

CITYVIEW'S

BUSINESS JOURNAL



By Tammy Pearson

For business leaders, each year presents its own set of challenges. However, none have been quite like the challenges of 2020, which included the COVID-19 pandemic. But, as with most challenges, area leaders demonstrated innovation and perseverance, and successes are to be found.

Each and every day — even in 2020 — good things are happening in central Iowa's communities, thanks to the 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 20 of these business leaders for their efforts and accomplishments with the "20 from 2020: People who made a difference" designation.

Last year was the first of the CITYVIEW Business Journal recognitions.

"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. Last year's promotion was a success, so we are sharing with our 100,000 readers the positive things a new group of folks have done."

Readers submitted nominations, and an advisory panel narrowed down the selected to 20 individuals it believed had made the biggest difference in Des Moines and its surrounding communities.

Here are this year's honorees:



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

William F. Peard

Former Mayor of Waukee
Executive Vice President, Iowa
Cable & Telecommunications
Association

Looking back on his eight years as a Waukee City Council member and subsequent 14 years as mayor, Bill Peard sees much progress of which he is proud. "Waukee had a lot happen in 23 years," he says. Among the most far-reaching projects was completion of the I-80 Interchange and Grand Prairie Parkway — major projects contributing to Waukee's growth. "We started lobbying for an interchange a long time ago. It has allowed traffic in and out of Waukee in a more organized way." Peard also cites founding the Waukee Leadership Institute as a major accomplishment, noting the importance of training new community leaders.



we are, almost 10 years later. Dress for Success Des Moines has helped more than 2,500 women, who are supporting more than 5,000 children, transitioning back into the workforce. Our goal each day is to make every client know that they are valued and that they have a purpose. Employment allows them to provide a higher quality of life for their families. Our favorite phone call is when a woman calls our office to say, 'I got the job!' Sustained employment is the key to reducing families living in poverty."

Lori Slings

Vice President,
Mortgage
Lending
Bankers Trust
Even while
adjusting to
working remotely,

Lori Slings has successfully seen \$28 million in mortgage loans issued in her role as vice president, mortgage lending. She cites successes in her other roles as well. As a Southeast Polk Board of Education director, she is proud of the district passing a \$92 million bond referendum, as well as the district's "handling of the COVID-19 pandemic for students, staff and community" and its "ongoing adjustment of Return to Learn Education programming." She is also proud of filing and campaigning for State Representative House District 30 and of using her personal social media to promote local businesses.



Bobbi Segura

Regional Manager
Women Lead Change

Holding a successful conference with 900-plus attendees was her biggest accomplishment in 2020, says Bobbi Segura. The Women Lead Change Central Iowa Conference was notable because "we transitioned from the original plan to hold a two-day in-person conference to a one-day virtual conference," she says. "Keeping important connections and relationships with our supporters and volunteers during this interesting time" was important, she added. "In my work, one of the most important things that I do is to maintain important relationships. I used to do it all in person. I'm learning how to do it successfully in the virtual world these days."



model well suited for the pandemic. With a focus on its signature double drive-thru, the restaurants continued their success, and an 11th store opened in Ames this year. While turnover of employees is common in the industry, Johnson places an emphasis on retaining "great people" and takes pride in "promoting from within." Of course, delivering burgers "made to order" is important, too, and B-Bop's has been voted the best burger in CITYVIEW's Best Of Des Moines poll for 27 years running.

Van Harden

Morning Host
iHeartMedia Des
Moines, WHO
Radio

Van Harden will retire Jan. 8 — "50 years to the day after I opened my first microphone in Perry, Iowa ... after all those years of loving and serving our community." He says he was in junior high when he made "the best business decision I've ever made." When his father pressured him to choose a career, Harden says, "I realized I was frequently listening to the radio, and the people on the air sounded like they were having fun, so I told my dad, 'I've made a decision. I want to be on the radio.' He looked puzzled, then smiled and said, 'Well, you'll get over that!'" Of course, the rest is history.



Jody White

Executive
Director,
Founding Partner
Dress for Success
Des Moines
Jody White cites
starting Dress
for Success Des
Moines as the best
business decision she has made. "Here



Robert Johnson

Founder and
owner
B-Bop's
The Iowa
Restaurant
Association's 2019
Restaurateur of
the Year, Robert
Johnson, founder/
owner of B-Bop's, had a business



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Dennis Peterson

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When it comes to navigating the pandemic waters, Dennis Peterson was a resource for many business owners and managers, and he cites this as his biggest accomplishment for 2020. He says he is most proud of “helping central Iowa employers navigate the pandemic, providing them employee relations support to keep them apprised of regulatory requirements and advising them of best practices to keep their employees productive and engaged while dealing with a completely different work environment.”



