

A free resource for the central Iowa business community

CITYVIEW'S

# BUSINESS JOURNAL



## Be our GUEST

Iowa's hotel industry is recovering from a pandemic and evolving for the future.

By Colson Thayer

Those looking to reserve a hotel room can find just shy of 800 hotels in Iowa — and a lot of vacant rooms. Like many businesses, hotels suffered hard times when COVID-19 hit pandemic levels. While many are well on the way to recovery, others still grapple with a change in business model, a slim workforce and low occupancy rates.

In March 2020, before the COVID-19 pandemic shuttered the country, the Iowa Lodging Association disbanded. This left the lodging industry without a voice when they needed it most. Two years later, Jessica Dunker, president and CEO of the Iowa Restaurant Association, was approached by some restaurateurs who also owned hotels. They needed a voice. In response, the Iowa Hotel & Lodging Association was formed in January 2022.

Scott Math is the vice president of operations for the Heart of America Group. Photo by Colson Thayer



## FEATURE

## An industry ravaged by COVID

"Hotels were dramatically impacted by COVID," Dunker said. "It's hard to imagine how a lot of these hotels made it through."

In 2019, hotels in Des Moines were running at a 65% or higher occupancy rate. At the height of the pandemic, Dunker said some of Iowa's hotels were running at occupancy rates as low as 10%. On a slow path to recovery, Des Moines saw 45% occupancy rates in 2021 and 55% in 2022.

Because traveling was almost entirely halted during the early months of the pandemic, hotels needed to act quickly to stay afloat. Data released by the American Hotel & Lodging Association showed that 70% of hotel employees were laid off or furloughed across the country. Iowa shared a similar fate.

Hotels were also forced to accumulate debt while their occupancy rates stayed low.

"(Hotels) were decimated, but they still had to pay property tax," Dunker explained, adding that some hotels that weren't open had property tax costs of as much as \$35,000 a month.

Dunker pointed to a lack of government assistance for the industry. "The one piece of the hospitality industry that got no special carve-out program were the hotels," she said.

Restaurants, venues, musicians, breweries, and the arts qualified for grants and other assistance from the state and federal levels, but hotels did not.

"What happened during COVID is we didn't have any grant programs for hotels, but we did have the option to take out loans," Dunker said.

Hotels qualified for the Paycheck Protection Program (PPP) and Economic Injury Disaster Loans (EIDL) among other assistance, but they did not have programs like the Restaurant Revitalization Fund (RRF) or the Shuttered Venue Operators Grant (SVOG) that did not require repayment.

## Iowa Hotel & Lodging Association

One year ago, Dunker and six board members formed the Iowa Hotel & Lodging Association. The group is an advocacy organization that works at the state level with legislators, the governor's office and state agencies to make it easier for hotels to do business in the state.

Along with COVID-19 recovery, a few issues were of top concern for Dunker and the association. In 2021, the governor and secretary of state became interested in human trafficking prevention. A law passed in 2021 became effective Jan. 1, 2022, requiring every lodging establishment where state money was spent to do mandatory human trafficking training. However, only 17 hotels had completed the

Iowa Businesses Against Trafficking (IBAT) training by Dec. 31, 2021. Dunker said the hotels did not mind doing it, but no group existed to communicate the law to the industry.

Another major concern started in 2021 when a huge effort was made in the legislature to raise the Des Moines market hotel-motel tax by 3%, but the hotel industry was not aware of it.

"All of that money would have gone to underwrite public transportation or DART," Dunker claimed. This push was reintroduced in 2022 before it failed once again.

"COVID was a catalyst for the entire hospitality industry," said Dunker. She outlined three major shifts the industry will experience in the coming years: a change in service with fewer employees, creative hiring and workforce retention efforts, and automation of tasks like reservation or laundry.

## A changing business model

Scott Math is the vice president of operations for the Heart of America Group, which operates a variety of boutique and chain hotels throughout the Midwest. Their portfolio includes The Rewind Hotel in West Des Moines, both the Revel Hotel and Hotel Renovo in Urbandale, and a variety of Hilton, Marriott and IHG properties.

"We wear a lot of different hats," Math said of hotel employees. "In the hospitality industry, the guest doesn't care who it is (that does the job)."

Math said cross-training was the model even before the pandemic.

