

2011

BOOK OF LISTS

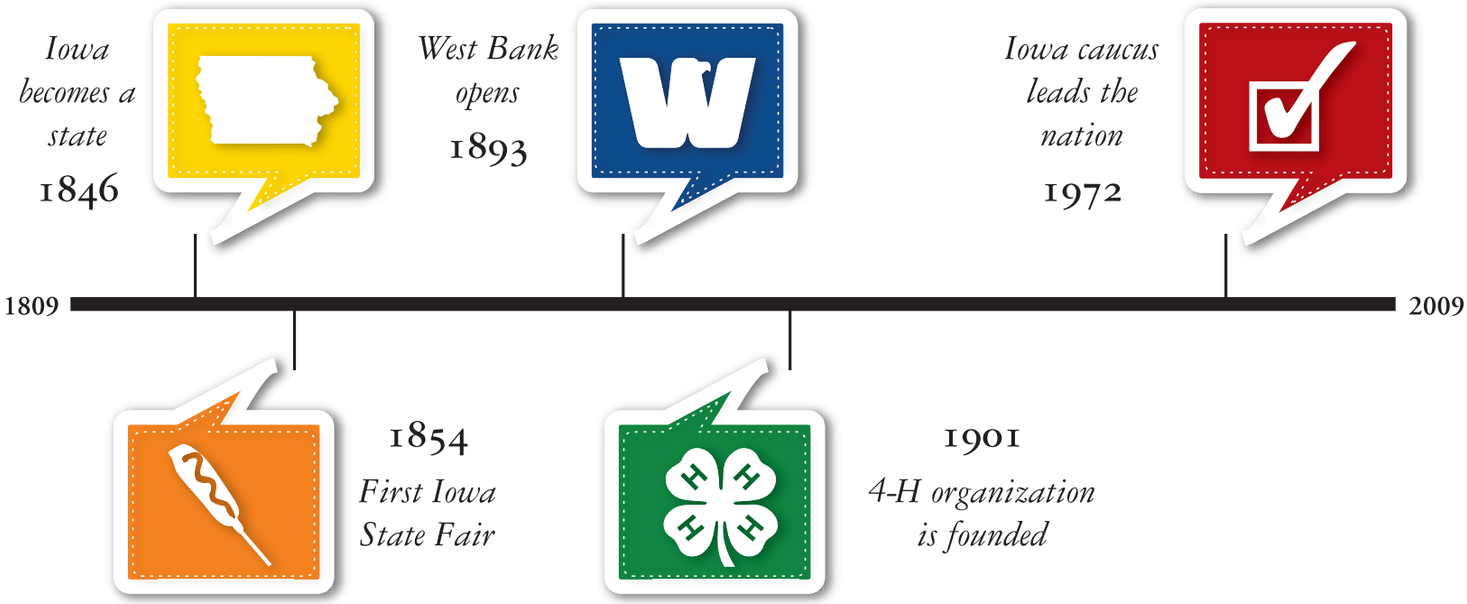
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Book of Lists is available all year at
www.businessrecord.com

PLEASE NOTE

In the compilation of lists:

- All lists refer to companies in Central Iowa.
- When tied, companies are listed alphabetically.
- If information was not available at publishing deadline, last year's information was used and noted.
- Due to space constraints, company projects, services or other areas were limited.

2011 BOOK OF LISTS

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JANUARY 2011

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Welcome

"It is not the strongest of the species that will survive, nor the most intelligent, but the one most responsive to change."

– Charles Darwin

Change in business continues at an ever-escalating pace. Companies are launched; others are sold or closed. Leadership changes occur, and market-share shifts catapult one company upward in the rankings while another slips.

All of these changes and more are captured here once again as we present our annual Book of Lists.

Like the business community it covers, this massive, year-round research project has changed and evolved. We've moved from collecting data via telephone and fax to developing our own Web-based software for improved thoroughness and accuracy. And this year, that transition took yet another step in sophistication by utilizing software developed specifically for book of lists published by business journals and trade publications. This connection to a national marketplace offers you access to rich business data across the country, all locally collected by business publishers knowledgeable about their community. Contact our customer service team at 288-3336 for more information on how to generate thousands of national sales leads through this one-stop shop.

The one thing that has not changed is our commitment to the Greater Des Moines business community. The opportunity to acquire Business Publications last fall and return it to local ownership has made us appreciate even more the very special relationship we are privileged to experience as owner and publisher.



Janette Larkin, Publisher



Connie Wimer, Chairman

So let us offer heartfelt thanks to you for your readership and for your participation in gathering the data. A special thank you to Bankers Trust Co., which continues to support the project through its role as presenting sponsor, along with these corporate sponsors: Community Foundation of Greater Des Moines, Colorfx Inc., Marsh U.S. Consumer and Simpson College. A note of appreciation also goes to CB Richard Ellis/Hubbell Commercial for again allowing us to include its annual survey information in our Market Facts.

We're especially excited this year that our cover celebrates artwork from one of our great local treasures, the Great Ape Trust. Be sure to read the story behind the art, and the artist, below.

Enjoy.

On the cover



18" x 24" acrylic on canvas

LOCAL ARTIST SPOTLIGHT: KANZI



Photo by Liz Rubert-Pugh

Though our cover artist hasn't yet become a famous name in art circles, he's definitely a superstar within the bonobo community. And for good reason.

Kanzi, a 30-year-old bonobo at Great Ape Trust, was featured last fall on "The Oprah Winfrey Show" and "Anderson Cooper 360," has appeared in numerous national publications including National Geographic and Time, and has jammed with Paul McCartney and Peter Gabriel.

These opportunities for time in the limelight stem from Kanzi's ability to "speak" with humans and his being the first ape to show he truly understands spoken English. Through the research work of Dr. Sue Savage-Rumbaugh, Kanzi has demonstrated his comprehension of 450 words and his ability to communicate to humans by pointing at symbols.

In addition to that form of communication, Kanzi and the other bonobos also express themselves through their art. Our cover is Kanzi's interpretation of a statue at Great Ape Trust (pictured, top left).

And, like so many accomplished humans, one of the highlights of Kanzi's life was last summer when his son, Teco, was born at Great Ape Trust, the research and conservation center in southeast Des Moines where they reside.

Pictured at right is a photograph of Teco and a portrait of Teco painted by Kanzi based on that image.

The Business Record gratefully acknowledges and thanks the staff at Great Ape Trust for their cooperation and allowing us to commission these works of art by Kanzi for this year's cover of our Book of Lists.







Simpson College is undeniably proud of the ***difference*** we are making in central ***Iowa*** and the ***world.***

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As the presenting sponsor of the Book of Lists, Bankers Trust sincerely thanks the companies and leaders profiled here. Time and again, we are moved by the power of the caring and courageous heart of this community and by how its residents continue to find ways to invest in the future and each other. It's why we believe Des Moines is uniquely positioned to lead an economic recovery.

Headquartered in Des Moines, Bankers Trust has 11 branches in the Metro area and also has offices in Ames; Omaha, Nebraska; Sioux Falls, South Dakota; and Phoenix, Arizona. It also has a sister bank in Cedar Rapids with over $400 million in assets. Bankers Trust continues to grow, and boasts a balance sheet of $2.6 billion with an additional $12 billion administered through its Wealth Management Group. In 2009, the bank generated a deposit increase exceeding 25 percent and expects to see continued expansion throughout each of the markets in which it operates. This is a terrific validation of Bankers Trust's commitment to serving every market in which it operates.



SUKU RADIA,
President & CEO

Bankers Trust is committed to the principle that generous, continuous and personal support of community efforts is not just a good way to do business, but it is the only way to do business. For more than 93 years, Iowa's largest privately held bank has been building social capital by investing in others. The bank's 400 employees donate more than 12,500 hours of volunteer work annually, and the company provides $1.2 million in financial support to over 100 area nonprofit organizations and events each year, aiding both new initiatives and long-standing programs.

Suku Radia, President and CEO of Bankers Trust, says, "The impact of our efforts is that much greater because of the number of hands on the oars in this community. I have lived abroad and traveled extensively and believe deeply that we are part of the finest community in America."

Bankers Trust has a steadfast commitment to diversity, inclusion and respect for the individual. The bank made history by being the first company to receive the Greater Des Moines Partnership's Diversity Award twice, in 2009 and 2002. The bank was also named Community Champion by the Partnership's Celebrate Business and Economic Impact initiative and has received recent awards from the Central Iowa Chapter of the Society for Human Resource Management. Bankers Trust was also named 2010 Outstanding Corporate Philanthropist by the Central Iowa Association of Fundraising Professionals.

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JON TROEN,
President, Colorfx/ Rock Communications & Managing Partner, Catchfire Media

Colorfx/Rock Communications is Iowa's largest print and mail company providing customers with web, sheetfed, digital, design, fulfillment, kitting and direct mail services through its four Iowa-based facilities.

With more than 450 employees, Colorfx/Rock serves a variety of local, regional and national customers. Its team of print and mail professionals partner with clients to deliver an unsurpassed level of quality, service and value.

As a leader in green practices, Colorfx/Rock was the state's first printing company to be tri-certified by the leading national and global forest protection agencies: the Forest Stewardship Council (FSC), Sustainable Forestry Initiative (SFI) and the Programme for the Endorsement of Forest Certification (PEFC). Colorfx/Rock is a member of Carbon Neutral Print Productions (CNPP), a non-profit program designed to offset the carbon emissions created during the commercial printing process. In addition, Colorfx/Rock is GRACoL® 7 Master certified.

Colorfx/Rock is proud to have printed the annual Book of Lists for the past several years and considers this publication as a favorite project every year.

To learn more, please visit **www.colorfxprint.com.**

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MARK POOLE,
Chief Marketing Officer

Marsh U.S. Consumer designs, sells, implements, and administers insurance-related risk management and financial service programs that generate revenue, promote loyalty, reduce costs and increase efficiency for sponsoring clients. These programs deliver vision, value, convenience, choice and innovation to consumers and small businesses worldwide.

Clients include employer groups, associations, financial institutions, membership organizations, corporate and other product service providers. Through sophisticated, data-driven marketing strategies, Marsh U.S. Consumer expands customer access and program utilization, delivering increased security and asset protection on behalf of clients to consumers worldwide.

Marsh U.S. Consumer, a service of Seabury & Smith Inc., is a business unit of Marsh Inc., the world's leading insurance broker and risk advisor. Marsh is a unit of Marsh & McLennan Companies (MMC), a global professional services firm with more than 50,000 employees and annual revenue of $10 billion.

MMC's website is **www.mmc.com.** Marsh's website is **www.marsh.com.**

SIMPSON COLLEGE



DR. JOHN BYRD,
President

Simpson College thrives in its small-town setting, just 12 short miles south of Iowa's capital city. The people of Warren County and Indianola are woven into our spirit and culture. And yet our proximity to Des Moines has given our students and graduates many opportunities to make their mark.

Through their vast achievements, Simpson alumni have reached high positions of leadership at Iowa's most trusted institutions. On the previous page of this book you can see just a snapshot of some of our most influential graduates: Rhonda Dodge for Blank Children's Hospital; Michael Sadler with Qwest Communications; Susan Voss, Iowa's insurance commissioner; Jay Byers with The Greater Des Moines Partnership; Terry Lillis for Principal Financial Group; Rose Mitchell at Hy-Vee Inc. and Monte Shaw with the Iowa Renewable Fuels Association.

One of the very best liberal arts educations in the country can be found at Simpson College. We are undeniably proud of the footprint our graduates make. Thank you for recognizing us as a leader in higher education in Central Iowa and the world.

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The Community Foundation of Greater Des Moines is a donor-driven public foundation whose purpose is to improve the quality of life in Greater Des Moines through philanthropy. The Community Foundation manages assets in excess of $158 million and administers more than 710 charitable funds created by Iowans.

Through Community Foundation grantmaking programs and donor funds, $22 million was granted to charitable causes in 2009.

The Community Foundation works to build endowment funds that benefit the community forever and helps donors create personal legacies. As a community leader, the Community Foundation improves the quality of life for all by connecting donors with their passions, fostering links between community organizations and convening local leaders to promote the common good. Making community connections builds on our remarkable tendency to reach out to one another and lend a hand to those in need…we're simply better together.

The Community Foundation is confirmed in compliance with National Standards for U.S. Community Foundations.

For more information visit **www.desmoinesfoundation.org** or call **515-883-2626.**



J. BARRY GRISWELL,
President

Tab Sponsors

DEVELOPMENT TAB

THE greater DES MOINES partnership

buy into the circle

Each year, businesses and local governments in the Greater Des Moines area spend more than $7.2 billion for goods and services from out-of-area suppliers. That's $7.2 billion annually for out-of-market purchases that could play a significant role in the growth and development of Greater Des Moines area businesses.

That's why the Greater Des Moines Partnership and its regional affiliate chambers and organizations are sponsoring an initiative for area businesses to "Buy into the Circle" – to look for purchasing opportunities within the Greater Des Moines area – before they buy anywhere else.

The "Buy Into the Circle" program encourages Greater Des Moines area businesses to shift just five percent of their current out-of-area spending back into the local economy. It's not about spending MORE money – it's about keeping the dollars you already spend local.

To learn more about Buy into the Circle, visit **www.buyintothecircle.com.**

FINANCE TAB

KINGSTON LIFE & HEALTH



TIMOTHY JOHNSTON,
President & CEO

Kingston Life and Health is an Iowa-based employee benefits brokerage firm servicing clients in Iowa and surrounding states. As an industry leader, Kingston Life and Health has been built upon a tradition of integrity, expertise and excellence.

We work with our clients as partners and with each other as a team. Our advice and solutions are influenced by each client's unique needs and business culture. In fact, our innovative approach to consulting is unsurpassed in the industry. We help our customers find answers, implement solutions and anticipate consequences.

Clients choose Kingston Life and Health when they value a working partnership with their consultant, appreciate innovative and strategic advice, want access to the most comprehensive automated enrollment technology available in the marketplace, and strive for balanced employer and employee advocacy.

To learn more about the services and solutions Kingston Life and Health can offer please visit **www.kingstonlifeandhealth.com.**

BUSINESS TAB

MERIT resources



JOEL DUNCAN,
President & CEO

For over 20 years, Merit Resources has been helping small to medium-sized independent businesses make employment easy by outsourcing their Human Resources. Merit handles all aspects of HR for more than 300 clients, with more than 8,000 employees in Iowa and in 34 states nationwide.

Based in Urbandale, Merit Resources takes care of employee benefits, payroll and payroll tax administration, workers' compensation and risk management, and other aspects of human resources. Merit's clients are able to offer their employees superior benefits like nine different health insurance plans from Wellmark Blue Cross/Blue Shield, and cut their costs while doing so. Through an arrangement called co-employment, Merit is able to pool together all of the employees of its 300+ clients to negotiate one superior, lower-priced package of benefits, workers' compensation and more. This arrangement also shifts much of the legal and fiduciary liability associated with having employees away from each organization onto Merit.

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THE "NUMBER ONE" LIST

(Listed alphabetically by list name)

List	Number One	Address Phone; Fax	Ranked By	Web site E-mail
ACCOUNTING FIRMS	**McGladrey**	400 Locust St., Ste. 640 DM, IA 50309 515-284-8660; Fax: 515-284-1545	Number of Local FT Employees	www.mcgladrey.com rod.foster@mcgladrey.com
ADVERTISING AGENCIES	**Strategic America**	6600 Westown Pkwy. WDM, IA 50266 515-453-2000; Fax: 515-224-4181	Capitalized Ad Billings in 2009	www.strategicamerica.com mschreurs@strategicamerica.com
AGRIBUSSINESS	**Pioneer Hi-Bred International Inc.**	7000 NW 62nd St. Johnston, IA 50301 515-270-3200; Fax: 515-334-4515	Number of Local FT Employees	www.pioneer.com
APPRAISERS	**Rally Appraisal**	1454 30th St., Ste. 107 WDM, IA 50266 515-226-8733; Fax: 515-226-0148	Number of Certified Appraisers	www.rallyappraisal.com corporate@rallyappraisal.com
ARCHITECTURAL FIRMS	**RDG Planning & Design**	301 Grand Ave. DM, IA 50309 515-288-3141; Fax: 515-288-8631	Number of Local Licensed Architects	www.rdgusa.com
ATTRACTIONS	**Prairie Meadows Racetrack and Casino**	1 Prairie Meadows Dr. Altoona, IA 50009 515-967-1000; Fax: 515-967-1312	2009 Attendance	www.prairiemeadows.com
AUTO DEALERS	**Karl Chevrolet Inc.**	1101 SE Oralabor Rd. Ankeny, IA 50021 515-299-4300; Fax: 515-964-0845	Total Local Staff	www.karlchevrolet.com
BANKS	**Wells Fargo & Co.**	666 Walnut St. DM, IA 50309 515-245-3131	Total Deposits in DM Market	www.wellsfargo.com
BUSINESS CONSULTANTS	**ADP (Automatic Data Processing)**	4900 University Ave., WDM IA 50266 800-225-5237	Number of Local FT Employees	www.adp.com
BUSINESS ORGANIZATIONS	**Ankeny Area Chamber of Commece**	210 South Ankeny Blvd. Ankeny, IA 50023 515-964-0685	Number of Members	www.ankeny.org julie.cooper@ankeny.org
COLLEGES & UNIVERSITIES	**Iowa State University**	100 Enrollment Service Bldg. Ames, IA 50011 800-262-3810; Fax: 515-294-9592	Number of FT Students	www.iastate.edu
COMMERCIAL PRINTERS	**Colorfx/Rock Communications**	10750 Aurora Ave. DM, IA 50322 515-270-0402; Fax: 515-270-2528	Number of Local FT Employees	www.colorfx.net www.rockcom.com
COMMERCIAL PROPERTY MANAGEMENT FIRMS	**Terrus Real Estate Group**	616 10th St. DM, IA 50309 515-471-4400; Fax: 515-280-5200	SF of Local Properties Managed	www.terrus.com
COMMERCIAL REAL ESTATE FIRMS	**CB Richard Ellis/Hubbell Commercial**	6900 Westown Pkwy. WDM, IA 50266 515-224-4900; Fax: 515-221-6652	Number of Licensed Agents	www.cbrehc.com
COMPUTER HARDWARE AND SOFTWARE COMPANIES	**Windstream Communications**	3620 SW 61st St., Ste. 300 DM, IA 50321 515-558-8500	Number of Local FT Employees	www.windstream.com
COMPUTER NETWORKING COMPANIES	**Windstream Communications**	3620 SW 61st St., Ste. 300 DM, IA 50321 515-558-8500	Number of Local FT Employees	www.windstream.com
COMPUTER TRAINING COMPANIES	**GeoLearning Inc.**	4600 Westown Pkwy., Ste. 301 WDM, IA 50266 515-222-9903; Fax: 515-222-5920	Number of Local FT Employees	www.geolearning.com info@geolearning.com
CONFERENCE CENTERS (NON-HOTEL)	**Hy-Vee Hall**	730 Third St. DM, IA 50309 515-564-8000; Fax: 515-864-8001	Total SF of Meeting Space	www.iowaeventscenter.com mhoman@iowaeventscenter.com
CONSTRUCTION COMPANIES	**The Weitz Co.**	5901 Thornton Ave. DM, IA 50321 515-246-4700 Fax: 515-246-4799	Local Construction Volume in 2009	www.weitz.com iowa@weitz.com
CONSTRUCTION PROJECTS	**Wellmark Corporate Office and Parking Ramp**	DM	Estimated Cost	
CREDIT UNIONS	**Community Choice Credit Union**	8404 NW 62nd Ave. Johnston, IA 50131 515-33408100	Total Assets as of June 2010	www.comchoicecu.org
DELIVERY SERVICES	**Spee-Dee Delivery**	710 SE Creekview Dr. Ankeny, IA 50021 515-964-2283	Number of Local FT Employees	www.speedeedelivery.com
DEVELOPERS	**R&R Realty Group/ Development Services Corp.**	1225 Jordan Creek Pkwy., Ste. 200 WDM, IA 50266 515-223-2500; Fax: 515-223-7235	Total SF or Property Owned in Central IA	www.rrrealty.com rupprecht@rrrealty.com
EMPLOYERS (NON-GOVERNMENT), LARGEST	**Wells Fargo & Co.**	666 Walnut St. DM, IA 50309 515-245-3131	Number of Local FT Employees	www.wellsfargo.com
EMPLOYMENT SEARCH & TEMPORARY PLACEMENT FIRMS	**Alliance Technologies**	400 Locust St., Ste. 840 DM, IA 50309 515-245-7777; Fax: 515-245-7730	Number of Local FT Employees	www.alliancetechnologies.net lampingj@alliancetechnologies.net
ENGINEERING FIRMS	**Snyder & Associates Inc.**	2727 SW Snyder Blvd. Ankeny, IA 50023 515-964-2020; Fax: 515-964-7938	Number of Local Licensed Engineers	www.snyder-associates.com
EXECUTIVE COACHES	**Career Resources Group/Lee Hecht Harrison**	2700 Westown Pkwy., Ste. 200 WDM, IA 50266 515-453-9590; Fax: 515-222-0565	Number of Local FT Employees	www.crgpros.com info@crgpros.com
FOUNDATIONS	**Iowa College Foundation**	505 Fifth Ave., Ste. 1034 DM, IA 50309 515-282-0473; Fax: 515-282-9508	Year Established	www.iowacollegefoundation.org jack@iaicu-icf.edu
GRAPHIC ARTS	**The Vernon Co.**	One Promotion Pl. Newton, IA 50208 641-792-9000	Number of Local FT Employees	www.vernoncompany.com webmaster@vernoncompany.com
HEALTH AND FITNESS ORGANIZATIONS	**YMCA of Greater Des Moines**	101 Locust St. DM, IA 50309 515-471-8518; Fax: 515-471-8558	Number of Local Employees	www.dmymca.org metro@dmymca.org
HOME BUILDERS	**Hubbell Homes**	6900 Westown Pkwy. WDM, IA 50266 515-276-2349; Fax: 515-276-2520	Total Value of Completed Homes in 2009	www.hubbellhomes.com rachel.flint@hubbellrealty.com
HOME HEALTH CARE PROVIDERS	**Ultimate Nursing Services**	6750 Westown Pkwy., #115A WDM, IA 50266 515-280-2160; Fax: 515-225-4044	Number of Registered Nurses	www.ultimatenursing.com tuckera@upsi.net
HOME REMODELERS	**United Services of Des Moines**	5600 Gateway Dr. Grimes, IA 50111 515-986-4442; Fax: 515-986-3940	Number of local FT Employees	www.restore4u.com info@restore4u.com

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THE "NUMBER ONE" LIST

(Listed alphabetically by list name)

List	Number One	Address Phone; Fax	Ranked By	Web site E-mail
HOSPITALS	**Mercy Medical Center - Des Moines**	1111 Sixth Ave. DM, IA 50314 515-247-3050; Fax: 515-643-8498	Number of Licensed Beds	www.mercydesmoines.org
HOTEL AND MOTEL CONFERENCE CENTERS	**Hotel Fort Des Moines**	Tenth & Walnut St. DM, IA 50309 515-243-1161; Fax: 515-243-4317	Total SF of Meeting Space	www.hotelfortdesmoines.com
INSURANCE BROKERAGES AND AGENCIES	**Marsh**	12421 Meredith Dr. Urbandale, IA 50398 515-243-1776; Fax: 515-365-6602	Number of Local FT Employees	www.marsh.com
INTERNET SERVICE PROVIDERS	**Qwest Communications Inc.**	925 High St. DM, IA 50309 515-286-8121; Fax: 515-286-8007	Number of Local FT Employees	www.qwest.com michael.sadler@qwest.com
INVESTMENT & WEALTH ADVISORS	**Midwest Region Business Center/ Principal Financial**	6701 Westown Pkwy., Ste. 200 WDM, IA 50266 515-246-4000; Fax: 515-246-4076	Number of Local Licensed Advisors	www.principal.com/midwest
LANDSCAPE ARCHITECTURAL FIRMS	**RDG Planning & Design**	301 Grand Ave. DM, IA 50309 515-288-3141; Fax: 515-288-8631	Number of Local FT Employees	www.rdgusa.com
LAW FIRMS	**Nyemaster, Goode, West, Hansell & O'Brien P.C.**	700 Walnut St., Ste. 1600 DM, IA 50309 515-283-3100; Fax: 515-283-3108	Number of Local Lawyers	www.nyemaster.com nyemaster@nyemaster.com
LIFE INSURANCE COMPANIES	**Principal Financial Group Inc.**	711 High St. DM, IA 50392 515-247-5111; Fax: 515-246-5475	Total Assets for Year Ended 12/31/09	www.principal.com
LONG DISTANCE CARRIERS	**Qwest Communications Inc.**	925 High St. DM, IA 50309 800-244-1111; Fax: 515-286-8007	Number of Local FT Employees	www.qwest.com
MANUFACTURERS	**Firestone Agricultural Tire Co.**	Second Ave. & Hoffman Ln. DM, IA 50313 515-243-1211; Fax: 515-283-1610	Number of Local FT Employees	www.firestoneag.com contact@firestoneag.com
MECHANICAL/ELECTRICAL CONTRACTORS	**The Waldinger Corp.**	2601 Bell Ave. DM, IA 50321 515-284-1911; Fax: 515-323-5150	Number of Local FT Employees	www.waldinger.com mlarson@waldinger.com
MINORITY-OWNED BUSINESSES	**Noble Ford Mercury Inc.**	2406 N. Jefferson Indianola, IA 50125 515-961-8151; Fax: 515-961-2413	Number of Local FT Employees	www.fordkingdom.com www.sales@fordkingdom.com
	Keystone Electrical Manufacturing Co.	2511 Bell Ave. DM, IA 50321 515-283-2567; Fax: 515-283-0418		www.keystoneelectricmc.com keystone@keystonemc.com
MORTGAGE LENDERS	**Wells Fargo Home Mortgage**	One Home Mortgage Campus WDM, IA 50266 515-213-4183	Total Dollar Volume Closed in 2009	www.wellsfargo.com
NONPROFIT ORGANIZATIONS	**LifeServe Blood Center (formerly The Blood Center of Iowa)**	431 E. Locust St. DM, IA 50309 515-288-0276; Fax: 515-288-0833	2010 Budget for Central Iowa	www.bloodcenterofiowa.org christine.hayes@bloodcenterofiowa.org
OFFICE BUILDINGS AND COMPLEXES, LARGEST	**West Lakes Office Park**	University Ave. & 77th St. WDM, IA 50266 515-223-4000; Fax: 515-222-5220	Number of Local FT Employees	www.knappproperties.com manager@knappproperties.com
OFFICE EQUIPMENT/ SUPPLY COMPANIES	**Storey Kenworthy**	1333 Ohio St. DM, IA 50314 515-288-3243; Fax: 515-284-0853	Number of Local FT Employees	www.storeykenworthy.com info@storeykenworthy.com
OFFICE INTERIORS COMPANIES	**Storey Kenworthy**	1333 Ohio St. DM, IA 50314 515-288-3243; Fax: 515-284-0853	Number of Local FT Employees	www.storeykenworthy.com info@storeykenworthy.com
OLDEST BUSINESSES	**Des Moines Register & Tribune**	715 Locust St. DM, IA 50309 515-284-8000; Fax: 515-284-8287	Year Established	www.desmoinesregister.com
PROPERTY AND CASUALTY INSURANCE COMPANIES	**Chubb Group of Insurance Cos.**	4600 Westown Pkwy., Ste. 207 WDM, IA 50266 515-440-8140; Fax: 515-440-8160	Total Assets for Year Ended 12/31/09	www.chubb.com
PROPERTY VALUES, TOP ASSESSED	**Nationwide Mutual**		Adjusted Assessed Value of Real Estate in 2010	
PUBLIC OFFICIALS, HIGHEST PAID	**Rob Denson**	Des Moines Area Community College	2010 Salary	
PUBLIC RELATIONS FIRMS	**Strategic America**	6600 Westown Pkwy. WDM, IA 50266 515-453-2000; Fax: 515-224-4181	Capitalized PR Revenue in 2009	strategicamerica.com mschreurs@strategicamerica.com
RECYCLING AND WASTE FIRMS	**Waste Management of Iowa Inc.**	201 SE 18th St. DM, IA 50317 515-299-2520	Number of Local FT Employees	www.wm.com dmassey@wm.com
RESIDENTIAL REAL ESTATE FIRMS	**Iowa Realty Co. Inc.**	3501 Westown Pkwy. WDM, IA 50266 515-453-6222; Fax: 515-453-5786	Number of Active Licensed Agents	www.iowarealty.com
RETIREMENT/CARE COMMUNITIES	**Wesley Acres**	3520 Grand Ave. DM, IA 50312 515-271-6500; Fax: 515-271-6522	Number of Beds	www.wesleylife.org
SHOPPING CENTERS	**Jordan Creek Town Center**	101 Jordan Creek Pkwy., Ste. 12518 WDM, IA 50266 515-224-5000; Fax: 515-224-5001	Total Leasable SF	www.jordancreektowncenter.com stephen.brower@ggp.com
TELECOMMUNICATION EQUIPMENT COMPANIES	**Qwest Communications Services Inc.**	925 High St. DM, IA 50309 515-286-8121; Fax: 515-286-8007	Number of Local FT Employees	www.qwest.com michael.sadler@qwest.com
TRADE HOUSES/VENDORS	**Bindery 1 Inc.**	1631 E. Aurora Ave. DM, IA 50313 515-265-4091; Fax: 515-265-7937	Number of Local FT Employees	www.bindery1.com gigi@b1ds.net
TRAVEL AGENTS	**Travel & Transport**	2957 100th St., Ste. 3 Urbandale, IA 50322 515-243-5083; Fax: 515-243-5517	Number of Agents	www.TandT.com
WEB SITE DEVELOPERS	**Iowa Network Services Inc.**	4201 Corporate Dr. WDM, IA 50266 800-469-4000; Fax: 515-830-0126	Number of Local FT Employees	www.INSWebDevelopment.com WebDev@netINS.net
WIRELESS PHONE COMPANIES	**US Cellular**	12020 Ridgemont Dr. Urbandale, IA 50323 515-249-4381; Fax 515-334-6061	Number of Local FT Employees	www.uscellular.com
WOMEN-OWNED BUSINESSES	**Ultimate Nursing Services of Iowa**	6750 Westown Pkwy., #115A WDM, IA 50266 515-280-2160; Fax: 515-225-4044	Number of Local FT Employees	www.ultimatenursing.com tuckera@upsi.net

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– Mark Poole, Chief Marketing Officer

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United Way of Central Iowa

BEST BUSINESS TO SUPPORT LOCAL CHARITY
Principal Financial Group Inc.

BEST CEO
David Vellinga, Mercy Medical Center - Des Moines

BEST METRO BUSINESS LEADER
Suku Radia, President and CEO, Bankers Trust Co.

BEST MINORITY BUSINESS LEADER
Suku Radia, President and CEO, Bankers Trust Co.

BEST UP AND COMING BUSINESS LEADER UNDER 40
Tom Mulrooney, Assistant Vice President, Iowa Health - Des Moines

BEST CITY GOVERNMENT CONDUCIVE TO BUSINESS
West Des Moines

BEST POLITICIAN ON BUSINESS ISSUES
Sen. Chuck Grassley

BEST ENGINEERING FIRM
Bluestone Engineering LLC

BEST DEVELOPER
Hubbell Realty Co.

BEST REAL ESTATE MANAGEMENT COMPANY
Hubbell Realty Co.

BEST COMMERCIAL REAL ESTATE COMPANY
Iowa Realty Commercial

BEST COMMERCIAL LENDER
Wells Fargo Bank N.A.

BEST ARCHITECTURAL FIRM
RDG Planning & Design

BEST ELECTRICAL CONTRACTOR
Baker Electric Inc.

BEST MECHANICAL CONTRACTOR
Baker Group

BEST GENERAL CONTRACTOR
The Weitz Co.

BEST RESIDENTIAL REAL ESTATE COMPANY
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BEST HOME BUILDER
Hubbell Realty Co.

BEST HEALTH CARE INSURANCE PROVIDER
Wellmark Blue Cross and Blue Shield of Iowa

BEST LIFE INSURANCE PROVIDER
Principal Financial Group Inc.

BEST PROPERTY/CASUALTY INSURANCE PROVIDER
State Farm

BEST BANK
Wells Fargo Bank N.A.

BEST SALES TRAINING/ EXECUTIVE DEVELOPMENT COMPANY
Dale Carnegie & Associates Inc.

BEST EXECUTIVE SEARCH FIRM
Palmer Group

BEST TEMPORARY EMPLOYEE SERVICE
Palmer Group

BEST PLACE TO BUY OFFICE SUPPLIES
Staples Inc.

BEST PLACE TO BUY OFFICE FURNITURE
Storey-Kenworthy Co.

BEST TELECOMMUNICATIONS EQUIPMENT DEALER
A+ Communications & Security

BEST TRAVEL AGENCY
International Travel Associates

BEST COMMERCIAL PRINTER
Colorfx/Rock Communications Ltd.

BEST WIRELESS PHONE SERVICE
Verizon Wireless

BEST TELECOMMUNICATION EQUIPMENT DEALER
Internet Solver Inc.

BEST INTERNET SERVICE PROVIDER
Qwest Communications International Inc.

2010 BEST OF DES MOINES BUSINESS RECORD

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BEST RESTAURANT FOR CONDUCTING BUSINESS
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BEST BAR TO ENTERTAIN CLIENTS
Star Bar

BEST SPORTING EVENT FOR ENTERTAINING
Iowa Cubs

BEST PLACE FOR A BUSINESS CONFERENCE
Hy-Vee Hall/Iowa Events Center

BEST CATERER
Hy-Vee Inc.

BEST NEW RESTAURANT
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BEST HAPPY HOUR
Wellman's Pub and Rooftop

BEST RESTAURANT FOR ENTERTAINING OUT-OF-TOWN GUESTS
Centro

BEST PLACE TO BUY WINE AND SPIRITS
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BEST COFFEE
Starbucks Corp.

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Des Moines Arts Festival

BEST THING TO HAPPEN TO CENTRAL IOWA LAST YEAR
John and Mary Pappajohn Sculpture Park

BEST THING THAT WILL HAPPEN TO CENTRAL IOWA NEXT YEAR
Principal Riverwalk Completion

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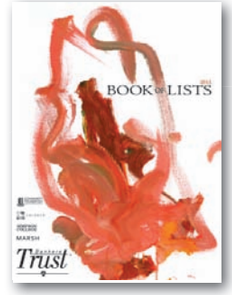
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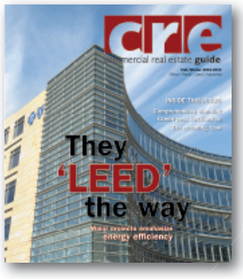
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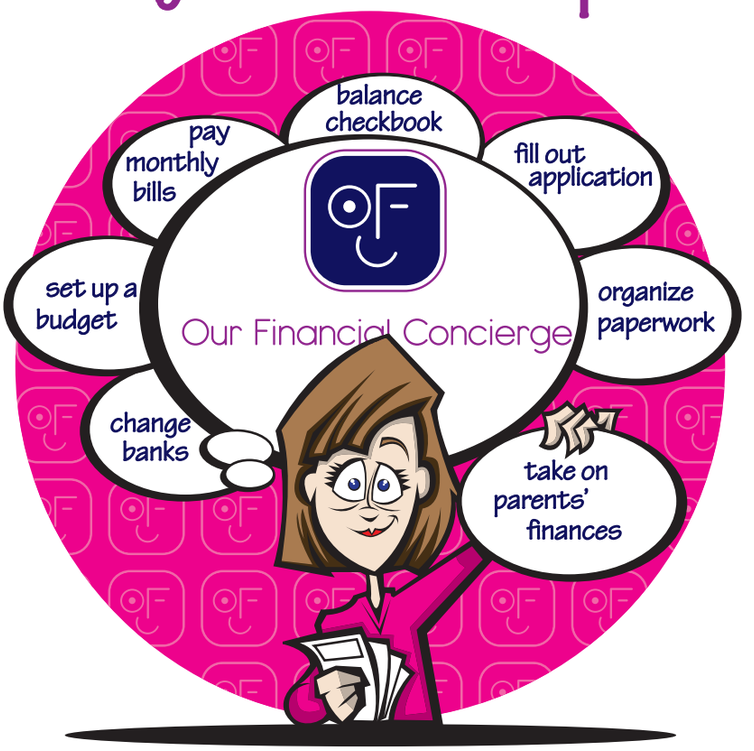


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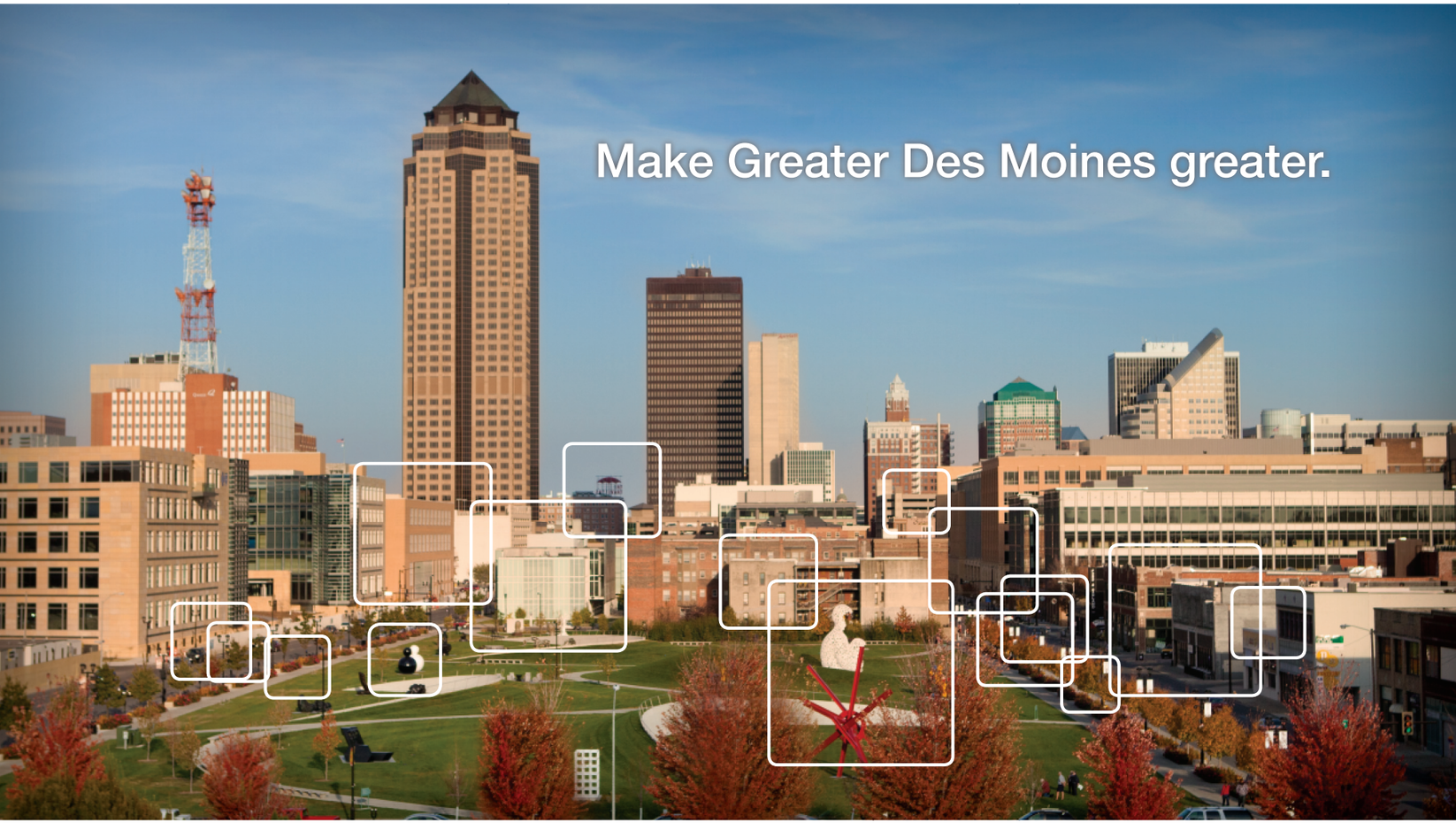


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We'll help you be part of something bigger. For more than 40 years, the Community Foundation has been working closely with donors, local leaders and hundreds of nonprofit organizations to improve the quality of life in Greater Des Moines. Our support of music, arts and culture creates a more vibrant community. Our work with local charities improves the health and well-being of children and families across Central Iowa. We share the joy of giving with a growing number of families, businesses and individuals. And we invite you to explore the possibilities.

Live. Give. Better together.

To be part of something bigger, visit www.desmoinesfoundation.org or call (515) 883-2626

COMMUNITY FOUNDATION
GREATER DES MOINES

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Please join us in thanking members of the Community Foundation of Greater Des Moines Board for their leadership and generosity.

The Community Foundation is a donor-driven public foundation whose purpose is to improve the quality of life in Greater Des Moines through philanthropy.


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COMMUNITY CALENDAR 2011



View these upcoming community events and more at **www.businessrecord.com**

The Community Foundation of Greater Des Moines presents the 2011 Community Calendar, listing numerous nonprofit fund-raising and business events in the Des Moines area. The calendar has been designed and researched to help you plan your personal, business and volunteer events with as few conflicts as possible.