Emily Steele

Founder and
CEO

Love Local

In 2020, Emily Steele created an online course, “Local Business Foundations,”

to help businesses succeed even in difficult times. “Many local business owners want simple-to-use, cost-effective marketing and business-growth strategies. I teach the tools they can run with immediately to cultivate new customers, keep repeat business, and build a local legacy brand people love and refer people to frequently.” Steele has spent 10-plus years building her brands POP UP YOGA DSM, FemCity Des Moines, and the hummingbirds. “I am so proud of this course because it’s allowed me to support a lot of different people on the local business journey.”

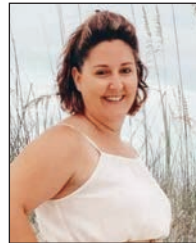


Misty Fontanini

Owner

Curbin’ Cuisine

Little did Misty Fontanini know, when she and husband Jarrod opened their restaurant, that COVID-19 would strike within months. She says her biggest accomplishment has been “building a successful restaurant and customer following despite one of the biggest pandemics in the world. I was not going to let a virus take down our newly opened business. The best trait a restaurant owner must have is adaptability. Even without a pandemic plaguing our nation, a restaurant is ever changing, and an owner needs to be able to adjust to the constant changes smoothly and seamlessly.”



Ron Sorenson

General Manager
98.9, KFMG Radio
(The Des Moines
Community Radio
Foundation)

Ron Sorenson cites starting KFMG Radio as his greatest career accomplishment. And his greatest accomplishment in 2020? “Saving this radio station.” COVID-19 presented new obstacles, but Sorenson says, “We were able to raise over \$20,000 in donations from our audience, which has allowed us to stay on the air. We’ve also modified our work schedules to limit the number of persons in the station at any one time.” In turn, Sorenson says, “We devote a significant amount of time supporting the central Iowa Cultural Community and the nonprofit community in Des Moines. That’s our way of giving back.”



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20
FROM 2020
BUSINESS PEOPLE WHO MADE A DIFFERENCE

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HOST, IOWA LIVE

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WEEKDAYS 9AM | 

Amanda Grask

Consultant

Rodan + Fields

"The best business decision I have made was nine years ago when I said yes to an entrepreneurial opportunity with Rodan + Fields, opening a door to an income source outside corporate America," says Amanda Grask. Her success as an entrepreneur has allowed her to help "others to begin their own journey of personal empowerment," she says. "Whether it be for additional income, to gain a like-minded community of friends, or for a sense of accomplishment to build something of their own and leave a legacy for their family, the fact that I have played a role in so many lives is humbling."



Todd McDonald

Founder and President
ATW Training Solutions

"As I look back at 2020, I'm most proud of our ability to impact the success of other businesses and community projects," says Todd McDonald. "Within one week of businesses across the state and country sending their workers home because of COVID, we produced and distributed two training videos on how to work at home productively and how to lead and manage those at home. We made these available for free to whomever wanted to use them." As president of the Waukee Betterment Foundation, McDonald is proud of the organization "raising \$3 million dollars to build an all-inclusive play area in the new Waukee Triumph Park." It is now under construction.



Tim Brand

Founder and CEO
Many Hands

"This year has challenged my leadership like none other," says Tim Brand. "Instead of sitting in panic mode, we adjusted the sails and got to work... We opened our largest thrift store on June 8 in Clive. We were able to navigate the pandemic without laying off a single staff member, hired additional staff in mid-summer, donated 22 tons of food to families in need, paid people to sew 1,800 masks to protect our community, and purchased over \$2,000 worth of local business gift cards to give away to our customers when businesses were able to reopen. Instead of looking at what we didn't have, we looked at what we did have and gave to those around us to create a better future."



Joshua V. Barr

Director
Civil & Human Rights Commission,
City of Des Moines

While many people might think that the Civil and Human Rights Commission winning an Emmy for the documentary "Breaking Bread, Building Bridges" was Director Joshua V. Barr's biggest accomplishment of 2020, Barr says, "to those who say that, I get it, but I'd say my proudest accomplishment in 2020 has been continuing to press on in spite of the pandemic and civil unrest. Instead of shirking away, we have stepped up. I was out there during the protests with the youth trying to gain a better understanding of their concerns and organizing town halls to get the community and people in power a chance to listen to one another."





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Congratulations, Bill Peard!