"There are some operational things that are very different in most Iowa hotels right now," explained Dunker. One of them includes housekeeping not coming into the rooms each day. Many hotel chains, like Marriott and Hilton, only offer daily housekeeping by request. Another service being dropped by many hotels is room service.

Staffing continues to be a challenge in multiple states for the Heart of America Group. However, Math said they try to do everything in their power to avoid slow service.

"But when you're spread real thin," Math said, "you might see that personal touch start to wane a little bit."

## An evolving workforce

The reality is the people who left their jobs in the hotel industry aren't coming back. Industry leaders recognize this and are relying even more heavily on an immigrant and refugee workforce. Building maintenance and housekeeping positions, for example, are jobs that can be filled by those who do not speak English.



Jessica Dunker is president and CEO of both the Iowa Restaurant Association and the Iowa Hotel & Lodging Association. Photo submitted

"The nice thing about a hotel is that you can be new to the country and a second-language speaker, and you can work on a crew. Perhaps the crew leader is bilingual and can communicate with the owner or the general manager," said Dunker.

Both Dunker and Math are encouraged by grants and initiatives that make it easier to hire a non-English-speaking workforce. In October, Gov. Kim Reynolds announced the Iowa Language Learners Job Training Program intended to support employer programs that improve English language proficiency among employees.

On the other hand, Dunker said she is not worried about the hotel management side of the industry.

"We will be able to find educated hospitality management people out of Iowa State or out of DMACC's program. Those folks are replenishing with their educational choices. But that entry-level position, where you're giving somebody a first opportunity or a second chance... those folks are fewer and fewer in number, and that can only be solved at the federal level because we have to have immigration reform."

According to Dunker, "The state can't do anything about it."

## The Surety Hotel

Located downtown on Sixth Avenue, the Surety Hotel is one of Des Moines' newest hotel offerings. So new, in fact, the hotel never saw a pre-COVID world. The staff knew it was going to be a challenge opening in November 2020, when the industry was



## FEATURE

in shambles.

Tara McFarling, director of sales for the Surety Hotel, explained they wanted to fill the needs of the downtown community.

"When we first opened, we really focused on what people were craving at that time. People had not been out to eat; they hadn't been to see any sort of live music. There was very little socialization obviously during COVID."

The Surety Hotel uses its historical architecture to create a unique experience for guests. Occupying a former bank and office building, the hotel makes sure to feature local art, furniture, coffee and food. The experience at the Surety Hotel is not something found at a branded hotel.

"We really believe in giving this back to the city," McFarling said.

In 2021, the Surety slowly began to see an increase in guest bookings. In 2022, they had more than 50 couples book their weddings at the hotel.

But the Surety was not able to avoid the challenges faced by the entire industry.

McFarling explained, "Right after we opened, we were without full staff for a very long time."

## New industry trends

One of the biggest trends Dunker is excited about is "Bleisure," the blend of business and leisure, that encourages corporate travelers to bring their partners and children along on business trips.

The Iowa Economic Development Authority and Iowa Tourism Office has recognized bleisure travel and created the "Meet In Iowa" program. When an organization creates a meeting or conference in Iowa with a overnight hotel stay and a tourism experience on the front or back end of the trip, they can get up to \$25,000 of the cost back.

The program is "wildly successful," according to Dunker; however, not all hotels are seeing the same results.

"We are starting to see some of [bleisure] in some of our markets," Math said. "It hasn't been a whole bunch."

"[Bleisure] is not coming to Des Moines as much as you might think," McFarling said.

In other developments, as the hotel industry responds to the new reality of hybrid and virtual work, Math and the Heart of America Group are working to upgrade properties with high-speed Internet and updated audio and visual equipment in their meeting spaces.

An industry veteran, McFarling has recognized more short-term booking windows. Large conferences and events were often booked out nine months to a year; nowadays, they are within six months. Business travelers now book their stays



Tara McFarling is director of sales for the Surety Hotel. Photo by Colson Thayer

within seven or eight days.

"It has changed a lot of the strategies that we have in play for how we price and how we sell our spaces and guest rooms," he said.

As with many other industries, hotels are adapting and rising up to the challenges of the times and the changing needs and preferences of their

customers. With a new association now in place to represent and lobby for the industry's concerns and to improve communication about issues facing hotels, the industry is better prepared for what is ahead. And, while not yet reaching pre-COVID occupancy rates, the numbers are improving — providing optimism for the future. ■



# CITYVIEW'S BUSINESS JOURNAL

# EXPERT ADVICE

## ON ISSUES THAT MATTER TO YOUR BUSINESS

### TECHNOLOGY

#### *Have you tried turning it off and on again?*

It's a new year, wouldn't it be nice to just start over or hit the reset button?

