARK L P.
BUYER: 200 E GRAND LLC
SQUARE FEET: 111,748
LAND ACRES: 5.519

ADDRESS: 5421 N.W. BEAVER DRIVE, JOHNSTON
SALE DATE: OCT. 2, 2020
SALE PRICE: \$3,450,000
SELLER: KALDENBERG ENTERPRISES LLC
BUYER: BEAVER BOTTOM BOYS LLC
SQUARE FEET: 37,200
LAND ACRES: 6.3

ADDRESS: 904 LUSTER LANE, DES MOINES
SALE DATE: OCT. 2, 2020
SALE PRICE: \$105,000
SELLER: KWALITY KARPENTRY INC.
BUYER: 904 LUSTER LANE TRUST
SQUARE FEET: 2,400
LAND ACRES: 0.566

ADDRESS: 1086 25TH ST., DES MOINES
SALE DATE: OCT. 2, 2020
SALE PRICE: \$148,000
SELLER: LA FRANCE, MARIA
BUYER: INVEST DSM INC
SQUARE FEET: 1,996
LAND ACRES: 0.141

ADDRESS: 7020 DOUGLAS AVE., URBANDALE
SALE DATE: OCT. 5, 2020
SALE PRICE: \$1,365,000
SELLER: ROYALT LLC
BUYER: SANAV URBANDALE CROSSINGS LLC
SQUARE FEET: 12,864
LAND ACRES: 0.913

ADDRESS: 110 S.E. GRANT ST., UNIT 204, ANKENY
SALE DATE: OCT. 6, 2020
SALE PRICE: \$57,000
SELLER: ROGER AND KRISTA HUTSON REVOCABLE TRUST
BUYER: ATI FORT DODGE LLC
SQUARE FEET: 960
LAND ACRES: 0.047

ADDRESS: 368 N.W. MAIN ST., ELKHART
SALE DATE: OCT. 6, 2020
SALE PRICE: \$80,000
SELLER: ADAMS, RONALD C.
BUYER: HOME FREE INVESTMENTS LLC
SQUARE FEET: 0
LAND ACRES: 0.14

ADDRESS: 1409 23RD ST., DES MOINES
SALE DATE: OCT. 6, 2020
SALE PRICE: \$100,000
SELLER: WE CAN BUILD IT LC
BUYER: S&A 786 LLC
SQUARE FEET: 2,400
LAND ACRES: 0.205

ADDRESS: 3727 S.E. 14TH ST., DES MOINES
SALE DATE: OCT. 8, 2020
SALE PRICE: \$350,000
SELLER: HALLE PROPERTIES LLC
BUYER: BADAWI PROPERTIES LLC
SQUARE FEET: 0
LAND ACRES: 1.705

ADDRESS: 4120 N.E. 43RD COURT, DES MOINES
SALE DATE: OCT. 9, 2020
SALE PRICE: \$326,000
SELLER: LINDA AGAN, EXECUTOR CARL D. BAKER ESTATE
BUYER: MEM INVESTMENTS LLC
SQUARE FEET: 2,552
LAND ACRES: 2.074

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SMALL BUSINESS ADMINISTRATION LOANS