Thank you for your dedicated
service to your community.

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Tony Bohnenkamp

Musician
DSMTV Live,
Pianopalooza
“In a year where
nearly all my gigs
were cancelled,
I got to write all
the music for a



Christmas movie,
and I started an Internet streaming
channel called DSMTV Live,” says
Tony Bohnenkamp of 2020. His best
business decision? “Starting piano and
drum lessons at age 5... But seriously,
in 1997 I was working in the field I
went to college for and was presented
with the opportunity to switch my
career to music, and I would regret it
to this day if I hadn’t... DSMTV Live
has provided an opportunity to put
on live music shows without having a
gathering of people, and it’s provided a
source of income, although that income
is a fraction of what it would normally
be.”

Forrest Ridgway

Owner
Bike World
“Our biggest
accomplishment
of 2020 and a
source of great
pride was the
teamwork our staff



exemplified during a business year of
product shortages combined with high
consumer demand while operating
a COVID safe environment,” says
Forrest Ridgway, who has been in
the business for more than 40 years.
Bicycling continues to grow in
popularity and was boosted by the
pandemic. “I have had the pleasure of
selling bicycles that provide a source
of transportation and recreation and
also being part of the evolution of the
trail system in and around the metro
that facilitates both. We are and will
continue to be the ‘store that supports
the sport.’ ”

Ted Weaver

Real Estate
Broker, Clive
City Councilman,
Incoming
President Des
Moines Area
Association of
Realtors
RE/MAX Concepts



In each of his three roles, Ted Weaver
found adapting to the COVID-19
environment had to be a priority. “The
real estate industry was forced to pivot
in virtually every aspect of how we do
business — everything from how we
show homes and perform open houses,
to virtual client meetings and remote
closings. DMAAR was integral in
providing guidance... Likewise, in my
role as a city councilman, we had many
difficult decisions that had to balance
public safety, employee safety and fiscal
responsibility while still providing critical
municipal services the public expects such
as fire, police, EMS and utility services.”

Kirk Mickelsen

Owner
KRM
Development,
LLC
When Kirk
Mickelsen talks
about success, he
talks about people.



“We have really
strong people in our organization who
have done a really great job of taking
care of our customers. Our purpose
is making the building experience
memorable... Not many things are
more personal than buying a house.”
Business continues to be strong during
COVID-19, and KRM Development
has grown to 35 people “and will
continue to grow.” His advice for
growing a successful business: “Having
a true vision and purpose really helps
guide you. We have a strong vision
and a good plan and road map to see
us there. The process and organization
are key.”

Congratulations

AMANDA GRASK
independent consultant

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DIFFERENCE IN
YOUR COMMUNITY
AND BUSINESS!

— Nicole, Ceci, Jody & Kelly

ag
AMANDA GRASK

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Bankers Trust congratulates

Lori Slings
VP, Mortgage Loan Originator

on being selected one of
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Congratulations
to everyone
chosen to be
one of...



Carlos Rojas

Co-Founder

Blue Bean

"While COVID-19 isn't something specific I was prepared for, disruption is something that

I have always embraced," says Carlos Rojas. "Spending the last 23 years leading innovation efforts has taught me one thing... always be working on the next best version." COVID-19 closures led Rojas and his team to "rethink what we do and how we do it. Online ordering for example, took top priority and got developed within 48 hours. Upon the reopening for businesses, we removed seating and increased the experience of a personal space while redefining productivity. We didn't do it alone. We thank all the contributions from our guests who helped design this new version of Blue Bean."



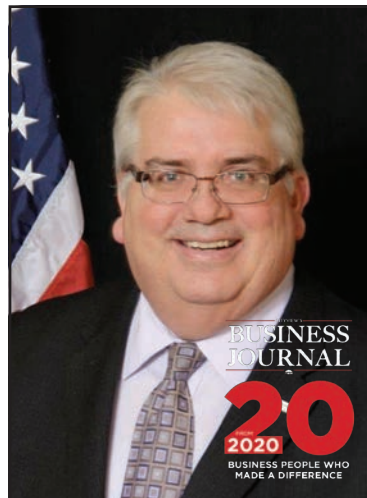
Lou Sipolt, Jr.