We have included all of the appropriate listings available at press time. We will keep you updated on these additions and changes on our website, www.businessrecord.com. To qualify for inclusion, an event must fit one of the following criteria:

1. Benefit a nonprofit organization
2. Attract more than 100 people
3. Be a business event that attracts more than 200 people
4. Have a ticket price of more than $75.00

Please help make the Community Calendar an even more useful resource by adding your organization's events to our online calendar throughout the year. To add an event, simply follow the steps below:

1. Go to **www.businessrecord.com**.
2. Click the word "Calendar" from the top navigation bar and select "add event" from the drop down menu. This will take you to a blank submission form.
3. Give your event a name (required).
4. Enter information about your event such as city, venue, address, a brief description, etc.
5. Enter a start time and end time for your event. If the event occurs at a regular interval, say every Tuesday, use the "Recurrence Pattern" section to define that pattern.
6. Enter additional information about your event including contact phone number, website, etc.
7. Enter the passcode shown (required).
8. Press the "Add this Event" button at the bottom of the form. Your event will go live after being reviewed by our staff.

The Community Foundation of Greater Des Moines is a donor-driven public foundation whose purpose is to improve the quality of life in Greater Des Moines through philanthropy. The Community Foundation manages assets in excess of $158 million and administers over 710 charitable funds created by Iowans. Through Community Foundation grantmaking programs and donor funds, $22 million was granted to charitable causes in 2009. The Community Foundation is confirmed in compliance with National Standards for U.S. Community Foundations.

To learn more visit www.desmoinesfoundation.org or call 515-883-2626.

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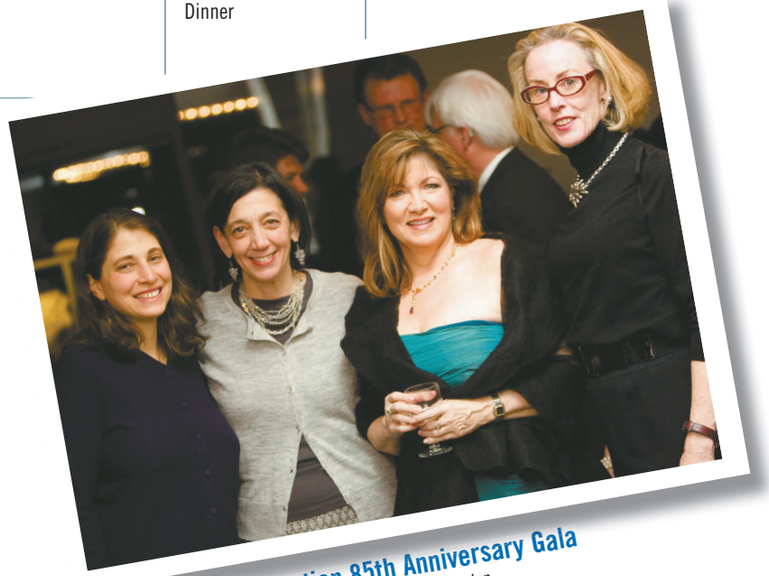
COMMUNITY FOUNDATION GREATER DES MOINES

www.desmoinesfoundation.org

JANUARY 2011

Visit our community calendar at **www.businessrecord.com**

Su	M	T	W	Th	F	S
						1 New Year's Day • Jolly Holiday Lights – Make a Wish Foundation of Iowa
2	**3**	**4**	**5** Book of Lists Unveiling Party	**6**	**7**	**8** • Carlisle Chamber Annual Dinner
9	**10** • Partnership's Annual Legislative Opening Night Reception	**11**	**12**	**13**	**14** • Variety Black Tie Dinner	**15** • Des Moines Area Religious Council Open Studio Day at RDG Dahlquist Art Studio
16	**17** Martin Luther King Jr. Day	**18**	**19**	**20**	**21** • Leukemia & Lymphoma Society Beast Feast	**22**
23	**24**	**25** • YMCA Partner With Youth Campaign, 1/25-2/24 • Easter Seals Iowa Legislative Reception	**26**	**27** • Grimes Chamber & Economic Development Annual Dinner	**28** • I'll Make Me a World in Iowa Education Day	**29** • John Stoddard Rally Against Cancer • I'll Make Me a World in Iowa Celebration Day & Gala
30	**31** • Pleasant Hill Chamber Annual Dinner					



Civic Music Association 85th Anniversary Gala
Laurie Belin, Tracy Levine, Jeannie Campbell, Kate Kaplan



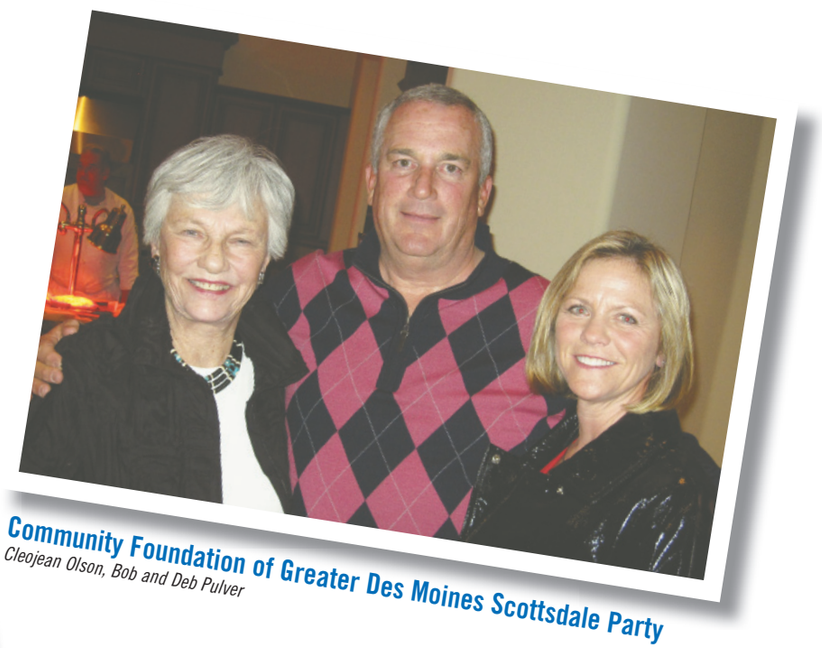
John Stoddard Rally Against Cancer
Lisa and John Kenworthy

COMMUNITY FOUNDATION GREATER DES MOINES
www.desmoinesfoundation.org

FEBRUARY 2011

Visit our community calendar at **www.businessrecord.com**

Su	M	T	W	Th	F	S
		1 • Smart Talk Lecture Series – Sigourney Weaver	**2** **Groundhog Day**	**3**	**4** • American Heart Association Wear Red Day	**5** • Skywalk Golf presented by the Principal Charity Classic • Bravo Gala
6	**7**	**8**	**9**	**10**	**11** • Des Moines Art Center Meet Market	**12** **Lincoln's Birthday** • American Heart Association Heart Ball • YMCA Red Flannel Run
13	**14** **Valentine's Day**	**15**	**16** • High School Wrestling Tournament, 2/16-2/19	**17**	**18** • Des Moines Metro Opera Wine and Food Showcase	**19** • Ballet Des Moines presents "Alice in Wonderland" • Civic Center presents "The Beebo Brinker Chronicles", 2/19-2/27
20 • Des Moines Area Religious Council Soup Supper	**21** **President's Day** • Smart Talk Lecture Series – Jeannette Walls	**22** **Washington's Birthday**	**23**	**24**	**25** • Easter Seals Crop for Camp Sunnyside, 2/25-2/27 • Civic Center presents "Chicago", 2/25-2/27	**26**
27	**28** • Iowa Girls' High School Basketball Tournament, 2/28-3/5					



Community Foundation of Greater Des Moines Scottsdale Party
Cleojean Olson, Bob and Deb Pulver



Bravo Awards Gala
Tiffany and Mark Tauscheck

COMMUNITY FOUNDATION GREATER DES MOINES
www.desmoinesfoundation.org

MARCH 2011

Visit our community calendar at **www.businessrecord.com**

Su	M	T	W	Th	F	S
		1	**2**	**3** • American Red Cross Heroes of the Heartland Breakfast	**4** • Beacon of Life Quiz Bowl • Children and Families of Iowa's Kidsfest presented by Veridian Credit Union, 3/4-3/6	**5** • Animal Rescue League Pet-A-Porter Fashion Show • Variety Club of Iowa Telethon, 3/5-3/6
6	**7** • Boys' High School Basketball Tournament, 3/7-3/12	**8** Mardi Gras Business Record Power Breakfast	**9** Ash Wednesday • Smart Talk Lecture Series – Ann Compton	**10**	**11**	**12**
13 Daylight Savings Time begins	**14**	**15** • Civic Center presents "Next to Normal", 3/15-3/20	**16**	**17** St. Patrick's Day	**18**	**19**
20 Spring begins	**21**	**22**	**23**	**24** • Goodwill Awards Banquet	**25** • Arthritis Foundation Salut! Wine Tasting	**26** • Junior League 80th Anniversary Gala
27 • American Lung Association Fight for Air Climb	**28**	**29** Business Record Forty Under 40	**30**	**31**		



Terrace Hill, Hoyt Sherman Place, Salisbury House Mardi Gras Gala
Jim Willer, Bob Riley



Des Moines Pastoral Counseling Center Women Helping Women Annual Luncheon
Peggy Fisher, Bev Hutney, Keisha Lewis



Historic East Village Gala 2010 Fundraising Event and Auction
Jane and John Lorentzen

COMMUNITY FOUNDATION GREATER DES MOINES
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APRIL 2011

Visit our community calendar at **www.businessrecord.com**

Su	M	T	W	Th	F	S
					1 **April Fool's Day** • ChildServe Bubble Ball	**2** • AIDS Walk
3	**4** • Smart Talk Lecture Series – Isabella Rossellini	**5**	**6**	**7**	**8**	**9** • Animal Rescue League Raise Your Paw Auction • JDRF Walk to Cure Diabetes
10	**11**	**12**	**13** • Better Business Bureau Iowa Integrity Awards	**14** • Easter Seals 2nd Annual Walk with Me	**15** **Federal Tax Day**	**16** • Young Women's Resource Center Sit on It!
17	**18**	**19** **Passover begins** • Civic Center presents "Rock of Ages", 4/19-4/24	**20**	**21**	**22** **Good Friday** **Earth Day**	**23** • Des Moines Art Center Big Hair Ball
24 **Easter Sunday**	**25**	**26**	**27** **Administrative Professional's Day** • Community Foundation of Greater Des Moines Celebration Luncheon & Report to the Community	**28** • 102nd Annual Drake Relays, 4/28-4/30	**29**	**30** • Des Moines Playhouse Gong Show



"I Have a Dream" Foundation – Des Moines Chapter
Erin Lorenzen, Ginny Hancock



West Des Moines Human Services, The Sunday Supper
Russ and Alana Trimble, Charles Schneider

COMMUNITY FOUNDATION GREATER DES MOINES
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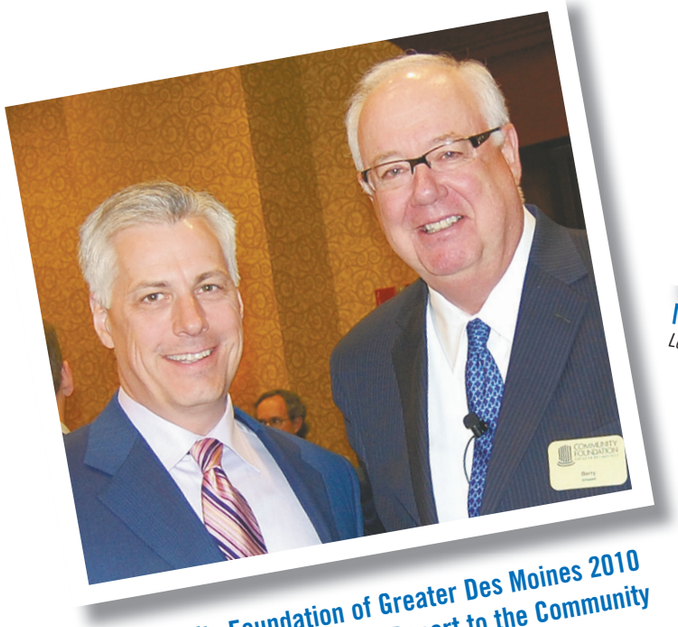
MAY 2011

Visit our community calendar at **www.businessrecord.com**

Su	M	T	W	Th	F	S
1 May Day	**2**	**3**	**4**	**5** Cinco De Mayo	**6** • Chick-fil-A Leadercast • Make-A-Wish Annual Gala	**7** • Hope Ministries Women's Tea • March of Dimes March for Babies • Ruth Harbor Walk for Life • YESS Duck Derby
8 Mother's Day	**9**	**10**	**11**	**12**	**13** • Des Moines Art Center Meet Market	**14** • ChildServe Run, Walk & Fun 4 the Kids
15	**16**	**17**	**18**	**19**	**20**	**21** • Arthritis Foundation Walk • Hy-Vee Kids Fishing Derby • Leukemia & Lymphoma Society Man Gala & Auction
22	**23**	**24** • Goodwill Golf Classic	**25**	**26**	**27**	**28**
29 • Every Family Rocks benefiting Employee and Family Resources	**30** Memorial Day	**31** • Principal Charity Golf Classic, 5/31-6/5				



Make-A-Wish Foundation of Iowa Annual Gala
Loretta Sieman, Pat Schneider, Mary Knueven, Steve Barry, Sue Kmet



Community Foundation of Greater Des Moines 2010 Celebration Luncheon and Report to the Community
Ray Bening and J. Barry Griswell

COMMUNITY FOUNDATION GREATER DES MOINES

www.desmoinesfoundation.org

JUNE 2011

Visit our community calendar at **www.businessrecord.com**

Su	M	T	W	Th	F	S
			1	**2**	**3** • House of Mercy Lives in Bloom Gala • Des Moines Metro Opera Cabaret Night Live	**4**
5	**6**	**7** **Business Record Power Breakfast**	**8** • Partnership's Annual Washington, D.C. Trip, 6/8-6/10	**9** • Des Moines Metro Opera Threads and Trills	**10**	**11**
12	**13**	**14** **Flag Day**	**15**	**16** • Easter Seals Sunnyside Up Breakfast • Winefest Prima Dinners	**17** • Winefest Sips & The City	**18** • Des Moines Heart Ball • Winefest the Grand Tasting • Des Moines Start! Heart Walk
19 **Father's Day**	**20**	**21** **Summer begins**	**22**	**23**	**24** • Pleasant Hill Chamber Golf Outing • Des Moines Arts Festival, 6/24-6/26 • Interrobang Film Festival, 6/24-6/26	**25** • Des Moines Metro Opera Opening Night Gala Dinner
26	**27**	**28**	**29**	**30**		



Leukemia & Lymphona Society Grand Finale Gala
Katie Ferguson, Kim Heemstra, Debbie Dean, Maria Davis



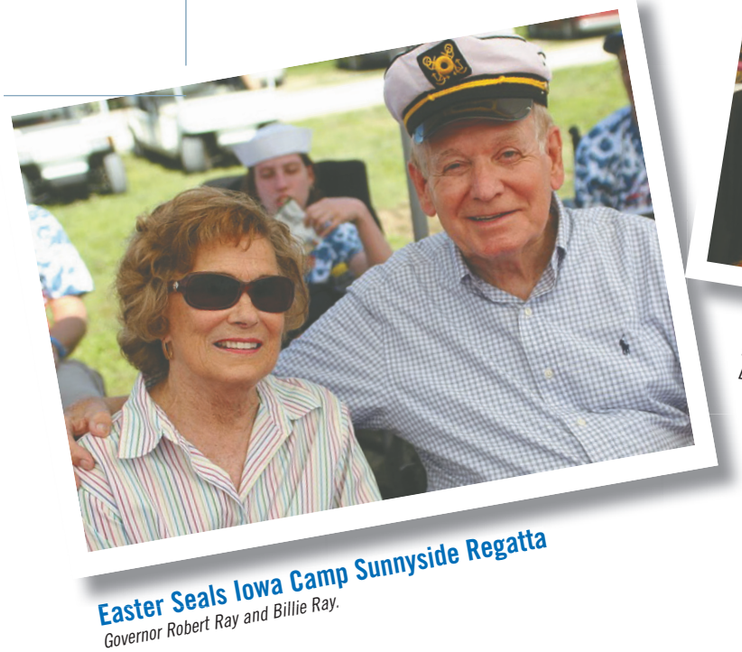
Downtown Community Alliance Des Moines Arts Festival Preview
Andy McGuire, Julie Stewart

COMMUNITY FOUNDATION GREATER DES MOINES
www.desmoinesfoundation.org

JULY 2011

Visit our community calendar at **www.businessrecord.com**

Su	M	T	W	Th	F	S
					1 • Des Moines Symphony Yankee Doodle Pops	**2**
3	**4** **Independence Day**	**5**	**6**	**7**	**8**	**9**
10	**11**	**12**	**13**	**14** • Des Moines Metro Opera Stars of Tomorrow	**15** • Children & Families of Iowa's Ladies Golf Invitational	**16**
17	**18** • Arthritis Foundation Golf Classic	**19**	**20** • 8th Annual Easter Seals Regatta	**21**	**22** • High School Baseball Tournaments, 7/22-7/23, 7/25-7/30	**23**
24 • RAGBRAI, 7/24-7/30	**25**	**26**	**27**	**28**	**29**	**30**
31						



Easter Seals Iowa Camp Sunnyside Regatta
Governor Robert Ray and Billie Ray.



Mercy Foundation House of Mercy Game Show Gala
Katelyn Epperly, Jessica and Scott Bush, Mary Cownie, Mike and Ashley Shafer, Leslie Grefe

COMMUNITY FOUNDATION GREATER DES MOINES
www.desmoinesfoundation.org

AUGUST 2011

Visit our community calendar at **www.businessrecord.com**

Su	M	T	W	Th	F	S
	1 Ramadan	**2**	**3**	**4**	**5** • Iowa Character Awards	**6**
7	**8**	**9**	**10**	**11** • Iowa State Fair, 8/11-8/21	**12** • Rock in Prevention Golf Classic	**13**
14	**15** • YMCA Partner with Youth Golf Outing	**16**	**17**	**18**	**19**	**20** • Children & Families of Iowa's Tango Event
21	**22**	**23**	**24**	**25**	**26** • Science Center of Iowa Annual Fundraising Event & Auction	**27** • Variety Club Polo on the Green
28	**29** • Bishop's Catholic Charities Golf Classic	**30**	**31**			



Civic Center of Greater Des Moines, An Evening with Sutton Foster
Kevin and Sheryl Grimm



Children & Families of Iowa Tango
Keri Ellingboe, Dee Moriarty



Iowa Culinary Institute Fleur de Lys Gala
Rob and Pat Denson

COMMUNITY FOUNDATION GREATER DES MOINES
www.desmoinesfoundation.org

SEPTEMBER 2011

Visit our community calendar at **www.businessrecord.com**

Su	M	T	W	Th	F	S
				1	**2**	**3**
4 • Hy-Vee Triathlon	**5** **Labor Day**	**6**	**7**	**8** • Wish Upon a Par Golf Outing, Make-A-Wish Foundation of Iowa • Variety Club Sportsman's Stag	**9**	**10**
11 • Salisbury House Foundation Concours d' Elegance	**12** • Young Women's Resource Center Celebrity Servers Night • ChildServe Golf Fore! the Kids	**13** **Business Record Power Breakfast**	**14**	**15**	**16**	**17** • Des Moines Symphony Season Debut Event • Children & Familes of Iowa Panera Princess Party
18	**19**	**20**	**21**	**22**	**23** **Autumn begins**	**24**
25	**26**	**27**	**28**	**29** **Rosh Hashanah**	**30**	



Young Women's Resource Center Celebrity Servers Night
Rosalie Gallagher, Suku Radia, Soozie McBroom



Gatsby Gala at Salisbury House
Phyllis and Ed Hansell

COMMUNITY FOUNDATION GREATER DES MOINES

www.desmoinesfoundation.org

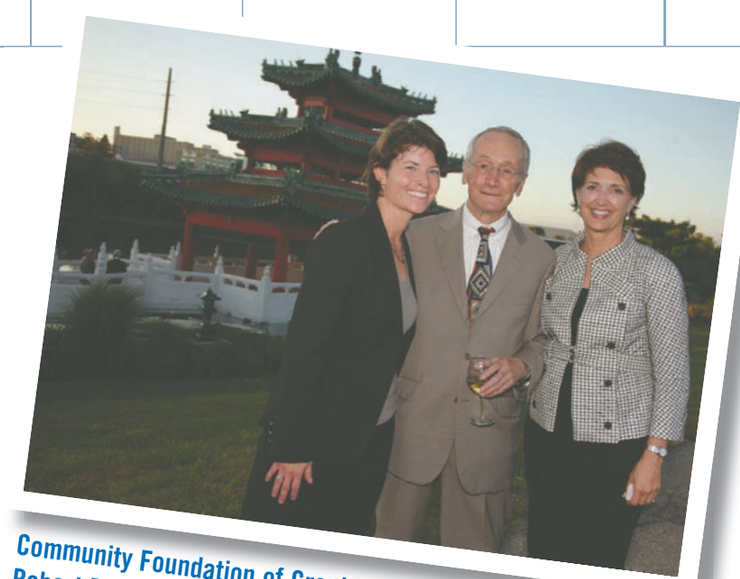
OCTOBER 2011

Visit our community calendar at **www.businessrecord.com**

Su	M	T	W	Th	F	S
						1
2	**3**	**4**	**5**	**6** • US Cellular World Food Festival	**7**	**8** Yom Kippur
9	**10** Columbus Day	**11**	**12**	**13**	**14**	**15** • IMT Des Moines Marathon • Living History Farms Farmtasia Dinner/ Auction
16	**17** Boss' Day	**18**	**19**	**20**	**21** • Arthritis Foundation Bone Bash	**22** • Hope Ministries Big Diff Day
23	**24**	**25**	**26**	**27** • March of Dimes Signature Chefs Auction	**28** • Des Moines Playhouse Hollywood Halloween	**29**
30	**31** Halloween					



Hollywood Halloween at DM Playhouse
Tina Dahl



Community Foundation of Greater Des Moines Robert D. Ray Asian Gardens Celebration
Erin Hurley, G. David Hurd, Kaye Lozier

COMMUNITY FOUNDATION GREATER DES MOINES

www.desmoinesfoundation.org

NOVEMBER 2011

Visit our community calendar at **www.businessrecord.com**

Su	M	T	W	Th	F	S
		1	**2**	**3**	**4** • Beacon of Life Quiz Bowl	**5**
6 Daylight Savings Time ends	**7**	**8** Election Day	**9**	**10**	**11** Veteran's Day	**12**
13 • Children & Families of Iowa Holiday Golf Classic	**14**	**15**	**16**	**17** • Food Bank of Iowa Combat Hunger Food Drive, 11/17-11/18 • Junior League Giftmart, 11/17-11/19	**18**	**19**
20 • Make-A-Wish Foundation Tour de Lights	**21**	**22** • Make-A-Wish Foundation Jolly Holiday Lights, 11/22-1/1/12	**23** • Blank Children's Hospital Festival of Trees and Lights, 11/23-11/27	**24** Thanksgiving	**25**	**26**
27	**28**	**29**	**30**			



Festival of Trees and Lights



Science Center of Iowa and Blank Imax Dome Theatre 12th Annual Fundraising Event and Auction

Laura and Dave Mackaman

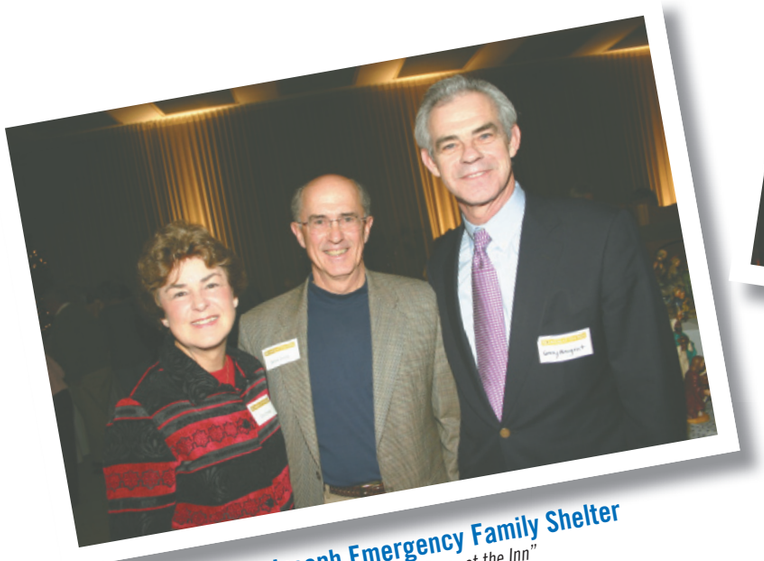
COMMUNITY FOUNDATION GREATER DES MOINES

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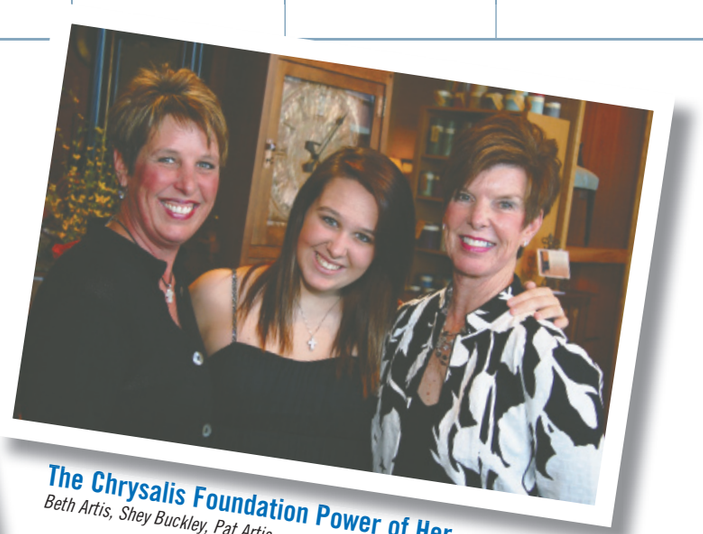
DECEMBER 2011

Visit our community calendar at **www.businessrecord.com**

Su	M	T	W	Th	F	S
				1	**2** • Catholic Charities No Room at the Inn, 12/2-12/4	**3**
4	**5**	**6**	**7**	**8**	**9**	**10**
11	**12**	**13**	**14**	**15** • Des Moines Playhouse Holiday Fundraiser	**16**	**17**
18	**19**	**20**	**21** Winter begins • Hanukkah 12/21-12/28	**22**	**23**	**24** Christmas Eve
25 Christmas Day	**26** • Kwanzaa 12/26-12/31	**27**	**28**	**29**	**30**	**31** New Year's Eve • GuideOne ImaginEve!



Fundraiser for St. Joseph Emergency Family Shelter
Chris & Dennis Christy, and Gerry Neugent at "No Room at the Inn"



The Chrysalis Foundation Power of Her
Beth Artis, Shey Buckley, Pat Artis

COMMUNITY FOUNDATION GREATER DES MOINES
www.desmoinesfoundation.org

METROPOLITAN PLANNING ORGANIZATION COMMUNITIES

(Listed alphabetically)

City Address Phone; Fax	Population	FT Staff	Budget for 2010/2011	City Manager Economic Development Director Public Works Director	Mayor Council	Web Site E-mail
Altoona 407 8th St. SE Altoona, IA 50009 515-967-5136; FAX:515-967-0842	13,300	78	$37,000,000	Jeff Mark John Shaw Vern Willey	Timothy Burget Kyle Mertz, Michelle Sloan, Joe Riding, Gerald Nolin, Stacey Warren	www.altoona-iowa.com ahill@altoona-iowa.com
Ankeny City Hall Ankeny, IA 50023 515-965-6400; FAX:515-965-6416	43,286	191	$113,915,623	Carl M. Metzger Tim Moerman Paul Moritz	Steven D. Van Oort David Kissinger, Wade Steenhoek, Tom Strait, Craig Block, Gary Welch	www.ankenyiowa.gov ddyar@ankenyiowa.gov
Bondurant 200 Second St. NE, PO Box 37 Bondurant, IA 50035 515-967-2418; FAX:515-967-5732	2,976	9	$5,446,372	Mark J. Arentsen	Keith Ryan Mike Adams, Sr., Curt Sullivan, Eric Boatwright, Amy Bogaards, Jerry Fisher	www.cityofbondurant.com info@cityofbondurant.com
Carlisle 195 N. First Carlisle, IA 50047 515-989-3224; FAX:515-989-4395	3,600	21	$7,462,757	Neil Ruddy Steve O'Braza	Ruth Randleman Eric Mahnke, Douglas Hammerand, Drew Merrifield, Robert Van Ryswyk, Alma Reed	www.carlisle-ia.gov carlisle@ccr.net
Clive 1900 NW 114th St. Clive, IA 50325 515-223-6220; FAX:515-457-3091	14,125	104	$45,622,236	Dennis Henderson Doug Ollendike Bart Weller	Scott Cirksena Eric Klein, Steve Brody, John Edwards, Paul Leighton, Ted Weaver	www.cityofclive.com pblessman@cityofclive.com
Des Moines 400 Robert D. Ray Dr. DM, IA 50309 515-283-4141; FAX:515-237-1300	198,682	1,800	$107,435,495	Richard A. Clark Matt Anderson William Stowe	Frank Cownie Chris Coleman, Bob Mahaffey, Christine Hensley, Halley Griess, Skip Moore, Brian Meyer	www.dmgov.org info@dmgov.org
Grimes 101 NE Harvey Grimes, IA 50111 515-986-3036; FAX:515-986-3846	7,005	25	N/A	Kelley Brown Brian Buethe Joe McAreavy	Thomas Armstrong Jill Attringer, Tami Evans, Tom Shatava, Craig Patterson, Mathew Tapper	www.grimesiowa.gov kelbrown@ci.grimes.ia.us
Johnston 6221 Merle Hay Rd. Johnston, IA 50131 515-278-2344; FAX:515-278-2033	13,596	89	$33,236,000	Jim Sanders David Wilwerding Dave Cubit	Paula Dierenfeld Jim Hibbs, Jon Kallen, Robert Culbert, Gerd Claybaugh, David Lindeman	www.cityofjohnston.com info@ci.johnston.ia.us
Mitchellville 110 Second St. NE Mitchellville, IA 50169 515-967-2935; FAX:515-967-2631	2,302	10	$1,800,000	Kris May Tim Brandt	David Wieslander Peggy Olson, Jim Scott, Deb Thomas, Steve Zook, Chad Snyder	www.mitchellville.org mville-cityhall@mchsi.com
Norwalk 705 North Ave. Norwalk, IA 50211 515-981-0228; FAX:515-981-0933	8,229	47	$11,296,629	Mark W. Miller Chris Nosbisch Tim Hoskins	Doug Pierce David Murillo, Michael Leto, Eric Delker, Frank Curtis, John Putbrese	www.ci.norwalk.ia.us info@ci.norwalk.ia.us
Pleasant Hill 5160 Maple Dr., Ste. A Pleasant Hill, IA 50327 515-262-9368; FAX:515-262-9570	8,000	42	$23,335,664	Don Sandor Ben Champ Gary Patterson	Jason Dively Melissa Garrett, Donavon Howard, Raian Hanson, Bill Lack, Len Murray	www.ci.pleasant-hill.ia.us jhaag@ci.pleasant-hill.ia.us
Polk City 112 3rd St. Polk City, IA 50226 515-984-6233; FAX:515-984-6177	3,100	19	$7,197,130	Gary Mahannah Gary Mahannah Mike Schulte	Gary Heuertz Tim Rhoades, Robert Mordini, David Dvorak, Dan Lane, Ron Anderson	www.polkcity.org snickles@polkcity.org
Urbandale 3600 86th St. Urbandale, IA 50322 515-278-3900; FAX:515-331-6755	35,904	168	$38,762,826	A.J. Johnson Paul Dekker David McKay	Robert Andeweg Mike Carver, Tom Gayman, Mary Polson, Ron Pogge, John Forbes	www.urbandale.org cityhall@urbandale.org
Waukee 230 W. Hickman Rd. Waukee, IA 50263 515-987-4522; FAX:515-987-1845	12,300	N/A	N/A	Jeff Kooistra John Gibson	William F Peard Darlene Stanton, Casey Harvey, Michael Watts, Dan Dutcher, Shane Blanchard	www.waukee.org cityhall@waukee.org
West Des Moines 4200 Mills Civic Pkwy. WDM, IA 50265 515-222-3598; FAX:515-222-3638	58,209	338	$149,190,000	Jody E. Smith Clyde Evans Bret Hodne	Steven K. Gaer Charles Schneider, Russ Trimble, Jim Sandager, Ted Ohmart	www.wdm-ia.com cityinfo@wdm-ia.com
Windsor Heights 1133 66th St. Winsdor Heights, IA 50324 515-279-3662; FAX:515-279-3664	4,891	28	$11,500,000	Marketa George Oliver Marketa George Oliver Jason VanAusdall	Jerry Sullivan Diana Willits, Steve Peterson, Betty Glover, Dave Jenison, Charlene Butz	www.windsorheights.org moliver@windsorheights.org

The City of West Des Moines facilitates success ...

THE CITY OF West Des Moines


one athlete,


one student,


one event planner,


one business owner,


one family at a time.

www.wdm-ia.com

PROFILING: MAYORS



TIMOTHY BURGET
ALTOONA

- **Year elected:** 1988
- **Career:** Owns and operates Burget Mill, a family-owned feed and grain business that has been based in Altoona for 115 years.
- **Education:** Graduate of Southeast Polk High School and Drake University
- **Community involvement:** Member of the Mid-Iowa Association of Local Governments and president of the Altoona Area Historical Society.



FRANK COWNIE
DES MOINES

- **Year elected:** 2004
- **Career:** Owner of Cownie Furs, a 99-year-old family business.
- **Education:** Iowa State University
- **Community involvement:** Vice-chair of the U.S. Conference of Mayors Hunger and Homelessness Task Force; established Mayor's Task Force on Energy and the Environment and was invited to testify before the U.S. Senate Committee on state, regional and local perspectives on global warming.



GARY HEUERTZ
POLK CITY

- **Year elected:** 2005
- **Career:** Retired from U.S. Army
- **Education:** Graduate of Gehlen High School in Le Mars, Iowa, and Sioux Empire College
- **Community involvement:** Past lieutenant governor of Kiwanis Club, member of Fraternal Order of Eagles, American Legion, Sergeant Mayor Association, and served 12 years on the City Council for Polk City.



STEVEN D. VAN OORT
ANKENY

- **Year elected:** 2006
- **Career:** Owns and manages e-voice Productions
- **Education:** John Brown University
- **Community involvement:** The Metropolitan Advisory Council, Des Moines Convention and Visitors Bureau, Ankeny Community Education Advisory Council, Ankeny Community Emergency Response Team, Rotary Club of Ankeny and Face It Together.



THOMAS ARMSTRONG
GRIMES

- **Year elected:** 2002
- **Career:** President and owner of Rainbow Play Systems of Iowa
- **Education:** B.A., University of Northern Iowa
- **Community involvement:** Member of the Mid-Iowa Association of Local Governments, Des Moines Area Metropolitan Planning Organization, board member of Greater Des Moines Convention & Visitors Bureau.



ROBERT ANDEWEG
URBANDALE

- **Year elected:** 2005
- **Career:** Attorney with Nyemaster, Goode, West, Hansell and O'Brien P.C.
- **Education:** B.A., Central College; J.D, Drake University
- **Community involvement:** Urbandale Historical Society, Urbandale Chamber, past Urbandale City Council member, past Urbandale Planning & Zoning Commission member, Leadership Urbandale graduate.



KEITH RYAN
BONDURANT

- **Year elected:** 2009
- **Career:** Senior messaging and collaboration administrator, American Republic Insurance
- **Education:** B.A., William Penn University
- **Community involvement:** Ryan represents Bondurant on the Metro Waste Authority board of directors and serves as a firefighter/EMT for the Bondurant Emergency Services Department. He is a member of First Family Church in Ankeny, where he co-leads a small group called Lighthouse.



PAULA DIERENFELD
JOHNSTON

- **Year elected:** 2008
- **Career:** Attorney and partner, Nyemaster, Goode, West, Hansell & O'Brien P.C.
- **Education:** B.A., University of Northern Iowa; J.D., Drake University
- **Community involvement:** Served eight years on Johnston City Council, member of Mid-Iowa Association of Local Governments, Des Moines Metropolitan Planning Organization, Metropolitan Advisory Council and Greater Des Moines Convention and Visitors Bureau.



WILLIAM F. PEARD
WAUKEE

- **Year elected:** 2006
- **Career:** Senior manager of government relations for Mediacom Communications Corp.
- **Education:** B.S., University of Nebraska – Kearney
- **Community involvement:** Served eight years on Waukee City Council, member of the Mid-Iowa Association of Local Governments, Waukee Area Chamber of Commerce board of directors, Waukee Area Economic Development Corp., Waukee Rotary.



RUTH RANDLEMAN
CARLISLE

- **Year elected:** 2003
- **Career:** Registered nurse
- **Education:** Iowa Methodist School of Nursing and Iowa State University
- **Community involvement:** Member of the board of directors for Greater Carlisle Community Foundation, Warren County Economic Development Corp. and the Iowa League of Cities. Also past chairwoman of Metropolitan Advisory Council and Mid-Iowa Association of Local Governments.



DOUG PIERCE
NORWALK

- **Year elected:** 2009
- **Career:** Retired after a 39-year career in the US Air Force and Iowa Air National Guard
- **Education:** B.S., Iowa State University; M.S., Troy University
- **Community involvement:** Active leader at Norwalk Christian Church, secretary of Norwalk Masonic Lodge, past chairman of Norwalk Planning and Zoning Commission, former board member of Midwest Counterdrug Training Center.



STEVEN K. GAER
WEST DES MOINES

- **Year elected:** 2007
- **Career:** Chief operating officer & general counsel, R&R Realty Group
- **Education:** University of Kentucky and Drake University Law School
- **Community involvement:** Eight years on WDM City Council, Greater Des Moines Partnership board of directors, Choose Des Moines Communities board, Metro Waste Authority board, Metropolitan Planning Organization board, Civic Center of Greater Des Moines board, Iowa EMS Alliance Advisory board, United Way board 2010 co-chair of local government segment.



SCOTT CIRKSENA
CLIVE

- **Year elected:** 2009
- **Career:** Senior district sales manager for Paccar Inc., a division of Kenworth Truck Inc.
- **Education:** B.A., Grand View University; M.A., Webster University
- **Community involvement:** Six years on Clive City Council, Des Moines Area Metropolitan Planning Organization executive committee, 2035 Metropolitan Plan Task Force chairman, Central Iowa Regional Drinking Water Commission, Bravo Greater Des Moines steering committee. In 2007, Cirkesna was Clive Citizen of the Year.



JASON DIVELY
PLEASANT HILL

- **Year elected:** 2009
- **Career:** Director of sales and contracts, Peerless Supply Inc.
- **Education:** B.A., Quincy University
- **Community involvement:** Metropolitan Advisory Council, Pleasant Hill Development Corp. board of directors, fire department study committee, IaBHA board of directors, YMCA youth basketball coach, USSSA baseball coach.



JERRY SULLIVAN
WINDSOR HEIGHTS

- **Year elected:** 2005
- **Career:** Financial services representative for Principal Financial Group
- **Education:** B.A., St. Edwards University
- **Community involvement:** Represents the city of Windsor Heights on the Greater Des Moines Convention and Visitors Bureau, the Metropolitan Planning Organization, the Metro Advisory Council and the Metro Mayors' group. Also a member of the Windsor Heights Lions Club.

These mayors represent the communities in the Des Moines Metropolitan Planning Organization. Dave Wieslander of Mitchellville is not featured.