Borrower Name	City	County	Cong. District	\$ Amount	Jobs Created	Jobs Retained	Existing Jobs	New vs. Existing	Business Type
Grant Ranch LLC	Sigourney	KEOKUK	02	\$145,000	10	1	1	NEW BUSINESS	Full-Service Restaurants
Iowa Badgeholders, Inc.	Marion	LINN	01	\$285,000	10	1	1	NEW BUSINESS	Fine Arts Schools
BC Enterprises LLC	North Liberty	JOHNSON	02	\$100,000	4	1	1	NEW BUSINESS	Exterminating and Pest Control Services
AMD Hotel LLC	WAUKON	ALLAMAKEE	01	\$1,015,000	0	8	8	NEW BUSINESS	Hotels (except Casino Hotels) and Motels
Pat and Franny's, LLC	CORALVILLE	JOHNSON	02	\$20,000	10	0	0	NEW BUSINESS	Full-Service Restaurants
Element Construction Services, Inc.	CEDAR FALLS	BLACK HAWK	01	\$800,000	10	10	10	NEW BUSINESS	Drywall and Insulation Contractors
Shree Jay Ambe, LLC	MANCHESTER	DELAWARE	01	\$766,000	0	3	3	NEW BUSINESS	Hotels (except Casino Hotels) and Motels
SimpleSky, Inc.	SHELLSBURG	BENTON	01	\$51,000	0	1	1	EXISTING BUSINESS	Other Management Consulting Services
Top Shelf Trucking, LLC	DUBUQUE	DUBUQUE	01	\$140,000	3	2	2	EXISTING BUSINESS	General Freight Trucking, Long Distance, Truckload
VANDENHOUT CHIROPRACTIC, PLC	MOUNT PLEASANT	HENRY	02	\$432,000	1	4	4	EXISTING BUSINESS	Offices of Chiropractors
Cecil Green Insurance Inc.	BURLINGTON	DES MOINES	02	\$64,800	1	2	2	EXISTING BUSINESS	Insurance Agencies and Brokerages
Pat and Franny's, LLC	CORALVILLE	JOHNSON	02	\$127,500	10	0	0	NEW BUSINESS	Full-Service Restaurants
IMAGE POINTE	WATERLOO	BLACK HAWK	01	\$835,000	8	0	0	EXISTING BUSINESS	Commercial Screen Printing
Element Construction Services, Inc.	CEDAR FALLS	BLACK HAWK	01	\$303,600	10	10	10	NEW BUSINESS	Drywall and Insulation Contractors
Zippy's Salt Barn LLC	MECHANICSVILLE	CEDAR	02	\$247,500	0	5	5	NEW BUSINESS	Other Chemical and Allied Products Merchant Wholesalers
LU'S DELI ON 3RD LLC	CEDAR RAPIDS	LINN	01	\$115,000	0	8	8	EXISTING BUSINESS	Limited-Service Restaurants
Rognes Corp	Ankeny	POLK	03	\$4,650,000	1	30	30	EXISTING BUSINESS	Water and Sewer Line and Related Structures Construction
The Tree Doctor, L.L.C.	DES MOINES	POLK	03	\$15,000	0	0	0	EXISTING BUSINESS	Landscaping Services
KFD Grocery, Inc.	TRAER	TAMA	01	\$89,000	0	4	4	NEW BUSINESS	Supermarkets and Other Grocery (except Convenience) Stores
BADAWI PIZZA COMPANY, INC	DES MOINES	POLK	03	\$1,545,000	50	31	31	EXISTING BUSINESS	Full-Service Restaurants
UpTower, Inc.	OSAGE	MITCHELL	01	\$294,500	19	0	0	NEW BUSINESS	Commercial and Industrial Machinery and Equipment (except Automotive and EI
Iowa's All Season Heating and Cooling, Waukee		DALLAS	03	\$540,000	3	0	0	EXISTING BUSINESS	Plumbing, Heating, and Air-Conditioning Contractors
TKRG Holdings, LLC	Bondurant	POLK	03	\$120,000	2	3	3	EXISTING BUSINESS	Flooring Contractors
Pavan Hospitality Inc	FORT DODGE	WEBSTER	04	\$1,592,200	0	10	10	EXISTING BUSINESS	Hotels (except Casino Hotels) and Motels
Lil' Brother Construction LLC	Des Moines	POLK	03	\$225,000	0	11	11	EXISTING BUSINESS	Residential Remodelers
Family Matters Chiropractic, LLC	ANKENY	POLK	03	\$86,400	2	2	2	NEW BUSINESS	Offices of Chiropractors