Media Personality

KCWI TV

"Being able to adjust to restrictions imposed because of the pandemic and continuing

to help create an outstanding product while serving the community in a safe and responsible way" is his biggest accomplishment in the last year, says Lou Sipolt, Jr. The key has been "staying agile enough to adapt to any given obstacle... Follow all guidelines and then take them to the next level to promote that we can live with this virus in a safe and responsible manner." He says his decision to pursue media instead of veterinary school has "resulted in helping save more animals than I could ever imagine by helping get thousands of shelter animals adopted and helping initiate changes to animal abuse laws in Iowa." ■



Congratulations, Bill Peard

From all of us at Wauke Leadership Institute, congrats to our co-founder, Bill Peard, for being named one of the 20 from 2020 People Making a Difference!



We are proud of your leadership in both our company and community. You inspire us all with your passion and tenacity.

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CONGRATULATIONS, KIRK MICKELSEN!

Thank you for all you do for the community.

Your team is proud to work by your side!

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in our community.



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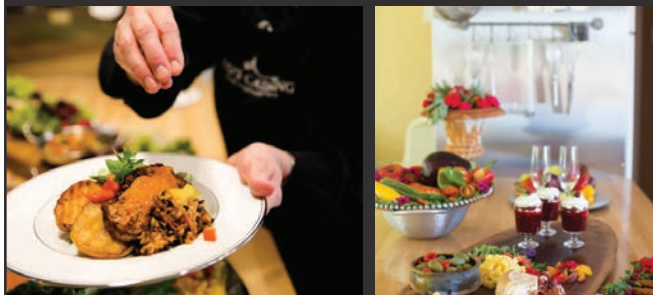
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COMMERCIAL REAL ESTATE TRANSACTIONS IN POLK COUNTY FROM OCT. 9, 2020, THROUGH NOV. 5, 2020.

ADDRESS: 1018 E. 12TH ST., DES MOINES
SALE DATE: OCT. 9, 2020
SALE PRICE: \$3,000
SELLER: OLD GROVE INVESTMENTS LLC
BUYER: COLUZZI CONSTRUCTION LLC
SQUARE FEET: 0
ACRES: 0.122

ADDRESS: 119 19TH ST., UNIT 201, DES MOINES
SALE DATE: OCT. 13, 2020
SALE PRICE: \$200,000
SELLER: ERIN INVESTMENTS LLC
BUYER: BRAFFORD, EDWARD B.
SQUARE FEET: 2,395
ACRES: 0.172

ADDRESS: 402 EUCLID AVE., DES MOINES
SALE DATE: OCT. 14, 2020
SALE PRICE: \$592,000
SELLER: JAW PROPERTIES LLC
BUYER: KKR LLC
SQUARE FEET: 4,734
ACRES: 0.349

ADDRESS: 351 S.E. GATEWAY CIRCLE, GRIMES
SALE DATE: OCT. 14, 2020
SALE PRICE: \$397,850
SELLER: WILLIAM C. KNAPP LC
BUYER: SSD PROPERTIES LLC
SQUARE FEET: 0
ACRES: 3.65

ADDRESS: 451 S.E. GATEWAY CIRCLE, GRIMES
SALE DATE: OCT. 14, 2020
SALE PRICE: \$363,840
SELLER: WILLIAM C. KNAPP LC
BUYER: AVINI PROPERTIES LLC
SQUARE FEET: 0
ACRES: 3.338

ADDRESS: 2590 HUBBELL AVE., DES MOINES
SALE DATE: OCT. 14, 2020
SALE PRICE: \$2,460,000
SELLER: REED COOPERATIVE HOUSING ASSOCIATION
BUYER: REED COMMERCIAL INC.
SQUARE FEET: 43,200
ACRES: 5.273

ADDRESS: 119 19TH ST., UNIT 201, WEST DES MOINES
SALE DATE: OCT. 14, 2020
SALE PRICE: \$99,900
SELLER: PRADHAN, AMIT A.
BUYER: OPPORTUNITY LEASE COMPANY LLC
SQUARE FEET: 1,600
ACRES: 0.1

ADDRESS: 742 N.E. 47TH PLACE, DES MOINES
SALE DATE: OCT. 15, 2020
SALE PRICE: \$1,525,487
SELLER: IOWA SPORTS TURF MANAGEMENT INC.
BUYER: GRIDCO LLC
SQUARE FEET: 11,360
ACRES: 1.961

ADDRESS: 119 19TH ST., SUITE 101, WEST DES MOINES
SALE DATE: OCT. 15, 2020
SALE PRICE: \$290,000
SELLER: MAJOR, ROBERT H.
BUYER: OPPORTUNITY LEASE COMPANY LLC
SQUARE FEET: 4,800
ACRES: 0.3