HIGHEST PAID PUBLIC OFFICIALS (CITY, SCHOOLS, COUNTY)

(Ranked by salaries)

Rank	Name	Title	Jurisdiction	Salary FY 2011	Salary FY 2010	% Change
1	**Rob Denson**	President	DMACC	$232,000	$224,700	3.2%
2	**Dr. Gregory Schmunck**	Medical Examiner	Polk County	$217,818	$217,818	0%
3	**Nancy Sebring**	Superintendent	Des Moines Public Schools	$206,178	$203,131	1.5%
4	**Richard Clark**	City Manager	City of Des Moines	$198,177	$198,176	0%
5	**Kim Linduska**	Exec VP, Academic Affairs	DMACC	$181,409	$175,699	3.3%
6	**Dr. Tom Narak**	Superintendent	WDM Community Schools	$177,840	$171,000	3.8%
7	**Clay Guthmiller**	Superintendent	Johnston Community Schools	$177,556	$177,556	0%
8	**Dr. Matthew Wendt**	Superintendent	Ankeny Community Schools	$170,544	$170,544	0%
9	**Dr. Dave Wilkerson**	Superintendent	Waukee Community Schools	$169,900	$169,900	0%
10	**Merrill Stanley**	Deputy City Manager	City of Des Moines	$168,687	$168,687	0%
11	**Ronald L. Olson**	County Administrator	Polk County	$166,036	$166,036	0%
12	**Bruce Bergman**	Corporate Counsel	City of Des Moines	$166,004	$166,004	0%
13	**John Sarcone**	County Attorney	Polk County	$165,273	$165,273	0%
14	**Carl Metzger**	City Manager	City of Ankeny	$161,200	$161,200	0%
15	**William E. Stowe**	Public Works Director/Asst. City Manager	City of Des Moines	$160,892	$155,827	3.3%
16	**Doug Williams**	VP, Business Services	DMACC	$159,830	$154,799	3.3%
17	**Dennis Henderson**	City Manager	City of Clive	$151,922	$149,677	1.5%
18	**Jody Smith***	Interim City Manager	City of West Des Moines	$151,183	$125,183	21%
19	**Doug Stilwell****	Superintendent	Urbandale Community Schools	$150,404	$105,742	42.2%
20	**AJ Johnson**	City Manager	City of Urbandale	$149,712	$145,000	3.2%
21	**Judy A. Bradshaw**	Police Chief	City of Des Moines	$146,925	$133,580	10.0%
22	**Donald M. Tripp**	Park & Recreation Director	City of Des Moines	$145,656	$145,656	0%
23	**Thomas G. Turner**	Human Resources Director	City of Des Moines	$145,124	$145,124	0%
24	**Lawrence McDowell**	Deputy City Attorney II	City of Des Moines	$141,565	$141,564	0%
25	**Allen McKinley**	Finance Director	City of Des Moines	$140,981	$140,981	0%
26	**Frederick W. VanLiew**	Bureau Chief, County Attorney	Polk County	$140,482	$140,482	0%
26	**Nan Horvat**	Bureau Chief, County Attorney	Polk County	$140,482	$140,482	0%
26	**Steven Foritano**	Bureau Chief, County Attorney	Polk County	$140,482	$140,482	0%
26	**Frank Severino**	Bureau Chief, County Attorney	Polk County	$140,482	$140,482	0%
26	**Michael B. O'Meara**	First County Attorney, Civil	Polk County	$140,482	$140,482	0%
26	**Raymond M. Blasé**	Bureau Chief, County Attorney	Polk County	$140,482	$140,482	0%
26	**Danile Voogt**	Bureau Chief, County Attorney	Polk County	$140,482	$140,482	0%
27	**Larry Hulse**	Community Development Director	City of Des Moines	$140,000	$133,572	4.8%
28	**Richard Scieszinski**	City Attorney	City of West Des Moines	$139,926	$139,926	0%
29	**Mark Godwin**	Deputy City Attorney I	City of Des Moines	$137,155	$137,155	0%
30	**Bill McCarthy**	Sheriff	Polk County	$136,774	$136,774	0%
31	**Mike Matthes**	Chief Information Officer/Asst. City Mgr.	City of Des Moines	$136,116	$136,115	0%
32	**Kathleen Vanderpool**	Deputy City Attorney I	City of Des Moines	$132,600	N/A	N/A
33	**Jeb Brewer**	Engineering Director	City of Des Moines	$132,275	$132,275	0%

**Smith served as Director of Administrative Services prior to being appointed Interim City Manager*
***Dr. Stilwell was promoted from associate superintendent to superintendent July 1, 2010*

NONPROFIT ORGANIZATIONS

(continued on page 34)

(Ranked by 2010 budget for Central Iowa)

Rank	Name Address Phone; Fax	2010 Budget	Year Est. Local FT Employees	Executive Director Board Chair Office/Purchasing Manager	Type of Work or Charity	Web site E-mail
1	**LifeServe Blood Center (formerly The Blood Center of Iowa)** 431 E. Locust DM, IA 50309 515-288-0276; FAX: 515-288-0833	$37,000,000	1963 350	Stacy Sime David Lyons Dave Eppert	Volunteer blood donation	www.bloodcenterofiowa.org christine.hayes@bloodcenterofiowa.org
2	**ChildServe** 5406 Merle Hay Rd., PO Box 707 Johnston, IA 50131 515-727-8750; FAX: 515-737-8757	$32,920,145	1928 400	Lloyd Vander Kwaak Bill Boyd Teri Wahlig N/A	Not-for-profit that partners with families & communities to help children with special healthcare needs lead great lives	www.childserve.org
3	**Hospice of Central Iowa** 2910 Westown Pkwy., Ste. 200 WDM, IA 50266 515-274-3400; FAX: 515-274-1137	$26,800,000	1978 173	Norene Mostkoff Daniel Keough N/A	Serving 35 counties, we bring compassionate hospice and palliative care to individuals and their families wherever they call home.	www.hospiceofcentraliowa.org info@hospiceofcentraliowa.org
4	**United Way of Central Iowa** 1111 Ninth St., Ste. 100 DM, IA 50314 515-246-6500; FAX: 515-246-6522	$24,441,000	1918 45	Shannon Cofield Cara Heiden Fran O'Grady	Mission: To improve lives by uniting the caring power of our community	www.unitedwaydm.org dhonnold@unitedwaydm.org
5	**Planned Parenthood of the Heartland** 1171 Seventh St., PO Box 4557 DM, IA 50305 515-280-7004; FAX: 515-280-9525	$20,000,000	1934 275	Jill June Fran Fleck N/A	Family planning and reproductive health care, education and advocacy	www.ppheartland.org questions@ppheartland.org
6	**YMCA of Greater Des Moines** 101 Locust St. DM, IA 50309 515-282-9622; FAX: 515-471-8558	$19,000,000	1868 1,300	Vernon Delpesce Nick Henderson Rod Shirk	Human service organization, financial assistance available, builds character & meets community needs through programs for all ages	www.dmymca.org metro@dmymca.org
7	**Orchard Place** 2116 Grand & 925 Porter DM, IA 50312 515-287-9610; FAX: 515-287-9695	$17,900,000	1886 326	Brock Wolff Mic Jurgens Scott Heldt	Mental health and behavioral services for children and youth	www.orchardplace.org nbobo@orchardplace.org
8	**Children & Families of Iowa** 1111 University Ave. DM, IA 50314 515-288-1981; FAX: 515-288-9109	$15,183,688	1888 206	Dr. Gloria Gray Kate Murphy Chris D. Wignall Paige Winzenburg	Human services, domestic violence services, safe homes, early childhood development, teen programs, mental health therapy	www.cfiowa.org contactus@cfiowa.org
9	**Civic Center of Greater Des Moines** 221 Walnut St. DM, IA 50309 515-246-2300; FAX: 515-246-2305	$13,991,117	1979 30	Jeff Chelesvig Thomas E. Stanberry Chris Browning	A private not-for-profit corporation celebrating its 30th season of presenting the performing arts	www.CivicCenter.org info@civiccenter.org
10	**Goodwill Industries of Central Iowa** 4900 NE 22nd St. DM, IA 50313 515-265-5323; FAX: 515-265-0645	$12,811,883	1955 104	Marlyn McKeen Warren Erickson N/A	Employment, education and skill training services	www.dmgoodwill.org marlynm@dmgoodwill.org
11	**Progress Industries** 5518 NW 88th St. Johnston, IA 50131 515-557-1810; FAX: 515-557-1809	$12,000,000	1979 60	Dan Skokan Brian Buch Shelly Nesheim	Provides residential & vocational services for people with disabilities	www.progressindustries.org
12	**Visiting Nurse Services of Iowa** 1111 Ninth St., Ste. 320 DM, IA 50314 515-288-1516; FAX: 515-288-0437	$11,700,000	1908 98	Jen Van Liew Kathy Zehr N/A	Home health nursing, health and human services for children/families across Iowa, corporate wellness	www.vnsdm.org jenv@vnsdm.org
13	**Eyerly Ball Community Mental Health Services** 945 19th St. DM, IA 50314 515-241-0982; FAX: 515-241-0993	$9,300,000	1969 98	Dr. Earl Kelly Margaret Stout N/A	Services for persons w/ mental illness including mental health therapy, transitional housing & community outreach programs	www.bhrci.org earlk@bhrci.org
14	**Iowa Donor Network** 8191 Birchwood Ct. Ste. A Johnston, IA 50131 800-831-4131; FAX: 515-727-7911	$8,670,769	1994 45	Suzanne Conrad Robert Richard Ewa Bardach	Organ and tissue donation for life-saving transplants	www.iowadonornetwork.org psodders@iadn.org
15	**Easter Seals Iowa** 401 NE 66th Ave. DM, IA 50333 515-309-9777; FAX: 515-289-1281	$8,100,000	1926 110	Sherri R Nielsen Don Coffin Kevin Small	Programs for people with disabilities or special needs and their families have equal opportunities to live, learn, work and play	www.eastersealsia.org info@eastersealsia.org
16	**Link Associates** 4301 NE 14th St. DM, IA 50313 515-262-8888; FAX: 515-262-8655	$8,000,000	1953 95	Linda Dunshee Steve Schmidt Bob Munger	Services for persons with mental disabilities	www.linkassociates.org ldunshee@linkassociates.org
17	**The Homestead** 1625 Adventureland Dr., Ste. B Altoona, IA 50009 515-967-4369; FAX: 515-957-3380	$7,906,500	1994 139	Steve Muller Karyl Swartz LuAnn Markley	We develop and implement innovative solutions for people with autism	www.thehomestead.org info@thehomestead.org
18	**Employee & Family Resources** 505 Fifth Ave., Ste. 930 DM, IA 50309 515-471-2310; FAX: 515-288-4534	$7,045,848	1964 75	Tammy Hoyman Donna Emerson N/A	A leader and innovator in the field of human services offering community services, workplace services & substance abuse services	www.efr.org droberts@efr.org
19	**House of Mercy** 1409 Clark St. DM, IA 50314 515-643-6500; FAX: 515-643-6598	$5,689,073	1988 93	Todd C. Beveridge Paul Drey Lynn McCormick	Transitional/permanent housing, medical/dental/child care, outpatient addiction treatment, and other human service programming	www.houseofmercydesmoines.org tbeveridge@mercydesmoines.org
20	**Greater Des Moines Habitat for Humanity** 2341 Second Ave DM, IA 50313 515-471-8686; FAX: 515-284-5559	$5,500,000	1986 35	Lance Henning Beverly Evans Karen Hovey	Self-help homeownership opportunities with low-income families provided in partnership with the community	www.gdmhabitat.org info@gdmhabitat.org
21	**Des Moines Art Center** 4700 Grand Ave. DM, IA 50312 515-277-4405; FAX: 515-271-0350	$5,100,000	1948 50	Jeff Fleming Woodward Brenton Susan Lundstrom	Contemporary art museum and school with an acclaimed permanent collection and amazing architecture	www.desmoinesartcenter.org
22	**Candeo** 6950 NE 14th St., Ste. 36 Ankeny, IA 50023 515-289-4781; FAX: 515-289-4787	$5,000,000	1993 134	Marcy Davis Shane Greenleaf Julie Klocke	Human services	www.candeoiowa.org candeo@candeoiowa.org
22	**Science Center of Iowa & Blank IMAX** 401 W. Martin Luther King Jr. Pkwy. DM, IA 50309 515-274-6868; FAX: 515-274-3404	$5,000,000	1970 40	Dr. Paul Jennings David Mackaman N/A	The Science Center of Iowa is devoted to lifelong learning, featuring 6 dynamic experience platforms & 3 theaters	www.sciowa.org info@sciowa.org, events@sciowa.org
23	**Blank Park Zoo Foundation** 7401 SW Ninth St. DM, IA 50315 515-285-4722; FAX: 515-974-2590	$4,000,000	1966 35	Mark Vukovich Dean Whitaker Gwen Parks	Management and operations of the Blank Park Zoo	www.blankparkzoo.com info@blankparkzoo.com
24	**Oakridge Neighborhood and Neighborhood Services** 1236 Oakridge Dr. DM, IA 50314 515-244-7702; FAX: 515-244-2604	$3,800,674	1969 59	Teree Caldwell-Johnson Mary C. Gottschalk Esther Morris	Provides supportive housing & programs that assist at-risk children, adults & families in becoming self sufficient & self-reliant	www.oakridgeneighborhood.org rmcneal@oakridgeneighborhood.org
25	**Polk County Housing Trust Fund** 108 Third St., Ste. 350 DM, IA 50309 515-282-3233; FAX: 515-282-8444	$3,682,000	1995 4	Eric Burmeister E.J. Giovannetti Carol Duncan	To help make housing affordable	www.pchtf.org cduncan@pchtf.org
26	**Youth Homes of Mid-America** PO Box 39 Johnston, IA 50131 515-276-3473; FAX: 515-278-4329	$3,597,767	1943 80	Ron Stehl Brian Meng Kathy Melby	Children and family social service agency	www.yhma.org youthhomes@yhma.org
27	**The Salvation Army** 1326 Sixth Ave. DM, IA 50314 515-282-3599; FAX: 515-282-0760	$3,250,000	1887 8	Major David Corliss Duane Gibson N/A	Social services	www.usc.salvationarmy.org

NONPROFIT ORGANIZATIONS

(continued from page 33; continued on page 36)

(Ranked by 2010 budget for Central Iowa)

Rank	Name Address Phone; Fax	2010 Budget	Year Est. Local FT Employees	Executive Director Board Chair Office/Purchasing Manager	Type of Work or Charity	Web site E-mail
28	**Variety — The Children's Charity** 505 Fifth Ave., Ste. 310 DM, IA 50309 515-243-4660; FAX: 515-243-5873	$3,000,000	1937 4	Sheri McMichael Joanne Mangold Rita Myers	Provides funding for nonprofit children's agencies serving children	www.varietyiowa.com stateoffice@varietyiowa.com
29	**Catholic Charities** 601 Grand Ave. DM, IA 50309 515-244-3761; FAX: 515-237-5070	$2,900,000	1924 45	Nancy Galeazzi Nancy Anstoetter N/A	Social service agency	www.CatholicCharitiesdm.org tradke@dmdiocese.org
30	**National MS Society** 8187 University Blvd., Ste. B Clive, IA 50325 515-270-6369	$2,750,000	1945 2	Mark B. Davis Mike Whitmer N/A	Healthcare non-profit dedicated to addressing the challenges of everyone affected by MS and ultimately creating a world free of MS	www.MyMSSociety.org nth@nmss.org
31	**American Red Cross, Central Iowa Chapter** 2116 Grand Ave. DM, IA 50312 515-246-6306; FAX: 515-244-8012	$2,600,000	1916 34	Leslie Schaffer Richard Bergez Linda Salato	Disaster relief & preparedness education	www.desmoines-redcross.org
32	**Bravo Greater Des Moines** 1915 Grand Ave. DM, IA 50309 515-286-4976; FAX: 515-286-4974	$2,500,000	2004 2	MD Isley Brian Laurenzo N/A	Provides Greater Des Moines with an enriched quality of life through cultural awareness, advocacy, funding & collaboration	bravogreaterdesmoines.org isley@bravogreaterdesmoines.org
32	**Make-A-Wish Foundation of Iowa** 3024 104th St. Urbandale, IA 50322 515-334-2636; FAX: 515-334-2638	$2,500,000	1987 8	Brett Ridge Rob Kelly Brett Ridge	Grant wishes to children with life-threatening medical conditions	www.iowa.wish.org brettr@iowa.wish.org
33	**Boy Scouts of America, Mid-Iowa Council** 1659 E. Euclid Ave., PO Box 3009 DM, IA 50316 515-266-2135; FAX: 515-265-4143	$2,400,000	1916 19	Bob Hopper Terry Lebo Cindy Day	Character building, youth development	www.bsa-ia.org midiowa@bsamail.org
33	**Living History Farms** 11121 Hickman Rd. Urbandale, IA 50322 515-278-5286; FAX: 515-278-9808	$2,400,000	1970 26	Ruth Haus Terry Garner Elaine Raleigh	Interactive outdoor museum connecting people of all ages to Midwestern rural life experiences	www.LivingHistoryFarms.org info@lhf.org
34	**Prevent Child Abuse Iowa** 505 Fifth Ave., Suite 900 DM, IA 50309 515-244-2200; FAX: 515-280-7835	$2,350,000	1975 5	Stephen Scott Kyle Yencer Tina Wierschke	Prevention of child abuse in the entire state of Iowa by providing education and support to children and families	www.pcaiowa.org pcaia@pcaiowa.org
35	**Des Moines Symphony** 221 Walnut St. DM, IA 50309 515-280-4000; FAX: 515-280-4005	$2,300,000	1937 8	Richard L. Early Christine Hensley N/A	Classical music performance and musical education	www.dmsymphony.org info@dmsymphony.org
36	**Des Moines Metro Opera** 106 West Boston Ave. Indianola, IA 50125 515-961-6221; FAX: 515-961-8175	$2,100,000	1973 6	Robert Montana Bruce Hughes Chari Kruse	Performing arts	www.desmoinesmetroopera.org rmontana@dmmo.org
37	**The Nature Conservancy in Iowa** 303 Locust St.., Ste. 402 DM, IA 50309 515-244-5044; FAX: 515-244-8890	$2,000,000	1951 13	Sean McMahon Robert Riley Laura Norian	The leading conservation organization working globally to protect ecologically important lands and waters for nature and people	www.nature.org iowa@tnc.org
38	**Des Moines Community Playhouse** 831 42nd St. DM, IA 50312 515-277-6261; FAX: 515-277-8019	$1,857,938	1919 11	John Viars Lynn Graves Rod McCullough	Community theater producing 12 shows annually, plus extensive theatre education department and volunteer opportunities	www.dmplayhouse.com info@dmplayhouse.com
39	**Food Bank of Iowa** 2220 E. 17th St. DM, IA 50316 515-564-0330; FAX: 515-564-0331	$1,800,000	1982 11	Carey Miller Major General (ret) John Tymeson N/A	Alleviating hunger through food distribution, education and partnership	www.foodbankiowa.org
40	**Great Ape Trust of Iowa** 4200 SE 44th Ave. DM, IA 50322 515-243-9367	$1,750,000	2002 12	William M. Fields Ted Townsend Susan McKee	Scientific research	www.GreatApeTrust.org asetka@greatapetrust.org
41	**Boys and Girls Club of Central Iowa** 1350 E. Washington Ave. DM, IA 50316 515-262-5695; FAX: 515-262-0904	$1,400,000	1963 10	Jodie Warth Feisal Sayeed Tim Rittgers	Youth development services	www.bgcci.org kligas@bgcci.org
42	**Character Counts in Iowa** 1213 25th St. DM, IA 50311 515-271-1910	$1,075,000	1997 8	J. Scott Raecker Robert Ray Cheri McDaniel	Teaching civility in Central Iowa through character development	www.charactercountsiniowa.org info@charactercountsiniowa.org
43	**Young Women's Resource Center** 705 E. Second St. DM, IA 50309 515-244-4901; FAX: 515-243-5073	$1,000,000	1978 14	Heather Soener Elizabeth Coonan Sarah Graham	Support, education and advocacy programs for young women ages 10-21	www.ywrc.org ywrc@ywrc.org
44	**Salisbury House & Gardens** 4025 Tonawanda Dr. DM, IA 50312 515-274-1777; FAX: 515-274-0184	$962,908	1993 10	Mark Heppner Mike Simonson N/A	42-room historic mansion & museum with extensive collection of art, antiques & rare books; offering frequent cultural programming	www.salisburyhouse.org contactus@salisburyhouse.org
45	**Big Brothers Big Sisters of Central Iowa** 9051 Swanson Blvd. Clive, IA 50325 515-288-9025; FAX: 515-288-6191	$948,508	1967 16	Althea Holcomb Tim Minard N/A	Donor and volunteer supported organization proven to help vulnerable children succeed through one-to-one mentoring relationships	www.bbbsia.org info@bbbsia.org
46	**AIDS Project of Central Iowa** 711 E. Locust St. DM, IA 50309 515-284-0245; FAX: 515-282-7787	$921,113	N/A 18	Jordan Selha Karen Derry N/A	HIV prevention programs; also assist HIV-positive Iowans with housing, food, emergency financial and mental health services	N/A
47	**Des Moines Arts Festival** 700 Locust St., Ste. 100 DM, IA 50309 515-286-4950; FAX: 515-286-4942	$807,650	1998 3	Stephen King Pat McFarland Stephen King	The Festival's mission is to create an opportunity for people of all ages, cultures and backgrounds to embrace the arts	www.desmoinesartsfestival.org
48	**Chrysalis Foundation*** 300 E. Locust St., Ste. 150 DM, IA 50309 515-255-1853; FAX: 515-255-2156	$703,823	1989 4	Terry M. Hernandez San Wong Pamela Davis	Public foundation supporting girls and women	www.chrysalisfdn.org info@chrysalisfdn.org
49	**Hawthorn Hill - New Directions Shelter & The Home Connection** 3001 Grand Ave. DM, IA 50312 515-244-9748; FAX: 515-244-9752	$600,000	1978 6	Tim Shanahan Kayla West N/A	Provide emergency shelter and housing for homeless families with children & help families achieve economic self-sufficiency	www.hawthorn-hill.org tim@hawthorn-hill.org
50	**March of Dimes** 2910 Westown Pkwy., Ste. 301 WDM, IA 50266 515-243-2244; FAX: 515-243-9254	$550,000	1938 3	Heather Riley Nick Gerhart Denise Bales	To improve the health of babies by preventing birth defects, premature birth and infant mortality	www.marchofdimes.com/iowa hriley@marchofdimes.com
51	**Arthritis Foundation** 2600 72nd St., Ste. D DM, IA 50322 515-278-0636; FAX: 515-278-2603	$545,000	1954 4	Melissa Kramer Tim Weber N/A	Nonprofit health organization	http://iowa.arthritis.org info.ia@arthritis.org
52	**Rebuilding Together Greater Des Moines** 1111 Ninth St. # 265 DM, IA 50314 515-284-7403; FAX: 515-244-4439	$395,800	1995 1	Kimberly Hansen Christine Hensley Kimberly Hansen	Local nonprofit organization dedicated to helping low-income homeowners, through home renovation and repair	www.rebuildingdm.org info@rebuildingdm.org
53	**Camp Hertko Hollow Inc.** 101 Locust St. DM, IA 50309 515-471-8523; FAX: 515-288-2423	$364,000	1968 3	Ann Wolf Dr. Ed. Hertko Ann Wolf	Provide a diabetes educational and recreational camping program for Iowa's youth between the ages of 6-18 who have diabetes	www.camphertkohollow.com a.wolf@camphertkohollow.com

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Impacting the community
Promoting voluntarism

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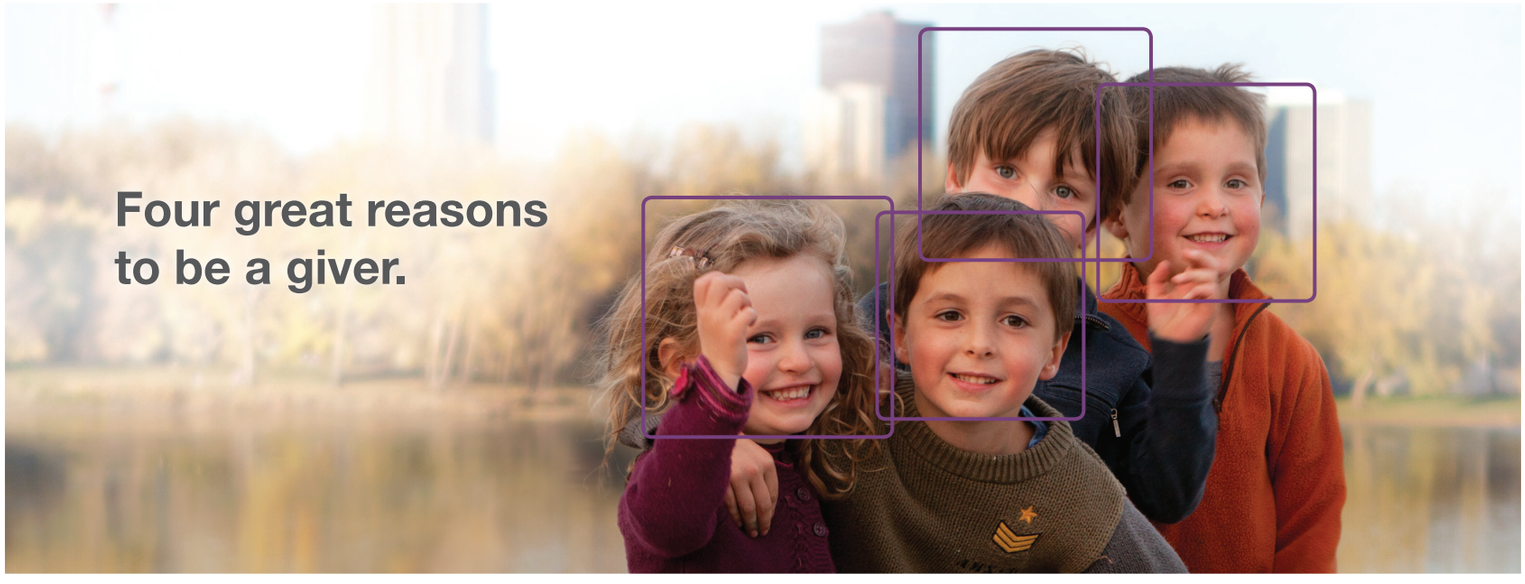
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NONPROFIT ORGANIZATIONS

(continued from page 34)

(Ranked by 2010 budget for Central Iowa)

Rank	Name Address Phone; Fax	2010 Budget	Year Est. Local FT Employees	Executive Director Board Chair Office/Purchasing Manager	Type of Work or Charity	Web site E-mail
54	**Des Moines Ronald McDonald House** 1441 Pleasant St. DM, IA 50314 515-243-2111; FAX: 515-280-3111	$350,000	1982 4	Brenda Miller David Hartman N/A	To provide a home away from home for families with seriously-ill children in area hospitals	N/A
55	**Beacon of Life** 1717 Woodland Ave. DM, IA 50309 515-244-4713; FAX: 515-244-4724	$337,576	1982 3	Joan Ellis Brooke Benschoter Robbin Frey	Transitional residential center for women. We strive to give women the strength and skills they need to live independently.	beaconoflifedm.org beaconoflife@qwestoffice.net
56	**Amanda the Panda** 1000 73rd St., Ste. 12 Windsor Heights, IA 50324 515-223-4847; FAX: 515-223-4782	$325,000	1980 1	Charlene Kiesling Lisa Strittmatter N/A	Children and families grief center, providing extensive support for grieving children and families	www.amandathepanda.org charlie@amandathepanda.org
56	**Ballet Des Moines** 712 E. Second St. DM, IA 50309 515-440-1177; FAX: 515-225-1504	$325,000	2002 1	Rachel Gross Katherine Harrington N/A	Mission: Re-establish a full time professional ballet company in Central Iowa and inspire young dancers to pursue their dreams	www.balletdesmoines.org info@balletdesmoines.org
56	**The ALS Association, Iowa Chapter** 6165 NW 86th St., Ste. 205 Johnston, IA 50131 515-727-1677; FAX: 515-727-1601	$325,000	2003 2	Jason D. Lee Steve Stahly N/A	Provide compassionate care and support services to Iowans affected by ALS (Lou Gehrig's Disease)	www.alsaiowa.org info@alsaiowa.org
57	**Metro Arts Alliance** 500 E. Locust St., Ste. 201 DM, IA 50309 515-280-3222; FAX: 515-280-3223	$300,000	1975 3	Kim Poam Logan Brad Rippey N/A	Providing opportunities for artists of all disciplines	www.metroarts.org info@metroarts.org
58	**Junior League** 3811 Ingersoll Ave. DM, IA 50312 515-279-5339	$140,000	1931 0	Sara Bonefas Lauren Burt Carol Lunde	Women's volunteer and training organization - current focus is childhood obesity: "Creating Communities of Healthy & Active Kids"	www.jldesmoines.org
59	**West Des Moines Historical Society** 2001 Fuller Rd. WDM, IA 50265 515-225-1286	$50,000	1978 0	N/A Rick Messerschmidt Penny Schlitz	Preserving the history of West Des Moines and the Jordan House and Bennett School	www.wdmhistoricalsociety.org jordanhouse@dwx.com
	Animal Rescue League of Iowa 5452 NE 22nd St. DM, IA 50313 515-473-9101; FAX: 515-262-2612	N/A	1926 65	Tom Colvin Carol Griglione N/A	The ARL is the state's largest animal shelter, serving over 18,000 animals each year from all corners of the state.	www.arl-iowa.org arl@arl-iowa.org
	Rock in Prevention 7628 Hickman Rd. DM, IA 50324 515-255-0635	N/A	1990 5	Pat McManus Jim Stafford N/A	Through music and the arts, we aim to reach the hearts and minds of children to help them make positive, healthy, life choices.	www.rockinprevention.org

* 2010 Book of Lists information

FOUNDATIONS

(Ranked by year established)

Rank	Name Address Phone; Fax	Year Est.	Top 3 Local Executives	Affiliation	Top 3 Contributors/Patrons/Corporations	Web site E-mail
1	**Iowa College Foundation** 505 Fifth Ave., Ste. 1034 DM, IA 50309 515-282-0473; FAX: 515-282-9508	1952	Jack Jones	Foundation for Independent Higher Education (FIHE) - Washington, D.C.	The Fred Maytag Family Foundation Principal Financial Group Muscatine Foods Corp.	www.iowacollegefoundation.org jack@IowaCollegeFoundation.org
2	**Arthritis Foundation** 2600 72nd St., Ste. D DM, IA 50322 515-278-0636; FAX: 515-278-2603	1954	Melissa Kramer	Arthritis Foundation	N/A	http://iowa.arthritis.org info.ia@arthritis.org
3	**Community Foundation of Greater Des Moines** Finkbine Mansion, 1915 Grand Ave. DM, IA 50309 515-883-2626; FAX: 515-309-0704	1969	J. Barry Griswell Kristi Knous	Confirmed in compliance with National Standards for U.S. Community Foundati	N/A	www.desmoinesfoundation.org info@desmoinesfoundation.org
4	**Mercy Foundation** 411 Laurel St., Ste. A110 DM, IA 50314 515-247-3248; FAX: 515-643-8026	1975	Dave Vellinga Shannon Duval	Mercy Medical Center	N/A	www.mercydesmoines.org/foundation sduval@mercydesmoines.org
5	**Iowa Natural Heritage Foundation** 505 Fifth Ave., Ste. 444 DM, IA 50309 515-288-1846; FAX: 515-288-0137	1979	Mark Ackelson Lisa Hein Anita O'Gara	N/A	N/A	www.inhf.org info@inhf.org
6	**Iowa Health Foundation** 1440 Ingersoll Ave. DM, IA 50309 515-241-6304; FAX: 515-241-6966	1980	Dennis Linderbaum Sandra Donohoe Donald Ireland-Schunict	Iowa Health - Des Moines	N/A	www.iowahealthfoundation.org iowahealthfoundation@ihs.org
7	**The World Food Prize Foundation** 666 Grand Ave., #1700 DM, IA 50309 515-245-3783; FAX: 515-245-3785	1990	Kenneth Quinn	N/A	N/A	www.worldfoodprize.org jdouglas@worldfoodprize.org
8	**The Wellmark Foundation** 636 Grand Ave., Station 150 DM, IA 50309 515-245-4819; FAX: 515-245-4925	1991	Matt McGarvey	The Wellmark Foundation	Wellmark BlueCross/BlueShield	www.wellmark.com/foundation mcgarveym@wellmark.com
9	**Des Moines Public Library Foundation** 1000 Grand Ave. DM, IA 50309 515-248-6402; FAX: 515-248-6405	1998	Shirley Patterson	Des Moines Public Library	N/A	www.desmoineslibrary.com sjpatterson@dmpl.org
10	**Urban Dreams Foundation*** 1410 Sixth Ave. DM, IA 50314 515-288-4742; FAX: 515-284-5886	2001	Susan Tingleff Valencia McCown LuJean Cole	Urban Dreams	N/A	www.urbandreams.org wford14275@aol.com
11	**Delta Dental of Iowa Foundation** 9000 Northpark Dr. Johnston, IA 50131 515-261-5559; FAX: 1-888-558-9215	2008	Donn Hutchins Cheryl Harding Suzanne Heckenlaible	N/A	Delta Dental of Iowa	www.deltadentalia.com sheckenlaible@deltadentalia.com

* 2010 Book of Lists information

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2011 EVENTS

Bubble Ball
Friday, April 1, 2011 • zart1312

Run, Walk, & FUN 4 the Kids
Saturday, May 14, 2011 • Child*Serve*

Golf FORE! the Kids
Monday, September 12, 2011
Briarwood Club of Ankeny

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HOSPITALS

(Ranked by number of licensed beds)

Rank	Name Address Phone; Fax	Licensed Beds Staffed Beds Admissions 2009 Occupancy Rate	Operating Revenue	Top 5 Specialties	Doctors Licensed Nurses	Year Est.	Top Local Executives	Web site E-mail
1	**Mercy Medical Center - Des Moines including Mercy Medical Center - West Lakes and Mercy Franklin Center** 1111 Sixth Ave. DM, IA 50314 515-247-3121; FAX: 515-643-8498	802 650 36,827 71	$658,903,000	Heart/vascular/surgical care, cancer/ oncology services, birthing, emergency, neurology, orthopaedics	960 1,188	1893	David H. Vellinga Jackie Frost-Kunnen Laurie Conner	www.mercydesmoines.org
2	**Iowa Health - Des Moines including Methodist, Lutheran, Blank Children's and Methodist West** 1200 Pleasant St. DM, IA 50309 515-241-6302; FAX: 515-241-5994	779 662 33,786 67	$685,474,000	Orthopaedics, pediatrics, cancer care, heart/vascular care, trauma/emergency care, behavioral health	1,121 1,779	1901	Eric Crowell David Stark Dr. Steve Stephenson Eric Lothe	www.iowahealth.org webquestions@ihs.org
3	**V.A. Central Iowa Health Care System** 3600 30th St. DM, IA 50310 515-699-5999; FAX: 515-699-5862	303 303 3,491 78	$201,497,960	Primary care, mental health, nursing home, internal medicine, surgery, rehabilitation, palliative care	61 285	1934	Donald C. Cooper	www.centraliowa.gov frances.mendenhall@va.gov
4	**Broadlawns Medical Center** 1801 Hickman Rd. DM, IA 50314 515-282-2449; FAX: 515-282-8874	200 90 17,000 51	$100,000,000	Podiatry, OB/GYN, mental health care services, family health care, primary health care/pediatrics	43 179	1924	Jody Jenner	www.BroadlawnsMedicalCenter.org mstier@broadlawns.org

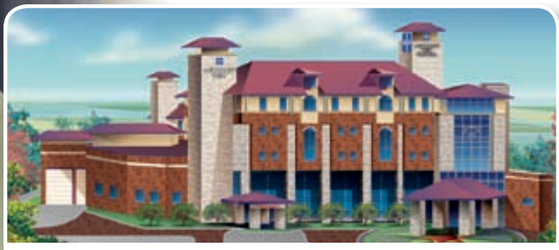


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Methodist West Hospital



Iowa Health Physicians and Clinics



Iowa Lutheran Hospital

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HMOs/IPAs/ODSs/PPOs/POSs

(Listed alphabetically)

Name Address Phone; Fax	HMO IPA ODS PPO POS	Total Central IA Enrollments as of March 2010 Doctors in Central IA	Corporate Affiliation	Top Executive	Year Certified	Web site E-mail
Coventry Health Care of Iowa Inc. 4320 114th St. Urbandale, IA 50322 515-225-1234; FAX: 515-226-8954	Yes Yes Yes Yes Yes	200,000 1,810	Coventry Health Care Inc.	Charles R. Stark	1985	www.chciowa.com
Outcomes Pharmaceutical Health Care 505 Market St., Ste. 200 WDM, IA 50266 515-237-0001; FAX: 515-237-0002	No No No Yes No	77,400 443	Outcomes Pharmaceutical Health Care	Tom Halterman Patty Kumbera	1999	www.getoutcomes.com info@getoutcomes.com
UnitedHealthcare 11141 Aurora Ave. Urbandale, IA 50322 800-669-1830; FAX: 888-250-1758	Yes No No Yes Yes	120,000 2,670	UnitedHealthcare	Dan Kueter	1998	www.uhc.com and uhcrv.com ia_marketing_requests@uhc.com
Wellmark Blue Cross and Blue Shield of Iowa 1331 Grand Ave. DM, IA 50309 515-376-5683	Yes No No Yes Yes	1,800,000 6,000	Wellmark Inc.	John D. Forsyth	1939	www.wellmark.com schweersr@wellmark.com
Wellmark Health Plan of Iowa Inc. 1331 Grand Ave. DM, IA 50309 515-376-5683	Yes No No No Yes	256,000 6,400	Wellmark Inc.	Tim Weber	1997	www.wellmark.com schweersr@wellmark.com

HMO: Health Maintenance Organization. IPA: Independent Practice Association. ODS: Organized Delivery System. PPO: Preferred Provider Organization. POS: Point of Service.





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MEDICAL CLINICS*

(Listed alphabetically)

Name
Address
Phone

Altoona Family Care Center
2720 8th St. SW Altoona
515-967-0133

Ankeny Clinic
1105 North Ankeny Blvd. Ankeny
515-964-4600

Blank Children's Hospital Physicians
1212 Pleasant St., Ste. 300 DM
515-241-8923

Bondurant Family Clinic
85 Paine St. SE, Ste. B & C, Bondurant
515-957-9740

Child Health Specialty Clinics
3000 SW 14th St. DM
515-727-4121

Children's Health Center II
1215 Pleasant St. DM
515-241-8912

Delaware Family Medicine
1605 SE Delaware Ave. Ste. F Ankeny
515-964-5555

Des Moines University Clinic
3200 Grand Ave. DM
515-271-1710

East Des Moines Family Care Center
840 E. University Ave. DM
515-265-4211

Highland Park Family Physicians
1530 E Euclid Ave. DM
515-262-0404

Ingersoll Family Physicians
2103 Ingersoll Ave. DM
515-279-6424

Iowa Clinic
5950 University Ave. WDM
515-241-5785

Iowa Heart Center
411 Laurel St. DM
515-235-5000

Iowa Radiology
12368 Stratford Drive, Ste. 300 Clive
515-226-9810

Johnston Family Physicians
5900 86th St., Ste. 100 Johnston
515-276-6133

La Clinica De La Esperanza
2679 Maury St. DM
515-244-6162

Lakeview Family Practice
6000 University Ave., Ste. 101 WDM
515-241-2600

Mercy Beaverdale Medical Clinic
1750 48th St., Ste 1 DM
515-271-6333

Mercy Campus Medical Clinic
411 Laurel St., Ste. A120 DM
515-643-5400

Mercy Capitol East Des Moines Clinic
623 E. 12th St. DM
515-265-5355

Mercy East Family Practice & Urgent Care
5900 E. University Ave. Pleasant Hill
515-643-2400

Mercy East Village Family Practice
1300 Des Moines St., Ste. 204 DM
515-643-0833

Mercy Family Medicine of Urbandale
4005 NW Urbandale Dr. DM
515-643-9200

Mercy Gerhart Medical Clinic
215 SW Walnut St. Ankeny
515-964-7965

Mercy Johnston Medical Clinic
5615 NW 86th St. Johnston
515-643-6000

Mercy Jordan Creek Internal Medicine & Pediatrics
1055 Jordan Creek Pkwy. WDM
515-643-9500

Mercy North Family Practice & Urgent Care
800 East First St., Ste. 1700 Ankeny
515-643-8100

Mercy Ruan Neurology Clinic
1111 Sixth Ave., East Tower, Ste. A100 DM
515-358-0011

Mercy South Family Practice Clinic
601 SW Ninth St. DM
515-643-9400

Mercy Urbandale Medical Clinic
6200 Aurora Ave. Urbandale
515-270-1177

Mercy Van Oort Medical Clinic
302 SW Walnut St. Ankeny
515-964-8993

Mercy West Family Practice Clinic & Urgent Care
1601 NW 114th St. DM
515-222-7000

Merle Hay Family Practice
4020 Merle Hay Rd., Ste. 100 DM
515-278-0949

Methodist Plaza Pediatrics
1221 Pleasant St., Ste. 170 DM
515-241-4300

Midwest Clinical Associates PC
2700 Westown Pkwy. WDM
515-223-5511

Northwest Family Physicians
5700 Hickman Rd. DM
515-274-3551

Penn Avenue Internal Medicine
1201 Penn Ave. DM
515-266-1000

Primary Health Care Inc.
2353 SE 14th St. DM
515-248-1400

Roosevelt Family Medicine
4116 University Ave. DM
515-274-6916

Southglen Family Practice
7481 Highway 65/69 DM
515-953-1500

Southwest Family Physicians
4821 SW Ninth St. DM
515-262-8471

Urbandale Family Physicians
2901 86th St. Urbandale
515-276-3406

Walnut Creek Pediatrics
974 73rd St., Ste. 30 DM
515-224-4993

Waukee Clinic
30 East Hwy. 6 Waukee
515-987-3447

West Des Moines Family Physicians
105 Valley West Dr. WDM
515-224-9666

**Not all clinics are listed*

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Women's Imaging:

- Digital Mammography
- Breast Biopsy
- Breast MRI
- OB & Breast Ultrasound

RADIOLOGISTS

General Diagnostic Radiology
Lindsey Grandbois, D.O., R.Ph
William Heggen, M.D.
Stuart Lehr, M.D.
Christopher Waddell, D.O.

Body Imaging
Paul Keller, M.S., M.D.
Brad King, D.O.
Robert McCleeary, M.D.
Gopika Myneni, M.D.
John Rizzi, M.D.
Marvin Walker, D.O.

Musculoskeletal
James Choi, M.D.

Angiography and Interventional
Olaf Kaufman, M.D., Ph.D
David Lacey, M.D.
Andrew Nish, M.D.
Pam Bartine, PA-C

Breast Imaging
Gopika Myneni, M.D.
Jill Westercamp, M.D.

Neuroradiology
Charles DePena, M.D.
Gerard Waggenspack, M.D.