A very common joke in our industry but really, sometimes the humor is that most of life isn't like this. If we have challenges, we commonly must realize them, diagnose, and work to solve the problem.

IT can be as simple as rebooting. Shutting down and restarting a computer allows it to start from a clean state, and at times that is all that you need. Electronic devices can run many programs at once and at times some programs begin to conflict with each other. I'm sure you've ran into this and sometimes our immediate thought is I'm not technical and I have no idea what is causing this issue. Feel confident to give it a shot. Then, if the problem resurfaces, we can earn our money.

As in life, we tend to find out that our limits and abilities are far greater than we imagine. Time to reboot!!



**Scott Hardee**

*Business Development Executive – Branch Manager*



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### ACCOUNTING

#### *Deducting vehicle expenses.*

There are two different ways to deduct vehicle expenses.

- 1.) Use Mileage rate.
- 2.) Actual expense.

Mileage is to take the current tax mileage rate by the number of business miles that you put on our vehicle throughout the year. For 2022 that rate is 58.5 cents a mile for January through June 30, 2022 and 62.5 cents a mile from July 1, 2022 through December 31, 2022.

If you are using the mileage rate the IRS requires that the mileage be logged and that there is a written record of the date, location and what was the business purpose was for the trip.

If you opt to use actual expenses and the vehicle is not 100% used for business you would need to calculate the percentage business use of the vehicle and then you would take that percentage against all vehicle expenses. There is the option to depreciate your vehicle but those rules will be discussed in a future article.

You must make the determination of which method you are going to use at the time you purchase the vehicle and you have to stick with that method throughout the life of that vehicle.

These rules are complicated and require detailed record keeping.



**Ann M. Hartz**  
CPA



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### ONLINE REVIEWS

#### *Why you should care about online reviews.*

Do you know what customers are saying about your business online?

Online reviews can have a big impact on your business and making customer satisfaction an essential part of your business strategy can only help your sales and profitability. In fact, the majority of consumers rely on online reviews before making a purchase decision. Positive reviews can increase sales and build your local search presence.

Consumers searching for a local business regularly look at reviews as a source of information. Having a strong review profile will help your business stand out. There's a strong correlation between online reviews and building consumer trust. Trust is a currency — it's a means of securing a sale, a reservation, or a booking.

As Scott Cook, Founder of Intuit stated, "A brand is no longer what we tell the consumer it is – it is what the consumers tell each other it is."