ADDRESS: 4410 S.E. FOUR MILE DRIVE, ANKENY
SALE DATE: OCT. 16, 2020
SALE PRICE: \$1,425,000
SELLER: SPREITZER PROPERTIES LLC
BUYER: PENTA PARTNERS LLC
SQUARE FEET: 6,400
ACRES: 7.216

ADDRESS: 3816 106TH ST., URBANDALE
SALE DATE: OCT. 16, 2020
SALE PRICE: \$6,075,000
SELLER: TIMBERLAND PARTNERS XVI LLP
BUYER: DOUGLAS PARK APARTMENTS

LLC
SQUARE FEET: 79,137
ACRES: 5.062

ADDRESS: 110 S.E. GRANT ST., UNIT 105, ANKENY
SALE DATE: OCT. 19, 2020
SALE PRICE: \$20,000
SELLER: BFC DEVELOPMENT LC
BUYER: FOGARTY, DANIEL A.
SQUARE FEET: 792
ACRES: 0.047

ADDRESS: 1055 S.W. ORALABOR ROAD, ANKENY
SALE DATE: OCT. 19, 2020
SALE PRICE: \$775,370
SELLER: NORTHWEST FEDERAL SAVINGS BANK
BUYER: HURD ANKENY LLC
SQUARE FEET: 0
ACRES: 1.78

ADDRESS: 550 S.E. GATEWAY DRIVE, GRIMES
SALE DATE: OCT. 20, 2020
SALE PRICE: \$162,000
SELLER: WILLIAM C. KNAPP LC
BUYER: SANAV VENTURE LLC
SQUARE FEET: 0
ACRES: 1.499

ADDRESS: 1651 S.E. THIRD ST., GRIMES
SALE DATE: OCT. 20, 2020
SALE PRICE: \$443,220
SELLER: WILLIAM C. KNAPP LC
BUYER: SANAV VENTURE LLC
SQUARE FEET: 0
ACRES: 3.698

East-side factory...
The real estate at 2323 Dean Ave. in Des Moines sold on Oct. 21 for \$1.146 million. According to Polk County Assessor records, Roy Symington sold the 31,511 square foot building to Sam Holt. Holt Sales & Service is listed as the occupant of the building.

ADDRESS: 2323 DEAN AVE., DES MOINES
SALE DATE: OCT. 21, 2020
SALE PRICE: \$1,146,600
SELLER: SYMINGTON, ROY
BUYER: HOLT, SAM
SQUARE FEET: 31,511
ACRES: 1.388

ADDRESS: 1742 E. GRAND AVE., DES MOINES
SALE DATE: OCT. 21, 2020
SALE PRICE: \$60,000
SELLER: ACC HOLDING LLC
BUYER: QUECK CAPITAL MANAGEMENT, LLC
SQUARE FEET: 1,668
ACRES: 0.241

ADDRESS: EAST PLEASANT VIEW AND SOUTHEAST 14TH, DES MOINES
SALE DATE: OCT. 21, 2020
SALE PRICE: \$25,000
SELLER: GREYFOX PROPERTIES LLC
BUYER: TOP-TIER INVESTMENTS, LLC
SQUARE FEET: 0
ACRES: 0.287

ADDRESS: 6701 CORPORATE DRIVE, JOHNSTON
SALE DATE: OCT. 21, 2020
SALE PRICE: \$3,241,000
SELLER: PRINCIPAL LIFE INSURANCE COMPANY
BUYER: EDGE BUSINESS CONTINUITY CENTER LLC
SQUARE FEET: 32,874
ACRES: 2.136

ADDRESS: 540 S. 19TH ST., WEST DES MOINES
SALE DATE: OCT. 23, 2020
SALE PRICE: \$448,000
SELLER: AMPEN LLC
BUYER: CAPITAL CITY PROPERTIES, LLC
SQUARE FEET: 4,986
ACRES: 0.437

ADDRESS: 842 16TH ST., DES MOINES
SALE DATE: OCT. 23, 2020
SALE PRICE: \$249,000

SELLER: BRAUNWARTH JOINT REVOCABLE TRUST
BUYER: 1233 LLC
SQUARE FEET: 3,070
ACRES: 0.115

ADDRESS: 111 E. BROADWAY ST., POLK CITY
SALE DATE: OCT. 26, 2020
SALE PRICE: \$68,700
SELLER: SIMMER, DERLE G., ESTATE
BUYER: SIMMER, NICKY
SQUARE FEET: 1,824
ACRES: 0.252

ADDRESS: 1587 N.E. 67TH PLACE, DES MOINES
SALE DATE: OCT. 26, 2020
SALE PRICE: \$3,300,000
SELLER: DRA PROPERTIES LC
BUYER: JD SO, INC.
SQUARE FEET: 48,068
ACRES: 3.073