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Clive
12368 Stratford Drive,
Suite 300
Clive, IA 50325

Ankeny
1105 N. Ankeny Blvd.,
Suite 200
Ankeny, IA 50023

Lakeview
6000 University Avenue,
Suite 150
West Des Moines, IA 50266

Downtown
Methodist Office Building III
1221 Pleasant Street,
Suite 350
Des Moines, IA 50309

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HOME HEALTH CARE PROVIDERS

(Ranked by number of registered nurses)

Rank	Name Address Phone; Fax	Registered Nurses Local Employees	Year Est.	Top 3 Local Executives	Primary Services Offered	Medicare/ Medicaid Certified	Web site E-mail
1	**Ultimate Nursing Services** 6750 Westown Pkwy., #115A WDM, IA 50266 515-280-2160; FAX: 515-225-4044	520 650	1996	Tucker Anderson Marcus Miller Connie Freeman	Home care services for infants, children, young adults and adults	Yes	www.ultimatenursing.com tuckera@upsi.net
2	**Universal Pediatric Services** 6750 Westown Pkwy., Ste. 115 WDM, IA 50266 515-280-2160; FAX: 515-225-4044	450 508	1985	Tucker Anderson Marcus Miller Connie Freeman	Home health care for children, young adults and adults throughout the Midwest	Yes	www.upsi.net tuckera@upsi.net
3	**Iowa Health Home Care** 11333 Aurora Ave. Urbandale, IA 50322 515-557-3100; FAX: 515-557-3186	130 500	1998	Phyllis Stadtlander	Home health care services, home medical equipment, hospice care	Yes	www.iowahealthhomecare.org nahashe@ihs.org
4	**Iowa Hospice** 5650 NW Johnston Dr., Ste. E Johnston, IA 50131 515-276-6696; FAX: 515-276-6730	103 244	2005	Rick Breuss Dee Hiveley	Hospice & palliative care	Yes	www.iowa-hospice.com breussr@iowa-hospice.com
5	**Visiting Nurse Services of Iowa** 1111 Ninth St., Ste. 320 DM, IA 50314 515-288-1516; FAX: 515-288-0437	83 98	1908	Jen Van Liew	Home health nursing, health and human services for children/families across Iowa, corporate wellness	Yes	www.vnsdm.org jenv@vnsdm.org
6	**Hospice of Central Iowa** 2910 Westown Pkwy., Ste. 200 WDM, IA 50266 515-274-3400; FAX: 515-274-1137	69 173	1978	Norene Mostkoff	Hospice and palliative care: pain/symptom management, family services, spiritual and grief support	Yes	www.hospiceofcentraliowa.org info@hospiceofcentraliowa.org
7	**Mercy Hospice** 1055 Sixth Ave., Ste. 200 DM, IA 50314 515-643-8400; FAX: 515-643-0975	33 41	1986	Dave Vellinga	In-home hospice services, 12-bed hospice facility (Mercy Hospice-Johnston)	Yes	www.mercydesmoines.org
8	**Nurse Force Inc.** 2900 Westown Pkwy., Ste. 200 WDM, IA 50266 515-224-4566; FAX: 515-224-1707	20 60	1987	Sherri Lange Terri Stanley Laura Grage	Home health care, staffing service	Yes	www.nurseforce.com terri@nurseforce.com
8	**WesleyLife Community Services** 944 18th St. DM, IA 50314 515-288-3334; FAX: 515-288-4740	20 150	2004	Bryan Sanders	Home care, hospice, Meals on Wheels, adult day services, immunization programs, volunteer services	Yes	www.wesleylife.org wcs@wesleyservices.org
9	**Lutheran Services in Iowa Home Health Care** 3116 University Ave. DM, IA 50311 515-277-1658; FAX: 515-271-7453	13 28	1995	Doug Johnson	Skilled nursing services; physical, occup. & speech therapy; home health aides; homemaker; respite	Yes	www.lsiowa.org
10	**Gentiva Health Services** 3737 Westown Pkwy., Ste. 2C WDM, IA 50266 515-226-8877; FAX: 515-226-9747	8 50	1983	Luci Shipley	Home health aides; skilled nursing; speech, physical & occupational therapy	Yes	www.gentiva.com
	Visiting Angels of Des Moines 5000 Park Ave. DM, IA 50321 515-645-9088; FAX: 515-288-9567	0 3	2009	Kristi Lee Miller	Visiting Angels is the nation's leading network of non-medical, private duty health services	No	www.visitingangels.com/desmoines kmiller.dsmangels@gmail.com

RETIREMENT & CARE COMMUNITIES

(Ranked by number of beds)

Rank	Name Address Phone; Fax	Beds Annual % Occupancy Rate	Associated Physicians RNs LPNs	Local FT Employees Year Est.	Owner Administrator Office/Purchasing Manager	Daily Medicaid Rates	Payment Source(s)	Web site E-mail
1	**Wesley Acres, a WesleyLife Community** 3520 Grand Ave. DM, IA 50312 515-271-6500; FAX: 515-271-6522	325 95	13 8 18	124 1947	WesleyLife Craig Johnsen Rita Nims	Varies	Private, Medicare, Medicaid	www.wesleylife.org
2	**Deerfield Retirement Community** 13731 Hickman Rd. Urbandale, IA 50323 515-267-0438; FAX: 515-267-0697	225 87	4 6 6	75 2005	LifeSpace Communities Inc. Chevonne Dodge Barb Bean	N/A	Private pay, Medicare	www.deerfieldrc.com
3	**Woodlands Creek Senior Living Community** 12605 Woodlands Pkwy. Clive, IA 50325 515-223-9755; FAX: 515-223-9875	162 100	6 3 2	60 2002	The Dial Cos. Fred Schmidt Fran Ail	Varies	Private pay and long-term care insurance	www.woodlandscreek.com
4	**Bishop Drumm Care Center** 5837 Winwood Dr. Johnston, IA 50131 515-270-1100; FAX: 515-276-1714	150 98	15 25 27	239 1939	Bishop Drumm Ret. Center Inc. Heather Rehmer Heather Rehmer	$158.68	Medicaid, Medicare, private pay, VA, donors	N/A
5	**Fountain West Health Center** 1501 Office Park Rd. WDM, IA 50265 515-223-1223; FAX: 515-223-6345	140 82	N/A 11 16	132 1975	Colby Properties Inc. Gary Tiemeyer N/A	Varies by level	Medicaid, Medicare, private pay	www.fountainwest.com
6	**The Lodge of Ashworth** 909 Ashworth Rd. WDM, IA 50265 515-224-4898; FAX: 515-222-0414	135 80	0 0 0	28 1985	Colby Properties Inc. Chad Piper Pam Young	N/A	Private	www.lodgeofashworth.com info@lodgeofasworth.com
7	**University Park Nursing & Rehab** 233 University Ave. DM, IA 50314 515-284-1280; FAX: 515-284-0127	133 98	30 10 12	100 2000	Pinnacle Healthcare Ronald Osby Angie McCleish	N/A	Medicare, Medicaid, private pay, insurance	N/A ron.osby@pcitexas.net
8	**Trinity Center at Luther Park** 1555 Hull Ave. DM, IA 50316 515-262-5639; FAX: 515-262-7338	120 98	15 11 19	120 1978	Luther Care Services Candy Plew Lorrie Little	N/A	Private pay, Medicaid, insurance	www.luthercareservices.org
9	**Sunny View Care Center** 410 NW Ash Dr. Ankeny, IA 50023 515-964-1101; FAX: 515-964-7276	94 95	12 6 7	58 1972	Ankeny Healthcare Enterprise Greg Friedrich N/A	$95.67	Medicaid, Medicare, private pay, insurance	N/A
10	**Valley View Village** 2571 Guthrie Ave. DM, IA 50317 515-265-2571; FAX: 515-265-3044	79 95	N/A 8 12	110 1963	Elim Care/Valley View Village Brad Cole Shelly Barryhill	$198	Private pay, Medicare, Medicaid, limited HMO'	www.elimcare.org
11	**Parkridge Nursing & Rehab Center*** 4755 Parkridge Ave. Pleasant Hill, IA 50327 515-265-5348; FAX: 515-265-0498	74 97	16 4 6	60 1976	Care Initiatives Shawn Mikles Tina Barton	Varies	Medicare, Medicaid, private pay, insurance	www.careinitiatives.org smikles@careinitiatives.org
12	**Arbor Springs of West Des Moines** 7951 EP True Pkwy. WDM, IA 50266 515-223-1135; FAX: 515-223-1246	56 92	N/A 5 6	50 2004	Arbor Springs LLC Amy Barth N/A	N/A	Insurance, pensions, Medicare	www.arborsprings.org info@arborsprings.org
13	**Edgewater, a WesleyLife Community** 9225 Cascade Ave. WDM, IA 50266 515-978-2400; FAX: 515-978-2552	40 36	N/A 16 8	37 2009	WesleyLife Janet Simpson Susan Beaudette	$150	Private pay	www.wesleyedgewater.org info@wesleyedgewater.org

* 2010 Book of Lists information

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EQUAL HOUSING OPPORTUNITY

HEALTH & FITNESS ORGANIZATIONS

(Ranked by total number of staff)

Rank	Name Address Phone; Fax	Staff Year Est. # of Locations	Top 3 Local Executives	Services Offered	Web site E-mail
1	**YMCA of Greater Des Moines** 101 Locust St. DM, IA 50309 515-282-9622; FAX: 515-471-8558	1,300 1868 10	Vernon Delpesce	Nonprofit human services org.; financial assistance offered; meets community needs through programs for youth, teens & adults; youth sports, childcare	www.dmymca.org metro@dmymca.org
2	**Aspen Athletic Clubs** 10930 Hickman Rd. Clive, IA 50325 515-278-2582; FAX: 515-278-0762	250 2000 5	Rod Sears Luke Aduddell Shana Michael	State-of-the-art cardiovascular and weight equipment, yoga/pilates, basketball, pool, TKD, spinning, certified personal trainers, nutrition counseling & more	www.aspenathletic.com smanning@aspenathletic.com
3	**Farrell's eXtreme Bodyshaping** 5954 Ashworth Rd. WDM, IA 50266 515-224-1822	200 1989 33	Lance Farrell Todd Dorr Eddie Ellis	Farrell's eXtreme Bodyshaping 10 week challenge, and Farrell's Infinite Transformation programs keep you living life at LEVEL 10!	www.extremebodyshaping.com
4	**Prairie Life Fitness** 4875 Mills Civic Pkwy. WDM, IA 50265 515-223-5999; FAX: 515-226-0888	130 2002 1	Debby Hudson	We are dedicated to meeting or exceeding your health fitness needs in an environment that is friendly, clean, and welcoming to all ages	www.prairielife.com dhudson@wdm.prairielife.com
5	**7 Flags Fitness & Racquet Club** 2100 NW 100th St. Clive, IA 50325 515-278-8888; FAX: 515-278-8097	60 1987 3	Frank Santana Garrett Link	Fitness center, personal training, group exercise, massage, tanning, tennis, basketball, racquetball, kid's gym, aquatics, a 28,000-square-foot event center	www.7flags.com
6	**Fitness World West** 3200 Westown Pkwy. WDM, IA 50266 515-223-5111; FAX: 515-223-7272	45 1986 5	Denise Johnson Tom Durkin	Free health & fitness assessment w/ personal trainer consultation, two complete individual weight rooms, indoor track, indoor pool, whirlpool, sauna, steam, tanning	www.fitnessworldwest.com
7	**Oakmoor Racquetball - Health Center** 4731 Merle Hay Rd. DM, IA 50322 515-270-2222; FAX: 515-276-8823	25 1980 1	Ron Burns Pam Burns Kevin Burns	Racquetball, Cybex equip. room, basketball, cardio equip., aerobics, spinning, pool, swimming lessons, water aerobics, free weights, nursery, yoga, Pilates, sauna, Whirlpool	N/A
7	**Suites of 800 Locust Health Club & Spa** 800 Locust St. DM, IA 50309 515-288-5800; FAX: 515-224-1718	25 2000 1	Bradie Weeter	6,000-square-foot health spa: Steam room, sauna, 12-person Whirlpool tub, 28 pieces of all Life Fitness cardio & circuit weight machines, massages & spa services	www.800locust.com BWeeter@800locust.com
8	**Fitness World Downtown at Gym F/X** 418 Sixth Ave., Ste. 110 DM, IA 50309 515-288-1111; FAX: 515-244-4689	12 2006 1	Joe Tewell	Upscale training facility for adults: 5 levels of tanning, juice bar, locker rentals, laundry service, cardio machines, free weights, machine weights, Apex Body Bugg weights	N/A
8	**Fitness World East** 4400 E. University Ave. Pleasant Hill, IA 50327 515-265-2399; FAX: 515-265-2491	12 1999 5	Joe Tewell	Apex fitness system, nutrition programs, fitness profiles, personal training, sports conditioning programs, fat loss training, machines, free weights, aerobic classes, tanning	www.fitnessworld24hour.com joelakeside@hotmail.com
9	**Max Muscle** 1300 NW 100th St., Ste. 3000 Clive, IA 50325 515-327-1629; FAX: 515-222-2615	8 2008 1	Joey Boyens Kari Boyens	Sports nutrition, diet and weight loss, protein, vitamins and minerals, endurance and energy, nutritional consultations, meal plans	N/A
10	**The Orange Planet** 5650 Metro East Dr. Pleasant Hill, IA 50327 515-261-0030	7 2008 1	David Charleston	Full-service athletic club. Personal training, basketball skills, sports, karate, tumbling, running, childcare, group fitness, locker rooms, wireless cafe and events	www.TheOrangePlanet.com info@theorangeplanet.com
11	**The Batter's Box** 1300 Metro East Dr., Ste. 126 Pleasant Hill, IA 50327 515-262-5511; FAX: 515-262-2392	4 2009 1	Clay Tarbell	Baseball and softball training, indoor batting cages, indoor soccer, lessons, clinics, camps	N/A
12	**Climb Iowa** 3605 Miehe Dr. Grimes, IA 50111 515-986-2565	3 2008 1	Diane Bridgewater Aaron Stevens Dylan Huey	Iowa's largest indoor rock climbing & training center. Over 10,000 SF of climbing, fitness, yoga & multi-purpose rooms. Ideal for adults, youth, teams & parties!	www.climbiowa.com info@climbiowa.com
13	**Goals in Motion Fitness Studio** 3169 99th St. Urbandale, IA 50322 515-276-2986	2 2007 3	Sandy L Hafner Mardi Pfannebecker	Kickboxing, strength training, plyometrics, nutrition, cooking classes, personal training, support meetings, pilates coming soon, group fitness, flexibility work	N/A



www.dmymca.org

YMCA MISSION
To put Christian principles into practice through programs that build healthy spirit, mind and body for all.

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Group Cycling Class *get a good night's sleep*

Basketball League *work up a sweat*

Pool *meet friends for Water Aerobics*

ChildWatch *move forward to Weight Room while the kids play*

Flag Football League *carpool to practice*

Cardio Kickboxing *workout with a friend*

Core Values *caring, honesty, respect, responsibility*

Increase Energy *exercise for 30 minutes daily*

Parent's Night Out *enjoy a good meal while the kids play*

a Leader *p leadership skills unity projects*

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you can be a winner with every challenge Life provides with a stronger spirit, clearer mind, and healthier body.

We all know Life can sometimes throw you a curve, but staying active reduces your risk for chronic illness and a number of diseases.

So get on the board at the YMCA of Greater Des Moines. The hardest part is making your first move. Whether it includes walking, strength training, water exercise, nutrition education, yoga or a large variety of other YMCA fitness classes, join now and a Wellness Coach will provide a free consultation, a wellness plan personalized for you, and follow up. Just come in today and we'll figure it out together.





Be ready for what Life has to offer by joining the YMCA today!

YMCA
of Greater Des Moines

We Build Strong Kids, Strong Families, Strong Communities

ANKENY FAMILY YMCA
(515) 965-8800

BOONE COUNTY FAMILY YMCA
(515) 432-5925

JOHN R. GRUBB COMMUNITY YMCA
(515) 246-0791

NORTHWEST YMCA GRIMES PROGRAM CENTER
(515) 979-4452

RIVERFRONT YMCA
(515) 282-YMCA (9622)

SOUTH SUBURBAN YMCA
(515) 285-0444

WALNUT CREEK FAMILY YMCA
(515) 224-1888

WAUKEE FAMILY YMCA
(515) 987-9996

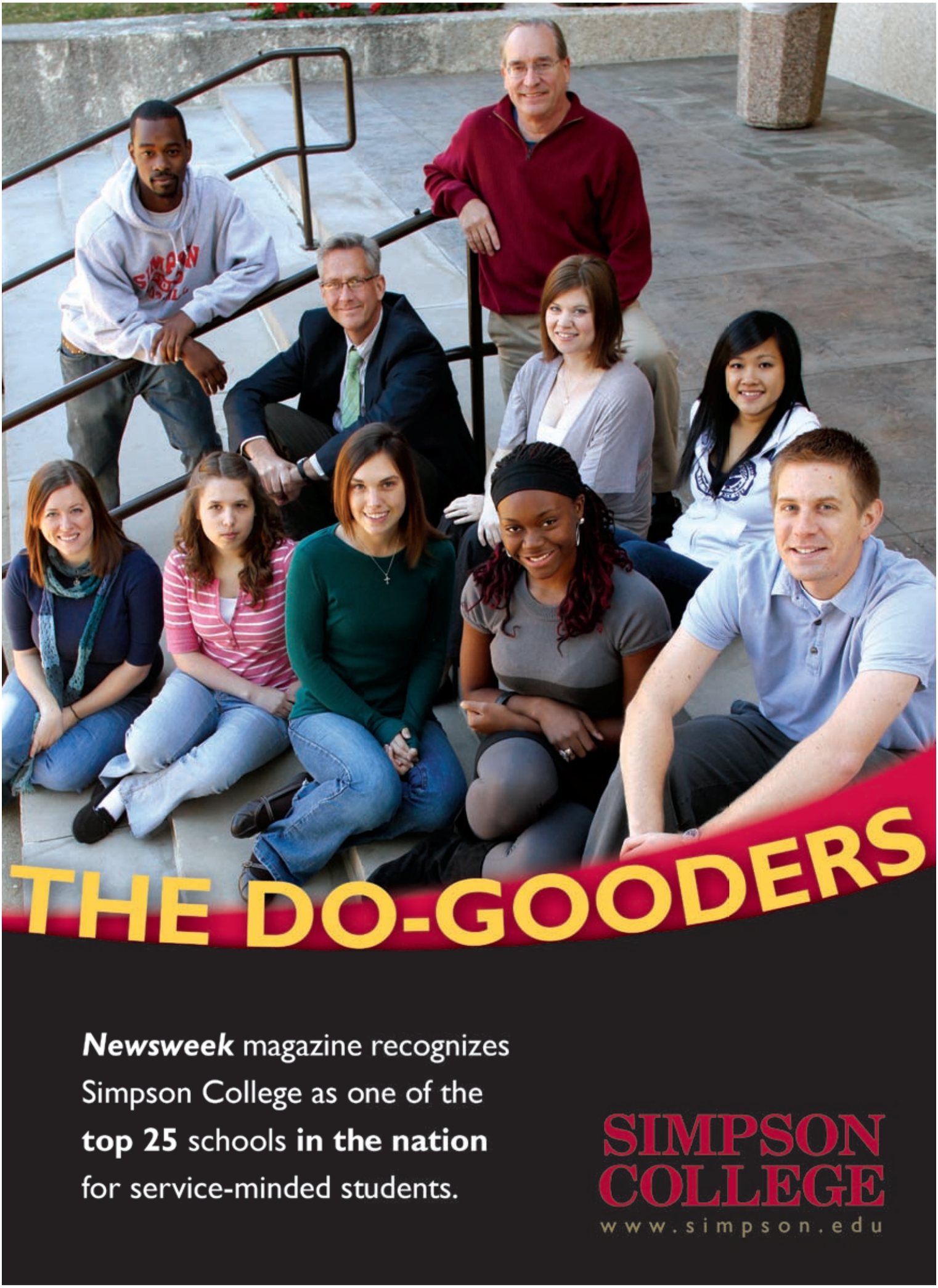
YMCA HEALTHY LIVING CENTER
(515) 226-YMCA (9622)

Financial Assistance
Thanks to many generous community donors to the YMCA Partner With Youth Campaign, the YMCA strives to never turn anyone away from the YMCA due to inability to pay.

COLLEGES & UNIVERSITIES

(Ranked by number of full-time students for fall 2010)

Rank	Name Address Phone; Fax	FT Students Faculty	% of Faculty with Ph.D.s	Student to Faculty Ratio Median ACT	Tuition per Term Room & Board per Term	Year Est. Affiliation	Top 3 Officials	Web site E-mail
1	**Iowa State University** 100 Enrollment Services Building Ames, IA 50011 800-262-3810; FAX: 515-294-9592	21,394 1,746	89	16:01 25	$3,051 $3,736	1858 Public	Gregory Geoffroy Elizabeth Hoffman Warren Madden	www.iastate.edu
2	**University of Iowa** 111 Jessup Hall Iowa City, IA 52242 319-335-3621; FAX: 319-335-3560	19,088 1,252	95	15:01 25	$3,625 $4,166	1847 Public	Sally Mason P.Barry Butler	www.uiowa.edu admissions@uiowa.edu
3	**Des Moines Area Community College (six locations)** 2006 S. Ankeny Blvd. Ankeny, IA 50023 515-964-6200; FAX: 515-964-6834	7,314 1,316	11	18:01 21	$125/credit hour N/A	1966 North Central Assoc. of Colleges & Schools	Rob Denson Kim Linduska Doug Williams	www.DMACC.edu rjdenson@dmacc.edu
4	**Drake University** 2507 University Ave. DM, IA 50311 515-271-3119; FAX: 515-271-3798	3,500 275	90	13:01 27	$13,200 $4,065	1881 N/A	David Maxwell Michael J. Renner Victoria Payseur	www.drake.edu admission@drake.edu
5	**Grand View University** 1200 Grandview Ave. DM, IA 50316 515-263-6024; FAX: 515-263-2974	1,686 100	50	14:01 21	$9,936 $3,520	1896 ELCA Lutheran	Kent L. Henning Dr.Mary Elizabeth Stivers Adam Voigts	www.grandview.edu admissions@grandview.edu
6	**Grinnell College** 1121 Park St. Grinnell, IA 50112 800-247-0113; FAX: 641-269-4800	1,633 157	97	9:01 N/A	$18,474 $4,440	1846 none	Raynard Kington Paula Smith Seth Allen	www.grinnell.edu askgrin@grinnell.edu
7	**Des Moines University** 3200 Grand Ave. DM, IA 50312 515-271-1400	1,625 123	76	13:01 N/A	Varies N/A	1898 Private	Stephen Dengle Karen McLean Mark Peiffer	www.dmu.edu webmaster@dmu.edu
8	**Central College** 812 University Pella, IA 50219 877-462-3687; FAX: 641-628-5316	1,606 92	89	14:01 24	$12,931 $4,351	1853 Reformed Church in America	Dr. Robert Franks Mark Putnam Jim Galbally Ron Beason	www.central.edu admission@central.edu
9	**Simpson College** 701 North C St. Indianola, IA 50125 800-362-2454; FAX: 515-961-1498	1,484 98	62	15:01 24	$13,222 $3,820	1860 United Methodist Church	John W. Byrd Steven Griffith Jim Thorius	www.simpson.edu admiss@simpson.edu
10	**Kaplan University** 4655 121st St. Urbandale, IA 50323 515-727-2100; FAX: 515-727-2115	1,175 60	10	20:01 N/A	Varies N/A	1900 NCA	Jeremy Wells Kaci Webster Lori Gelhaar	www.KU-DesMoines.com lgelhaar@kaplan.edu
11	**AIB College of Business** 2500 Fleur Dr. DM, IA 50321 515-244-4221; FAX: 515-244-6773	937 70	10	14:01 21	$4,300 (4 terms per year) $1,285	1921 Independent	Nancy Williams M. Susan Cigelman Terry Wilson	www.aib.edu admissions@aib.edu
12	**Upper Iowa University** 1119 Fifth St. WDM, IA 50265 515-225-1800; FAX: 515-225-1919	600 N/A	10	18:01 N/A	N/A N/A	1857 Private, nonprofit	Dr. Alan Walker Dr. William Duffy Karin Dunn	www.uiu.edu desmoines@uiu.edu
12	**William Penn University-College for Working Adults** 6000 Westown Pkwy. WDM, IA 50266 515-225-4144; FAX: 515-225-1825	600 N/A	25	7:01 N/A	$285/credit hour N/A	1996 Quaker	Dr. Ann Fields Dr. Ron Johnson Scott Drake	www.williampennu.com kirpalanic@wmpenn.edu
13	**Mercy College of Health Sciences** 928 6th Ave. DM, IA 50309 515-643-3180; FAX: 515-643-6698	459 N/A	17	11:01 21	$6,750 $2,300	1995 Catholic Health Initiatives	Barbara Q. Decker Elizabeth Ritt Brian Tingleff	www.mchs.edu admisssions@mchs.edu
14	**Vatterott College** 7000 Fleur Dr. DM, IA 50321 515-309-9000; FAX: 515-309-0366	411 N/A	N/A	12:01 N/A	Varies by program N/A	1997 N/A	Pamela Bell Daniel Nieland Robin Risbeck	www.vatterott-college.edu adm@vatterott-college.edu
15	**Viterbo University** 4949 Westown Pkwy. WDM, IA 50266 515-224-4811	200 75	60	15:01 N/A	$275/credit hour N/A	1990 N/A	John Della Vedova	www.viterbo.edu gradiowa@viterbo.edu



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SIMPSON COLLEGE
www.simpson.edu

AIRLINES

(Ranked by total passengers 7/1/09-6/30/10)

Rank	Name	Total Passengers (7/1/09-6/30/10)	Total Passengers Year-Ago	% Change	Market Share 2010	Nonstop Flights	Web site
1	**Delta Airlines**	275,657	293,329	-6%	31%	Atlanta, Detroit, Memphis, Minneapolis, Washington D.C.	www.delta.com
2	**United Airlines**	244,775	232,598	5%	27%	Denver, Chicago O'Hare	www.united.com
3	**American Airlines**	172,302	188,683	-9%	19%	Chicago, Dallas	www.aa.com
4	**Allegiant Air**	79,801	69,278	15%	9%	Las Vegas, Los Angeles, Orlando, Tampa Bay-St. Petersburg	www.allegiantair.com
5	**US Airways**	44,906	46,457	-3%	5%	Phoenix	www.usairways.com
6	**Frontier**	28,682	23,255	23%	3%	Milwaukee, Denver	www.frontierairlines.com
7	**Continental Airlines**	26,641	29,943	-11%	3%	Houston	www.continental.com
8	**Air Tran/Sky West Airlines**	11,565	0	N/A	1%	Milwaukee, Orlando	www.airtran.com, www.skywest.com
9	**Charters**	4,991	8,385	-40%	.6%	N/A	N/A
10	**Branson AirExpress**	777	0	N/A	0%	Branson, Austin, Houston	www.flybranson.com
	TOTAL	**890,097**	**891,928**	**-.2%**			

Source: Des Moines International Airport

TRAVEL AGENTS

(Ranked by number of agents)

Rank	Name Address Phone; Fax	# of Agents	Year Est.	Owner	Office Manager	Specialty Packages	Web site E-mail
1	**Travel & Transport** 2957 100th St., Ste. 3 Urbandale, IA 50322 515-243-5083; FAX: 515-243-5517	19	1946	Employee owned	Angie Weeks	Corporate	www.TandT.com
2	**International Travel Associates** 4800 Westown Pkwy., #140 WDM, IA 50266 515-326-3851	10	1963	Corporation	Lynn Ewing	Customized corporate travel management services for corporations of all sizes; leisure travel services are also available	www.flyita.com
3	**Allied Travel** 5460 Merle Hay Rd., Ste. H Johnston, IA 50131 515-270-7070; FAX: 515-270-9585	8	1988	Dean Burtch	N/A	Two certified master cruise counselors, specializing in Caribbean & Mexico (including Sandals), Europe & Kenya	N/A
3	**Travelflo Group** 1025 Ashworth Rd., Ste. 508 WDM, IA 50265 515-222-1977; FAX: 515-222-1585	8	1991	Management team	Kent Williams	Corporate, incentive travel, meeting services, vacation, special events, cruises, destination weddings and honeymoons	www.travelflo.com
4	**Kathleen Stahl Travel Services** 529 36th St. DM, IA 50312 515-271-8091; FAX: 515-271-8095	7	1997	Kathleen K. Stahl	Becky Frost	International	N/A kathleen@stahltravel.com
5	**Travel World** 5922 Ashworth Rd. WDM, IA 50266 515-223-7474; FAX: 515-223-7722	4	1986	Sandy Pomerantz	Beth Newhard	Specializing in cruises, tours, honeymoons, family vacations & corporate events	www.travelworldiowa.com
6	**Cruise Plus of Des Moines (formerly Cruise Holiday)** 5460 Merle Hay Rd., Ste. H Johnston, IA 50131 515-242-0015; FAX: 515-242-0179	3	1995	Ron Roberts	Cathy Mayer	Cruise vacation packages, land vacation packages, honeymoon, family, friends, & business packages	www.cruiseplusiowa.com ron@cruiseplusiowa.com
7	**Odyssey Travel & Convention Services Inc.** 319 Eighth St. SW Altoona, IA 50009 515-967-3646; FAX: 515-967-0794	1	1993	Norma Bettis	Norma Bettis	All travel packages	N/A normabettis@msn.com
7	**Travel Services Unlimited** 6423 Carptenter Windsor Heights, IA 50324 515-282-5100; FAX: 515-282-5105	1	1987	Dick Treman & Nancy Chavannes	Nancy Chavannes	Mexico, Caribbean, wine country	N/A

AUTO DEALERS

(Ranked by number of local stuff)

Rank	Name Address Phone; Fax	Local Staff Staff in Sales Staff in Service	Year Est.	Office/Purchasing Manager	Top 3 Local Executives	Manufacturer(s) Represented	Web site E-mail
1	**Karl Chevrolet Inc.** 1101 SE Oralabor Rd. Ankeny, IA 50021 515-299-4300; FAX: 515-964-0845	400 60 200	1978	N/A	Carl Moyer Bret Moyer Elgene Frank	General Motors/Chevrolet	www.karlchevrolet.com
2	**Willis Auto Campus** 2121 NW 100th St. DM, IA 50325 515-253-9600; FAX: 515-253-9813	215 35 125	1947	N/A	Rich Willis Jim Usgaard Jason Willis	Cadillac, Lexus, Volvo, Jaguar, Land Rover, Infiniti, MINI	www.willisautocampus.com info@willisautocampus.com
3	**Stew Hansen Dodge City Jeep** 12103 Hickman Rd. DM, IA 50323 515-331-2900; FAX: 515-331-2920	170 60 55	1974	Kim Goodsen	Dan Boettcher Jerry Bill	Dodge, Jeep, Chrysler	www.stewhansens.com
4	**Charles Gabus Ford** 4545 Merle Hay Rd. DM, IA 50310 515-270-0707; FAX: 515-270-2162	154 45 86	1969	Dave Hardt Greg Gioffredi	Gene Gabus Jim Bintner	Ford	www.gabusford.com dhardt@charlesgabus.com
5	**Bob Brown Chevrolet Inc.** 4224 Merle Hay Rd. DM, IA 50310 515-278-7800; FAX: 515-278-7771	150 58 92	1961	Ken Backes	Matt Brown	Chevrolet, authorized service provider for Saturn	www.bobbrownchevy.com
5	**Toyota/Scion of Des Moines** 4475 Merle Hay Rd. DM, IA 50310 515-276-4911; FAX: 515-276-8984	150 37 70	1994	Donna Crow	Steve Luebke	Toyota	www.toyotadm.com info@toyotadm.com
6	**Dewey Ford** 3055 SE Delaware Ave. Ankeny, IA 50021 515-289-4949; FAX: 515-289-4950	120 25 45	1967	N/A	Dan Boettcher	Ford	www.deweytube.com
7	**Stivers Ford Lincoln Mercury** 1450 E Hickman Waukee, IA 50263 515-987-3697; FAX: 515-987-0163	92 30 40	2006	Lisa Kifer	Scott Politte Don Politte	Ford, Lincoln, Mercury	www.stiversFLM.com db@stiversonline.com
8	**Smart Honda** 11206 Hickman Rd. DM, IA 50325 515-253-3040; FAX: 515-727-1519	91 30 40	2009	Karen Speight	Matt Hofmeyer	Honda	www.smarthondadesmoines.com mhofmeyer@smarthondadesmoines.com
9	**Acura of Johnston, Lithia Volkswagen of Des Moines, Audi Des Moines** 5200 Merle Hay Rd. Johnston, IA 50131 515-253-0333; FAX: 515-253-0518	85 20 35	2007	Roy Stroud	Richard Schulte	Acura, Audi, Volkswagen	www.lithia.com rschulte@lithia.com
10	**Ramsey Pontiac Corp.** 9625 Hickman Rd. Urbandale, IA 50322 515-278-6400; FAX: 515-278-6448	83 23 24	1946	Tim Jennings	John S. Ramsey Tom F. Carey	Mazda, Subaru, Buick, GMC	www.ramseyauto.com
11	**Des Moines Imports** 1650 SE 37th St. Grimes, IA 50111 515-270-0706; FAX: 515-727-2121	72 25 22	1998	Scott Lundholm	Gene Gabus	Kia, Mitsubishi, Suzuki, Saab	www.desmoinesimports.com
12	**BMW, Mercedes Benz of Des Moines (European Motorcars)** 9997 Hickman Rd. DM, IA 50322 515-278-4808; FAX: 515-278-4371	60 12 20	1958	Jean Taft	JP Phillips David Dean Dave Rice	Mercedes-Benz, BMW	www.europeanmotorcars.com jtaft@lithia.com
12	**Dewey Dodge Jeep** 3175 SE Delaware Ave. Ankeny, IA 50021 515-289-8700; FAX: 515-289-8782	60 18 13	2008	N/A	Dan Boettcher	Dodge, Jeep, Chrysler	www.deweytube.com tshoop@deweyford.com
12	**Hummel's Nissan** 4470 Merle Hay Rd. DM, IA 50309 515-253-0719; FAX: 515-253-0917	60 20 30	1970	Michelle Pearson	Mark Hummel	Nissan	www.hummelsnissan.com sales@hummelsnissan.com
12	**Noble Ford-Mercury Inc.** 2406 N. Jefferson, PO Box 579 Indianola, IA 50125 515-961-8151; FAX: 515-961-2413	60 15 30	1985	Terri Beedle	Dimaggio Nick Nichols	Ford, Mercury	www.fordkingdom.com www.sales@fordkingdom.com
13	**Deery Brothers Chevrolet Inc.** 6000 University Ave. Pleasant Hill, IA 50327 877-834-6623	40 21 19	2010	Heidi Coe	Brad Deery Tony Nordman Bruce Huckfeldt	Chevrolet	www.godeerychevy.com
14	**Beneventi Chevrolet Inc.** 3333 Hwy. 141 Granger, IA 50109 515-999-2575; FAX: 515-999-2282	30 6 9	1932	Teri Beneventi-Mayfield	Don Beneventi Teri Beneventi-Mayfield Bob Mayfield	Chevrolet	www.benevettichevy.com info@benchevy.com
14	**Bob Brown Buick, Pontiac, GMC Inc.** 1405 SE Oralabor Rd. Ankeny, IA 50023 515-289-5900; FAX: 515-289-5932	30 6 9	2005	Ken Backes	Matt Brown	Buick, GMC, authorized service provider for Pontiac	www.bobbrowngmc.com
	Des Moines Chrysler 4410 Merle Hay Rd. DM, IA 50310 515-270-8100; FAX: 515-270-5824	N/A N/A N/A	1979	N/A	Gene Gabus	Chrysler, Eurospeed	www.chryslerdm.com

ATTRACTIONS

(Ranked by 2009 attendance)

Rank	Name Address Phone; Fax	2009 Attendance Capacity	FT Employees Year Est.	Top 3 Local Executives Office/Purchasing Manager	Description	Web site E-mail
1	**Prairie Meadows Racetrack and Casino** 1 Prairie Meadows Dr., I-80 Exit 142 Altoona, IA 50009 515-967-1000; FAX: 515-967-1312	2,512,348 11,100	969 1989	Gary Palmer Brian Wessels Ann Atkin Kelly Green	24-hour casino, live horse racing April-October, buffet and steakhouse, events center, top-name entertainment	www.prairiemeadows.com
2	**Iowa State Fair** E. 30th St. & E. University Ave., PO Box 57130 DM, IA 50317 515-262-3111; FAX: 515-262-6906	1,006,501 Unlimited	60 1854	Gary Slater Lori Chappell N/A	The annual August extravaganza inspired the novel "State Fair", three motion pictures and a Broadway musical	www.iowastatefair.org marketing@iowastatefair.org
3	**Wells Fargo Arena - Iowa Events Center** 233 Center St. DM, IA 50309 515-564-8000; FAX: 515-564-8001	800,000 17,000	N/A 2005	Matt Homan Holly Kjeldgaard Carrie Jackson Linda Heck	This state of the art facility opened in July 2005. It is home to two professional teams and hosts various events.	www.iowaeventscenter.com mhoman@iowaeventscenter.com
4	**Adventureland Park** PO Box 3355 Altoona, IA 50316 515-266-2121; FAX: 515-266-9831	550,000 N/A	N/A 1973	Jan Krantz John Krantz Bill Fisher Dan Bohner	Amusement park with rides, shows and attractions	www.adventurelandpark.com info@adventurelandpark.com
5	**Des Moines Art Center** 4700 Grand Ave. DM, IA 50312 515-277-4405; FAX: 515-271-0350	496,000 8,900	50 1948	Jeff Fleming Susan Lundstrom	Contemporary art museum and school with an acclaimed permanent collection and amazing architecture	www.desmoinesartcenter.org
6	**Blank Park Zoo** 7401 SW Ninth St. DM, IA 50315 515-285-4722; FAX: 515-974-2590	380,000 26,000	35 1966	Mark Vukovich Gwen Parks	22-acre intimate natural habitat zoological park featuring Iowa's largest collection of exotic plants and wildlife	www.blankparkzoo.com info@blankparkzoo.com, sales@blankparkzoo.com
7	**Science Center of Iowa & Blank IMAX** 401 W. Martin Luther King Jr. Pkwy. DM, IA 50309 515-274-6868; FAX: 515-274-3404	350,000 4,000	40 1970	Dr. Paul Jennings N/A	The Science Center of Iowa is devoted to lifelong learning, featuring 6 dynamic experience platforms & 3 theaters	www.sciowa.org info@sciowa.org, events@sciowa.org
8	**Civic Center of Greater Des Moines** 221 Walnut St. DM, IA 50309 515-246-2300; FAX: 515-246-2305	325,220 2,755	30 1979	Jeff Chelesvig Chris Browning	A private not-for-profit corporation celebrating its 30th season of presenting the performing arts	www.CivicCenter.org info@civiccenter.org
9	**Iowa Speedway** 3333 Rusty Wallace Dr. Newton, IA 50208 641-791-8000; FAX: 641-792-8728	262,818 25,000	22 2006	Jerry Jauron Stan Clement Chuck Spicer Debb Smith	Premier racing and entertainment venue	www.iowaspeedway.com info@iowaspeedway.com
10	**Des Moines Arts Festival** 700 Locust St., Ste. 100 DM, IA 50309 515-286-4950; FAX: 515-286-4942	255,000 Unlimited	3 1998	Stephen King Stephen King	The Festival's mission is to create an opportunity for people of all ages, cultures and backgrounds to embrace the arts	www.desmoinesartsfestival.org
11	**Living History Farms** 11121 Hickman Rd. Urbandale, IA 50322 515-278-5286; FAX: 515-278-9808	130,000 N/A	26 1970	Ruth Haus Elaine Raleigh	Interactive outdoor museum connecting people of all ages to Midwestern rural life experiences	www.LivingHistoryFarms.org info@lhf.org
12	**State Capitol** E. Ninth & Grand DM, IA 50319 515-281-5591; FAX: 515-281-8027	72,000 4,000	N/A 1884	Gov. Terry Branstad Rep. Pat Murphy Sen. Jack Kibbie Joan Arnett	Iowa State Capitol, home of elected officials	www.legis.state.ia.us
13	**Hoyt Sherman Place** 1501 Woodland Ave. DM, IA 50309 515-244-0507; FAX: 515-237-3582	65,423 1,250 theater, 225 gallery	8 1877	Carol Pollock John Bryan	1877 mansion, 1907 art gallery with paintings, sculpture, furniture, 1,250-seat historic theater with near-perfect sound	www.hoytsherman.org
14	**Des Moines Community Playhouse** 831 42nd St. DM, IA 50312 515-277-6261; FAX: 515-277-8019	65,000 399 Mainstage, 244 Children's Thtr	11 1919	John Viars Rod McCullough	Community theater producing 12 shows annually, plus extensive theatre education department and volunteer opportunities	www.dmplayhouse.com info@dmplayhouse.com
15	**State Historical Museum** 600 E. Locust St. DM, IA 50319 515-281-5111; FAX: 515-242-6498	50,000 686+	79 1857	Cyndi Pederson N/A	Museum, rental, library, administrative offices, store, cafe	www.iowahistory.org historicalmuseum@iowa.gov
16	**Des Moines Botanical and Environmental Center** 909 Robert D. Ray Dr. DM, IA 50316 515-323-6290; FAX: 515-309-2484	43,322 1,300	10 1979	Randy Beavers Dawn Goodrich Julia Johnston	Public garden	www.botanicalcenter.com botanicalcenter@botanicalcenter.com
17	**Boone & Scenic Valley Railroad & Museum** 225 10th St., PO Box 603 Boone, IA 50036 515-432-4249; FAX: 515-432-4253	39,000 Varies by train type	7 1983	Fenner Stevenson Wayne Patterson Dean Briley Bonnie Logan	Operating nonprofit, educational railroad museum providing excursion train rides through the Des Moines River Valley; also dinner & dessert trains	www.scenic-valleyrr.com
18	**Drake Relays** Drake Bell Center, 2507 University Ave. DM, IA 50311 515-271-2115; FAX: 515-271-4870	35,000 14,000	2 1910	Brian Brown Sandy Hatfield Clubb David Maxwell Joyce Ryerson	Join us for fun interactive/educational activities the week of April 19 for Drake Relays 101, America's Outdoor Classic	www.drakerelays.org carolyn.hill@drake.edu
19	**Birthplace of John Wayne** 216 S. Second St. Winterset, IA 50273 515-462-1044; FAX: 515-462-3289	30,000 15 birthplace, 45 gift shop	1 1982	Lynn Ochiltree Randy Lee Chris Nolte Carolyn Wilson	Victorian house with memorabilia of John Wayne, including 9-foot-tall statue in honor of Wayne's 100th birthday in 2007 & collection of movie clothing	www.johnwaynebirthplace.org
19	**Salisbury House & Gardens** 4025 Tonawanda Dr. DM, IA 50312 515-274-1777; FAX: 515-274-0184	30,000 500	10 1993	Mark Heppner N/A	42-room historic mansion & museum with extensive collection of art, antiques & rare books; offering frequent cultural programming	www.salisburyhouse.org contactus@salisburyhouse.org
20	**John and Mary Pappajohn Sculpture Park** Western Gateway Park, 13th & Grand Ave. DM, IA 50309 515-277-4405	15,746 Unlimited	1 2009	Jeff Fleming N/A	The 4.4-acre park features 26 contemporary works	www.desmoinesartcenter.org
21	**Terrace Hill** 2300 Grand Ave. DM, IA 50312 515-281-3604; FAX: 515-282-7267	15,000 200	N/A 1976	Brian Browning Beth Wright N/A	Terrace Hill is a National Historic Landmark, the Iowa Governor's residence and a historic house museum.	www.terracehill.org erin.delcollo@iowa.gov
22	**Jordan House** 2100 Fuller Rd. WDM, IA 50265 515-225-1286; FAX: 515-223-1243	5,000 60	N/A 1985	Rick Messerschmidt Penny Schiltz	Victorian home built by James C. Jordan in the 1850s, official site of the National Underground Railroad Network	www.wdmhistoricalsociety.org jordanhouse@dwx.com
	AllPlay 615 Third St. DM, IA 50309 515-333-5050; FAX: 515-333-5056	N/A 500	4 2008	Eric Hatfield N/A	Restaurant, gaming facility and party rental	www.allplaydm.com
	Sleepy Hollow Sports Park 4051 Dean Ave. DM, IA 50317 515-262-4100; FAX: 515-262-6457	N/A N/A	N/A 1994	Rick Flatt N/A	Seasonal outdoor activities: Skiing, snowboarding, snow tubing, 9-hole golf course, driving range, go-karts, mini-golf	www.sleepyhollowsportspark.com