Source: <https://www.brightlocal.com/learn/local-consumer-review-survey/>



**Megan Pugh**  
*Digital Account Executive*



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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
DRS Enterprises, LLC	UNIONVILLE	APPANOOSE	02	\$134,400	2	0	0	NEW BUSINESS	N/A
DRS Enterprises, LLC	UNIONVILLE	APPANOOSE	02	\$56,300	2	0	0	NEW BUSINESS	N/A
DDK Holdings LLC	VINTON	BENTON	01	\$260,000	0	4	4	EXISTING BUSINESS	Solid Waste Collection
Hill Relocations, Inc.	Walford	BENTON	01	\$280,000	7	9	16	NEW BUSINESS	Services for the Elderly and Persons with Disabilities
Legendary Hospitality, LLC	Storm Lake	BUENA VISTA	04	\$715,200	6	14	16	NEW BUSINESS	Full-Service Restaurants
Klaes Enterprises, LLC	Guttenberg	CLAYTON	01	\$300,000	12	1	1	NEW BUSINESS	Breweries
Jacobs Plumbing & Pump Service LLC	CLINTON	CLINTON	02	\$185,000	0	1	2	EXISTING BUSINESS	Plumbing, Heating, and Air-Conditioning Contractors
Jacobs Plumbing & Pump Service LLC	CLINTON	CLINTON	02	\$115,000	0	1	2	EXISTING BUSINESS	Plumbing, Heating, and Air-Conditioning Contractors
Double S Logging LLC	BLOOMFIELD	DAVIS	02	\$75,000	0	2	2	NEW BUSINESS	Farm Supplies Merchant Wholesalers
TBF, LLC (EPC)	Altoona	POLK	03	\$286,800	0	5	5	EXISTING BUSINESS	Pet Care (except Veterinary) Services
Kingdom Spa LLC	Ankeny	POLK	03	\$503,200	0	12	12	NEW BUSINESS	Other Personal Care Services
Kingdom Spa LLC	Ankeny	POLK	03	\$25,000	0	12	12	NEW BUSINESS	Other Personal Care Services
LeJeune Ventures LLC	Des Moines	POLK	03	\$143,000	2	0	2	EXISTING BUSINESS	Upholstered Household Furniture Manufacturing
INGERSOLL OUTDOOR SUPPLY LLC	DES MOINES	POLK	03	\$15,000	0	0	1	NEW BUSINESS	N/A
Canoyer Grimes, LLC	Grimes	POLK	03	\$2,377,000	25	10	10	EXISTING BUSINESS	N/A
Scoop Capital LLC	PLEASANT HILL	POLK	03	\$1,264,500	2	20	20	NEW BUSINESS	Ice Cream and Frozen Dessert Manufacturing
Sojourners LLC	Urbandale	POLK	03	\$1,039,000	5	27	27	NEW BUSINESS	N/A
Kinzie LLC	URBANDALE	POLK	03	\$500,000	2	10	10	EXISTING BUSINESS	N/A
Electronic Asset Security, L.L.C.	Urbandale	POLK	03	\$299,000	8	1	1	NEW BUSINESS	Other Scientific and Technical Consulting Services
Five K Enterprises L.L.C.	WEST DES MOINES	POLK	03	\$350,000	30	52	52	EXISTING BUSINESS	Full-Service Restaurants
Strackbein SK 2 LLC	BETTENDORF	SCOTT	02	\$425,000	15	0	2	NEW BUSINESS	Snack and Nonalcoholic Beverage Bars
FTS Holdings, LLC	Riverdale	SCOTT	02	\$167,000	3	8	8	NEW BUSINESS	N/A
STR Holdings, LLC	Huxley	STORY	04	\$428,000	8	0	12	EXISTING BUSINESS	Landscape Architectural Services
2DA Investments, LLC	Kelley	STORY	04	\$245,000	2	0	0	NEW BUSINESS	Lessors of Miniwarehouses and Self-Storage Units
Hobbs Agency LLC	Ottumwa	WAPELLO	02	\$596,000	1	3	3	NEW BUSINESS	Insurance Agencies and Brokerages
Jed A Hill	OTTUMWA	WAPELLO	02	\$395,000	3	1	1	NEW BUSINESS	Recyclable Material Merchant Wholesalers
Happy Home Respite Services LLC	OTTUMWA	WAPELLO	02	\$175,000	6	17	17	EXISTING BUSINESS	Child Day Care Services



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JANUARY 2023 | CITYVIEW | 5





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**NO ADDRESS LISTED**  
SALE DATE: 2022-11-07  
SALE PRICE: \$1  
SELLER: METRO FIBERNET LLC  
BUYER: METRONET INFRASTRUCTURE GROUP LLC  
SQUARE FEET: 672  
ACRES: 0.528



**125 VALLEY WEST DRIVE, WEST DES MOINES**  
SALE DATE: 2022-11-08  
SALE PRICE: \$2,250,000  
SELLER: IOWA ENT CENTER PLLC  
BUYER: 105 LLC  
SQUARE FEET: 18,176  
ACRES: 2.347

**2565 E. EUCLID AVE., DES MOINES**  
SALE DATE: 2022-11-09  
SALE PRICE: \$450,000  
SELLER: LARSON ENTERPRISES  
BUYER: VIA REAL ESTATE LLC  
SQUARE FEET: 0  
ACRES: 0.827

**2444 E. WALNUT ST., DES MOINES**  
SALE DATE: 2022-11-10  
SALE PRICE: \$111,000

SELLER: A&E 113 ASSETS LLC  
BUYER: MUNFORD, MATT T.  
SQUARE FEET: 1,804  
ACRES: 0.169

**113 SECOND ST. S.E., ALTOONA**  
SALE DATE: 2022-11-10  
SALE PRICE: \$43,000  
SELLER: JJVINCENT LLC  
BUYER: CITY OF ALTOONA  
SQUARE FEET: 640  
ACRES: 0.067