ADDRESS: 109 FIRST ST., POLK CITY
SALE DATE: OCT. 26, 2020
SALE PRICE: \$175,000
SELLER: S & V INVESTMENTS LLC
BUYER: FIRST CHOICE RENOVATIONS LLC
SQUARE FEET: 5,040
ACRES: 0.245

ADDRESS: 6166 N.E. INDUSTRY DRIVE, DES MOINES
SALE DATE: OCT. 27, 2020
SALE PRICE: \$1,470,000
SELLER: DRA PROPERTIES LC
BUYER: SGMA ENTERPRISES, LLC
SQUARE FEET: 18,000
ACRES: 2.639

Office building near downtown...
1910 Ingersoll Ave. in Des Moines sold on Oct. 27 for \$760,000 to the Community Foundation of Greater Des Moines. According to Polk County records, the building sits on 0.344 acres and D1 Properties LLC is listed as the seller of the more-than-6,000-square-foot building.

ADDRESS: 1910 INGERSOLL AVE., DES MOINES
SALE DATE: OCT. 27, 2020
SALE PRICE: \$760,000
SELLER: D1 PROPERTIES LLC
BUYER: COMMUNITY FOUNDATION OF GREATER DES MOINES
SQUARE FEET: 6,072
ACRES: 0.344

ADDRESS: 1600 MONDAMIN AVE., DES MOINES
SALE DATE: OCT. 29, 2020
SALE PRICE: \$25,000
SELLER: LIVING WATER EVANGELICAL FREE CHURCH
BUYER: HEARN, DANIEL C. TRUSTEE
SQUARE FEET: 2,765
ACRES: 0.327

ADDRESS: 1601 E. MADISON AVE., DES MOINES
SALE DATE: OCT. 29, 2020
SALE PRICE: \$235,000
SELLER: ALLEN, CONSTANCE A.
BUYER: LOPEZ, GINO
SQUARE FEET: 2,612
ACRES: 0.158

ADDRESS: 1601 E. FIRST ST., GRIMES
SALE DATE: OCT. 29, 2020
SALE PRICE: \$945,080
SELLER: HY-VEE INC.
BUYER: GRIMES CULVERS 1 LLC
SQUARE FEET: 0
ACRES: 1.356

ADDRESS: 1940 ARLINGTON AVE., DES MOINES
SALE DATE: OCT. 30, 2020
SALE PRICE: \$450,000
SELLER: CROUCH, DONALD E., ESTATE
BUYER: SOLID STATE PROPERTIES LLC
SQUARE FEET: N/A
ACRES: 0.358

ADDRESS: 100 ARMY POST ROAD, DES MOINES
SALE DATE: OCT. 30, 2020
SALE PRICE: \$2,500,000
SELLER: WILLIAM C. KNAPP LC

BUYER: DES MOINES AREA RELIGIOUS COUNCIL
SQUARE FEET: 48,341
ACRES: 3.426

ADDRESS: 974 73RD ST., UNIT 10, WINDSOR HEIGHTS
SALE DATE: OCT. 30, 2020
SALE PRICE: \$254,500
SELLER: OLIVER, MICHAEL B.
BUYER: IOWA SERVICE OF PROCESS LLC
SQUARE FEET: 4,500
ACRES: 0.322

ADDRESS: 8530 NEW YORK AVE., URBANDALE
SALE DATE: OCT. 30, 2020
SALE PRICE: \$1,100,000
SELLER: MARCELLA COBB TRUST
BUYER: STEELSMITH PROPERTIES LLC
SQUARE FEET: 9,504
ACRES: 1.11

ADDRESS: 7600 S.W. 22ND ST., DES MOINES
SALE DATE: OCT. 30, 2020
SALE PRICE: \$212,500
SELLER: FLEUR PROPERTIES LC
BUYER: 7600 SOUTHWEST 22ND LLC
SQUARE FEET: 0
ACRES: 2.529

Delicious desserts, snacks and delectables...

The National Biscuit Flats building in downtown Des Moines at 1001 Cherry St., a former factory for a national bakery that would become Nabisco, sold on Oct. 30, for \$2.65 million. National Biscuit Company Flats LLC sold the property to National Biscuit Flats LLC, according to Polk County records. The building sits on nearly 2 acres and has more than 23,000 square feet.