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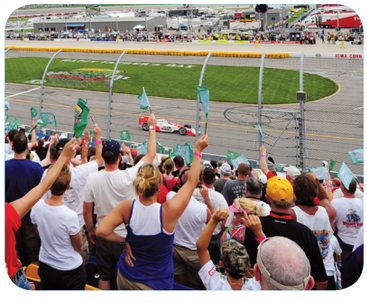
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SHOPPING CENTERS

(continued on page 55)

(Ranked by total leaseable square feet)

Rank	Name Address Phone; Fax	Leasable SF	# Stores # of Parking Spaces	Owner Manager Leasing Company Leasing Agent(s)	Major Tenants	Web Site E-mail
1	**Jordan Creek Town Center** 101 Jordan Creek Pkwy., Ste. 12518 WDM, IA 50266 515-224-5000; FAX: 515-224-5001	1,700,000	140 8,500	General Growth Properties General Growth Properties General Growth Properties Stephen Brower	Dillard's, Younkers, Scheel's All Sports, Century Theatres	www.jordancreektowncenter.com stephen.brower@ggp.com
2	**Merle Hay Mall** 3850 Merle Hay Rd., Ste. 101 DM, IA 50310 515-276-8551; FAX: 515-276-9227	1,200,000	100 6,000	Merle Hay Mall LP Joe Murdoch Urban Retail Karen Elkin	Target, Younkers, Old Navy, ULTA, Staples, Sears, Kohl's	www.merlehaymall.com N/A
3	**West Glen Town Center** West Glen Ave. & Mills Civic Pkwy. WDM, IA 50266 515-223-7885; FAX: 515-457-9113	1,100,000	62 4,400	West Glen Town Center LLC Mike Sbrocco Open listing brokers protected Mike Sbrocco	Super Target, Josephs, Bonefish Grill, First Bank, Sticks, Drury Inn, Schaffer's, Artis Furniture, Golf Etc. for Women, Regus HQ, Gino's West, Blue Moon	www.westglentowncenter.com N/A
4	**Valley West Mall** 1551 Valley West Dr., Ste. 400 WDM, IA 50266 515-225-3632; FAX: 515-225-2635	870,000	120 135	Watson Centers Inc. Paul Stender Watson Centers Inc. Paul Stender	Younkers, Von Maur, JC Penney	www.valleywestmall.com www.info@valleywestmall.com
5	**Galleria Power Center** 60th to 68th & Mills Civic Pkwy. WDM, IA 50266 515-223-4000; FAX: 515-222-5220	840,000	30 5,000	SJ Jordan Buyers Realty Inc. Buyers Realty Inc. N/A	WalMart, TJ Maxx, Second Wind, Fudruckers, Red Robin, Applebees, Bang Bang Mongolian, Trader Joe's	www.buyersrealtyinc.com N/A
6	**Southridge Mall** 1111 E. Army Post Rd. DM, IA 50315 515-287-3881; FAX: 515-287-0983	838,484	72 5,751	SDG Macerich LP Patrick Beckerdite SDB Macerich LP Jeanne Butz	Younkers, Target, Sears, JC Penney	www.shopsouthridgemall.com N/A
7	**Water Tower Place Shopping Center** 4100 University Ave. WDM, IA 50266 515-277-4000; FAX: 515-277-5976	284,134	18 N/A	Water Tower Place Shopping Center LC Julie Barnes Buyer's Realty Inc. Jeff Daniels	Best Buy, Borders, Cost Plus, Marshall's, Sports Authority, Office Depot	www.buyersrealtyinc.com N/A
8	**Southdale Shopping Center** SE 14th St. & McKinley St. DM, IA 50320 515-334-3345; FAX: N/A	260,906	20 1,250	Kimco Realty Corp. Kimco Realty Corp. Stanbrough Realty Scott Berry	Best Buy, Office Max, Home Depot, Jo Ann Fabrics, PetSmart, B-Bop's, Payless Shoe Source, Bank of The West, Anytime Fitness, GameStop, Great Clips	www.stanbroughrealty.com scott@stanbrough.com
9	**Westridge Shopping Center** 10201 University Ave. Clive, IA 50325 515-277-4000; FAX: 515-277-5976	210,000	18 N/A	Westridge Daniels LC Julie Barnes Buyer's Realty Inc. Robert Lydon	Kohl's, JC Penney Home Store, Factory Card, Fareway, Kinkos, Great Western Bank	www.buyersrealtyinc.com rselect50322@yahoo.com
10	**Westowne Shopping Centre** 22nd & Westown Pkwy. WDM, IA 50266 515-277-4000; FAX: 515-277-5976	207,000	15 1,187	Gray's Lake Westowne LLC N/A Buyer's Realty Inc. Dave Little	Gordmans, Michaels, Dollar Tree, Gold's Gym, Firestone Tires, Hooters, First Bank, Taco Bell, Iowa Pet & Supply	www.buyersrealtyinc.com dlittle@buyersrealtyinc.com
11	**Fleur Marketplace** 4521 Fleur Dr. DM, IA 50321 515-285-8880; FAX: 515-285-0577	200,000	6 N/A	Coppola Enterprises Michael Coppola Coppola Enterprises N/A	Starbucks, Hy-Vee, Walgreens, Fleur Cinema & Cafe, Great Clips, Visual Impact Tanning	N/A mcoppola@coppolainc.com
12	**Park Fair Mall** 100 E. Euclid DM, IA 50313 515-964-1587; FAX: 515-964-8749	166,364	N/A N/A	HPM Investment Inc. Denny Elwell Co. LC Denny Elwell Co. Call office	Blockbuster Video, Ace Hardware, Dollar Tree, Fareway	www.dennyelwellcompany.com ahinners@dennyelwellcompany.com
13	**Southgate Shopping Center** 3221-3411 SE 14th St. DM, IA 50320 515-471-4400; FAX: N/A	154,174	1 749	Emmes Asset Management Emmes Asset Management Terrus Real Estate Group Bill Wright/Brian Phillips	Hy-Vee, Dollar General, Aarons Rental, Goodwill, Cici's Pizza, & Asian City Buffet	www.terrus.com sherri.goode@terrus.com
14	**Clocktower Square*** 2800-2900 University Ave. WDM, IA 50265 248-262-1000; FAX: 248-262-1814	142,425	29 N/A	Schostak Clocktower LLC Lynore Clark Schostack Brothers & Co. Inc. Lars Anderson	TJ Maxx, Ohana Steak House, Waterfront Seafood, Starbucks	www.schostack.com N/A
15	**Village Square** 5880 Merle Hay Rd. Johnston, IA 50131 515-309-4002; FAX: N/A	136,517	N/A N/A	Village Square LLC NAI Ruhl & Ruhl Commercial Co. NAI Ruhl & Ruhl Commercial Co. Barb Hokel	Wells Fargo, Greenbriar, Johnston Chiropractic Center, Post Office, Hy-Vee, Rich's Brew, Dance Vision, Farrell's	www.ruhldsm.com N/A
16	**Parkwood Plaza** 86th St. & Douglas Ave Urbandale, IA 50322 515-471-4400; FAX: N/A	126,369	1 667	Emmes Asset Management Emmes Asset Mangement Terrus Real Estate Group Bill Wright/Brian Phillips	Incredible Pizza, Hollywood Video, Appare, Farm Bureau, Modern Clips, Whylie Eye & more	www.terrus.com sherri.goode@terrus.com
17	**Delaware Center** 1802 SE Delaware Ave. Ankeny, IA 50021 515-964-1587; FAX: 515-964-8749	125,000	N/A N/A	DLE Seven LLC Denny Elwell Co. LC N/A Denny Elwell Co. LC	TJ Maxx, Shoe Carnival, Factory Card Outlet, Okoboji Grill, Game Stop, IA Realty	www.dennyelwellcompany.com ahinners@dennyelwellcompany.com
18	**Eastwood Village Shopping Center** Euclid at E. 33rd and Hubbell Ave DM, IA 50317 515-471-4400; FAX: N/A	105,725	13 600	Gray's Lake Eastwood LLC N/A Buyer's Realty Inc. N/A	Dahl's Foods, McDonald's, Hollywood Video, Community State Bank, H&R Block, Weight Watchers, Subway, Goodwill	www.buyersrealtyinc.com N/A
19	**Kaleidoscope at The Hub** 555-655 Walnut St. DM, IA 50309 515-280-2041; FAX: 515-280-2000	98,000	46 N/A	Hubbell Realty Co. Krista Capp CB Richard Ellis/ Hubbell Commercial Colleen Johnson/Jeff Spence	Christopher & Banks, Carlton Cards, Palmers Deli, Brueggers Bagels, US Bank, Burger King, Brilliant Sky Toys and Books, The Stadium	www.kathdm.com krista.capp@hubbellrealty.com
20	**The Shoppes at Three Fountains** 4520 University Ave. WDM, IA 50266 515-223-4500; FAX: 515-223-7235	91,000	8 N/A	R&R Realty Group (managing partner) Management Professionals Inc. Realty Marketing Group Tyler Price	Barnes & Noble, Macaroni Grill, Golf Galaxy, Sprint, Rock Bottom, Active Endeavors	www.rrrealty.com price.tyler@rrrealty.com

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SHOPPING CENTERS

(continued from page 54)

(Ranked by total leaseable square feet)

Rank	Name Address Phone; Fax	Leasable SF	# Stores # of Parking Spaces	Owner Manager Leasing Company Leasing Agent(s)	Major Tenants	Web Site E-mail
21	**Aspen Shopping Center** 6053-6021 SE 14th St. DM, IA 50320 515-471-4400; FAX: N/A	90,380	1 362	Safari II LLC Safari II LLC Terru Real Estate Group Bill Wright	Aspen Athletic, Dollar Tree, Old Country Buffet	www.terrus.com sherri.goode@terrus.com
22	**Clive Plaza** University Ave.& 42nd St. Clive, IA 50325 888-564-6401; FAX: 847-299-1167	90,000	1 388	Kimco Realty Corp. Patrick Rooney Kimco Realty Corp. Scott Tucker	KMart	www.kimcorealty.com stucker@kimcorealty.com
23	**Northpark** 86th St. & Northpark Dr. Johnston, Iowa 50131 515-309-4004; FAX: N/A	65,478	14 448	Northpark Developers LC Terrus Real Estate Group NAI Ruhl & Ruhl Commercial Marcus Pitts/Mike Carver	Starbucks, US Cellular, Bella Salon, Coldwell, Maid-Rite, Cold Stone, Nationwide, Great Southern Bank, Planet Sub, Panchero's, Edward Jones	www.ruhldsm.com mpitts@ruhlcommercial.com
24	**Warrior Plaza** 50 Laurel St. Waukee, IA 50263 515-556-4727; FAX: N/A	60,949	6 589	Warrior Plaza Shopping Center LC Gary Haverkamp NAI Ruhl & Ruhl Commercial Marcus Pitts/Barb Hokel	Warrior Lanes Recreational Center, Mickey's Irish Pub, Iowa Realty, American Family Insurance, Tsing Tsao & Top Nails, Holmes Health & Fitness	www.ruhldsm.com mpitts@ruhlcommercial.com
25	**Stefon Plaza** 200 Army Post Rd. DM, IA 50314 515-223-4000; FAX: 515-222-5220	59,299	17 333	Knapp Properties Inc. Knapp Properties Inc. Knapp Properties Inc. Kim Dreher	Iowa Realty, Family Dollar, TM1, Subway, Family Practice Center, Policy Studies, Eye Care of Iowa, Great Clips	www.knappproperties.com manager@knappproperties.com
26	**Bridgewood Plaza** 165 S. Jordan Creek Pkwy. WDM, IA 50266 515-334-3345; FAX: 515-334-3346	58,250	18 382	Stonemar Properties LLC James Smith Stanbrough Realty Scott Berry	Iowa Realty, Panchero's, Snap Fitness	www.stanbroughrealty.com N/A
27	**Cobblestone Market** 86th and Hickman Rd. Urbandale, IA 50322 515-243-3228; FAX: 515-280-2000	56,233	18 382	Hubbell Realty Co. Hubbell Realty Co. CB Richard Ellis/Hubbell Commercial Colleen Johnson/Jeff Spence	Carmike Cinemas, Great China, Subway, Tasty Tacos, Signs Now, Anytime Fitness	www.hubbellrealty.com krista.capp@hubbellrealty.com
28	**2300 University** 2300 University Ave. DM, IA 50311 515-309-4002; FAX: 515-309-4040	50,937	10 75	Regency Capital Fund I LLC NAI Ruhl & Ruhl Commercial Co. NAI Ruhl & Ruhl Commercial Co. Marcus Pitts	H&R Block, Planet Sub, Mars' Cafe, Yankee Doodle Tattoo, Daydreams, Saki 21, Bombshell Betty's, Planned Parenthood, Firehouse Yoga	www.ruhldsm.com mpitts@ruhlcommercial.com
29	**Tuscany Village Center** 3821 NW 121st St. Urbandale, IA 50322 515-440-0400; FAX: N/A	44,800	15 N/A	Tuscany Village Center LC Tuscany Village Center LC Ferguson Commercial Real Estate Mike Macri	Mama Lacona's, Connxions, Kum & Go	www.fergusoncres.com mikem@fergusoncres.com
30	**Crossroads Shopping Center** 2732 SE Delaware Ankeny, IA 50021 515-964-1587; FAX: N/A	35,000	N/A N/A	Woodside Business Park L.C. Denny Elwell Co. N/A N/A	Old Chicago, Phillips Floors, Batteries Plus, Massage Heights, Salon Envy	www.dennyelwellcompany.com ahinners@dennyelwellcompany.com
31	**Shops at Roosevelt** 800 42nd St. DM, IA 50312 515-964-1587; FAX: 515-964-8749	30,000	13 104	Shops at Roosevelt LC Denny Elwell Co. Denny Elwell Co. Call office	La Mie Bakery, Halo, Sacred Skin, Shakti Yoga, Roosevelt Barber, Adam's Aquatics, Dirty Denim, Juice Co., Elements, Woods Dance Studio	www.dennyelwellcompany.com ahinners@dennyelwellcompany.com
32	**Liberty Park Mall** 286 Hwy 6 Waukee, Iowa 50263 515-277-400; FAX: 515-276-5976	26,807	19 N/A	N/A Julie Barnes Buyers Realty Inc. Mike Cunningham	N/A	www.buyersrealtyinc.com info@buyersrealtyinc.com
33	**Colby Interests** 6581 University Ave. Windsor Heights, IA 50324 515-274-3411; FAX: 515-274-3213	20,000	N/A N/A	Colby Interests Peter Jaques Colby Management Co. Peter Jaques	N/A	www.colbyinterests.com Peter@colbyinterests.com
33	**Indian Hills** 100th & University Clive, IA 50321 515-243-3228; FAX: 515-280-2000	20,000	6 N/A	Hubbell Realty Co. Hubbell Realty Co. CB Richard Ellis/Hubbell Commercial Colleen Johnson/Jeff Spence	Talbots, Nick's Bar and Grill, Iowa Family Chiropractic	www.hubbellrealty.com krista.capp@hubbellrealty.com
34	**East Town Plaza** 1246 E. 14th St. DM, IA 50316 515-309-4004; FAX: 515-309-4040	18,620	9 101	East Town Properties Inc. NAI Ruhl & Ruhl Commercial Co. NAI Ruhl & Ruhl Commercial Co. Marcus Pitts	E-Z Money, Home Zone, Whylie Eye Care, Spay Clinic, Thai Flavors, Cafe Fuzion, J &J's, Supreme Cuts	www.ruhldsm.com mpitts@ruhlcommercial.com
35	**Galleria North Neighborhood Center** 6305 Mills Civic Pkwy WDM, Iowa 50266 515-277-4000; FAX: 515-277-5976	17,375	8 N/A	Buyers Realty Inc. Julie Barnes Buyers Realty Inc. Harry Wolf	Starbucks	www.buyersrealtyinc.com info@buyersrealtyinc.com
36	**Delaware Square** 2401 SE Tones Dr., Ste.17 Ankeny, IA 50021 515-964-1587; FAX: N/A	16,550	25 800	Woodside Business Park Denny Elwell Co. Denny Elwell Co. Call office	Buffalo Wild Wings, Sports Clips	www.dennyelwellcompany.com ahinners@dennyelwellcompany.com
37	**Springwood Center** 225 SE Oralabor Rd. Ankeny, IA 50021 515-964-1587; FAX: 515-964-8749	14,400	N/A N/A	Elwell Inc. Denny Elwell Co. LC N/A Denny Elwell Co. LC	China Moon, Copy Shop, Simply Tantastic, State Farm, William Penn University	www.dennyelwellcompany.com ahinners@dennyelwellcompany.com
38	**Paragon Retail Plaza** 12701 Meredith Dr. Urbandale, IA 50322 515-223-4500; FAX: 515-223-7235	11,449	N/A N/A	R&R Realty Group (managing partner) Management Professionals Inc. Realty Marketing Group Tyler Price	Marsh, Citigroup	www.rrrealty.com price.tyler@rrrealty.com
39	**Vista Centre** 7205 Vista Dr. WDM, IA 50266 515-223-4500; FAX: 515-223-7235	10,110	4 N/A	R&R Realty Group (managing partner) Management Professionals Inc. Realty Marketing Group Tyler Price	Quizno's, Dunn Chiropractic, Vista Veterinary Clinic, PC Print Center	www.rrrealty.com price.tyler@rrrealty.com

GOLF COURSES & COUNTRY CLUBS

(Listed alphabetically)

Name Address Phone; Fax	U.S.G.A. Course/ Slope Rating	Year Est. Private or Public # of Holes/Par	Green Fees	Course Official(s) Office/Purchasing Manager	Top 3 Tournaments	Amenities	Web site E-mail
A.H. Blank Municipal Golf Course 808 County Line Rd. DM, IA 50315 515-285-0864; FAX: 515-256-2581	72.3/127 blue; 71.1/122 white; 68.1/118 gold; 70.2/116 red	1971 Public 18/72	18 holes w/ cart: $31 WD; $40 WE	Jeff Chiodo Ned Chiodo	N/A	Clubhouses, range, banquet room, snack bar, target greens, GPS on carts, mini golf	www.blankgolfcourse.com
Ankeny Golf & Country Club 314 SW Irvinedale Dr. Ankeny, IA 50023 515-964-3721; FAX: 515-964-9332	67.6/109 men; 70.3/120 women	1962 Private 9/35 men 9/36 ladies	N/A	Brandon Miller	3-Person Best Shot, Ankeny Invitational, Chili Open	Pro shop, restaurant, lounge, swimming pool, rental carts	www.ankenygolf.com
Beaver Creek Golf Course 11200 NW Towner Dr. Grimes, IA 50111 515-986-3221; FAX: 515-986-9527	Blue tees 72.0/128	1991 Public 27/Par-36 per 9	$33-$46	Brett Long	N/A	Food counter, practice range, instruction	www.beavercreek-golf.com
Copper Creek Golf Club 4825 Copper Creek Dr. Pleasant Hill, IA 50327 515-263-1600; FAX: 515-263-3502	70.7/123	1997 Public 18/71	18 holes w/ cart: $40 WD; $45 WE	Hubbell Realty Noble Burkhead	ESPN National Golf Challenge, regional qualifier	GPS on carts, banquet facility, pro shop, snack bar, driving range, pro instruction	www.golfcoppercreek.com info@golfcoppercreek.com
Countryside Golf Course 3089 North Ave. Norwalk, IA 50211 515-981-0266; FAX: 515-961-4252	69.7/119 black; 67/114 white; 66.1/103 red	2000 Public 18/72	Please call for details	Larry Hughes Larry Hill	N/A	Clubhouse, snack bar, practice greens, rental carts, facilities for weddings & receptions	www.countrysideiowa.com countryside3089@aol.com
Des Moines Golf & Country Club 1600 Jordan Creek Pkwy. WDM, IA 50266 515-440-7500; FAX: 515-440-7505	74.2/135 and 74.9/135	1967 Private 36/73	$85	Scott Howe	Iowa Open	Clubhouse, pool, tennis, driving range	www.dmgcc.org
Echo Valley Country Club 3150 Echo Valley Dr. Norwalk, IA 50211 515-285-0101; FAX: 515-285-6323	73.7/130	1969 Private 27/108	Call for more information	Ron Rand	E.C. Coppola Founder's Cup, The Pines, Windmill Classic	Clubhouse, dining, 27 holes of golf, practice range, pool, tennis courts, fitness center	www.echovalleycc.com evccmemos@aol.com
Glen Oaks Country Club 1401 Glen Oaks Dr. WDM, IA 50266 515-221-9000; FAX: 515-221-9100	72.4/138 green (men); 74.9/127 white (women)	2004 Private 18/71	$150	Chris Coen Ryan Gilman	Finches Invitational, Wild Rose Invitational, Principal Charity Classic	Tennis, exercise facility, swimming, locker rooms, Bogey's Grille, banquet/event facility	www.glenoakscc.com membership@glenoakscc.com
Grandview Golf Course 2401 E. 29th St. DM, IA 50317 515-248-6301; FAX: 515-263-9942	65.7/108	1902 Public 18/70	Call clubhouse	Ned Chiodo	Harv Ketter, 4-Person 8 Cup, Individual 8 Cup	Pro shop, snack shop, under new management in 2010	www.golfgrandviewgc.com grandviewgolf@aol.com
Hyperion Field Club 7390 NW Beaver Dr. Johnston, IA 50131 515-278-4711; FAX: 515-278-4714	71.3/132	1900 Private 18/72	Contact golf shop	Jeff Muilenburg Ross deBuhr John Ausen Bonita Kock	Herman Sani Invitational	Golf, swimming pool, tennis, fitness center, dining, banquet facility	www.hyperionfc.com mmartens@hyperionfc.com
Jester Park Golf Course 11949 NW 118th Ave. Granger, IA 50109 515-999-2903; FAX: 515-999-9032	72.2/117 back 70.6/115 reg. 66.3/105 forward 68.6/112 ladies/jrs	1971 Public 18/72	$22 WD, $29 WE	Zack Vervaecke Zack Vervaecke	Jester Park Amateur, Zack & Terry's Revenge,Jester Park Senior's Amateur, State Father-Son	Pro shop, snack bar, driving range, carts, club rental, PGA instruction, par-3 golf course	www.jesterparkgolf.com
Lake Panorama National Resort & Conference Center 5071 Cloveridge Rd. Panora, IA 50216 800-879-1917; FAX: 641-755-2163	71.6/130	1971 Public 18/72	$32-$42	John Dinnebier John Dinnebier	N/A	Conference center with restaurant & lounge, lodging on site (hotels & townhomes), snackbar	www.lakepanoramanational.com jdinnebier@pga.com
Otter Creek Golf Course 4100 NE Otter Creek Dr., P.O. Box 139 Ankeny, IA 50021 515-965-6464; FAX: 515-965-2069	Men's: 73.7/126, 71.1/125/ & 69.1/121. Women's: 75.2/131 & 70.2/114	1982 Public 18/71	9 holes w/o cart: $17 WD; 18 holes w/ cart $49 WE	Curt Ingham Kevin Beard	Iowa Girls State Championships, USGA Publinks Qualifier, Iowa Open	Driving range, PGA professionals, banquet facilities, full-service bar and grill	www.ottercreekankeny.com cingham@ankenyiowa.gov
Terrace Hill Golf Course 8700 NE 46th Ave., PO Box 425 Altoona, IA 50009 515-967-2932; FAX: 515-967-1744	68.8/116 men 69.1/114 women	1964 Public 18/71	Call for more information	Joe Riding Joe Riding	Altoona Hy-Vee Amatuer	Outing pavilion, snack bar, practice range, pro shop, tee times 7 days of the week	www.golfthills.com terracehillsgc@aol.com
The Briarwood Club of Ankeny 3405 NE Trilein Dr. Ankeny, IA 50021 515-964-4653; FAX: 515-964-0240	73.7/132	1995 Private 18/72	Guest fees available - $40 WD, $50 WE	Eric Dairs Eric Dairs	Briarwood Amateur	Banquet room, driving range, pro shop, snack bar, full-service bar, swimming pool	www.brairwoodclubofankeny.com jzinn@newmangolf.com
The Legacy Golf Club 400 Legacy Pkwy. Norwalk, IA 50211 515-287-7885; FAX: 515-287-7886	72.1/133 men 71.0/123 ladies	2002 Public 18/72	18 holes w/ cart WD $45, WE $50	Trevis Manning Trevis Manning	Gateway Tour Championship	GPS; bentgrass fairways, tees & greens; pro shop; snack bar; banquet facility	www.thelegacygolfclub.com tm@thelegacygolfclub.com
Toad Valley Golf Course Inc.* 237 NE 80th St. Runnells, IA 50237 515-967-9575; FAX: 515-967-0828	69.1/114	1973 Public 18/71	18 holes and cart: $36	Jason Brady Allison George	Josh Trainor Memorial, O'Donnell Open, Operation First Response	Driving range, full snack bar, high-speed wireless Internet, conference center, 18-hole mini golf	www.toadvalley.com info@toadvalley.com
Tournament Club of Iowa 1000 Tradition Dr. Polk City, IA 50226 515-984-9440; FAX: 515-984-9441	73.9/145 King, 71.5/142 Palmer, 69.6/132 Deacon, 64.8/107 Legend	2003 Public 18/71	18 holes w/ cart & range balls $67 at peak times	N/A	Principal Charity Classic Qualifier, various TCI scrambles, couples events	Championship golf. banquets, meeting, weddings, & reception facility. Great customer care.	www.tcofiowa.com info@tcofiowa.com
Urbandale Golf & Country Club 4000 86th St. Urbandale, IA 50322 515-276-5496; FAX: 515-276-5080	70.4/122 blue; 69.6/119 white; 64.2/112 gold; 69.1/112 red	1965 Private 9/36	WD: 9 holes $24, 18 holes $36; WE: 9 holes $28, 18 holes $40	Dick Lane Roger A. Freerksen	N/A	Pro shop, snack bar, clubhouse, driving range, pool, banquet facilities	www.urbandalegolf.com
Wakonda Club 3915 Fleur Dr. DM, IA 50321 515-285-4962; FAX: 515-285-1626	73.6/136	1922 Private 18/72	Guest fees $157.50 (includes cart)	David P. Schneider Brian Terhark	N/A	Private club has 3 swimming pools, 4 F&B outlets, 100-yr-old oak trees & breathtaking view	N/A daves@wakondaclub.com
Waveland Golf Course 4908 University Ave. DM, IA 50311 515-248-6302; FAX: 515-271-8724	71.2/124	1901 Public 18/72	M-F $16 for 9, $20 for 18 Sat-Sun $19 for 9, $30 for 18 before noon	Ned Chiodo	Des Moines Men's City Championship, Des Moines Women's City Championship	Pro shop, banquet facility, rental carts, continuous cart paths	www.wavelandgolfcourse.org
Willow Creek Golf Course 140 Army Post Rd. WDM, IA 50265 515-285-4558; FAX: 515-287-2071	71.8/121 red; 33.9/118 white; 31.6/100 blue	1961 Public 18/72, 9/36, 9/33	9 holes w/ cart: $25 WD, $27 WE;18 holes w/ cart: $37 WD, $44 WE	Dan Clark Dan Clark	N/A	Clubhouse, pro shop, driving range, banquet facility, instruction, GPS on golf carts	www.willowgolf.com

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Contact Chris Tursi at 515.285.0101 www.echovalleycc.com

RECYCLING & WASTE FIRMS

(Ranked by number of local full-time employees)

Rank	Name Address Phone; Fax	Local FT Employees	Amount of Material Recycled in 2009 (tons)	Year Est.	Top 3 Local Executives	Products Recycled	Web site E-mail
1	**Waste Management of Iowa Inc.** 201 SE 18th St. DM, IA 50317 515-299-2520	200	N/A	1974	Dave Massey	Cardboard, newspaper, office paper, clear glass, plastic, tin, aluminum, florescent bulbs, e-waste, batteries, etc.	www.wm.com dmassey1@wm.com
2	**Metro Waste Authority** 300 E. Locust St., Ste. 100 DM, IA 50309 515-244-0021; FAX: 515-244-9477	60	27,952	1969	Thomas B. Hadden, III	Residential curbside: newspaper, plastic bottles, cardboard, tin and aluminum cans, clear and colored glass food and beverage jars/bottles, junk mail. Also recycled: shingles, electronics, appliances and household hazardous waste.	www.mwatoday.com
3	**Waste Connections of Iowa Inc.** 4705 NE 22nd St. DM, IA 50313 515-265-7374; FAX: 515-265-0356	48	N/A	1976	Karla Stessman Mark Bennett Greg Boyce	Glass, cardboard, tin/metal, newspaper, office paper, plastics	www.wcnx.org Karlas@wasteconnections.com
4	**International Paper Recycling** 2800 Dixon St. DM, IA 50316 515-265-0889; FAX: 515-265-6690	35	50,000	1900	Doug Schwartz Lynn Harmon Mark Remaley	Fiber recycling (cardboard, paper), non-fiber recycling (plastic bottles, aluminum, shrink wrap, aluminum lithoplate), document destruction	www.internationalpaper.com machele.henderson@ipaper.com
5	**Phoenix Renewable Resources** 4764 NE 22nd St., PO Box 1864 DM, IA 50313 515-323-5888; FAX: 515-264-7976	32	98,000	2004	Anthony J Colosimo Robert J. Colosimo Chris Reynolds	All C&D material, rock, shingles, wood, biomass fuel production plant	www.phoenixrecycling.net creynolds@phoenixrecycling.net
6	**Recycling Inc.** 201 SE Sixth St. DM, IA 50309 515-243-1696; FAX: 515-243-8068	27	35,000	2001	Robert Colosimo Anthony J Colosimo Tom Mihalovich	All fiber material, plastic, metal, co-mingled commercial, redeemable bottles, cans & glass	www.recyclinginc.com
7	**Aspen Waste Systems of Iowa** 1800 E. Euclid Ave. DM , IA 50313 515-974-1400; FAX: 515-974-1727	7	N/A	1990	Bruce Nesbitt	Single-sort recycling: all recyclables	www.aspenwaste.com













Waste Connections is committed to improve the environment for the future of the communities we live in and serve. We believe that our services play an integral part of improving the environment and we are always mindful of having the most cost-effective waste management solutions for our customers, both residential and commercial.

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(515) 265-7374 | Cust3071@wcnx.org | www.wcdsm.com

LAW FIRMS

(continued on page 62)

(Ranked by number of local lawyers)

Rank	Name Address Phone; Fax	# of Local Lawyers Local FT Staff	Location of Offices (Cities)	Year Est.	Top 3 Local Executives	Areas of Practice	Web site E-mail
1	**Nyemaster, Goode, West, Hansell & O'Brien P.C.** 700 Walnut St., Ste. 1600 DM, IA 50309 515-283-3100; FAX: 515-283-3108	88 76	Des Moines, Ames, Cedar Rapids	1918	Edgar F. Hansell Richard J. Sapp Rick Neumann	General practice including corporate, insurance, banking, probate, R/E, tax, workers' comp., labor and intellectual property	www.nyemaster.com nyemaster@nyemaster.com
2	**Davis Brown Law Firm** Davis Brown Tower - 215 10th St., Ste. 1300 DM, IA 50309 515-288-2500; FAX: 515-243-0654	77 140	Des Moines, West Des Moines	1929	Sharon K. Malheiro Scott M. Brennan Matthew E. Laughlin	Corporate trans, litigation, real estate, immigration, employment, public-private finance, bio-tech, estate plans, patent -IP	www.DavisBrownLaw.com info@DavisBrownLaw.com
3	**BrownWinick** 666 Grand Ave., Ste. 2000 DM, IA 50309-2510 515-242-2400; FAX: 515-283-0231	53 36	Des Moines, Pella	1951	Christopher Sackett Gregory Morrow	Full-service firm: Litigation, corp., R/E, securities, ag law, health, IP, tax, probate, employment, environ., construction	www.brownwinick.com info@brownwinick.com
4	**Whitfield & Eddy PLC** 317 Sixth Ave., Ste. 1200 DM, IA 50309-4195 515-288-6041; FAX: 515-246-1474	50 57	Des Moines, Ankeny, Mt. Pleasant, West Des Moines	1928	Kevin Reynolds Mark Rice Anjela Shutts	General practice full-service law firm: Litigation, estate planning, bankruptcy, real estate, banking, insurance law	www.whitfieldlaw.com info@whitfieldlaw.com
5	**Ahlers & Cooney P.C.** 100 Court Ave., Ste. 600 DM, IA 50309 515-243-7611; FAX: 515-243-2149	45 31	Des Moines	1888	William J. Noth Peter Pashler John H Bunz	Public finance, municipal bonds, litigation, labor & employment, bus. law, corp., banking, taxation, workers' comp., probate	www.ahlerslaw.com csutton@ahlerslaw.com
6	**Bradshaw, Fowler, Proctor & Fairgrave P.C.** 801 Grand Ave., Ste. 3700 DM, IA 50309-8004 515-243-4191; FAX: 515-246-5808	42 80	Des Moines	1917	Mark L. Tripp Jason P. Madden Denny M. Dennis	Insurance defense, real estate (comm. & res.), probate, trust & estate, workers' comp., commercial litigation, bankruptcy	www.bradshawlaw.com
7	**Belin McCormick P.C.** 666 Walnut St., Ste. 2000 DM, IA 50309 515-243-7100; FAX: 515-558-0715	38 42	Des Moines	1974	N/A	General practice: Litigation, tax, labor, probate/estate, banking, bankruptcy, corporate, real estate, environmental, energy	www.BelinMcCormick.com information@BelinMcCormick.com
8	**Dickinson, Mackaman, Tyler & Hagen P.C.** 699 Walnut St., Ste. 1600 DM, IA 50309 515-244-2600; FAX: 515-246-4550	28 19	Des Moines; Quad Cities (Davenport); Washington, D.C.	1936	Richard A. Malm Howard O. Hagen Bridget R. Penick	General civil practice including employment, corporate, banking, litigation, real estate, banking, intellectual property	www.dickinsonlaw.com info@dickinsonlaw.com
9	**Brick, Gentry, Bowers, Swartz & Levis P.C.** 6701 Westown Pkwy., Ste. 100 WDM, IA 50266 515-274-1450; FAX: 515-274-1488	26 46	West Des Moines	1983	Paul A. Drey Thomas J. Levis Clifford S. Swartz	General, civil and trial practice, administrative	www.brickgentrylaw.com
10	**Hopkins & Huebner P.C.** 2700 Grand Ave., Ste. 111 DM, IA 50312 515-244-0111; FAX: 515-244-8935	25 25	Des Moines, Adel, Davenport	1974	Jeff H. Jeffries R. Ronald Pogge William L. Dawe	Full service firm, including workers' compensation, liability or insurance defense, employment law, mediation	www.hopkinsandhuebner.com jtunning@hopkinsandhuebner.com
11	**Grefe & Sidney PLC** 500 E. Court Ave, Ste. 200 DM, IA 50309 515-245-4300; FAX: 515-245-4452	24 18	Des Moines, Pella	1971	Robert Thomson Mark Thomas	Litigation in all courts, ins. defense, workers' comp, employment, white collar criminal, corp./family law, R/E, tax, probate	www.grefesidney.com grandfirm@grefesidney.com
12	**Faegre & Benson LLP** 801 Grand Ave., Ste. 3100 DM, IA 50309 515-248-9000; FAX: 515-248-9010	22 16	IA, MN, CO, London, Shanghai	1886	Mike Giudicessi Kim Walker Terri Combs	General civil practice including trial & appellate, corporate, securities, mergers & acquisitions, anti-trust, employment	www.faegre.com
13	**Patterson Law Firm LLP** 505 Fifth Ave., Ste. 729 DM, IA 50309 515-283-2147; FAX: 515-283-1002	18 18	Des Moines	1965	Management committee	General civil practice, litigation & appeals, casualty and workers' comp., corporate, probate and estate planning, family law	www.pattersonfirm.com
14	**Finley, Alt, Smith, Scharnberg, Craig, Hilmes & Gaffney** 699 Walnut St., Ste. 1900 DM, IA 50309 515-288-0145; FAX: 515-288-2724	16 12	Des Moines	1924	Jack Hilmes	General practice	www.finleylaw.com info@finleylaw.com
14	**McKee Voorhees & Sease PLC** 801 Grand Ave., Ste. 3200 DM, IA 50309 515-288-3667; FAX: 515-288-1338	16 27	Des Moines	1924	Jeffrey D. Harty Heidi S. Nebel Kirk M. Hartung	Intellectual property, patents, trademarks, copyrights, licensing & litigation	www.ipmvs.com patatty@ipmvs.com
15	**Dorsey & Whitney LLP** 801 Grand Ave., Ste. 3900 DM, IA 50309 515-283-1000; FAX: 515-283-1060	14 11	USA, Canada, Europe, Asia	1912	David Claypool Robert Josten Edwin McIntosh	Municipal & public authority finance, health & hospital law, securities, finance, litigation	www.dorsey.com
16	**LaMarca & Landry P.C.** 1820 NW 118th St., Ste. 200 DM, IA 50325 515-225-2600; FAX: 515-225-8581	13 35	Des Moines	1974	George A. LaMarca Gregory W. Landry	Personal injury/wrongful death, professional malpractice, business & shareholder/securities litigation, class actions	www.lamarcalandry.com or YourIowaLawyers.com george@lamarcalandry.com
16	**Parrish, Kruidenier, Dunn, Boles, Gribble, Parrish, Gentry & Fisher** 2910 Grand Ave. DM, IA 50312 515-284-5737; FAX: 515-284-1704	13 37	Des Moines	1975	Alfredo Parrish Elizabeth Kruidenier	Trial practice, criminal defense, personal injury, employment law, family law, appeals and litigation	www.parrishlaw.com



Front row (beginning far left) Benjamin P. Long; Lisa R. Perdue; Jessica L. Cleereman; Anita L. Dhar; Allison J. Doherty; Rachel L. Totel; Ashleigh E. O'Connell; Alison E. Stewart; Clark I. Mitchell; Mark W. Thomas. Back row (L-R) Michael A. Carmoney; Donna R. Miller; Robert C. Thomson; Patrick J. McNulty; Stephen D. Hardy; Andrew D. Hall; Arthur Krimsky; James W. Bryan; Adam D. Zenor. Not Pictured: Thomas W. Carpenter; Craig S. Shannon; Guy R. Cook; Laura N. Martino; Julia L. Roose.