**909 E. FIRST ST., ANKENY**  
SALE DATE: 2022-11-10  
SALE PRICE: \$500,000  
SELLER: EYERLY JR, RICHARD G. ESTATE  
BUYER: OM SHREE GOPINATHJI LLC  
SQUARE FEET: 2,880  
ACRES: 0.731



**1435 MULBERRY ST., DES MOINES**  
SALE DATE: 2022-11-11  
SALE PRICE: \$2,343,250  
SELLER: DES MOINES AREA RELIGIOUS COUNCIL  
BUYER: 1435 MULBERRY LLC  
SQUARE FEET: 9,016  
ACRES: 1.365

**509 S.E. SIXTH ST., DES MOINES**  
SALE DATE: 2022-11-11  
SALE PRICE: \$330,000  
SELLER: ONTIVEROS, LORNA A  
BUYER: 509 SE 6TH LLC  
SQUARE FEET: 3,780  
ACRES: 0.818

**509 S.E. SIXTH ST., DES MOINES**  
SALE DATE: 2022-11-14  
SALE PRICE: \$330,000  
SELLER: WARE, THOMAS E.  
BUYER: 509 SE 6TH LLC  
SQUARE FEET: 3,780  
ACRES: 0.818



**4685 N.E. 14TH ST., DES MOINES**  
SALE DATE: 2022-11-14  
SALE PRICE: \$3,395,000  
SELLER: SERENITY HOSPITALITY LLC  
BUYER: RELIANSE IOWA LLC  
SQUARE FEET: 75,007  
ACRES: 4

**1940 ARLINGTON AVE., DES MOINES**  
SALE DATE: 2022-11-15  
SALE PRICE: \$575,000  
SELLER: SOLID STATE PROPERTIES LLC  
BUYER: ACT ARLINGTON EXPRESS LLC  
SQUARE FEET: 4,858  
ACRES: 0.358

**165 ADVENTURELAND DRIVE, ALTOONA**  
SALE DATE: 2022-11-15  
SALE PRICE: \$370,000  
SELLER: VWM II LLC  
BUYER: RMKJ 3 LLC  
SQUARE FEET: 45,372  
ACRES: 3.21

**4820 INGERSOLL AVE., DES MOINES**  
SALE DATE: 2022-11-16  
SALE PRICE: \$470,000  
SELLER: AHC INGERSOLL LLC  
BUYER: 4820 INGERSOLL PROPCO LLC  
SQUARE FEET: 3,336  
ACRES: 1.029

**5504 N.W. 88TH ST., JOHNSTON**  
SALE DATE: 2022-11-17  
SALE PRICE: \$4,379,661  
SELLER: M&B INVESTMENTS LLC  
BUYER: NPJTC LLC  
SQUARE FEET: 27,827  
ACRES: 2.893

**9201 NORTHPARK DRIVE, URBANDALE**  
SALE DATE: 2022-11-17  
SALE PRICE: \$10,820,339  
SELLER: NORTH PARK TOWN CENTER LLC  
BUYER: NPJTC LLC  
SQUARE FEET: 66,056  
ACRES: 5.946

**NO ADDRESS LISTED**  
SALE DATE: 2022-11-18  
SALE PRICE: \$6,500,000  
SELLER: KOHL'S INC  
BUYER: MERLE HAY ANCHORS LLC  
SQUARE FEET: 75,064  
ACRES: 2.539

**7177 HICKMAN ROAD, SUITE 1, URBANDALE**  
SALE DATE: 2022-11-18  
SALE PRICE: \$279,000  
SELLER: HALL, NANCY A.  
BUYER: JENNIFER PROPERTIES LLC  
SQUARE FEET: 3,723  
ACRES: 0.436

**672 19TH ST., DES MOINES**  
SALE DATE: 2022-11-21  
SALE PRICE: \$285,000  
SELLER: TRADITION HOME BUILDERS LLC  
BUYER: ESSEX HOUSE LLC  
SQUARE FEET: 4,737  
ACRES: 0.172

**235 ADVENTURELAND DRIVE N.W., ALTOONA**  
SALE DATE: 2022-11-22  
SALE PRICE: \$686,755  
SELLER: F&S ROSENBERGER LLC  
BUYER: DRAGONFLY HOSPITALITY LLC  
SQUARE FEET: 0  
ACRES: 3.055