ADDRESS: 1001 CHERRY ST., DES MOINES
SALE DATE: OCT. 30, 2020
SALE PRICE: \$2,650,000
SELLER: NATIONAL BISCUIT COMPANY FLATS LLC
BUYER: NATIONAL BISCUIT FLATS LLC
SQUARE FEET: 23,324
ACRES: 0.199

ADDRESS: 3520 FIRST ST., DES MOINES
SALE DATE: OCT. 30, 2020
SALE PRICE: \$129,500
SELLER: BROWN, RONALD W.
BUYER: ZAM GROUP IA LLC
SQUARE FEET: 1,368
ACRES: 0.181

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

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

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

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

Expert Advice on Workforce Issues That Matter to Your Business

Business owners struggle with economic uncertainty

Sixty-four percent of business owners rate "coping with economic uncertainty" as a higher priority now than it was before the pandemic. They are also struggling with "retaining current customers," "managing costs" and "finding new customers."

The pandemic has created a challenging environment in which to operate a business, with some sectors struggling more than others to remain viable. While their doors may be open for business, it continues to be difficult to manage costs and produce cash flow with so many mandates in place from regulatory authorities. In addition, the economy has been unpredictable and many clients have struggled to keep up.

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For more information please visit www.OasisAdvantage.com.



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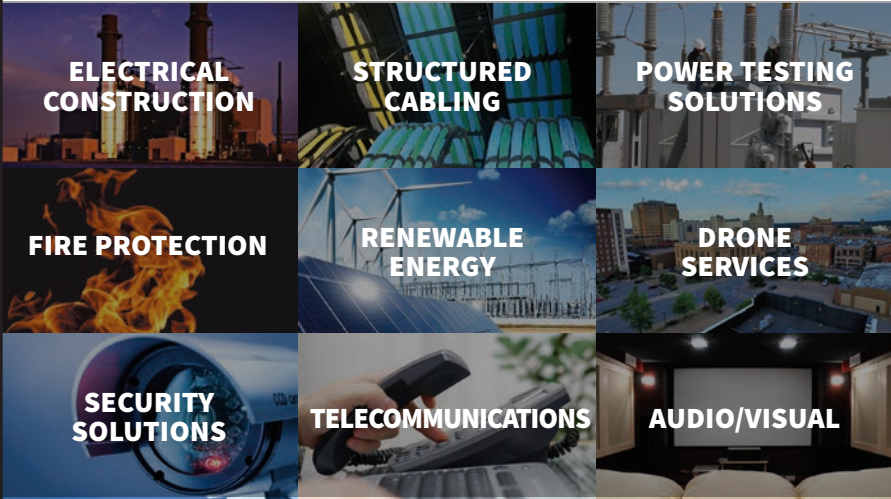
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SMALL BUSINESS ADMINISTRATION LOANS