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LAW FIRMS

(continued from page 60)

(Ranked by number of local lawyers)

Rank	Name Address Phone; Fax	# of Local Lawyers Local FT Staff	Location of Offices (Cities)	Year Est.	Top 3 Local Executives	Areas of Practice	Web site E-mail
16	**Sullivan & Ward P.C.** 6601 Westown Pkwy., Ste. 200 WDM, IA 50266 515-244-3500; FAX: 515-244-3599	13 12	West Des Moines	1940	John T. Ward Michael P. Joynt Louis R. Hockenberg	Administrative, utility, cooperative, corporate finance & taxation, litigation, environmental, real estate, estate planning	www.sullivan-ward.com jward@sullivan-ward.com
17	**Duncan, Green, Brown & Langeness P.C.** 400 Locust St., Ste. 380 DM, IA 50309 515-288-6440; FAX: 515-288-6448	12 9	Des Moines	1993	Brent (Chris) Green Gregory R. Brown James B. Langeness	General practice	www.DuncanGreenLaw.com
17	**Peddicord, Wharton, Spencer, Hook, Barron, & Wagmen** 405 Sixth Ave., #700 DM, IA 50309 515-243-2100; FAX: 515-243-2132	12 32	Des Moines	1965	Roland Dale Peddicord Jack Wharton	Trial litigation, medical malpractice, product liability, workers' comp., insurance defense	www.peddicordwharton.com
18	**Dreher, Simpson & Jensen P.C.** 604 Locust St., Ste. 222 DM, IA 50309 515-288-5000; FAX: 515-288-7718	10 18	Des Moines	1910	Lyle L. Simpson Gary Fischer	Business/corporate, litigation, estate planning, real estate, tax, administrative law	www.dreherlaw.com kwamberg@dreherlaw.com
18	**Hanson, Bjork & Russell LLP** 604 Locust St., Ste 317 DM, IA 50309-3722 515-244-0177; FAX: 515-244-8258	10 6	Johnston, Des Moines	1921	Thomas Hanson Alan Bjork Barry Russell	General & trial practice, probate, real estate, employment, workers' compensation, criminal	www.hbr-law.com ldennis@hbr-law.com
18	**Parker, Simons & McNeill PLC** 5400 University Ave. WDM, IA 50266 515-225-5410; FAX: 515-225-4686	10 8	West Des Moines	1943	Edward G. Parker Robert A. Simons David A. McNeill	General civil practice, emphasis on insurance	N/A
18	**Wasker, Dorr, Wimmer & Marcouiller P.C.** 4201 Westown Pkwy., Ste. 250 WDM, IA 50266 515-283-1801; FAX: 515-283-1802	10 15	West Des Moines	1992	Fred L. Dorr	General civil practice, real estate, government relations	www.wdwm.net lawfirm@wdwm.net
19	**Beving, Swanson & Forrest P.C.** 321 E. Walnut St., Ste. 200 DM, IA 50309-2048 515-288-6572; FAX: 515-288-9409	8 3	Des Moines, Johnston	1963	Mark C. Feldmann	General law, bankruptcy, litigation, corporate, probate, association	www.bevinglaw.com BBeck@Bevinglaw.com
20	**Connolly, O'Malley, Lillis, Hansen & Olson LLP** 317 Sixth Ave., Ste. 300 DM, IA 50309 515-243-8157; FAX: 515-243-3919	7 9	Des Moines	1917	William Lillis Michael O'Malley Eugene E. Olson	Real estate, probate, zoning, corporate, employment	www.connollylawfirm.com colho@connollylawfirm.com
21	**Coppola, McConville, Coppola, Hockenberg & Scalise P.C.** 2100 Westown Pkwy., Ste. 210 WDM, IA 50265 515-453-1055; FAX: 515-453-1059	6 2	West Des Moines	1993	Charles A. Coppola Harlan B. Hockenberg Richard O. McConville	Criminal, personal injury, medical malpractice, real estate, corporate, probate, litigation	www.csmclaw.com hdhockenberg@csmclaw.com
21	**Elverson, Vasey & Peterson LLP** 100 Court Ave., Ste. 405 DM, IA 50309 515-243-1914; FAX: 515-243-2235	6 2	Des Moines	1989	Todd Elverson Jon Vasey Greg Peterson	Corporate and business, insurance defense, family law, social security, bankruptcy, personal injury, wills, probate	www.evpllp.com todd.elverson@elversonlaw.com
21	**McEnroe, Gotsdiner, Brewer, Steinbach & Henrichsen** 1701 48th St., Ste. 100 WDM, IA 50266 515-267-9000; FAX: 515-267-8100	6 7	West Des Moines	1998	Murray B. Gotsdiner	General practice, corp., real estate, bankruptcy, personal injury, criminal, probate, domestic relations, products liability	www.mcenroelaw.com
22	**Carney & Appleby PLC** 303 Locust St., Ste 400 DM, IA 50309 515-282-6803; FAX: 515-282-4700	5 3	Des Moines	2004	Jim Carney George Appleby	Criminal, personal injury, family, lobbying, medical malpractice, real estate issues, wills & more	www.carneylawfirmiowa.com carney@carneylawfirmiowa.com
22	**Schneider, Stiles, Serangeli & Mountsier P.C.** 604 Locust St., Ste. 1000 DM, IA 50309 515-245-6789; FAX: 515-244-1328	5 12	Des Moines	1978	William R. Stiles William B. Serangeli Amy D. Plummer	Commercial litigation, business, taxation, insurance, corporate, probate, real estate	www.sssmlaw.com stelford@sssmlaw.com
23	**Galligan & Reid P.C.** 300 Walnut St., Ste. 5 DM, IA 50309 515-282-3333; FAX: 515-282-0318	4 5	Des Moines	1980	Brian P. Galligan Timm W. Reid Joseph M. Galligan	Medical malpractice, personal injury, product liabilty	www.galliganlaw.com bgalligan@galliganlaw.com
24	**Brown & Scott PLC** 1001 Office Park Rd., Ste. 108 WDM, IA 50265 515-225-0101; FAX: 515-225-3737	2 3	West Des Moines	2008	F. Montgomery Brown Paul D. Scott	Criminal defense	www.brownscott.com bsl@brownscott.com
24	**Goodman & Associates** 1501 42nd St., Ste. 300 WDM, IA 50266 515-267-8600; FAX: 515-224-2075	2 3	West Des Moines	2001	Jeffrey L. Goodman Marcy A. O'Brien	Civil trial practice, construction law, products liability, design defect litigation, insurance defense litigation	N/A jeff@gdmnlaw.com
24	**Herrick, Langdon & Langdon** 666 Walnut St., Ste 1550 DM, IA 50309-3972 515-282-8150; FAX: 515-282-8226	2 1	Des Moines	1935	Richard G. Langdon William R. Clark, Jr.	Estates, trusts, trial work, general practice	N/A herricklangdonlaw@dwx.com

TELEVISION STATIONS

(Listed alphabetically)

Name Address Phone; Fax	Local FT Employees	Year Est.	Station Manager News Director Office/Purchasing Manager Sales Manager	Top 3 Local Executives	Network Affiliation Corporate Headquarters	Locally Produced Programming	Web site E-mail
ABC 5 3903 Westown Pkwy. WDM, IA 50266 515-457-9645; FAX: 515-457-1034	52	1950	Raymond Cole Scott Frederick Teresa Fuquey Erin Nanke	Raymond Cole	ABC Citadel Communications Bronxville, NY	ABC 5 News, Friday Night Blitz, Variety Club	www.myabc5.com enanke@myabc5.com
Iowa Public Television KDIN-TV 11 PO Box 6450 Johnston, IA 50131 515-242-3100; FAX: 515-242-4113	99	1959	Daniel Miller Wayne Bruns Kris Houston Shellee Bailey	Daniel Miller	PBS Johnston, IA	Iowa Press, Market to Market, special coverage of Iowa events	www.iptv.org programming@iptv.org
KCCI - TV 8 888 Ninth St. DM, IA 50309 515-247-8888; FAX: 515-471-8910	105	1955	Paul Fredericksen Dave Busiek Patti Snyder Amanda Hull	Paul Fredericksen	CBS Hearst Television Inc. New York City, NY	5 a.m., noon, 5, 6 & 10 p.m. weekday news; Saturday 8 a.m., 6 & 10 p.m.; Sunday 6 a.m., 5 & 10 p.m.	www.kcci.com lvroegh@hearst.com
KCWI-TV 23/KDMI-TV 23 2701 SE Convenience Blvd., Ste. 1-3 Ankeny, IA 50021 515-289-4312; FAX: 515-965-6900	20	2000	Ted Stephens N/A Dean Fisher Dave Presler	Tony Hoffman	CW/THIS IA	Your Home in Iowa, commercials, public service announcements, community events	www.kcwi23.com dpresler@kcwi23.com
KDSM FOX-17 4023 Fleur Dr. DM, IA 50321 515-287-1717; FAX: 515-287-0064	31	1983	Mike Wilson Rod Peterson Carissa Bochman Carolyn Lawrence	Renee Stowe Brady Kinman	FOX Baltimore, MD	State Fair parade, 5th Quarter on FOX, MDA Telethon, Next Generation Realty Show	www.kdsm.com comments@kdsm17.com
KFPX - TV 39 4570 114th St. Urbandale, IA 50322 515-331-3939; FAX: 515-331-1312	4	1998	Marsha Theis N/A Marsha Theis Rich Campos	N/A	Ion Media Networks West Palm Beach, FL	N/A	www.ionmedianetworks.com marshatheis@ionmedia.com
WHO-HD Channel 13 1801 Grand Ave. DM, IA 50309 515-242-3500; FAX: 515-242-3743	105	1954	Dale Woods Rod Peterson Rebecca Jess Mark McGeary	Dale Woods Rebecca Jess Tim Gardner	NBC Ft. Wright, KY	34 hours/week	www.whotv.com first.last@whotv.com

LaMarca & Landry, P.C.



Standing, L to R: Andrew H. Doane, Drennan L. Fischer, Philip J. De Koster, Gary G. Mattson, Justin J. Dalton, Roman Vald, Christopher J. Langpaul, James J. Biscoglia, Annemarie M. Kelly, Ryan C. Nixon, Chad F. Knapp
Seated: George A. LaMarca, Gregory W. Landry

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RADIO STATIONS

(Listed alphabetically)

Name Address Phone; Fax	Local FT Employees Local Support Staff	Year Est.	Target Audience Frequency Format Owner	Station Manager Program Director Office/Purchasing Manager Sales Manager	Web site E-mail
KASI (AM) 514 Main St. Ames, Iowa 50010 515-232-1430; FAX: 515-232-1439	9 3	1948	Adults 25-54 1430 News/Talk Clear Channel Communications	Carol Kisling Mel Crippen Buffy Young Carol Kisling	www.1430kasi.com
KAZR (FM) 1416 Locust Ave. DM, Iowa 50309 515-280-1350; FAX: 515-280-3011	55 25	1997	Men 18-49 103.3 Active Rock Saga Communications Inc.	Jeff Delvaux Ryan Patrick Geneva Walker Pam Washington	www.lazer1033.com
KBGG (AM) 4143 109th St. Urbandale, Iowa 50322 515-331-9200; FAX: 515-331-9292	0 4	1998	Men 18+ 1700 All sports Citadel Broadcasting Co.	Terry Peters Chris Bradshaw Sharon Beninato Terry Peters	www.1700thechamp.com
KCCQ (FM) 415 Main St. Ames, Iowa 50010 515-232-1430; FAX: 515-232-1439	11 3	1968	Adults 18-35 105.1 FM Alternative Clear Channel Communications	Carol Kisling Greg Chance Pam Lee Carol Kisling	www.kccq.com carolkisling@clearchannel.com
KDRB (FM) 2141 Grand Ave. DM, Iowa 50312 515-245-8900; FAX: 515-245-8902	85 14	2005	Adults 25-54 100.3 Variety Clear Channel Communications	Joel McCrea John McKeighan Pam Lee Bill Wells	www.thebusfm.com
KGGO (FM) 4143 109th St. Urbandale, Iowa 50322 515-331-9200; FAX: 515-331-9292	5 5	1978	Adults 25-54 94.9 Classic Rock Citadel Broadcasting Co.	Terry Peters Steve Brill Sharon Beninato Michael Hope	www.kggo.com
KHKI (FM) 4143 109th St. Urbandale, Iowa 50322 515-331-9200; FAX: 515-331-9292	4 2	1994	Adults 18-49 97.3 New Country Citadel Broadcasting Co.	Terry Peters Andy Elliott Sharon Beninato Michael Hope	www.973thehawk.com
KIOA (FM) 1416 Locust St. DM, Iowa 50309 515-280-1350; FAX: 515-280-3011	55 25	1988	Adults 35-64 93.3 Oldies Saga Communications Inc.	Jeff Delvaux Tim Fox Geneva Walker Pam Washington	www.kioa.com
KJJY (FM) 4143 109th St. Urbandale, Iowa 50322 515-331-9200; FAX: 515-331-9292	4 2	1980	Adults 25-54 92.5 Country Citadel Broadcasting Co.	Terry Peters RW Smith Sharon Beninato Terry Peters	www.kjjy.com
KKDM (FM) 2141 Grand Ave. DM, Iowa 50312 515-245-8900; FAX: 515-245-8902	85 14	1999	Adults 18-34 107.5 Contemporary Hits Clear Channel	Joel McCrea Greg Chance Pam Lee Matt Gillon	www.kkdm.com
KLTI (FM) 1416 Locust St. DM, Iowa 50309 515-280-1350; FAX: 515-280-3011	55 25	1988	Women 35-54 104.1 Soft Adult Cont. Saga Communications Inc.	Jeff Delvaux Scott Allen Geneva Walker Pam Washington	www.lite1041.com
KPSZ (AM) 1416 Locust St. DM, Iowa 50309 515-280-1350; FAX: 515-280-3011	55 25	1988	Adults 35-54 940 Christian Music Saga Communications Inc.	Jeff Delvaux Chris Chandler Geneva Walker Pam Washington	www.praise940.com
KPTL (FM) 2141 Grand Ave. DM, Iowa 50312 515-245-8900; FAX: 515-245-8906	85 14	2006	Adults 25-54 106.3 Adult Album Alternative Clear Channel Communications	Joel McCrea Greg Chance Pam Lee Matt Gillon	www.capital1063.com
KPUL (FM) 33365 335th St. Waukee, Iowa 50263 515-987-9995; FAX: 515-987-9808	0 4	1993	Adults 18-34 99.5 Adult Christian Rock Positive Impact Media	Dave Nadler Rachel Goranson Rachel Wallace Dave Nadler	www.pulse995.com info@pulse995.com
KRNT (AM) 1416 Locust St. DM, Iowa 50309 515-280-1350; FAX: 515-280-3011	55 25	1935	Adults 45+ 1350 Adult Saga Communications Inc.	Jeff Delvaux Chris Chandler Geneva Walker Pam Washington	www.1350krnt.com
KSTZ (FM) 1416 Locust St. DM, Iowa 50309 515-280-1350; FAX: 515-280-3011	55 25	1993	Women 25-34 102.5 Hot Adult Cont. Saga Communications Inc.	Jeff Delvaux Scott Allen Geneva Walker Pam Washington	www.star1025.com
KWKY (AM) PO Box 160 Norwalk, Iowa 50211 515-223-1150; FAX: 515-981-0840	3 3	1948	Adults 25-54 1150 AM CatholicTalk St. Gabriel Communications	John Putbrese Josh Rinderknecht Matthew Phelps John Putbrese	www.kwky.com
KWQW (FM) 4143 109th St. Urbandale, Iowa 50322 515-331-9200; FAX: 515-331-9292	2 0	2001	Adults 25-54 98.3 Talk/Personality Citadel Broadcasting Co.	Terry Peters Chris Bradshaw Sharon Beninato Michael Hope	www.983wowfm.com
KXNO (AM) 2141 Grand Ave. DM, Iowa 50312 515-245-8900; FAX: 515-245-8902	85 14	2000	Men 25-54 1460 Sports Clear Channel Communications	Joel McCrea Van Harden Pam Lee Bill Wells	www.kxno.com
WHO (AM) 2141 Grand Ave. DM, Iowa 50312 515-245-8900; FAX: 515-245-8902	75 15	1924	Adults 25-54 1040 AM News/Talk Clear Channel Communications	Joel McCrea Van Harden Pam Lee Bill Wells	www.whoradio.com


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TOP ASSESSED PROPERTY VALUES IN POLK COUNTY*

(Ranked by adjusted assessed value of real estate in 2010)

Rank	Name	Adjusted Assessed Value
1	Nationwide Mutual Insurance Co.	$187,202,010
2	Principal Mutual Life Insurance Co.	$131,430,500
3	Polk County	$107,717,400
4	Principal Life Insurance Co.	$87,021,400
5	Valley West Mall	$67,710,000
6	Deere Credit Services Inc.	$57,303,000
7	Pioneer Hi-Bred Co.	$55,592,030
8	Mid-America Investment Co.	$53,124,320
9	Employers Mutual Casualty Co.	$48,104,570
10	Wells Fargo Financial Inc.	$47,208,170
11	IFBF Property Management Inc.	$45,599,700
12	Deerfield Retirement Community Inc.	$44,800,800
13	Target Corp.	$44,100,500
14	Ruan Center Corp.	$38,675,000
15	Hubbell Realty Co.	$37,968,250
16	William C. Knapp LC	$37,293,730
17	Wells Fargo Financial Inc.	$36,692,600
18	1776 Westlakes Parkway LC	$32,700,000
19	West Glen I LLC	$31,124,800
20	Marsh I LLC	$30,410,000
21	Water Tower Place Shopping Center LC	$28,776,100
22	Menard Inc.	$27,559,400
23	LB Properties X LLC	$27,520,000
24	Graham Group Inc.	$27,033,200
25	Lexington TNI Des Moines LP	$26,857,000
26	Mercy Medical Plaza Ltd.	$26,773,860
27	Homemaker Plaza Inc.	$26,620,000
28	Aurora Business Park I LLC	$25,430,000
29	Principal Life Insurance Co.	$25,396,580
30	Tomorrow 30 DM L.P	$25,339,000
31	Wendum Walnut Ridge LLC	$25,260,000
32	Menard Inc.	$23,871,000
33	ACH Food Cos. Inc.	$23,528,000
34	Deere & Co.	$23,428,000
35	Hy-Vee Food Stores Inc.	$23,160,200
36	Wal-Mart Stores Inc.	$22,804,000
37	Meredith Corp.	$22,445,700
38	Adventurelands/Amer Inc.	$21,968,300
39	Merle Hay Mall	$21,884,000
40	400 Locust LLC	$21,574,350
41	Merle Hay Mall Ltd.	$21,366,000
42	Mediacom Communications Corp.	$21,139,200
43	Foods Inc.	$20,970,400
44	Westridge Urban LLC	$20,069,000
45	Altoona Economic Development Corp.	$20,065,800
46	West Glen Town Center LLC	$20,056,400
47	Three Fountains I LLC	$20,003,100
48	Mansions at Hemingway LLC	$19,810,000

Source: Polk County Assessor's Office

APPRAISERS

(Ranked by number of certified appraisers)

Rank	Name Address Phone; Fax	Certified Appraisers Designations of Staff	Year Est.	Top 3 Local Executives	2009 Appraisal %: % Commercial % Residential % Other	$500,000+ $3-$500,000 $1-$300,000	Web site E-mail
1	**Rally Appraisal** 1454 30th St., Ste. 107, WDM, IA 50266 515-226-8733; FAX: 515-226-0148	15 SRA	1956	Harold Albertson	25% 75% N/A	N/A N/A N/A	www.rallyappraisal.com corporate@rallyappraisal.com
2	**Central Iowa Appraisers Inc.** 2400 86th St., Ste. 4, DM, IA 50322 515-270-0495; FAX: 515-270-0852	7 N/A	1992	Lynn J. Schultz	N/A N/A N/A	N/A N/A N/A	www.iowa-appraisers.com cia@iowa-appraisers.com
2	**Iowa Appraisal and Research Corp.** 719 Midland Building, 206 Sixth Ave., DM, IA 50309 515-283-0146; FAX: 515-283-0558	7 MAI	1958	Fred Lock Dane Anderson	N/A N/A N/A	N/A N/A N/A	www.iowaappraisal.com fredlock@iowaappraisal.com
3	**Commercial Appraisers of Iowa Inc.** 3737 Woodland Ave., Ste. 320, WDM, IA 50266 515-288-6800; FAX: 515-288-6810	6 MAI, SRPA	2001	Pat Schulte Russ Manternach	95% N/A 5%	70 20 10	www.caiowa.com patschulte@caiowa.com
3	**Frandson & Associates LC** 666 Walnut St., Ste. 1801, DM, IA 50309 515-247-0040; FAX: 515-247-0044	6 MAI, CCIM	1995	Ted Frandson	100% N/A N/A	N/A N/A N/A	www.frandsonandassociates.com frandsonandassociates@qwestoffice.net
4	**Corporate Continuity Group LLC** 1601 22nd St., Ste. 400, WDM, IA 50266 515-225-3796; FAX: 515-225-0149	5 ASA, CVA, ABV	2007	Duane Tolander	N/A N/A 100%	100 N/A N/A	www.ccgltd.com dtolander@ccgltd.com
4	**Nelsen Appraisal Associates Inc.** 4725 Merle Hay Rd., #205, DM, IA 50322 515-276-0021; FAX: 515-276-9303	5 MAI, CCIM	2007	Gene F. Nelsen Ranney Ramsey	100% N/A N/A	N/A N/A N/A	www.Nelsenappraisal.com Gene@nelsenappraisal.com
4	**Swaim Appraisal Services** 3932 Aspen Dr., WDM, IA 50265 515-221-1044; FAX: 515-221-1337	5 N/A	1978	Mike Swaim	N/A 100% N/A	N/A N/A N/A	www.swaimappraisal.com mikecswaim@swaimappraisal.com
5	**Professional Appraisers Group** 8364 Hickman Rd., Ste. A-1, DM, IA 50325 515-278-5400; FAX: 515-278-9464	4 SRA	1991	Dave Fellman Christina Judge	N/A 100% N/A	100 400 750	N/A davefellman@profappraisers.com
6	**CB Richard Ellis/Valuation and Advisory Services** 1055 Jordan Creek Pkwy., Ste. 210, WDM, IA 50266 515-273-3380; FAX: 515-273-3399	3 MAI, CCIM	2002	Chris Jenkins	100% 0% 0%	N/A N/A N/A	www.cbre.com/chris.jenkins chris.jenkins@cbre.com
7	**MCRE.US / McRoberts & Associates LLC Commercial Real Estate Valuation & Advisory Services** 5024 Willow Dr., Ste. 100, DM, IA 50327 515-264-8400; FAX: 515-264-8401	1 MAI & ASA	1985	Kevin J. McRoberts	100% N/A N/A	N/A N/A N/A	www.mcre.us; www.mcroberts.us info@mcre.us; kjm@mcre.us; kevin@mcroberts.us
7	**The Olson Group** 4610 153rd St., Urbandale, IA 50323 515-265-1650; FAX: 515-265-9967	1 MSA, CCRA, CREA	1991	Michael D. Olson	N/A N/A N/A	N/A N/A N/A	N/A olsongroup@mchsi.com

DEVELOPERS

(Ranked by total square feet of property owned in Central Iowa)

Rank	Name Address Phone; Fax	SF of Property Owned in Central IA	Year Est. Local FT Employees LEED-Accredited Professionals	Top Local Executive	Projects Completed in 2009 Projects Broken in 2010	Type of Space by %	Top 3 Central IA Projects	Web site E-mail
1	**R&R Realty Group/Development Services Corp.** 1225 Jordan Creek Pkwy., Ste. 200 WDM, IA 50266 515-223-4500; FAX: 515-223-7235	5,300,000	1985 100 1	Tom Rupprecht	2 0	60% office, 30% warehouse, 9% multi-family, 1% retail	Country Club Office Plaza, Three Fountains Office Park, Aurora Business Park	www.rrrealty.com rupprecht.tom@rrrealty.com
2	**Hubbell Realty Co.** 6900 Westown Pkwy. WDM, IA 50266 515-243-3228; FAX: 515-280-2000	3,552,000	1856 123 2	Rick Tollakson	4 3	60% commercial 40% multi unit housing	Melbourne Apartments, Grimes Business Park, Riverpoint Business Park	www.HubbellRealty.com kyle.gamble@cbre.com
3	**Denny Elwell Co. LC** 2401 SE Tone's Dr., Ste. 17, PO Box 187 Ankeny, IA 50021 515-964-1587; FAX: 515-964-8745	2,300,000	1986 17 N/A	Chris Murray	0 0	Retail/flex	Park Fair Mall, Delaware Center, Woodside Business Park	www.dennyelwellcompany.com ahinners@dennyelwellcompany.com
4	**Knapp Properties Inc.** 4949 Westown Pkwy., #200 WDM, IA 50266 515-223-4000; FAX: 515-222-5220	1,922,000	1992 58 1	William C. Knapp, II Gerry Neugent	3 2	73% office/ warehouse, 27% retail	Galleria at Jordan Creek, The Crossing at Alice's Road, Destination Ridge	www.knappproperties.com kim@knappproperties.com
5	**Signature Real Estate Services Inc.** 12035 University Ave., Ste. 101 Clive, IA 50325 515-221-9990; FAX: 515-309-4583	1,886,696	1970 9 N/A	Dave Hansen	N/A N/A	35% flex, 34% warehouse, 22% retail, 9% office	Interstate Business Park, Meredith West	www.SignatureRES.com
6	**LADCO Development Inc.** 590 Market St. WDM, IA 50266 515-278-8505; FAX: 515-278-8510	1,591,123	1998 18 1	Jon Garnaas David Bridgewater Kevin Snyder	10 5	44% medical, 19% office, 17% mixed-use, 14% hospitality, 6% industrial	Mercy Wellness Campus, Davis Brown Tower, Village of Ponderosa	www.ladcodevelopment.com info@ladcodevelopment.com
7	**Mid-America Group** 4700 Westown Pkwy., Ste. 303 WDM, IA 50266 515-224-8810; FAX: 515-224-3666	1,500,000	1961 49 N/A	Carolyn Helmlinger	1 1	59% office, 41% industrial	Regency West, Westridge Office Parks, Northpark Business Center	www.MidAmericaGroup.com JReeves@MidAmericaGroup.com
8	**Buyer's Realty Inc.** 3101 Ingersoll Ave. DM, IA 50312 515-277-4000; FAX: 515-277-5976	750,000	1979 6 N/A	Ron L. Daniels	N/A N/A	Retail	Galleria at Jordan Creek, West Ridge Shopping Center, Watertower Shopping Center	www.buyersrealtyinc.com wendy@buyersrealtyinc.com, info@buyersrealtyinc.com
9	**Anderson Properties** 3011 Justin Dr. Urbandale, IA 50322 515-270-6104; FAX: 515-278-9082	560,000	1984 9 N/A	Mike Anderson Bill Anderson	2 0	40% industrial, 44% retail, 16% office	Northwest Corporate Park, NW Urbandale Dr. Ashland Point, 100th Street retail	www.andersonproperties.com frontdesk@andersonproperties.com
10	**Hatch Development Group** 1312 Locust St. DM, IA 50309 515-243-4675; FAX: 515-244-2002	278,000	2002 4 N/A	Jack Hatch Ryan Galloway Dale Todd	1 2	80% housing/ residential, 20% commercial	East Village Square Woodland Ave Brickstone Chamberland Historic Renovation	www.hatchdevelopment.com jack@hatchdevelopment.com
11	**Ryan Cos. US Inc.** 1501 50th St., Ste. 100 WDM, IA 50266 515-309-8500; FAX: 515-309-8550	273,600	1938 50 7	Brad Schoenfelder	1 1	50% office, 50% retail	Delta Dental, Pioneer Hi-Bred Laboratory, John Deere Credit	www.ryancompanies.com
12	**Stanbrough Cos. Inc.** 501 Locust St. Ste. 215 DM, IA 50309 515-331-2200; FAX: 515-331-2201	142,519	1960 1 N/A	Dan Stanbrough	0 0	20% office, 30% retail, 50% housing developments	Deerwood Corporate Offices	www.stanbrough.com joy@stanbrough.com
13	**Kimberley Development Corp.** 2785 N. Ankeny Blvd., Ste. 22 Ankeny, IA 50023 515-963-8335; FAX: 515-963-0457	106,800	1978 10 N/A	William B. Kimberley Rick Ross Mary Suhr	0 0	75% office/retail, 25% warehouse	N/A	www.kimdev.com Info@Kimdev.com
14	**Terrus Real Estate Group** 616 10th St. DM, IA 50309 515-471-4400; FAX: 515-280-5200	100,000	2000 130 3	Randy Minear Chad Rasmussen Dan Dutcher	0 0	90% office, 10% retail	100 Court, Warrior Place	www.terrus.com
	Three-Sixty Group 1245 Jordan Creek Pkwy., Ste. 120 WDM, IA 50266 515-457-8178; FAX: 515-457-8194	N/A	2008 2 N/A	Tim Walpole Randy Bray	2 3	10% office, 40% retail, 50% other	Summercrest Hills	www.three-sixtygroup.com tim@three-sixtygroup.com, randy@three-sixtygroup.com



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ARCHITECTURAL FIRMS

(continued on page 70)

(Ranked by number of local licensed architects)

Rank	Name Address Phone; Fax	Local Licensed Architects Local Support Staff LEED-Accredited Professionals	Year Est.	Top 3 Local Executives Office/Purchasing Manager	Architectural Services Offered	Recent Projects	Web site E-mail
1	**RDG Planning & Design** 301 Grand Ave. DM, IA 50309 515-288-3141; FAX: 515-288-8631	35 99 30	1965	Al Oberlander Davis Sanders Phil Hodgin Judi Brown	Architecture, engineering, planning, interiors, lighting, landscape architecture, public art, graphic design	Wellmark headquarters, Iowa State Capitol restoration, ISU Jack Trice Stadium expansion, Iowa Clinic, Dowling Catholic High School addition	www.rdgusa.com N/A
2	**Brooks Borg Skiles Architecture Engineering LLP** 317 Sixth Ave., Ste. 400 DM, IA 50309 515-244-7167; FAX: 515-244-3813	10 24 7	1895	Rod Nelson Steve Stimmel John Gardner Shannon Sandvig	Architecture, engineering, planning, interiors	Iowa Corr Inst for Women, EMC interiors, UNI Sabin, VA Medical, U of I Chemistry, Jefferson Telephone expansion, Algona City Hall	www.bbsae.com rnelson@bbsae.com
3	**Substance Architecture Interiors Design** 1300 Walnut St., Ste. 201 DM, IA 50309 515-243-4407; FAX: 515-243-4692	9 5 9	2001	Paul Mankins Tim Hickman Todd Garner Tim Hickman	Architecture, interiors, planning	Drake University Scott Chapel renovation, Dos Rios Restaurant, Principal Riverwalk Pavilion, Jasper Winery	www.substancearchitecture.com info@substancearchitecture.com
3	**SVPA Architects Inc.** 1466 28th St., Ste. 200 WDM, IA 50266 515-327-5990; FAX: 515-327-5991	9 23 8	1953	Scott A. Hatfield Steven E. Gray B. Vitus Bering Dan Cross	Architecture, landscape architecture, interior design, graphic design, master planning, feasibility studies	Aviva USA, Des Moines Fire Station No. 1, Simpson College Blank Performing Arts addition, Fred Maytag II Scout Center, Ft. DSM Senior Housing	www.svpa-architects.com design@svpa-architects.com
4	**FEH Associates Inc.** 604 E. Grand Ave. DM, IA 50309 515-288-2000; FAX: 515-288-1999	8 8 5	1898	Denny Sharp Rick Snyder John Karrmann	Architecture, planning, interiors, structural engineering	Marshalltown Public Library, Grand View University Student Center, Spaulding Elementary School, Webster City High School, Millford Fire Station	www.fehassociates.com dennys@fehdm.com
4	**OPN Architects Inc.** 100 Court Ave., Ste. 100 DM, IA 50309 515-309-0722; FAX: 515-309-0725	8 13 12	1979	Terry Gebard Richard Seely Dan Thies Diane Curran	Architecture, interior design, landscape architecture, sustainability	Delta Dental Office HQ, 5th Judicial District Master Plan, Vets Memorial Auditorium renovation, DM Fire Dept. Logistics & Training Facility	www.opnarchitects.com opn@opnarchitects.com, marketing@opnarchitects.com
5	**Frevert-Ramsey-Kobes Architects Engineers PC** 4445 Corporate Dr., Ste. 126 WDM, IA 50266 515-223-5100; FAX: 515-223-7226	7 9 3	1923	David Briden Steven Zbylicki James Egger Annette Dotts	Complete architectural design services including structural engineering and interior design	SE Polk High School, Johnston Timber Ridge Elementary, Waukee South Middle School, Pella new elem/HS addition, Indian Hills Community College	www.frk-ae.com frk@frk-ae.com
6	**Baldwin White Architects PC** 3939 Grand Ave. DM, IA 50312 515-255-3939; FAX: 515-255-2208	6 1 2	1983	Tom Baldwin Kevin White Judi Burgess	Architecture, planning, interior design	Iowa Ortho, Windsor Heights Comm. Center, Wellmans WDM, Drake Univ., Iowa State Univ., Hill Plastic Surgery, Jackson Elem., IA Air National Guard	www.baldwinwhite.com kwhite@baldwinwhite.com
6	**Design Alliance Inc.** 14225 University Ave., Ste. 110 Waukee, IA 50263 515-225-3469; FAX: 515-225-9649	6 2 3	1947	Jerry Purdy David Harrison Bob Ridgway Jerry Purdy	Architectural services for public, private and institutional projects	State of Iowa Wallace Building renovation; Waukee Public Works Building; New Hope Church, Adel; IA Dept. of the Blind	www.designallianceinc.com N/A
6	**DLR Group** 6200 Aurora Ave., Ste. 210W DM, IA 50322 515-276-8097; FAX: 515-252-0514	6 11 8	1966	Eric Beron Paul Arend Jim Huse Vince Ward Eric Beron	Architecture, engineering, planning, interiors	Iowa Judicial Branch; Ames, Ankeny, Boone, Indianola, Nevada & Urbandale schools; DMACC Health Sciences	www.dlrgroup.com vward@dlrgroup.com
6	**Wells + Associates** 756 Ninth St. DM, IA 50309 515-327-0007; FAX: 515-327-0077	6 4 3	1926	Douglas A. Wells Jamie Malloy David Abler Jeanine Nielsen Lorraine Cummins	Regional-registered in 20 states, architecture-green design and construction, planning, interiors, awards	Roosevelt High School, Melbourne Family Apts, Southview Senior Housing, Bickford Assisted Living, Norwalk Methodist Church, custom residential	www.wells-plus.com dwells@wells-plus.com
7	**Architects Smith Metzger** 2111 Grand Ave., Ste. 200 DM, IA 50312 515-244-2111; FAX: 515-244-0615	5 5 9	1983	Daryl Metzger Rob Smith Amy Darling	Architecture, interiors, planning, feasibility studies, digital modeling	ISU Reiman Gardens Conservatory; MidAmerican Energy State Fair Exhibit, Josephs Jewelry WDM, YMCA Men's Transitional Housing, First Bank WDM	www.smithmetzger.com architects@smithmetzger.com
7	**BSB Design** 6601 Westown Pkwy., Ste. 240 WDM, IA 50266 515-273-3020; FAX: 515-221-3272	5 1 0	1966	Steve Moore Larry Moore Gary Snider Jim Grundmeier	Architectural design, community land planning, landscape design, color consultation, market research	Village of Ponderosa, Brownstones on Grand, Iowa Digestive Disease Center, local custom residences, 3801 Grand Luxury Townhomes, Druid Hill	www.bsbdesign.com info@bsbdesign.com
7	**Durrant** 510 E. Locust St., Ste. 200 DM, IA 50309 515-309-0945; FAX: 515-309-0944	5 10 4	1933	Michael S. Lewis Connie Balius-Haakinson	Architecture, engineering, planning, interiors, project delivery	Iowa State Penitentiary; North Central Correctional Facility, Dietary Renovation; Iowa Association of Community College Trustees Building	www.durrant.com mlewis@durrant.com
7	**HLKB Architecture** 218 6th Ave., Ste. 202 DM, IA 50309 515-288-9536; FAX: 515-288-5186	5 2 7	1961	Kirk V. Blunck	Architecture, interiors, planning, commercial, institutional, residential	Des Moines Art Center, First United Methodist Church-Burlington, All Saints Cultural Center-Stuart	www.hlkb.com arch@hlkb.com
7	**INVISION Architecture** 303 Watson Powell Jr Way, Ste. 200 DM, IA 50309 515-633-2941; FAX: 515-633-2942	5 21 6	1945	Mark Nevenhoven Jill Goedken Annette Miller	Architecture, planning, interior design, graphic design	UNI Student Housing, NICC Student Center, Greenfield Opera House, Urbandale Fire Station, UI Dental Science Bldg Ph 2, Koch Plastic Surgery	www.invisionarch.com N/A
7	**Shive-Hattery Inc.** 1601 48th St., Ste. 200 WDM, IA 50266 515-223-8104; FAX: 515-223-0622	5 70 17	1970	Mike Kammerer Russ Schroeder Craig Erickson Anne Cameron	Architecture and master planning	Methodist West Hospital, WDM Indian Hills Junior High renovation, Broadlawns Medical Center renovation/addition, Greater Regional Medical Center	www.shive-hattery.com shivedm@shive-hattery.com
8	**Environmental Design Group Ltd.** 6601 Westown Pkwy., Ste. 250 WDM, IA 50266 515-224-4022; FAX: 515-224-9254	4 4 0	1971	Richard L. Ayers Dennis A. Hansen Alan W. Bowman Donna Sorensen	Architecture, landscape architecture, and planning	Ponderosa Building C/Bike World, Brady Dental, West Banks, Rowe Electronics, Charles Gabus Ford Body Shop, Willis Mini Cooper, Raymond James	www.environmentaldesign.com info@edgltd.com
9	**ASK Studio** 3716 Ingersoll Ave., Ste. A DM, IA 50312 515-277-6707; FAX: 515-277-7768	3 1 8	2006	Michael J. Kastner Brent A. Schipper Linda Webster	Architecture, interiors, planning	Butler House addition, Merchants Distribution, Ames Transit Authority, Gold Star Museum	www.askstudio.com studio@askstudio.com
9	**GE Wattier Architecture Inc.** 305 E. Court Ave. DM, IA 50309 515-243-0074; FAX: 515-243-0075	3 3 3	2002	Gregory E Wattier David A Voss Sandi Wattier	Architecture, master planning, interiors, signage, graphic design	Boone Recycling Ctr, Hyatt Liberty, Metro Waste, Luther Care, Brooklyn Public Safety Bldg, Eagle Grove Carnegie Library, Aqualand Build. remodel	www.gewattier.com info@gewattier.com
9	**Keffer/Overton Architects** 317 Sixth Ave., Studio 201 DM, IA 50309 515-288-4821; FAX: 515-288-0859	3 3 4	1876	Chuck Overton Chip Overton Karyn Croat	Architects, planners and constructors	Dallas Co. Courthouse renovation, various State of Iowa projects, Merle Hay Mall, Polk County Oliver Plaza renovation, Iowa State Fair Authority	www.k-o.com design@k-o.com
9	**Shiffler Associates Architects PLC** 4717 Grand Ave. DM, IA 50312 515-244-4343; FAX: 515-244-0345	3 4 2	1988	D. Bryan Shiffler Russell Bitterman Shannon Pagliai	Commercial architecture, interiors, medical, retail and residential	Hubbell Realty headquarters, Deer Wood Office Park, U of I Hospital Emergency Trauma Center, Krause Gentle headquarters, Liberty Bank	www.shiffler.com shiffler@shiffler.com



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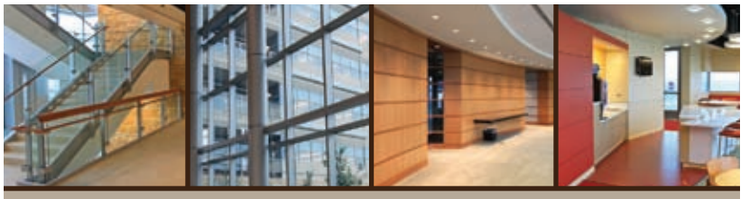


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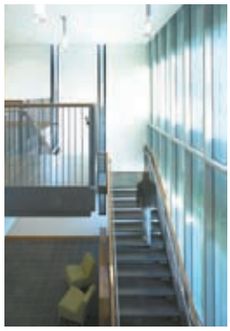


ARCHITECTURAL FIRMS

(continued from page 68)

(Ranked by number of local licensed architects)

Rank	Name Address Phone; Fax	Local Licensed Architects Local Support Staff LEED-Accredited Professionals	Year Est.	Top 3 Local Executives Office/Purchasing Manager	Architectural Services Offered	Recent Projects	Web site E-mail
9	**Walker Architects PC** 3706 Ingersoll Ave. DM, IA 50312 515-279-8818; FAX: 515-279-8822	3 2 2	1973	H. Ronald Walker Judy O'Leary	Architecture, planning, interior design, historic preservation, sustainable design	DM Golf and Country Club, FFA Enrichment Center, Montessori Children's House School, LFL Church Daycare, Infomax Office Systems, Stockbridge Apt	www.walkerarchitects.com rwalker@walkerarchitects.com
10	**Neumann Monson Architects** 505 Fifth Ave., Ste. 850 DM, IA 50309 515-681-1029; FAX: 515-339-7800	2 0 1	1977	William Anderson Kevin Monson Tim Schroeder Sandie Trimpe	Architecture, interior design, structural engineering, sustainable design, planning, graphic design	Ames Intermodal Facility (LEED), Carver-Hawkeye Arena addition/renovation (LEED), Plaza Towers, Joseph's	www.neumannmonson.com marketing@neumannmonson.com
10	**Simonson & Associates Architects LLC** 1717 Ingersoll Ave., Ste. 117 DM, IA 50309 515-440-5626; FAX: 515-440-0964	2 2 3	1989	Mike Simonson Marty Barkley Tammy Reid	Land planning, architecture, space planning, landscape architecture, interior design	Strategic America, 1717 Ingersoll, West Glen, Iowa Health Clinics, American Equity, Galleria, Mercy Clinics, Aviva Investors, Animal Rescue of IA	www.simonsonassoc.com simonson@simonsonassoc.com
10	**StruXture Architects** 1415 28th St., Ste. 325 WDM, IA 50266 515-283-5101; FAX: 515-283-5102	2 3 1	1934	John Darveau John Darveau	Architecture, planning and interior design	Ankeny CSD Elementary School #9, Perry CSD Performing Arts Center, Aplington-Parkersburg High School, PFG-Best Corporate Headquarters	www.struxture.com john@struxture.com
11	**BCDM Inc.** 100 Court Ave., Ste. 204 DM, IA 50309 515-283-2085; FAX: 515-283-2088	1 2 N/A	1976	Trevor Huffaker Jim Dennell Kevin Strehle	Master planning, programming, design, construction administration	East High School, DM; Carver Elem/Boys & Girls Club, DM; Carroll County State Bank; Immaculate Conception Catholic Church, Colfax	www.bcdm.net mbenck@bcdm.net
11	**Genesis Architectural Design** 939 Office Park Rd., Ste. 101 WDM, IA 50265 515-440-1681; FAX: 515-440-1687	1 4 0	2004	Edward L. Matt Edward Matt	Architecture, planning, design consultation, interior design	Ramada Inn Resort & Waterpark, 8th St Office Building, Hockenberg showroom, Market Street warehouse renovation, GRC Campus building improvements	www.gendsn.com ed@gendsn.com
11	**Kyker Johnson Architecture** 4910 Urbandale Ave. DM, IA 50310 515-279-8144; FAX: 515-279-8161	1 0 0	1986	Ed Kyker Ed Kyker	Health care, entertainment, code issues, retail, medical, industrial, educational	Dino's Storage, Holy Cross Lutheran Church addition, Circle of Life Hospice (Chariton), Anderson Properties (Urbandale), Avondale Animal Hospital	N/A kyker@dwx.com
11	**Ver Ploeg Architecture** 4812 Pleasant St. DM, IA 50312 515-274-1010; FAX: 515-274-1530	1 1 1	2003	Russ Ver Ploeg Russ Ver Ploeg	Architecture, master planning, interiors, Leadership in Energy and Environmental Design certification	Cambridge Invest. Research, Trinity Church master plan & addition, Financial Plus Credit Unions, Milo Methodist church, Fox Creek mixed-use dev.	verploegarch.com rvp@verploegarch.com
11	**William J. Ludwig and Associates Ltd.** 1444 NW 124th Ct. DM, IA 50325 515-273-1111; FAX: 515-273-1112	1 3 0	2003	William J. Ludwig Curtis W. Stemsrud	Architecture, town planning, urban design, land development, rezoning, landscape architecture	Summercrest Hills, Village of Ponderosa, Vintage Hills Retirement Community, Youth Homes Master Plan & Jacobson Dormitory, Cumming Action Plan	N/A ludwig@cigroup.com
	URS Corp. 1200 Valley West Dr., Ste. 206-04 WDM, IA 50265 515-284-5500; FAX: 515-284-5300	0 2 0	1956	Jeff A. Williamson Steven Cox Brian Wight	Building, facilities and specialty design services	Design for DMICSD	www.urscorp.com brian_wight@urscorp.com