**175 S. NINTH ST., SUITE 440, WEST DES MOINES**  
SALE DATE: 2022-11-22  
SALE PRICE: \$209,000  
SELLER: MCLERAN INVESTMENTS LLC  
BUYER: SWEENEY, SEAN  
SQUARE FEET: 1,920  
ACRES: 0.044

**5975 N.E. BERWICK DRIVE, BERWICK**  
SALE DATE: 2022-11-23  
SALE PRICE: \$11,500,000  
SELLER: SUNNYBROOK MHC LLC  
BUYER: SUNNYBROOK LE LLC  
SQUARE FEET: 4,456  
ACRES: 38.284

**NO ADDRESS LISTED**  
SALE DATE: 2022-11-28  
SALE PRICE: \$346,000  
SELLER: IOWA NATURAL HERITAGE FOUNDATION  
BUYER: POLK COUNTY CONSERVATION BOARD  
SQUARE FEET: 0  
ACRES: 66.527

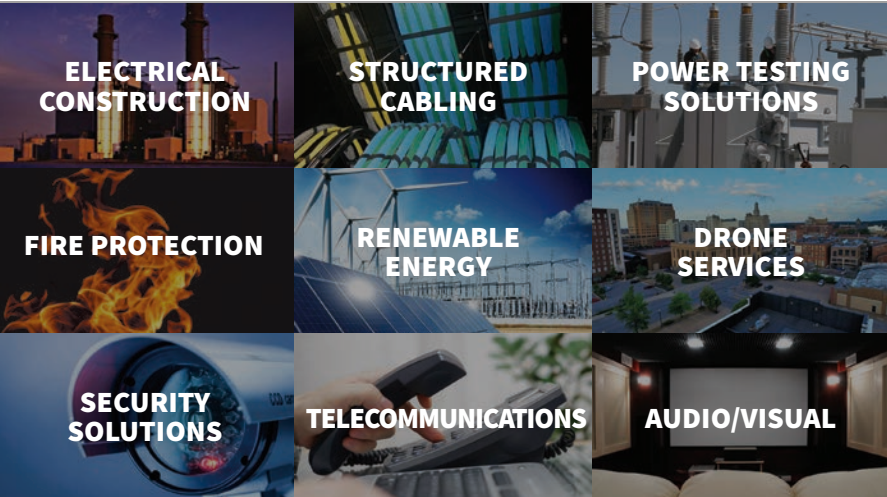
**4919 DOUGLAS AVE., DES MOINES**  
SALE DATE: 2022-11-28  
SALE PRICE: \$390,000  
SELLER: YOUNG PROFESSIONAL PARK  
BUYER: FAM RENTAL PROPERTIES LLC  
SQUARE FEET: 7,260  
ACRES: 1.458



**5800 FRANKLIN AVE., DES MOINES**  
SALE DATE: 2022-11-29  
SALE PRICE: \$1,090,000  
SELLER: BP FRANKLIN LC  
BUYER: APG REAL ESTATE LLC  
SQUARE FEET: 8,453  
ACRES: 0.537

**1823 OHIO ST., DES MOINES**  
SALE DATE: 2022-11-29  
SALE PRICE: \$1,200,000

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SELLER: TRI-STATE INVESTMENTS LLP  
BUYER: MARUCA LLC  
SQUARE FEET: 9,952  
ACRES: 0.627

**3580 EIGHTH ST. S.W., ALTOONA**  
SALE DATE: 2022-11-29  
SALE PRICE: \$2,005,000  
SELLER: ALTOONA CROSSING LOT 4 LLC  
BUYER: SIMMER, KEVEN  
SQUARE FEET: 5,070  
ACRES: 0.748

**3500 S.E. CROSSROADS DRIVE, GRIMES**  
SALE DATE: 2022-11-29  
SALE PRICE: \$150,000  
SELLER: 141 PARTNERS II LC  
BUYER: ROOKIE HOLDINGS LLC  
SQUARE FEET: 3,644  
ACRES: 0.626

**NO ADDRESS LISTED**  
SALE DATE: 2022-11-29  
SALE PRICE: \$500,000  
SELLER: SANSGAARD GROUP INC  
BUYER: PJC FAMILY TRUST  
SQUARE FEET: 0  
ACRES: 5.116

**1251 KEOSAUQUA WAY, UNIT 2, DES MOINES**  
SALE DATE: 2022-11-30  
SALE PRICE: \$1,650,000  
SELLER: JGC HOLDINGS LLC  
BUYER: BHA LLC  
SQUARE FEET: 6,176  
ACRES: 0.349