Koenig Aquatics, LLC	Waukee	DALLAS	03	\$2,400,700	10	1	1	NEW BUSINESS	Sports and Recreation Instruction
Cook Construction And Remodeling	NEOLA	POTTAWATTAMIE	03	\$38,900	0	0	0	EXISTING BUSINESS	Finish Carpentry Contractors
Central States Mobility, Inc	ALTOONA	POLK	03	\$110,000	2	0	0	NEW BUSINESS	All Other Miscellaneous Store Retailers (except Tobacco Stores)
Rognes Corp	ANKENY	POLK	03	\$420,000	0	0	0	EXISTING BUSINESS	Water and Sewer Line and Related Structures Construction
Eilderts Properties, L.L.C.	TRAER	TAMA	01	\$73,000	0	4	4	NEW BUSINESS	Supermarkets and Other Grocery (except Convenience) Stores
Rocoza LLC	GRINNELL	POWESHIEK	01	\$50,000	1	1	1	NEW BUSINESS	Commercial Photography
Revival Concrete Coatings, LLC	West Des Moines	DALLAS	03	\$150,000	3	1	1	NEW BUSINESS	Other Building Finishing Contractors
Win The Day, LLC	AMES	STORY	04	\$270,000	0	2	2	EXISTING BUSINESS	Fitness and Recreational Sports Centers
Scarrott Tranport LLC	Allison	BUTLER	04	\$538,800	0	7	7	EXISTING BUSINESS	General Freight Trucking, Long Distance, Truckload
Nencco, LLC	Johnston	POLK	03	\$120,000	3	1	1	EXISTING BUSINESS	Fitness and Recreational Sports Centers
Capita; Benefits Group LLC	JOHNSTON	POLK	03	\$50,000	1	0	0	NEW BUSINESS	Human Resources and Executive Search Consulting Services
Jasen E Cox	PLEASANT HILL	POLK	03	\$150,000	0	1	1	EXISTING BUSINESS	Plumbing, Heating, and Air-Conditioning Contractors
Two-Legged Stool, LLC	Ankeny	POLK	03	\$845,000	8	7	7	EXISTING BUSINESS	Textile Bag and Canvas Mills
R&G LLC	Sioux City	WOODBURY	04	\$447,000	0	102	102	EXISTING BUSINESS	Plumbing and Heating Equipment and Supplies (Hydronics) Merchant Wholesaler
Crown Cover Inc.	Ankeny	POLK	03	\$50,000	1	1	1	NEW BUSINESS	Other Clothing Stores
Busy Bee Garden Center	INDIANOLA	WARREN	03	\$120,000	0	16	16	EXISTING BUSINESS	Nursery and Garden Centers
The Tree Doctor, L.L.C.	Des Moines	POLK	03	\$200,000	4	4	4	EXISTING BUSINESS	Landscaping Services
Dabritosa, Inc	CHARLES CITY	FLOYD	04	\$149,500	0	20	20	EXISTING BUSINESS	Full-Service Restaurants
R & R Trucking, L.L.C.	CARLISLE	WARREN	03	\$1,000,000	3	11	11	EXISTING BUSINESS	General Freight Trucking, Local
Cult Classic Catering	CENTERVILLE	APPANOOSE	02	\$155,300	0	1	1	EXISTING BUSINESS	Caterers
InsuranceToGoWorldwide Insurance Agency,	JOHNSTON	POLK	03	\$400,000	0	1	1	EXISTING BUSINESS	Insurance Agencies and Brokerages
Locker Partners, LLC	Des Moines	POLK	03	\$561,600	0	0	0	EXISTING BUSINESS	Art Dealers
MORE THAN JUST FAST, LLC	DES MOINES	POLK	03	\$50,000	1	1	1	NEW BUSINESS	Motor Vehicle Supplies and New Parts Merchant Wholesalers
HHB Properties, LLC	Sioux City	WOODBURY	04	\$3,401,000	0	0	0	EXISTING BUSINESS	New Car Dealers
The Lotus Blossom, LLC	Indianola	WARREN	03	\$242,000	2	0	0	EXISTING BUSINESS	Offices of All Other Miscellaneous Health Practitioners
Kustom Kakery LLC	Creston	UNION	03	\$32,500	1	2	2	EXISTING BUSINESS	Mobile Food Services
TACK Industries Ltd	Treynor	POTTAWATTAMIE	03	\$150,000	5	0	0	EXISTING BUSINESS	Residential Remodelers

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