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LANDSCAPE ARCHITECTS

(Ranked by number of local licensed architects)

Rank	Name Address Phone; Fax	Local Licensed Landscape Architects Local Support Staff LEED-Accredited Professionals	Year Est.	Office/Purchasing Manager	Top 3 Local Executives	Recent Projects	Web site E-mail
1	**RDG Planning & Design** 301 Grand Ave. DM, IA 50309 515-288-3141; FAX: 515-288-8631	10 99 30	1965	Judi Brown	Al Oberlander Davis Sanders Phil Hodgin	Village of Ponderosa, Principal Riverwalk, DSM SE Connector Corridor, DSM Western Gateway - Pappajohn Sculpture Park	www.rdgusa.com
2	**Confluence** 1300 Walnut St., Ste. 200 DM, IA 50309 515-288-4875; FAX: 515-288-8359	7 8 6	1998	Lori Miller	Brian Clark Chris Della Vedova	Aviva USA HQ, DART Transit Facility, Ames Campustown Urban Design Master Plan, U of I Memorial Union Terrace, Aasheim Plaza	www.thinkconfluence.com lmiller@thinkconfluence.com
3	**Landscape Architectural Consultants Inc.** 2400 86th St., Unit 12 DM, IA 50322 515-276-9898; FAX: 515-276-7084	6 20 3	1996	Marty Dostalik	Edward Arp Thomas Wittman Marty Dostalik	Bridgewood North PUD, Broadmoor Apartments at Jordan Creek, Summit at Glen Oaks, Team Technologies Data Center	www.ceclac.com mail@ceclac.com
4	**Ted Lare Design Build Inc.** 2701 Cumming Ave. Cumming, IA 50061 515-981-1073; FAX: 515-981-1074	4 60 N/A	1982	Melissa Lare	Ted Lare Jean Lare Bobby Rushing	Please call our office for a list of referrals	www.tedlaredesignbuild.com lareland@aol.com
5	**Civil Design Advantage LLC** 3405 SE Crossroads Dr., Ste. G Grimes, IA 50111 515-369-4400; FAX: 515-369-4410	3 24 1	2003	N/A	Gary Reed R. Dean Roghair Michael Brooner	Memorial Amphitheatre for City of Indianola, Kennybrook Village CCRC in Grimes, Pavillion Park in West Des Moines	www.civildesignadvantage.com
5	**Shive-Hattery Inc.** 1601 48th St., Ste. 200 WDM, IA 50266 515-223-8104; FAX: 515-223-0622	3 70 17	1970	Anne Cameron	Mike Kammerer Russ Schroeder Craig Erickson	WDM medians, Methodist West, IA DOT Scenic Byways signage program, Fort Dodge Aquatics Facility, I-74 bridge aesthetics	www.shive-hattery.com shivedm@shive-hattery.com
6	**Dunbar/Jones PLC** 3520 Beaver Ave., Ste. D1 DM, IA 50310 515-280-8026	2 0 0	1982	Greg Jones	Gregory Jones	Ingersoll Avenue Streetscape, Shattering Silence Sculpture, Lincoln Highway Interpretive Center, Iowa Wesleyan South Entrance	www.dunbarjones.com gjones@dunbarjones.com
6	**Genus Landscape Architects** 325 E. Fifth St. DM, IA 50309 515-284-1010; FAX: 515-284-5050	2 3 1	2005	N/A	Brett Douglas	Beaver Avenue Streetscape, Copeland Recreation Facility, Fort DM Historic Preservation Plan, Waukee Parks and Trails Plan	www.genus-la.com bdouglas@genus-la.com
7	**BCDM Inc.** 100 Court Ave., Ste. 204 DM, IA 50309 515-283-2085; FAX: 515-283-2088	1 2 N/A	1976	Kevin Strehle	Trevor Huffaker Jim Dennell	Hiawatha Town Center Master Plan, Carver Elementary School	www.bcdm.net mbenck@bcdm.net
7	**OPN Architects Inc.** 100 Court Ave., Ste. 100 DM, IA 50309 515-309-0722; FAX: 515-309-0725	1 13 12	1979	Diane Curran	Terry Gebard Richard Seely Dan Thies	Delta Dental office headquarters, North High School renovation, Grays Lake Office Park Master Plan, Keokuk Rand Park Pavilion	www.opnarchitects.com opn@opnarchitects.com, marketing@opnarchitects.com
7	**SVPA Architects Inc.** 1466 28th St., Ste. 200 WDM, IA 50266 515-327-5990; FAX: 515-327-5991	1 23 8	1953	Dan Cross	Scott Hatfield Steven Gray B. Vitus Bering	Scout Plaza Camp Mitigwa, West Marshall Middle School, Carlisle Track Replacement, Simpson Blank Performing Arts addition	www.svpa-architects.com design@svpa-architects.com
7	**Wright Outdoor Solutions Inc.** 8000 Raccoon River Dr. WDM, IA 50266 515-987-0800; FAX: 515-987-0801	1 80 1	1928	Holly Skoog	Bryan McGinness	Camp Dodge pool renovation, Iowa Ortho Center, King Pavilion (ISU), Johnston Schools Transportation Facility, Iowa State Fair	www.wrightoutdoorsolutions.com bmcginness@wrightoutdoorsolutions.com



ENGINEERING FIRMS

(continued on page 74)

(Ranked by number of local licensed engineers)

Rank	Name Address Phone; Fax	Local Licensed Engineers Total Local Staff LEED-Accredited Professionals	Year Est.	Top 3 Local Executives Office/Purchasing Manager	Engineering Practice & Specialties Offered	Top 3 Projects in Central IA	Web site E-mail
1	**Snyder & Associates Inc.** 2727 SW Snyder Blvd. Ankeny, IA 50023 515-964-2020; FAX: 515-964-7938	60 165 3	1977	David N. Moeller Mark F. Wandro Sherri Moore	Municipal, transportation, water resources, structural, land dev. survey, landscape architecture	Indianola Ave. widening, Ankeny to Woodward Tressel Trail, Huxley Waste Water Treatment Plant	www.snyder-associates.com
2	**Howard R. Green Co.** 5525 Merle Hay Rd., Ste. 200 Johnston, IA 50131 515-278-2913; FAX: 515-278-1846	21 49 3	1988	Dan Lovett Mark Duben Dave Moermond Deb Kuhns	Civil, water/wastewater, survey, landscape arch., electrical, mechanical, planning, traffic, GIS	SW Connector - WDM, Burlington Wastewater, Westside Pump Station - DM	www.hrgreen.com
3	**Veenstra & Kimm Inc.** 3000 Westown Pkwy. WDM, IA 50266 515-225-8000; FAX: 515-225-7848	20 60 0	1961	H. R. Veenstra, Jr. Jodi L. Bellizzi	Civil engineering, water, wastewater, stormwater, transportation, structural, surveying, landscape	Muscatine wastewater treatment plant, Waukee University Blvd., WRA interceptor sewer	www.veenstrakimm.com vk@v-k.net
4	**Foth Infrastructure & Environment LLC** 8191 Birchwood Ct., Ste. L Johnston, IA 50131 515-251-2583; FAX: 515-254-1642	19 46 N/A	2003	Patrick Kueter Nicholas Kuhn Doug Ernst Barb Vance	Specializing in transportation, roadways, bridges, aviation and environmental engineering	Cascade Avenue - West Des Moines Sanitary Sewer Improvements - Boone IA DOT On-Call Bridge Design	www.foth.com bvance@foth.com
4	**FOX Engineering Associates Inc.** 1601 Golden Aspen Dr., Ste. 103 Ames, IA 50010 515-233-0000; FAX: 515-233-0103	19 47 N/A	1993	Keith Hobson Jean Sheets John Gade N/A	Water, wastewater, municipal, stormwater, site development	Ames water plant; Grimes wastewater/water plants, Hwy 44; Ankeny ASR wells & trunk sewer/ water mains	www.foxeng.com tll@foxeng.com
5	**Shive-Hattery Inc.** 1601 48th St., Ste. 200 WDM, IA 50266 515-223-8104; FAX: 515-223-0622	18 70 17	1970	Mike Kammerer Russ Schroeder Craig Erickson Anne Cameron	Civil, mechanical, electrical, structural, building envelope	Grand Ave. reconstruction, DSM Schools mechanical upgrades, IA DAS engineering projects	www.shive-hattery.com shivedm@shive-hattery.com
6	**KJWW Engineering Consultants P.C.** 2882 106th St. DM, IA 50322 515-334-9906; FAX: 515-334-9908	15 43 9	1961	Scott Bowman Andrew Thielen Rhonda Bisom	MEP, structural/technology engineering; medical equipment planning, lighting, LEED, acoustics	Aviva office building, University of Iowa New College of Public Health, Park Inn Hotel	www.kjww.com
7	**Barker Lemar Engineering Consultants** 1801 Industrial Cir. WDM, IA 50265 515-256-8814; FAX: 515-256-0152	13 72 1	1995	Mike Barker Tracy Lemar Tim Buelow Ted Rumph	Environmental, solid waste, petroleum services, planning & training, IT, geothermal	State approved UST Operator Training provider, Compliance Management for Hy-Vee and SCADA at MWA	www.barkerlemar.com kmacbeth@barkerlemar.com
8	**Brooks Borg Skiles Architecture Engineering LLP** 317 Sixth Ave., Ste. 400 DM, IA 50309 515-244-7167; FAX: 515-244-3813	10 34 7	1895	Rod Nelson Steve Stimmel John Gardner Shannon Sandvig	Mechanical and electrical engineering	IA Corr. Inst. for Women, VA Medical, IA State Capitol renovations, Meredith Data Center	www.bbsae.com rnelson@bbsae.com
9	**Bartlett & West** 6919 Vista Dr. WDM, IA 50266 515-440-2856; FAX: 515-440-2858	8 17 1	1951	Perry Gjersvik Brian Hoellein Perry Gjersvik	Civil engineering, water, wastewater, streets, land development, surveying, structural eng., GIS	WDM S. 60th St reconstruction, St. Charles sewer system, Drake University 28th & Carpenter St	www.bartwest.com
10	**Bishop Engineering Co. Inc.** 3501 104th St. Urbandale, IA 50322 515-276-0467; FAX: 515-276-0217	7 16 N/A	1959	Charles Bishop Joel Romey David Bentz Julie Bishop	Civil engineering & land surveying	Shuler Elemenary, Norwalk Athletic Complex, Grundy County Memorial Hospital & Clinic	www.bishopengr.com jabishop@bishopengr.com
10	**Stanley Consultants Inc.** 100 Court Ave., #300 DM, IA 50309 515-246-8585; FAX: 515-246-8617	7 15 1	1989	Mike Flattery Dan Fullerton Denise Ledvina	Civil, transportation, water resources, environmental, municipal, structural	Principal Riverwalk, Ames street improvements, Bondurant recreational trails	www.stanleygroup.com flatterymike@stanleygroup.com
10	**Terracon Consultants Inc.** 600 SW 7th St., Ste M DM, IA 50309 515-244-3184; FAX: 515-244-5249	7 45 N/A	1965	Jeff Magner Michael Sampson Dennis Sensenbrenner N/A	Geotechnical, environmental, construction material testing, wetland, asbestos services	Microsoft Data Center, Mitchellville Prison, Ankeny Schools	www.terracon.com jlmagner@terracon.com
11	**Bluestone Engineering LLC** 9119 Northpark Dr. Johnston, IA 50131 515-727-0700; FAX: 515-727-0777	6 11 4	2004	Rich Larson Dennis Forinash Tom Foldes	Mechanical, electrical, technology, fire protection	Aviva Investors new office; Mahaska Hospital addition/renovation; Berkley Technology Services	www.bluestonepme.com bluestone@bluestonepme.com
11	**Civil Engineering Consultants Inc.** 2400 86th St., Unit 12 DM, IA 50322 515-276-4884; FAX: 515-276-7084	6 20 3	1969	Jerry P. Oliver Edward H. Arp Patrick J. Shepard Marty Dostalik	Civil engineering, land surveying, landscape architecture & land planning	Adventureland Water Park, Humboldt Middle School, Bridgewood North by Rottlund Homes	www.ceclac.com mail@ceclac.com
11	**Farris Engineering** 10636 Justin Dr. DM, IA 50322 515-331-0981; FAX: 515-331-0982	6 17 3	1967	Jim Popma N/A	Commercial & industrial MEP, tech. eng., fire protection eng., LEED design, qualified commissioning	Pella Christian High School, St. Boniface Catholic Church addition, Bondurant Public Library	www.farris-usa.com
11	**Kirkham Michael Consulting Engineers** 11021 Aurora Ave. Urbandale, IA 50322 515-270-0848; FAX: 515-270-1067	6 17 N/A	1946	Shawn Foutch Shawn Foutch	Municipal, civil, water/wastewater treatment & distrib. transportation, building/bridge structural	City of Des Moines SE Connector	www.kirkham.com
11	**McClure Engineering** 8101 Birchwood Ct., Ste. D Johnston, IA 50131 515-964-1229; FAX: 515-964-2370	6 17 1	1956	Jeffrey S. Schug Jeffrey S. Schug	Civil engineering	70th and Merle Hay Road, Johnston; Days Run, Urbandale; TCI, Polk City	www.mecresults.com jschug@mecresults.com
11	**Shuck-Britson Inc.** 2409 Grand Ave. DM, IA 50312 515-243-4477; FAX: 515-243-4479	6 15 N/A	1966	Timothy J. Monson Steven M. Kunz N/A	Structural and related civil engineering	Grand Ave. bridge over Walnut Creek, Vets Auditorium expansion, Pioneer office/laboratory	www.shuck-britson.com engineer@shuck-britson.com
12	**Allender Butzke Engineers Inc.** 3660 109th St. Urbandale, IA 50322 515-252-1885; FAX: 515-252-1888	5 26 N/A	1992	Milt Butzke Harry Allender Dave Logemann Hamid Feiz	Geotechnical, construction materials testing, IBC special inspection, environmental site assessments	Wellmark Headquarters, Mercy Medical Center West Lakes, numerous schools, Des Moines airport runway	www.abengineers.com mbutzke@abengineers.com
12	**Civil Design Advantage LLC** 3405 SE Crossroads Dr., Ste. G Grimes, IA 50111 515-369-4400; FAX: 515-369-4410	5 24 1	2003	Gary L. Reed R. Dean Roghair Michael Brooner N/A	Civil, land development, municipal, landscape architecture, surveying & planning	Blank Park Zoo improvements Douglas Parkway: Urbandale, Clive, Waukee Pioneer Hi-Bred improvements	www.civildesignadvantage.com
12	**Landmark Engineering Group Inc.** 2873 104th St. Urbandale, IA 50322 515-221-1322; FAX: 515-221-1005	5 5 1	1977	Darin Stevenson Darin Stevenson	Engineering for land development, civil & municipal engineering, survey, planning and transportation	Goodwill Cold Storage, Barrett Plating building addition, Pinewood Glen Plat 3	www.landgroup.biz daniel.decamp@landgroup.biz
12	**MODUS** 1717 Ingersoll Ave., Ste. 111 DM, IA 50309 515-251-7280; FAX: 515-251-7349	5 16 7	1963	Justin C. Doyle Harry C. Doyle Michael J Brocka N/A	Mechanical and electrical consulting engineers	900 West Capitol, UIHC Ambulatory Clinical Care Facility, Des Moines Franklin Library	www.modus-eng.com tpalmer@modus-eng.com
13	**Brown Engineering Co.** 5525 Meredith Dr., Ste. D DM, IA 50310 515-331-1325; FAX: 515-331-1375	4 10 1	1936	Terry L. Martin Robert H. Sieh Terry L. Martin	Structural, mechanical, electrical, environmental, investigations	Water utility projects across Iowa, Iowa DOT rest areas, industrial projects for Cargill	N/A BrownEngCo@aol.com
13	**DLR Group** 6200 Aurora Ave., Ste. 210W DM, IA 50322 515-276-8097; FAX: 515-252-0514	4 17 8	1966	Eric Beron Paul Arend Jim Huse Vince Ward Eric Beron	Mechanical, electrical, civil, structural, lighting design & technology design	DMACC Health Sciences; Ankeny Prairie Trail and Centennial High School	www.dlrgroup.com vward@dlrgroup.com



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ENGINEERING FIRMS

(continued from page 72)

(Ranked by number of local licensed engineers)

Rank	Name Address Phone; Fax	Local Licensed Engineers Total Local Staff LEED-Accredited Professionals	Year Est.	Top 3 Local Executives Office/Purchasing Manager	Engineering Practice & Specialties Offered	Top 3 Projects in Central IA	Web site E-mail
13	**Raker Rhodes Engineering LLC** 520 42nd St., Ste. 300 DM, IA 50312 515-277-0275	4 8 1	2006	Erik Raker John Rhodes Erik Raker	Structural engineering	Mitchellville Women's Corrections, Ankeny East Elementary, Grand View University student housing	www.rakerrhodes.com eraker@rakerrhodes.com
14	**Cooper Crawford & Associates LLC** 475 S. 50th St., Ste. 800 WDM, IA 50265 515-224-1344; FAX: 515-224-1345	3 10 N/A	2003	Bradley R. Cooper Keven J. Crawford Dianna Cooper	Residential & commercial subdivisions, commercial site plan design, land surveying	Aviva USA, S. Maple Grove (WDM), Village at Jordan Creek	N/A bcooper@cooper-crawford.com
14	**Engineering Resource Group Inc.** 2413 Grand Ave. DM, IA 50312 515-288-4823; FAX: 515-288-3660	3 11 N/A	1996	Douglas J. Saltsgaver Douglas J. Saltsgaver	Civil engineering and surveying for residential, commercial, retail, industrial & municipal clients	Franklin Ave. Library, Grand View University student housing, Chapel Ridge Apartments	www.ergcorp.com erg@ergcorp.com
14	**HDR Inc.** 300 E. Locust St., Ste. 210 DM, IA 50309 515-280-4940; FAX: 515-280-4955	3 9 N/A	1917	Brian Bakke Andrew McCoy N/A	Civil engineering, traffic & transportation, water & wastewater, water resources, resource mgmt.	I-35/I-80/I-235 East Mixmaster, Des Moines WRA combined sewer facility, MWA Metro East Landfill	www.hdrinc.com
15	**Dennis & Magnani Structural Consultants P.C.** 525 SW Fifth St., Ste. D DM, IA 50309 515-243-5522; FAX: 515-282-5829	2 4 N/A	1976	Randy J. Magnani Frank B. Dennis Elizabeth J. Smith	Structural engineering	Community Choice Credit Union, Boggs Residence, Tasty Tacos	N/A randy@structuralconsultantspc.com
15	**Geotechnical Services Inc.** 10607 Aurora Ave. DM, IA 50322 515-270-6542; FAX: 515-270-1911	2 12 0	1973	Michael T. Lustig N/A	Geotechnical engineering, soil borings, inspections, construction testing, geo-environmental service	Decatur County Hospital, Peoples Savings Bank, Grant Elementary School addition	www.gsinetwork.com mlustig@gsinetwork.com
15	**MSA Professional Services Inc.** 1555 SE Delaware Ave., Ste. F Ankeny, IA 50021 515-964-1920; FAX: 515-964-4003	2 12 1	1962	Jason Miller Kevin Stocker Justin Vogel Tammy Gjersvik	Municipal engineering, traffic engineering	Baxter WWTF & sewer design, Hubbard Water Treatment & wells design, Nashua WWTF/lift station design	www.msa-ps.com tgjersvik@msa-ps.com
16	**Criterium-White Engineers** 6165 NW 86th St. Johnston, IA 50131 515-727-1702; FAX: 515-276-1087	1 1 1	1999	Kendall W. White N/A	Provides industrial, commercial and residential clients with engineering design & consulting	PCA for 8 shopping centers, PCA & ESA for office/warehouse, flood-damaged property inspections	www.criterium-white.com kwhite@criterium-white.com
16	**Olsson Associates** 11035 Aurora Ave. Urbandale, IA 50322 515-331-6517 ; FAX: 515-331-6518	1 6 0	1956	Vu T Nguyen Rick Hanny Brett Stupp Rick Hanny	Civil engineering, sustainable design, geotechnical, construction testing, land development & survey	Audubon Iowa Airport Project, Urbandale Middle School, Kum & Go convenience stores	www.oaconsulting.com vnguyen@oaconsulting.com
16	**Thiele Geotech Inc.** 3405 SE Crossroads Dr. Ste. C Grimes, IA 50111 515-986-3013	1 3 0	1996	Marc Casteel N/A	Geotechnical engineering, environmental and construction materials testing	N/A	www.thielegeotech.com mcasteel@thielegeotech.com
16	**URS Corp.** 1200 Valley West Dr., Ste. 206-04 WDM, IA 50265 515-284-5500; FAX: 515-284-5300	1 1 0	1956	Jeff A. Williamson Steven Cox Brian K. Wight	Environmental, civil, transportation and planning	Des Moines Public Schools, United States Postal Service	www.urscorp.com brian_wight@urscorp.com

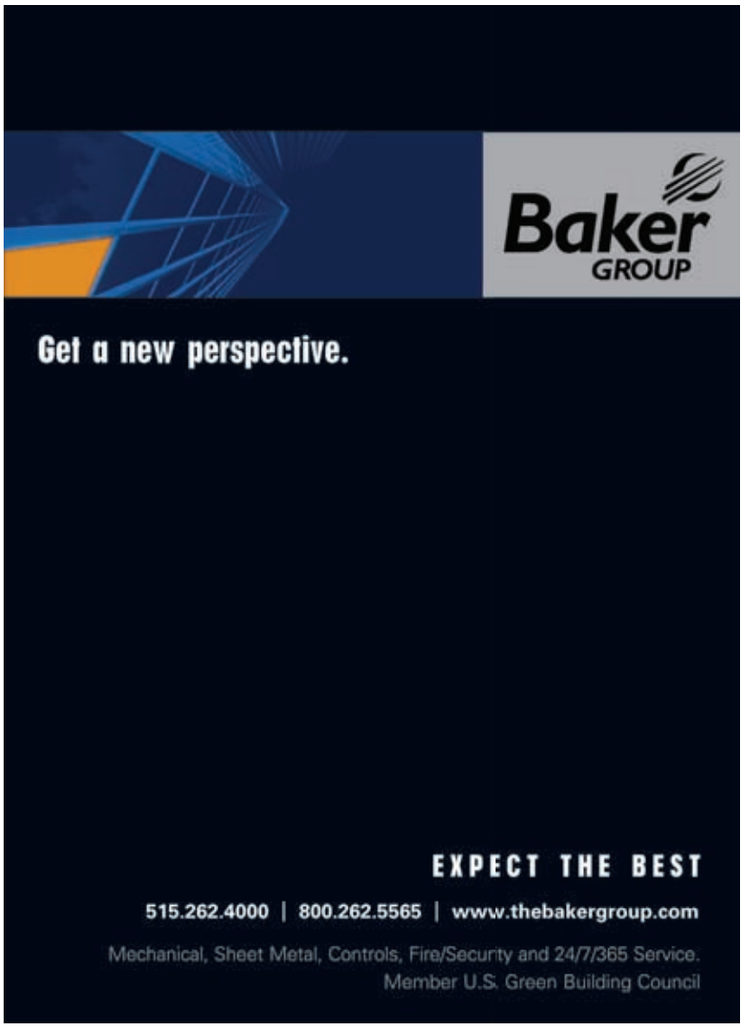


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MECHANICAL & ELECTRICAL CONTRACTORS

(Ranked by number of local full-time employees)

Rank	Name Address Phone; Fax	Local FT Employees LEED-Accredited Professionals Year Est.	Office/Purchasing Manager	Top 3 Local Executives	Mechanical Electrical	Products or Services Offered	Web site E-mail
1	**The Waldinger Corp.** 2601 Bell Ave. DM, IA 50321 515-284-1911; FAX: 515-323-5150	415 N/A 1906	N/A	Tom Koehn Guy Gast	Yes Yes	Full service mechanical, sheet metal and electrical contractor	www.waldinger.com mlarson@waldinger.com
2	**Baker Electric Inc.** 111 Jackson Ave. DM, IA 50315 515-288-6774; FAX: 515-288-2226	362 1 1946	Patty Skokan	Britt Baker Dave Hearn Patty Skokan	No Yes	Electrical and communication cabling (commercial, industrial, institutional, traffic & residential customers)	www.bakerelectric.com info@bakerelectric.com
3	**Baker Group** 4224 Hubbell Ave. DM, IA 50317-4508 515-262-4000; FAX: 515-266-1025	300 10 1963	Kathy Ladd	B.J. Baker, III Gary Bridgewater Daryld Karloff	Yes No	Design/build, plumbing, piping, sheet metal, controls, CCTV/card access, fire alarm, parking revenue, & service	www.thebakergroup.com info@thebakergroup.com
4	**Wolin Mechanical - Electrical Contractors** 1720 Fuller Rd. WDM, IA 50265 515-243-5191; FAX: 515-243-0908	175 4 1920	Joe Baker	David Stroh Tom Mass	Yes Yes	Design/build,mechanical,electrical, HVAC, piping, plumbing, lighting, data for commercial/industrial	www.wolin.com info@wolin.com
5	**ABC - Electrical Contractors LLC** 10520 Hickman Rd., Ste. ABC, PO Box 71099 DM, IA 50325 515-270-6400; FAX: 515-270-9559	115 N/A 1959	N/A	W. David Ward Mike Burns Howard Spencer	No Yes	Electrical, design/build, data/voice/video and 24-hour emergency service	www.abcelectric.com email@abcelectric.com
6	**Brockway Mechanical & Roofing** 2655 SE Enterprise Dr. Grimes, IA 50111 515-986-5411; FAX: 515-986-5499	95 N/A 1986	N/A	Mark Brockway Ryan Brockway	Yes No	Full service mechanical, sheet metal and roofing	www.brockwaymechanical.com info@brockwaymechanical.com
7	**A.J. Allen Mechanical Contractors Inc.*** 320 SE Sixth St. DM, IA 50309 515-697-3500; FAX: 515-697-3501	86 N/A 1932	N/A	Mark W. Allen Edward J. Allen Fred Miller	Yes No	Plumbing, heating, air conditioning, process piping construction work & service	www.ajallen.com marka@ajallen.com
8	**Proctor Mechanical Corp.** 1100 Hoak Dr. WDM, IA 50265 515-288-2251; FAX: 515-288-2722	75 3 1932	N/A	Ray Conway Mike Proctor	Yes Yes	Plumbing, piping, electrical, heating, cooling, sheet metal, temp. controls, fiber optics, voice, data	www.proctor-mech.com
9	**Commonwealth Electric Co. of the Midwest** 1530 Second Ave. DM, IA 50306 515-288-5783; FAX: 515-288-0841	70 N/A 1986	N/A	T. Michael Price	No Yes	Electrical contracting services and 24-hour electrical maintenance services	www.commonwealthelectric.com
10	**Innovative Mechanical Services** 613 SE Magazine Rd. Ankeny, IA 50021-3744 515-964-7215; FAX: 515-964-4298	61 N/A 1992	N/A	Rod Heston	Yes Yes	Electrical, mechanical service, design and installation	N/A
11	**Biermann Electric** 512 Elm St. DM, IA 50309-4728 515-255-3137; FAX: 515-255-7804	50 N/A 1922	Michael Biermann	Gary Cornelius James Friend	No Yes	Design/build electrical including data/comm., high volt. work, lighting, industrial & commercial	N/A garycornelius@biermannelectric.com
11	**Stroh Corp.** 5000 Park Ave. DM, IA 50321 515-244-8177; FAX: 515-288-9567	50 2 1935	Tom McCauley	Patrick Miller Kelly Reames Tom McCauley	Yes Yes	Full service mechanical, electrical & plumbing contractor including lighting, data cabling & HVAC, design/build	www.strohcorp.com miller@strohcorp.com
12	**Air-Con Mechanical Corp.** 3121 SE 14th St. DM, IA 50320 515-243-5500; FAX: 515-243-0126	33 1 1983	James M. Shaffer	James M. Shaffer Carolyn A. Shaffer James M. Shaffer, Jr.	Yes No	Commercial/industrial heating, air conditioning, plumbing, building automation controls, maintenance	www.airconmechanical.con
13	**Dorrian Heating & Cooling Inc.** 25750 U Ave. Waukee, IA 50263 515-987-4310; FAX: 515-987-1551	18 N/A 1976	N/A	Don Dorrian, Jr.	Yes No	Heating, cooling, geothermal, fireplaces	www.dorrianheating-cooling.com
14	**Best Heating, Cooling & Electric Inc.** 3900 E. 14th St., Ste. 5 DM, IA 50313 515-262-8055; FAX: 515-262-5153	14 N/A 2007	Jason Mickle	Jason Mickle	Yes Yes	Electric, heating, air conditioning	www.besthce.com
15	**Ball Electric Inc.** 505 New York Ave. DM, IA 50313 515-280-7406; FAX: 515-280-7426	12 1 1990	Steve Ball	Steve Ball	No Yes	Complete electrical installations for commercial and residential	N/A ballelectric@aol.com
16	**Bierbaum Electric Inc.** 2642 289th Pl. Adel, IA 50003 515-224-9845; FAX: 515-993-5088	7 N/A 1988	Sherry Dey	Dennis Bierbaum	No Yes	Electrical contracting, pole light parking lot and sign maintenance and general lighting maintenance	N/A
16	**Nuno Electric LLC** 221 1/2 Fifth St., Ste. A WDM, IA 50265 515-221-1028; FAX: 515-221-1717	7 N/A 1999	Frank Nuno	Frank Nuno Eric Nuno	No Yes	Electrical contractor	www.nunoelectric.com frank@nunoelectric.com

* 2010 Book of Lists information

CONSTRUCTION COMPANIES

(continued on page 78)

(Ranked by local construction volume in 2009)

Rank	Name Address Phone; Fax	Local Construction Volume in 2009	Year Est. Local FT Employees LEED-Accredited Professionals	Areas of Specialty	Top 3 Projects in Central IA	Top 3 Local Executives Office/Purchasing Manager	Web site E-mail
1	**The Weitz Co.** 5901 Thornton Ave. DM, IA 50321 515-246-4700; FAX: 515-246-4799	$151 million	1855 175 23	General contractor, construction manager, design-builder	Wellmark, Valley High School Phase II, Veterans Mem. Auditorium	Mike Tousley Russ Lewton Chris B. Harrison N/A	www.weitz.com iowa@weitz.com
2	**J E Dunn Construction** 5959 Village View Dr. WDM, IA 50266 515-698-4400; FAX: 515-288-3099	$105 million	1929 25 8	General construction, construction management, design/build	ISU Vet Med Phase II, Mercy West Lakes, Greater Regional Medical	Steve Smith N/A	www.jedunn.com steve.smith@jedunn.com
2	**Ryan Cos. US Inc.** 1501 50th St., Ste. 100 WDM, IA 50266 515-309-8500; FAX: 515-309-8550	$105 million	1938 50 7	Design/build, office, retail, industrial, hospitality, medical	Delta Dental, Pioneer, John Deere	Brad Schoenfelder N/A	www.ryancompanies.com
3	**Neumann Brothers Inc.** 1435 Ohio St., PO Box 1315 DM, IA 50305 515-243-0156; FAX: 515-243-0165	$100 million	1912 200 3	General construction, design-build, restoration, industrial	World Food Prize, N. Smith Fed. Bldg., Vets Memorial (C. Rapids)	Marshall G. Linn, III Michael G. Simpson N/A	www.neumannbros.com build@neumannbros.com
4	**Henning Construction Co. Inc.** 5800 Merle Hay Rd., PO Box 394 Johnston, IA 50131 515-253-0943; FAX: 515-253-0942	$99.6 million	1924 93 2	Ag/food processing, feed mills, hotels, intl. const. mgmt.	Sara Lee, NRP, Daybreak Foods	Jeff Charlson Alan Koch N/A	www.henningconstruction.com akoch@webild.com
5	**Ball Construction Services LLC** 590 Market St. WDM, IA 50266 515-276-8788; FAX: 515-221-1840	$90 million	2001 40 10	General construction, construction management	Mercy Waukee Clinic; Aviva Investors; DM Art Center Service Ctr.	Rick Ball Bob Sodders Ron Beason Bob Sodders	www.ball-construction.com
6	**Graham Construction Co.** 421 Grand Ave. DM, IA 50309 515-244-1279; FAX: 515-244-7421	$65 million	1981 75 11	Healthcare construction, design/build, construction management	Broadlawns Medical Center, Berkley Technology Services, Eurofins	Steve Hauschilt Mark Hasek Jane Rohr	www.grahamconstruction.com ktubbs@grahamconstruction.com
7	**Construction Services Inc./R&R Realty Group** 1225 Jordan Creek Pkwy., Ste. 210 WDM, IA 50266 515-223-4518; FAX: 515-333-5125	$47 million	2000 14 1	Construction management, integrated design	Waukee Public Works Facility, Perry Center for Performing Arts	Steve Bennett N/A	www.csiresults.com bennett.steve@csiresults.com
8	**Larson & Larson Construction LLC** 10703 Justin Dr. DM, IA 50322 515-727-5000; FAX: 515-727-5001	$45 million	1999 50 1	General contractor with negotiated and design/build projects	Dahls - Ingersoll, Roosevelt School, IA Vets Home - Marshalltown	Jeff Larson Brent Cooper Tammy Van Horsen-Post	www.larsonandlarson.com jlarson@larsonandlarson.com
9	**Septagon Construction Co.** 2950 SE Gateway Dr. Grimes, IA 50111 515-986-7313; FAX: 515-986-7309	$39 million	1948 33 2	Design/build general contractor & construction management	Winterset CSD, Knolls LC, Stuart City Hall	Brad Leonard Heather Krenz	www.septagon.com bleonard@septagon.com
10	**Hansen Co. Inc.** 5665 Greendale Rd., Ste. A Johnston, IA 50131 515-270-1117; FAX: 515-270-3829	$27.8 million	1979 35 1	General contracting, construction management, design/build	Valley West Mall, Merle Hay Mall, Chow's Gymnasium	Craig Hansen Craig Faber Mike Carroll Bob Curl	www.hansencompany.com mikec@hansencompany.com
11	**Rochon Corp. of Iowa Inc.** 3401 106th St. Urbandale, IA 50322 515-278-9446; FAX: 515-278-9767	$27.1 million	1998 12 0	General contracting, design/build, construction management	Waukee South Middle School, Franklin Ave Library	Matt Stence Terry Pearce Louise Rorebeck	www.rochoncorpofiowa.com mstence@rochoncorpofiowa.com
12	**Dean Snyder Construction Co.** 5151 SE Rio Ct. Ankeny, IA 50021 515-289-0720; FAX: 515-289-0725	$25 million	1958 30 1	General contractor, design/build, construction management	Fareway Warehouse, Nevada School, DSM Airport Baggage Claim	Don Snyder Dale Snyder David Snyder Nate Carney	www.deansnyderconst.com natec@deansnyderconst.com
12	**Pinnacle Construction Group** 12951 University Ave., Ste. D Clive, IA 50325 515-223-7710; FAX: 515-223-7731	$25 million	2005 12 0	Design/build, construction management, general contracting	Crossroads Elem, DART expansion, Rolling Green Village (Nevada)	Shane Madison Greg Carey Mark Riley Lisa Hutt	www.pinnacleconstructiongrp.com mriley@pinnacleconstructiongrp.com
13	**Koester Construction Co. Inc.** 3050 SE Enterprise Dr., Suite A Grimes, IA 50111 515-986-5500; FAX: 515-986-5503	$22 million	1985 30 4	Multi family, historic rehabilitation, senior housing, warehouse	Oakhill Jackson Apt., MLK Apt, Stuart Community Center	Paul Koester Jack Daugherty N/A	www.koestercon.com koester@koester.cc
14	**Venter Spooner Inc.** 6500 NW Beaver Dr. Johnston, IA 50131-1307 515-331-2800; FAX: 515-331-2801	$17 million	1994 20 0	General contracting & design/build	Walgreens locations, IRS/GSA Office, Alcan Industrial	Daniel Venter Kevin Spooner Daniel Venter	N/A dventer@venterspooner.com

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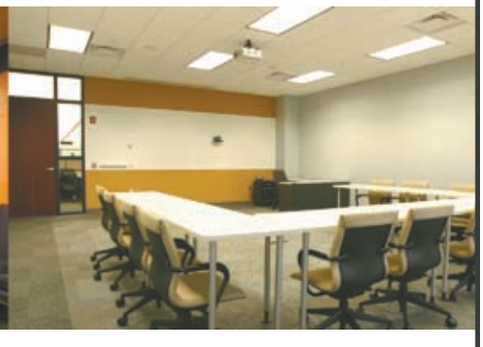
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CONSTRUCTION COMPANIES

(continued from page 76)

(Ranked by local construction volume in 2009)

Rank	Name Address Phone; Fax	Local Construction Volume in 2009	Year Est. Local FT Employees LEED-Accredited Professionals	Areas of Specialty	Top 3 Projects in Central IA	Top 3 Local Executives Office/Purchasing Manager	Web site E-mail
15	**Downing Construction Co.** 2500 West Second Ave. Indianola, IA 50125 515-961-5386; FAX: 515-961-0468	$15 million	1966 23 1	General: dental, senior housing, residential,pre-engineered bldgs	Vintage Hills, Iowa Home Care, Craig Dental	Denis L Frischmeyer Leigh A. Beltz	www.downingconstruct.com denisf@downingconstruct.com
15	**Hubbell Construction Services** 6900 Westown Pkwy. WDM, IA 50266 515-280-2038	$15 million	2006 13 1	Design/build, construction management, general contractor	Melbourne Apts, DSM Pastoral Counseling, Partners in Health Norwalk	Steve Niebuhr N/A	www.hubbellrealty.com steve.niebuhr@hubbellrealty.com
16	**Breiholz Construction Co.** 202 Des Moines St. DM, IA 50309 515-288-6077; FAX: 515-288-6335	$14.5 million	1946 25 0	Commercial, religious, industrial, historical restoration	DM Airport Terminal A&C, IANG Communications Bldg., Dunn's Funeral	Steve Ferguson John Stroud Patrick Deal	www.breiholz.com stevef@breiholz.com
17	**Edge Commercial LLC** 3155 SE Miehe Dr., Ste. 2 Grimes, IA 50111 515-986-2229; FAX: 515-986-2239	$12 million	2008 21 0	General contractor, construction management, design/build	Jackson Elementary, Waukee Theater Arts, Regional Medical Center	Ward Phifer Jason Ceretti DJ Opdahl N/A	www.edgeco-usa.com wphifer@edgeco-usa.com
18	**CPMI** 300 E. Locust St., Ste. 300 DM, IA 50309 515-244-1166; FAX: 515-244-5040	$4 million	1970 12 2	Construction mgmt., design/build, development, gen. contracting	Des Moines Federal Building, City of Marshalltown, Ames Hospital	Richard Janssen Susan Jones Bryan Bertrand N/A	www.cpmi.com
19	**Munro Construction Co.** 5530 NW Beaver Dr., Ste. 100 Johnston, IA 50131 515-277-9460; FAX: 515-277-9466	$3.8 million	1998 6 2	Commercial construction	Mitchell School, Capitol Hill Lutheran, Iowa Air National Guard	Pat Munro N/A	www.munroconstruction.com
20	**Erickson Building Contractors** 2555 106th St. Urbandale, IA 50322 515-252-1510; FAX: 515-252-1788	$3 million	1955 5 0	Commercial, residential, multi-family	The Gardens at Luther Park, Jordan Creek Condos	Brian Balmer Debbie Brant	www.ericksonbuilders.com dvis@ericksonbuilders.com

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CONSTRUCTION PROJECTS

(Ranked by estimated cost of projects)