Borrower Name	City	County	Cong. District	\$ Amount	Jobs Created	Jobs Retained	Existing Jobs	New vs. Existing	Business Type
Ahowe, Inc.	Waterloo	BLACK HAWK	01	\$83,000	29	1	1	NEW BUSINESS	Full-Service Restaurants
MACARONS BY SANI LLC	WATERLOO	BLACK HAWK	01	\$37,500	0	0	2	NEW BUSINESS	Baked Goods Stores
Sunny Way Logistics Inc	Mason City	CERRO GORDO	04	\$75,000	0	2	0	EXISTING BUSINESS	General Freight Trucking, Long Distance, Truckload
JSTOJLO, L.L.C.	Spencer	CLAY	04	\$249,000	4	0	21	EXISTING BUSINESS	Home Centers
Spencer a Melvin LLC	Clinton	CLINTON	02	\$631,000	5	1	1	NEW BUSINESS	General Automotive Repair
T. Scott Enterprises, LLC	Waukee	DALLAS	03	\$445,400	0	3	3	EXISTING BUSINESS	Commercial Gravure Printing
Navigage Wellness, LLC	WEST DES MOINES	DALLAS	03	\$800,000	0	36	36	EXISTING BUSINESS	All Other Professional, Scientific, and Technical Services
JAF SERVICES, INC.	Burlington	DES MOINES	02	\$786,000	0	20	0	NEW BUSINESS	General Freight Trucking, Local
Alger Companies, Inc.	Milford	DICKINSON	04	\$80,000	2	0	14	EXISTING BUSINESS	Metal Coating, Engraving (except Jewelry and Silverware), and Allied Services
JSTOJLO, L.L.C.	Spirit Lake	DICKINSON	04	\$451,000	4	0	21	EXISTING BUSINESS	Home Centers
Dickinson County Abstract Building, L.L.C.	Spirit Lake	DICKINSON	04	\$342,000	2	0	4	EXISTING BUSINESS	Title Abstract and Settlement Offices
Lakes LifeSkills, LLC	Spirit Lake	DICKINSON	04	\$116,000	10	0	57	EXISTING BUSINESS	Services for the Elderly and Persons with Disabilities
Active Health Solutions, LLC	Panora	GUTHRIE	03	\$140,000	1	1	1	NEW BUSINESS	Offices of Chiropractors
EAS Nutrition, LLC	GARNER	HANCOCK	04	\$17,500	2	0	0	NEW BUSINESS	Snack and Nonalcoholic Beverage Bars
Mpc Enterprises, Inc.	Mount Pleasant	HENRY	02	\$2,300,000	12	124	124	EXISTING BUSINESS	Other Concrete Product Manufacturing
PRECISION METAL WORKS	MAQUOKETA	JACKSON	01	\$1,300,000	0	15	15	NEW BUSINESS	Iron and Steel Pipe and Tube Manufacturing from Purchased Steel
U.S. Engineered Wood, Inc	Newton	JASPER	02	\$1,500,000	40	0	0	NEW BUSINESS	All Other Miscellaneous Wood Product Manufacturing
VINTAGE ROOTS	NORTH LIBERTY	JOHNSON	02	\$18,000	0	0	1	NEW BUSINESS	Beauty Salons
Calvin Properties LLC	Cedar Rapids	LINN	01	\$426,000	1	0	0	NEW BUSINESS	Lessors of Miniwarehouses and Self-Storage Units
Softronics, LTD.	MARION	LINN	01	\$800,000	3	4	28	EXISTING BUSINESS	Audio and Video Equipment Manufacturing
Van Wyk Veterinary Clinic, P. C.	Pella	MARION	02	\$144,700	5	1	1	NEW BUSINESS	Veterinary Services
Vintage Lane Greenhouse	RICEVILLE	MITCHELL	01	\$225,000	0	8	8	EXISTING BUSINESS	Nursery and Tree Production
Kory Hagen	Cylinder	PALO ALTO	04	\$259,000	0	0	0	NEW BUSINESS	Hog and Pig Farming
JDSO, Inc.	Des Moines	POLK	03	\$1,614,000	22	0	12	EXISTING BUSINESS	Wine and Distilled Alcoholic Beverage Merchant Wholesalers
Beaverdale Eye PC	DES MOINES	POLK	03	\$737,000	1	2	14	EXISTING BUSINESS	Offices of Optometrists
BAEHR REALTY INC	DES MOINES	POLK	03	\$24,500	1	1	1	EXISTING BUSINESS	Offices of Real Estate Agents and Brokers
Access Chiropractic and Wellness LLC	Pleasant Hill	POLK	03	\$120,300	1	2	2	NEW BUSINESS	Offices of Chiropractors
Access Chiropractic and Wellness LLC	PLEASANT HILL	POLK	03	\$35,000	0	0	2	NEW BUSINESS	Offices of Chiropractors
Wolf Construction Services, Inc.	West Des Moines	POLK	03	\$2,500,000	0	83	83	EXISTING BUSINESS	Other Building Finishing Contractors
Candle Bar DSM LLC	WEST DES MOINES	POLK	03	\$51,100	3	0	1	NEW BUSINESS	All Other Miscellaneous Store Retailers (except Tobacco Stores)
Priced Right Maintenance, Inc	Davenport	SCOTT	02	\$188,000	3	0	4	EXISTING BUSINESS	General Automotive Repair
JT Subs, LLC	Ames	STORY	04	\$289,100	20	2	2	NEW BUSINESS	Full-Service Restaurants
James a Carney	Chelsea	TAMA	01	\$78,000	1	2	2	NEW BUSINESS	Goat Farming
Pierson Auto Parts LLC	Bedford	TAYLOR	03	\$629,500	1	3	3	NEW BUSINESS	Automotive Parts and Accessories Stores
JAB Holding Co., L.L.C.	Sioux City	WOODBURY	04	\$380,200	0	0	22	EXISTING BUSINESS	Veterinary Services
Benjamin and Jessica Watson	Sioux City	WOODBURY	04	\$258,000	1	0	4	EXISTING BUSINESS	Pet Care (except Veterinary) Services
Pfaffle Properties Inc	SIOUX CITY	WOODBURY	04	\$51,000	1	1	1	EXISTING BUSINESS	Offices of Real Estate Agents and Brokers

OCTOBER 2020

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