**1210 N.W. 18TH ST., ANKENY**  
SALE DATE: 2022-11-30  
SALE PRICE: \$2,075,000  
SELLER: HAYDEN HOLDINGS LLC  
BUYER: WENGER PROPERTIES LLC  
SQUARE FEET: 7,478  
ACRES: 0.724

**6095 N.E. INDUSTRY DRIVE., DES MOINES**  
SALE DATE: 2022-11-30  
SALE PRICE: \$3,177,108  
SELLER: KINGDOM CARES CORP  
BUYER: HOOP DREAMS LLC  
SQUARE FEET: 30,000  
ACRES: 5.436

**3615 SIXTH AVE., DES MOINES**  
SALE DATE: 2022-12-01  
SALE PRICE: \$279,938  
SELLER: NEIGHBORHOOD DEVELOPMENT CORP  
BUYER: ADAMSON PROPERTIES II LLC  
SQUARE FEET: 3,500  
ACRES: 0.149

**79 UNIVERSITY AVE., DES MOINES**  
SALE DATE: 2022-12-01  
SALE PRICE: \$875,000  
SELLER: MICHAEL & LINDA TAYLOR TRUST  
BUYER: ITB HOLDINGS LLC  
SQUARE FEET: 10,614  
ACRES: 0.942

**3810 INGERSOLL AVE., DES MOINES**  
SALE DATE: 2022-12-01  
SALE PRICE: \$840,000  
SELLER: ARBOR COOPERATIVE HOUSING

ASSOCIATION  
BUYER: SH PROPERTY LLC  
SQUARE FEET: 5,720  
ACRES: 0.25

**655 N.E. 56TH ST., PLEASANT HILL**  
SALE DATE: 2022-12-01  
SALE PRICE: \$6,670,000  
SELLER: DALRICH LLC  
BUYER: BOWLERO PLEASANT HILL LLC  
SQUARE FEET: 38,172  
ACRES: 3.273

**11410 FOREST AVE., CLIVE**  
SALE DATE: 2022-12-01  
SALE PRICE: \$5,945,946  
SELLER: TWAS PROPERTIES LLC  
BUYER: CLIVE TW LLC  
SQUARE FEET: 3,205  
ACRES: 1.5

**2105 S. ANKENY BLVD., ANKENY**  
SALE DATE: 2022-12-05  
SALE PRICE: \$2,709,888  
SELLER: MJG DEVELOPMENT LLC  
BUYER: LEEDS WEST PROPERTY GROUP LLC  
SQUARE FEET: 6,900  
ACRES: 1.105

**5730 MERLE HAY ROAD, JOHNSTON**  
SALE DATE: 2022-12-05  
SALE PRICE: \$1,574,400  
SELLER: MJG DEVELOPMENT LLC  
BUYER: LEEDS WEST PROPERTY GROUP LLC  
SQUARE FEET: 5,824  
ACRES: 0.841

**8665 HARBACH BLVD., CLIVE**  
SALE DATE: 2022-12-05  
SALE PRICE: \$480,000  
SELLER: MFG INVESTORS 8665 LLC  
BUYER: MOUNTZION PRAYER MINISTRIES INTERNATIONAL  
SQUARE FEET: 7,200  
ACRES: 0.66

**2742 HUBBELL AVE., DES MOINES**  
SALE DATE: 2022-12-06  
SALE PRICE: \$310,000  
SELLER: COBALT MAINTENANCE LLC  
BUYER: COIN & CARD AUCTIONS INC  
SQUARE FEET: 2,152  
ACRES: 0.523

**850 18TH ST., DES MOINES**  
SALE DATE: 2022-12-07  
SALE PRICE: \$650,000  
SELLER: ELECTRICAL WORKERS FOUNDATION  
BUYER: TRC HOLDINGS LLC  
SQUARE FEET: 4,813  
ACRES: 0.356

**1250 S. PLEASANT HILL BLVD., PLEASANT HILL**  
SALE DATE: 2022-12-07  
SALE PRICE: \$180,000  
SELLER: BURKHEAD, DAVID A  
BUYER: ECONOMIC CONCRETE SERVICES INC  
SQUARE FEET: 2,108  
ACRES: 0.46 ■

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