Rank	Name Address	Cost	Project Size	Developer/Owner	Architectural Firm	General Contractor	Scheduled Completion
1	**Wellmark Corporate Office and Parking Ramp** DM	$194 million	603,000 SF	Wellmark Blue Cross Blue Shield of Iowa	RDG Planning and Design, HOK	Weitz Co.	12/1/2010
2	**West Des Moines Valley High School Phase 2** WDM	$53 million	353,000 SF	West Des Moines Community School District	RDG Planning and Design	Weitz Co.	7/1/2013
3	**Ankeny High School** 1155 SW Cherry St. Ankeny	$42 million	272,000 SF	N/A Ankeny Community School District	DLR Group	Construction Services Inc.	5/15/11
4	**Veterans Auditorium Renovation** DM	$36.5 million	223,000 SF	Polk County	OPN Architects	Weitz Co.	1/1/2012
5	**Pioneer Hi-Bred Office and Laboratory** Johnston	$32.5 million	200,000 SF	Ryan Cos.	OPN Architects	Ryan Cos.	1/1/2012
6	**ISU College of Veterinary Medicine - Small Animal Hospital** Ames	$30 million	133,388 SF	State of Iowa Board of Regents	InVision Architecture	JE Dunn Construction	6/1/2012
7	**Neil Smith Federal Building (interior renovation)** 210 Walnut St. DM	$26 million	259,000 SF	GSA	Substance Architecture	Neumann Brothers Inc.	3/1/2012
8	**World Food Prize** 100 Locust St. DM	$24 million	46,000 SF	World Food Prize	RDG Planning and Design	Neumann Brothers Inc.	8/1/2011
9	**Prairie Meadows Hilton Garden Hotel** Altoona	$22 million	130,000 SF	Prairie Meadows	Cities Edge Architects	Weitz Co.	1/1/2012
10	**Broadlawns Medical Center Phase I & II** DM	$20 million	95,000 SF	Broadlawns Medical Center	Shive Hattery	Graham Construction	10/1/2011
11	**DCG Middle School Addition** Grimes	$13 million	95,000 SF	Dallas Center Grimes Community School District	DLR Architects	Weitz Co.	7/1/2012
12	**Melbourne Apartments** 5515 SE 14th St. DM	$11 million	90,500 SF	Hubbell Realty Co./ Melbourne Apartments I LLP	Wells and Associates	Hubbell Construction Services	11/1/2010
13	**Grand View University Student Housing** DM	$10.5 million	94,600 SF	Grand View University	Shiffler Associates Architects PLC	Venter Spooner Inc.	8/1/2011
14	**Vintage Hills Retirement Center** 604 E. Hillcrest Ave. Indianola	$9.5 million	60,000 SF	Indianola Senior Housing LLC	William J. Ludwig Associates	Downing Construction Inc.	7/3/2011
15	**Fred Maytag II Scout Center** DM	$8.8 million	30,000 SF	Boy Scouts of America Mid-Iowa Council	SVPA Architects	Graham Construction	11/1/2011
16	**Franklin Ave. Library** DM	$5.5 million	30,000 SF	City of Des Moines	Benjamin Design Collaborative	Rochon Corp.	4/1/2011
17	**Blank Performing Arts Center - Simpson College** Indianola	$5 million	18,000 SF	Simpson College	SVPA Architects	Graham Construction	7/1/2011
18	**Albia Grant Elementary School** Albia	$4.5 million	40,000 SF	Albia Community School District	Connect Architecture & Design	Septagon Construction	8/1/2011
19	**MLK Brickstone Apartments** DM	$3.5 million	20,232 SF	Hatch Developer Group/ MLK Brickstone LLLP	Walker Architects	Koester Construction	12/1/2010
20	**Winterset Junior & Senior High School** Winterset	$3.4 million	20,000 SF	Winterset Community School District	SVPA Architects	Septagon Construction	6/1/2011
21	**DMACC** Perry	$3 million	15,400 SF	Perry Economic Development Corp	OPN Architects	Ryan Cos.	8/1/2011
	Des Moines Art Center Museum Services Center 4700 Grand Ave. DM	N/A	9,800 SF	Edmundson Art Foundation	HLKB	Ball Construction Services LLC	6/1/2011
	Tifereth Israel Synagogue Revitalization 924 Polk Blvd. DM	N/A	21,164 SF	Tifereth Israel Synagogue	Substance Architecture	Ball Construction Services LLC	8/1/2011

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COMMERCIAL REAL ESTATE FIRMS

(continued on page 84)

(Ranked by number of active licensed agents)

Rank	Name Address Phone; Fax	Active Licensed Agents Local Support Staff	Year Est.	Office/Purchasing Manager	Top 3 Local Executives	Commercial Real Estate Services Offered	Web site E-mail
1	**CB Richard Ellis/Hubbell Commercial** 6900 Westown Pkwy. WDM, IA 50266 515-224-4900; FAX: 515-221-6652	38 5	1856	Gail Root	Kyle Gamble	Full service global commercial real estate company assisting owners, inverstors and occupiers	www.cbrehc.com kyle.gamble@cbre.com
2	**Terrus Real Estate Group** 616 10th St. DM, IA 50309 515-471-4400; FAX: 515-280-5200	31 130	2000	Amy Palmer	Randy Minear Chad Rasmussen Dan Dutcher	Brokerage, property mgmt, investment consulting & development, construction & energy mgmt, receivership	www.terrus.com
3	**Hertz Real Estate Services** 415 S. 11th St. PO Box 500 Nevada, IA 50201 515-382-1500; FAX: 515-382-3762	19 17	1946	Judy Farthing	Randy Hertz Marv Huntrods Jerry Lage	Land, farm and commercial property; brokerage; management and appraisal	www.hfmgt.com rhertz@nev.hfmgt.com
3	**Iowa Realty Commercial** 3501 Westown Pkwy. WDM, IA 50266 515-222-0000; FAX: 515-453-5430	19 1	1952	N/A	Kevin Crowley Jason Lozano Brad Hickok	Commercial brokerage services: office, industrial, retail, land, investments, development, REO services	www.iowarealtycommercial.com info@iowarealtycommercial.com
4	**R&R Realty Group/Realty Marketing Group** 1225 Jordan Creek Pkwy., Ste. 200 WDM, IA 50266 515-223-4500; FAX: 515-223-7235	17 3	1985	N/A	Mark Rupprecht Paul Rupprecht	Development, brokerage, property management, real estate investments, construction management	www.rrrealty.com rupprecht.paul@rrrealty.com
5	**NAI Ruhl & Ruhl Commercial Co.** 1701 48th St., Ste. 111 WDM, IA 50266 515-309-4002; FAX: 515-309-4040	13 8	1862	Julie Mankel	Kurt Mumm Gary Haverkamp	Global corporate services, brokerage, build to suit, property management, receivership, consulting	www.ruhldsm.com kmumm@ruhlcommercial.com, ghaverkamp@ruhlcommercial.com
6	**Smart Management** 545 Fifth St. WDM, IA 50265 515-224-0511; FAX: 515-224-0784	10 11	1988	N/A	Mark Smart	Property management, property consulting - residential, commercial homeowner associations	N/A smartmgt@gmail.com
7	**Buyer's Realty Inc.** 3101 Ingersoll Ave. DM, IA 50312 515-277-4000; FAX: 515-277-5976	8 7	1979	Wendy McKinney	Ron L. Daniels	Retail and office commercial real estate	www.buyersrealtyinc.com wendy@buyersrealtyinc.com, info@buyersrealtyinc.com
7	**Ferguson Commercial Real Estate Services** 1840 NW 118th St., Ste. 100 Clive, IA 50325 515-440-0400; FAX: 515-440-0500	8 2	1999	Valerie Cadwell	Darin Ferguson	Full service brokerage and leasing services, investments, 1031 exchanges, property management	www.fergusoncres.com darin@fergusoncres.com
8	**Stanbrough Realty Co. LLC** 10888 Hickman Rd., Ste. 3B Clive, IA 50325 515-334-3345; FAX: 515-334-3346	7 5	1960	Abigail Dellaca	Jeff D. Stanbroug Eric J. Grubb Abigail Dellaca	Brokerage, development, consulting, management	www.stanbroughrealty.com jeff@stanbrough.com
9	**Knapp Properties Inc.** 4949 Westown Pkwy., #200 WDM, IA 50266 515-223-4000; FAX: 515-222-5220	6 3	1992	Chris Costa	William C. Knapp, II Gerry Neugent	Real estate investment, development, management, brokerage	www.knappproperties.com kim@knappproperties.com
10	**The Cross Corp.** 2400 86th St., Ste. 10 Urbandale, IA 50322 515-331-8030; FAX: 515-331-8037	5 0	1981	N/A	Ron Cross	Commercial real estate brokerage	N/A rcross2a@cs.com
11	**Denny Elwell Co. LC** 2401 SE Tone's Dr., Ste. 17, PO Box 187 Ankeny, IA 50021 515-964-1587; FAX: 515-964-8745	4 17	1986	N/A	Chris Murray	Lease, sales, build to suit, property management	www.dennyelwellcompany.com ahinners@dennyelwellcompany.com
11	**People's Co.** 1300 50th St., Ste. 106 WDM, IA 50266 515-961-0247; FAX: 515-961-3376	4 3	1975	N/A	Steve Bruere	Investment properties, development ground, brokerage, new construction, lot sales, property mgmt.	www.peoplescompany.com
11	**The York Cos.** 28187 Prospect Ave. Adel, IA 50003 515-267-1040; FAX: 515-993-3918	4 1	1997	Deb York	Randy York Deb York Michael J. Meggison	Apartment sales, commercial real estate consulting, asset management, brokerage, investments	N/A yorkco1@aol.com
12	**Alliance Realty Co.** 7405 University Ave., Ste. 3 Clive, IA 50325 515-277-0000; FAX: 515-277-9311	3 3	1989	N/A	Tom Yule Jim Shipley	Full-service property management, commercial real estate, brokerage, property acquisition	N/A
12	**Hansen Real Estate Services** 5665 Greendale Rd., Ste. A Johnston, IA 50131 515-270-9166; FAX: 515-270-3829	3 2	2009	Troy W. Hansen	Troy W. Hansen Andy Vis	Full service real estate brokerage, property management, investment, construction & development	www.HansenRES.com TroyH@hansencompany.com
12	**Hurd Real Estate Services Inc.** 2000 Fuller Rd. WDM, IA 50265 515-225-1102; FAX: 515-225-1381	3 4	1981	N/A	Richard Hurd Richie Hurd	Development, brokerage, investments	www.hurdrealty.com richie.hurd@hurdrealty.com
12	**LADCO Asset Management** 590 Market St. WDM, IA 50266 515-278-8505; FAX: 515-278-8510	3 8	2007	N/A	Ed Graglia Riley Hogan	Development, brokerage, property mgmt., real estate investments, construction mgmt., build-to-suit	www.ladcoassetmanagement.com info@ladcodevelopment.com
12	**Mandelbaum Commercial Real Estate Services** 4500 Westown Pkwy., #115 WDM, IA 50266 515-222-6200; FAX: 515-222-6202	3 2	1999	Debbie Lawrence	John Mandelbaum	Sales, leasing, property management	N/A

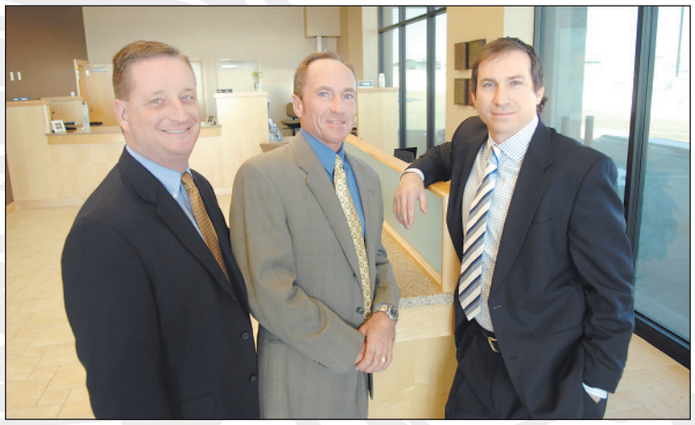


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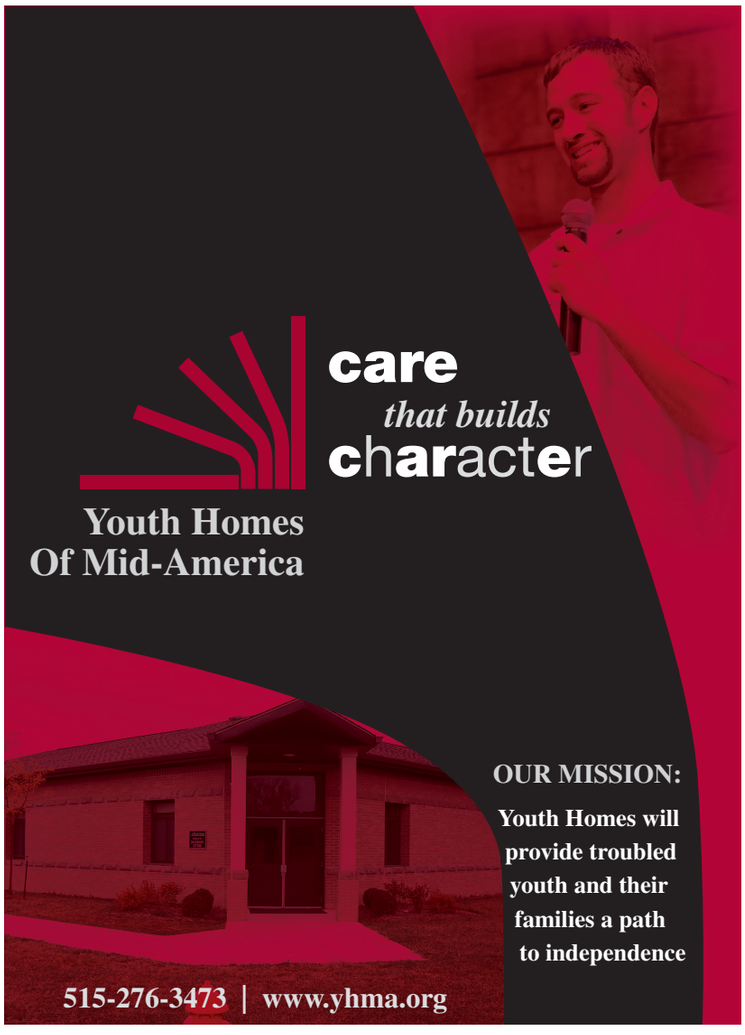
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COMMERCIAL REAL ESTATE FIRMS

(continued from page 82)

(Ranked by number of active licensed agents)

Rank	Name Address Phone; Fax	Active Licensed Agents Local Support Staff	Year Est.	Office/Purchasing Manager	Top 3 Local Executives	Commercial Real Estate Services Offered	Web site E-mail
12	**Marcus & Millichap Real Estate Investment Services** 1011 Office Park Rd., Ste. 1 WDM, IA 50265 515-645-3222; FAX: 515-645-3210	3 0	1971	N/A	Tom DeWaay Ginger Miller Steve Lombardi	Investment real estate services	www.marcusmillichap.com tdewaay@marcusmillichap.com
12	**Valley Realty** 4800 Mills Civic Pkwy., Ste. 205 WDM, IA 50265 515-314-0266; FAX: 515-440-1618	3 1	1995	N/A	Ralph Pantoga	Commercial real estate, consulting and investing	N/A valleyreal8t@aol.com
13	**Campney Commercial LLC** 1444 NW 124th Ct. Clive, IA 50325 515-267-1234; FAX: 515-273-1033	2 1	1979	Jim Campney	Jim Campney Scott Campney	Commercial real estate brokers & developers, commercial/investment property exchanges	www.cigroup.com jcampney@cigroup.com
13	**Commercial Realty Services** 1444 NW 124th Ct. DM, IA 50325 515-273-1022; FAX: 515-273-1023	2 1	1996	Michael Erickson	Arnold Erickson	Brokerage & investments	www.cigroup.com merickson@cigroup.com
13	**Forget Properties** 4214 Fleur Dr., Ste. 13 DM, IA 50321 515-223-0019; FAX: 515-440-1685	2 7	1974	Christine Clark	Norman Forget Arnold Forget Linda Forget	Commercial rentals	www.forgetmgt.com info@forgetmgt.com
13	**Hatten Land Co.** 1725 All-State Ct. WDM, IA 50265 515-633-9414; FAX: 515-633-9415	2 2	2000	N/A	Mike Hatten	Industrial buildings, commercial lots, development land	www.hattenland.com mike@hattenland.com
13	**S Management Group Inc., Member C I Group** 1444 NW 124th Ct. DM, IA 50325 515-273-1008; FAX: 515-273-1009	2 4	1998	Madeline Waldeier	Robin Seiser	Commercial real estate investment, brokerage, property management, development	www.cigroup.com
13	**The Norman Co. LC** 4010 University Ave. DM, IA 50311 515-283-9355; FAX: 515-255-6101	2 1	1992	N/A	Tom Norman	Tenant & buyer representation, consulting, 1031 exchanges	N/A
14	**Alpha One Commercial Real Estate** PO Box 944 Ankeny, IA 50021 515-964-9411; FAX: 515-964-9416	1 3	1998	Dave Vance	Dave Vance	Tenant & buyer representations, listing services, site selection and consulting	www.alphaoneonline.com alphaone@netins.net
14	**Brower Real Estate Services** 601 S. 34th Ct. WDM, IA 50265 515-991-4800	1 1	2000	N/A	Stephen Brower	Commercial real estate, tenant representation, site development	N/A sbrower@mchsi.com
14	**Capital Commercial Realty LC** 3221 Valley Ridge Ct. WDM, IA 50265 515-250-6347; FAX: 515-224-1996	1 1	2001	N/A	Pete Sandler	Commercial real estate brokerage, sales, leasing, tenant rep.	N/A
14	**Davis Realty** 2206 Park Dr., Ste.104 WDM, IA 50265 515-225-6698; FAX: 515-225-1155	1 0	1984	N/A	Rod Davis Jeff Davis	Property management and leasing, land development & acquisition	www.davisrealtyco.com jdavis@davisrealtyco.com
14	**Fleetwood Commercial Real Estate Services** 4700 Westown Pkwy., Ste. 303 WDM, IA 50266 515-224-8761; FAX: 515-224-8794	1 4	2009	N/A	Dean Weitenhagan	Comprehensive and confidential commercial real estate brokerage services	N/A dean@fleetwoodcres.com
14	**MCRE.US / McRoberts & Associates LLC Commercial Real Estate Valuation & Advisory Services** 5024 Willow Dr., Ste. 100 DM, IA 50327 515-264-8400; FAX: 515-264-8401	1 1	1985	N/A	Kevin J. McRoberts	Commercial real estate counseling, valuation appraisal, advisory, and transaction management	www.mcre.us; www.mcroberts.us info@mcre.us; kjm@mcre.us; kevin@mcroberts.us
14	**Morse Retail Realty Inc.** 1444 NW 124th Ct. Clive, IA 50325 515-273-1018; FAX: 515-273-1019	1 1	1977	Michael Morse	Michael Morse	Toy box condos, site selection, retail leasing	www.toyboxcondos.com mmorse@cigroup.com
14	**The Bettendorf Co.** 1444 NW 124th Court DM, IA 50325 515-273-1025; FAX: 515-273-1026	1 1	1998	Robert J. Bettendorf	Robert J. Bettendorf	Commercial real estate development and brokerage	www.cigroup.com rjb-1@cigroup.com
14	**The Siedenburg Group** 1250 NW 128th St., Ste. 220 Clive, IA 50325 515-223-6222; FAX: 515-224-6777	1 2	1998	Peggy Hutchinson	Douglas A. Siedenburg	Brokerage, consulting and development	www.siedenburg.com dougs@siedenburg.com
14	**Three-Sixty Group** 1245 Jordan Creek Pkwy., Ste. 120 WDM, IA 50266 515-457-8178; FAX: 515-457-8194	1 0	2008	Tim Walpole	Tim Walpole Randy Bray	Development, acquisition, brokerage, consulting	www.three-sixtygroup.com tim@three-sixtygroup.com, randy@three-sixtygroup.com
14	**Ward Commercial Realty, Member C I Group** 1444 NW 124th Ct. DM, IA 50325 515-273-1040; FAX: 515-276-4832	1 1	2000	N/A	Chuck Ward	Commercial real estate investment, brokerage & consulting	www.cigroup.com


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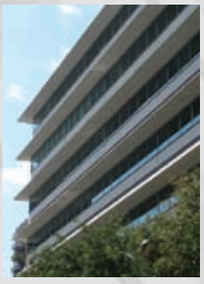
(Ranked by square feet of local properties managed)

Rank	Name Address Phone; Fax	SF of Local Properties Managed # of Local Properties	Local FT Employees Year Est.	Top Local Executive	Types of Property Locally Managed	Commercial Management Services Offered	Web site E-mail
1	**Terrus Real Estate Group** 616 10th St. DM, IA 50309 515-471-4400; FAX: 515-280-5200	8,000,000 135	130 2000	Randy Minear Chad Rasmussen Dan Dutcher	Commercial office, industrial, retail, warehouse, multi-family	Property & facility mgmt, construction & energy mgmt, accounting services, receivership, brokerage	www.terrus.com
2	**Management Professionals Inc./ R&R Realty Group** 1225 Jordan Creek Pkwy., Ste. 214 WDM, IA 50266 515-223-4901; FAX: 515-223-7899	5,500,000 87	50 1985	Joe Price	Office, industrial, flex, retail, multi-family	Property, facility & construction management, brokerage, technology, corporate real estate solutions	www.managementprofessionalsinc.com www.rrrealty.com price.joe@rrrealty.com
3	**Conlin Properties Inc.** 319 Seventh St., #500 DM, IA 50309 515-246-8016; FAX: 515-246-8015	3,800,000 143	85 1986	James C. Conlin	Apartment complexes, commercial property, townhome & condominium associations, single family homes	Fee-based property management, acquisition analysis, rehab services, development, construction	www.conlinproperties.com kriss@conlinproperties.com
4	**Smart Management** 545 Fifth St. WDM, IA 50265 515-224-0511; FAX: 515-224-0784	3,400,000 59	26 1988	Mark Smart	Office, retail	Consulting & general management services	N/A smartmgt@gmail.com
5	**Hubbell Realty Co.** 6900 Westown Pkwy. WDM, IA 50266 515-243-3228; FAX: 515-280-2000	3,356,814 62	123 1856	Rick Tollakson Krista Capp	Office, medical office, retail, industrial, flex and apartments	Full-service property management services: leasing, facilities maintenance, GL accounting, etc.	www.hubbellrealty.com krista.capp@hubbellrealty.com
6	**Knapp Properties Inc.** 4949 Westown Pkwy., #200 WDM, IA 50266 515-223-4000; FAX: 515-222-5220	2,971,140 64	58 1992	William C. Knapp, II Gerry Neugent	Commercial	Full-service property mgmt., construction mgmt., leasing, associations	www.knappproperties.com kim@knappproperties.com
7	**NAI Ruhl & Ruhl Commercial Co.** 1701 48th St., Ste. 111 WDM, IA 50266 515-309-4002; FAX: 515-309-4040	2,635,717 43	30 1862	Kurt Mumm Gary Haverkamp	Office, industrial, retail, residential	Property management, maintenance, tax protest, consulting	www.ruhldsm.com kmumm@ruhlcommercial.com, ghaverkamp@ruhlcommercial.com
8	**Denny Elwell Co. LC** 2401 SE Tone's Dr., Ste. 17, PO Box 187 Ankeny, IA 50021 515-964-1587; FAX: 515-964-8745	2,400,000 48	17 1986	Chris Murray	Office, retail, flex, warehouse, development ground	Property management, brokerage, development and general contracting services	www.dennyelwellcompany.com ahinners@dennyelwellcompany.com
9	**Ferguson Property Management Services** 1840 NW 118th St., Ste. 100 Clive, IA 50325 515-440-0900; FAX: 515-440-0500	1,934,097 14	1 2001	Darin Ferguson	Industrial, flex, retail, office	Full-service property management, facilities maintenance, leasing and accounting services	www.fergusoncres.com darin@fergusoncres.com
10	**LADCO Asset Management** 590 Market St. WDM, IA 50266 515-278-8505; FAX: 515-278-8510	1,478,689 47	8 2007	Ed Graglia Riley Hogan	Commercial, office, retail, industrial, land, foreclosure	Full-service property management, construction management, marketing & leasing, development	www.ladcoassetmanagement.com info@ladcodevelopment.com
11	**Iowa Realty Commercial** 3501 Westown Pkwy. WDM, IA 50266 515-222-0000; FAX: 515-453-5430	816,555 21	4 1997	Brad Hickok,	Office, industrial, retail	Property, facilities, receivership & construction mgmt., lease admin., relocation services	www.iowarealtycommercial.com bhickok@iowarealtycommercial.com
12	**Draper & Kramer of Iowa Inc.** 400 Locust St., Ste. 245 DM, IA 50309 515-282-5505; FAX: 515-282-8511	548,000 1	7 1983	Marcia J. Grant	Office, retail	Management, leasing	N/A
13	**Ryan Cos. US Inc.** 1501 50th St., Ste. 100 WDM, IA 50266 515-309-8500; FAX: 515-309-8550	460,446 4	6 1938	Brad Schoenfelder Jana Morgan	Office, retail, mixed-use, industrial	Full-service property management, building services, construction and development services	www.ryancompanies.com
14	**Perennial Property Management Services** 696 18th St. DM, IA 50314 515-244-4418; FAX: 515-244-2002	212,228 4	5 2002	Sonja Roberts	Office and apartments	Property management	www.hatchdevelopment.com sonjaroberts@mchsi.com
15	**Complete Property Management Services** 6165 NW 86th St. Johnston, IA 50131 515-252-2526; FAX: 515-252-2545	150,000 4	4 2006	Lori Bosley	Office, flex, retail	Full-service property management, development, leasing	N/A info@completeproperty.biz
16	**Stanbrough Property Management** 501 Locust St., Ste. 215 DM, IA 50309 515-331-2200; FAX: 515-331-2201	142,519 7	1 2001	Dan Stanbrough	Office, retail	Complete property management services including consulting, accounting and leasing	www.stanbrough.com dan@stanbrough.com
17	**Hansen Real Estate Services** 5665 Greendale Rd., Ste. A Johnston, IA 50131 515-270-9166; FAX: 515-270-3829	110,792 7	2 2009	Troy W. Hansen Andy Vis	Commercial property	Property management, maintenance, accounting services, brokerage, construction, development	www.HansenRES.com TroyH@hansencompany.com
18	**Alliance Realty Co.** 7405 University Ave., Ste. 3 Clive, IA 50325 515-277-0000; FAX: 515-277-9311	100,000 35	16 1989	Tom Yule Jim Shipley	Office buildings	Full-service property management, commercial real estate, brokerage, property acquisition	N/A

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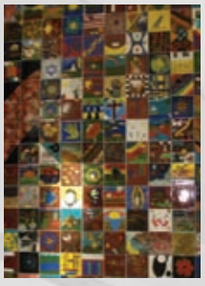
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- 5th floor overlooking Nollen Plaza & State Capitol - 64,000 devisable RSF available



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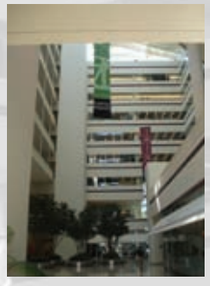
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- On-site management, engineering and 24 hour staffed security
- Restaurants
- Conference center, cable TV, fiber optics
- U.S. Postal Service office branch
- Indoor parking
- Two covered truck docks
- Secure tenant storage areas
- Kinko's Copy Center
- Eye doctor (ophthalmologist)







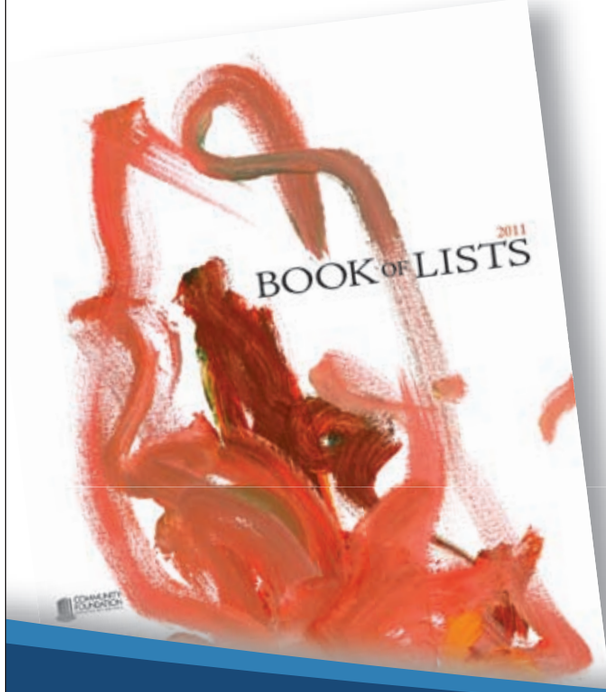


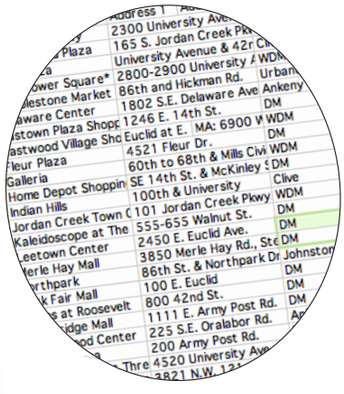


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HOMEBUILDERS

(Ranked by total value of completed homes in 2009)

Rank	Name Address Phone; Fax	Value of Completed Homes in 2009	Homes Built in 2009 Homes Sold in 2009	Price Range	Local FT Employees LEED-Accredited Professionals	Year Est.	Top 3 Local Executives	Web site E-mail
1	**Hubbell Homes** 6900 Westown Pkwy. WDM, IA 50266 515-276-2349; FAX: 515-276-2520	$49,000,000	242 201	$129,000 - $549,000+	15 2	1998	Rick Tollakson Michael Marinangeli	www.hubbellhomes.com rachel.flint@hubbellrealty.com
2	**Classic Builders** 2005 S. Ankeny Blvd., Ste. 400 Ankeny, IA 50023 515-965-7876	$15,000,000	80 75	$170,000 - $250,000	6 N/A	2004	Seth Moulton Josh Moulton	N/A
3	**Meadowbrook Builders** PO Box 607 Ankeny, IA 50021 515-979-0022	$14,740,000	78 70	$165,000.00 - $295,000.00	N/A N/A	2008	Cliff McClure Matt McClure Dave Casady	N/A sjdud@mchsi.com
4	**Kimberley Development Corp.** 2785 N. Ankeny Blvd., Ste. 22 Ankeny, IA 50023 515-963-8335; FAX: 515-963-0457	$14,300,000	56 51	$120,000 - $1,500,000	10 N/A	1978	William B. Kimberley Rick Ross Mary Suhr	www.kimdev.com Info@Kimdev.com
5	**Savannah Homes** 800 S. 50th St., Ste. 101 WDM, IA 50265 515-221-2333; FAX: 515-221-4680	$6,800,000	55 41	$149,900 - $187,900	3 N/A	1996	Ted Grob	www.savhms.com bldrone@aol.com
6	**Village Classic Homes LC** 1350 NW 138th, Ste. 500 Clive, IA 50325 515-267-1497; FAX: 515-223-8912	$3,950,000	11 10	$250,000 - $420,000	3 N/A	1998	Al Wille Tom Gratias Jenny Gratias Wille	N/A
7	**Country Classic Homes LC** 1350 NW 138th, Ste. 500 Clive, IA 50325 515-221-8699; FAX: 515-223-8912	$3,850,000	17 13	$180,000 - $250,000	4 N/A	1994	Tom Gratias Al Wille Craig Gratias	N/A
8	**Marquis Builders** 2806 SE Peachtree Dr. Ankeny, IA 50021 515-965-0063; FAX: 515-965-0163	$3,700,000	20 20	$150,000+	6 N/A	1999	Nate Miller	www.marquisbuilders.com nmiller@marquisbuilders.com
9	**Eller Builders Corp.** 12916 Wilden Cir. Urbandale, IA 50323 515-276-5553; FAX: 515-276-2273	$3,500,000	4 4	$500,000 - $2,000,000	3 N/A	1978	Gaylen Eller Kevin Vander Zwaag Bret Perman	www.elllerbuilders.com gayleneller@aol.com
9	**Quail Valley Homes** 1563 NW 75th St. Clive, IA 50325 515-771-4202	$3,500,000	12 12	$200,000-$350,000	3 N/A	1983	Jim Emery	www.quailvalleyhomes.com
10	**Unique Homes by Pinnacle** 12951 University Ave., Ste. D Clive, IA 50325 515-223-7710; FAX: 515-223-7731	$3,000,000	6 6	$200,000 - $5,000,000	15 N/A	2005	Shane Madison Greg Carey Mark Kiester	www.uniquehomesbypinnacle.com smadison@pinnacleconstruction.com
11	**TS Construction Inc.** 3905 SE Grimes Blvd., Ste. C Grimes, IA 50111 515-986-0300; FAX: 515-986-0720	$2,866,000	5 5	$300,000 - $1,000,000+	2 N/A	1998	Tom Stevens	www.tsconst.com tstevens@tsconst.com
12	**K and V Homes Inc.** 475 Alices Rd., Ste. C Waukee, IA 50263 515-252-9989; FAX: 515-252-9989	$2,600,000	4 4	$300,000 - $1,000,000	2 0	1997	Colin King Dean Vogel	www.kandvhomes.com colin@kandvhomes.com, dean@kandvhomes.com
13	**Gratias Construction Inc.** 1350 NW 138th, Ste. 500 Clive, IA 50325 515-226-1901; FAX: 515-223-8912	$1,750,000	4 4	$330,000 - $600,000	4 N/A	1972	Tom Gratias LaDonna Gratias	N/A
14	**Beal Development Corp.** 2121 Greene St., Ste. B27 Adel, IA 50003 515-993-4799	$1,500,000	3 3	$450,000 - $550,000	2 0	1993	Donald M. Beal, Jr. Brenda Kelloway	N/A dmbeal@mchsi.com
15	**C.L.G. Homes** 1350 NW 138th, Ste. 500 Clive, IA 50325 515-221-9717; FAX: 515-223-8912	$940,000	2 2	$400,000 - $500,000	2 N/A	1990	LaDonna Gratias Craig Gratias	N/A
16	**Hawkeye Homes of Iowa LLC** 501 Locust St., Ste. 215 DM, IA 50309 515-202-3030; FAX: 515-331-2201	$800,000	4 4	$170,000 - 200,000	0 N/A	2000	Bradley H. Stanbrough	www.stanbroughhomebuilders.com brad@stanbrough.com
17	**Truview Enterprises Inc.** 3500 Bluestem Rd. Norwalk, IA 50211 515-202-8439; FAX: 515-981-3250	$700,000	3 3	Approx. $3,000,000	3 0	1997	Chad Hutchinson	www.truviewhomes.com
18	**Silent Rivers Design + Build** 9205 Swanson Blvd. Clive, IA 50325 515-266-6702; FAX: 515-334-0664	$450,000	1 0	Varies	9 2	1993	Chaden Halfhill Stacie Phillips Marc Black	www.silentrivers.com chaden@silentrivers.com
	Acheson Construction Inc. 1712 S. 42nd St. WDM, IA 50265 515-223-4211; FAX: 515-223-7330	N/A	N/A N/A	$700,000-$1,800,000	N/A N/A	1985	Donald Acheson Nancy Acheson	N/A achesoninc@hotmail.com
	Jerry's Homes Inc. 3301 NW 106th Cir. Urbandale, IA 50322 515-278-5992; FAX: 515-278-0661	N/A	N/A N/A	$89,000 - $350,000	10 N/A	1958	Jerry Grubb Ron Grubb Adam Grubb	www.jerryshomes.com
	Tom Connolly Homes Inc. 4707 NW Beaver Dr. DM, IA 50310 515-331-1808; FAX: 515-331-2204	N/A	N/A N/A	$165,000 - $500,000	N/A N/A	2000	Tom Connolly Matt Connolly Angela Connolly	www.tomconnollyhomes.com build@tomconnollyhomes.com



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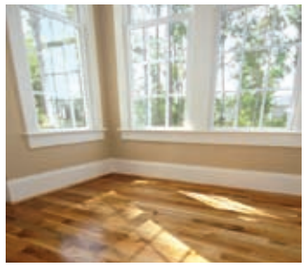
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RESIDENTIAL REAL ESTATE FIRMS

(Ranked number of active licensed agents)

Rank	Name Address Phone; Fax	Active Licensed Agents Local Support Staff	Total Value of Homes Sold in 2009	Year Est.	Office/Purchasing Manager	Top 3 Local Executives	Flat Fee Broker	Web site E-mail
1	**Iowa Realty Co. Inc.** 3501 Westown Pkwy. WDM, IA 50266 515-453-6222; FAX: 515-453-5786	789 122	$1.5 billion	1952	Debbie Joslin	James A. Koolhof Kimberly K. Bakey R. Michael Knapp	No	www.iowarealty.com irweb@iowarealty.com
2	**Coldwell Banker Mid-America Group Realtors** Regency West 1, 1501 50th St., Ste. 350 WDM, IA 50266 515-224-8810; FAX: 515-224-3666	262 32	N/A	1988	Lynn Steele	Ken Clark Carolyn Helmlinger	No	www.ColdwellBankerMAG.com Info@ColdwellBankerMAG.com
3	**Prudential First Realty** 5500 Westown Pkwy., Ste. 120 WDM, IA 50266 515-453-7200; FAX: 515-453-7700	125 8	$193.8 million	1962	Debbie Joslin	R. Michael Knapp James Koolhof Jake Stanton	No	www.firstrealtyhomes.com info@firstrealtyhomes.com
4	**RE/MAX Real Estate Group** 6600 University Ave. DM, IA 50311 515-279-6700; FAX: 515-279-3711	50 12	$251.5 million	1990	Mary L. Godwin	Mary L. Godwin Donald W. Godwin, Jr.	No	www.dsmhomes.com mgodwin@dsmhomes.com
5	**Burnett Realty** 10200 Hickman Rd., Ste. 100 Clive, IA 50325 515-334-4900; FAX: 515-331-4301	30 5	N/A	2000	Megan Schieberl	Doug Burnett	No	www.burnettrealty.net frontdeskadm@burnettrealty.net
6	**People's Co.** 1300 50th St., Ste. 106 WDM, IA 50266 515-961-0247; FAX: 515-961-3376	16 3	N/A	1975	N/A	Steve Bruere Kalen Eastwood Travis Moulton	No	www.peoplescompany.com
7	**Hunziker & Associates Realtors** 1255 N. Ankeny Blvd., Ste. 101 Ankeny, IA 50023 515-963-8618; FAX: 515-963-8619	14 2	N/A	1952	Cindy Gordon	Barb Wiedenman	No	www.hunzikerrealty.com cindy.gordon@hunziker.com
8	**Madison County Realty** 65 Jefferson St. Winterset, IA 50273 515-462-3120; FAX: 515-462-3015	10 1	$15 million	1996	Shawn Nigg	Patrick Corkean	No	www.madisoncountyrealty.com madisoncountyrealty@gmail.com
9	**Next Generation Realty** 3220 100th St. Urbandale, IA 50322 515-224-9900; FAX: 515-224-0858	7 3	N/A	1994	N/A	Thomas Franklin Robert Doheny	Yes	www.dsm.nextgenerationrealty.com tomf@nextgenerationrealty.com
10	**eFlatFeeRealty.com** 5555 Glen Oaks Pt. WDM, IA 50266 515-770-7653	6 2	$30 million	1998	Scott Thomas	Stephanie Thomas Ben Griffith Kim Griffith Scott Thomas	Yes	www.eflatfeerealty.com scott@eFlatFeeRealty.com
11	**Darwin Smith Realty LLC** 1039 Sunset Dr. Norwalk, IA 50211 515-981-5131; FAX: 515-981-5158	5 0	N/A	1965	Jon Niemeyer	Galen Veen	No	www.DarwinSmithRealty.com info@darwinsmithrealty.com
12	**American Home Sales** 2020 Grand Ave., Ste. 900 WDM, IA 50265 515-221-1200; FAX: 515-221-3800	4 5	N/A	1977	N/A	John N. McRoberts Susan Vujnovich	No	www.americanhomesales.net

HOME REMODELERS

(Ranked by number of local full-time employees)

Rank	Name Address Phone; Fax	Local FT Employees LEED-Accredited Professionals Year Est.	Type of Remodeler	Top 3 Local Executives	Types of Projects & Special Services	Web site E-mail
1	**United Services of Des Moines Inc.** 5600 Gateway Dr. Grimes, IA 50111 515-986-4442; FAX: 515-986-3940	36 N/A 1975	Disaster restoration, home remodeler	Kent McMillen	Commercial and residential insurance restoration for property damage, home remodeling	www.restore4u.com info@restore4u.com
2	**Dean Paulsen & Sons Contractors Inc.** 7930 University Blvd. Clive, IA 50325 515-279-3792; FAX: 515-279-5632	14 N/A 1964	Commercial & residential	Dean Paulsen	Room additions, kitchens, bath remodels, windows, siding, four-season rooms, decks, garages	N/A
3	**AIM Kitchen & Bath** 2624 Beaver Ave. DM, IA 50310 515-255-0731; FAX: 515-271-5951	12 N/A 1988	Kitchen and bath	Peter E. Gersdorf	Kitchen & bath remodeling, cabinetry, counter tops for all areas, ceramic tile	www.aimkitchenbath.com Pete@aimkitchenbath.com
4	**Bear Construction and Development LLC** 1115 69th St. Windsor Heights, IA 50311 515-251-6355; FAX: 515-243-9071	10 N/A 1995	Residential and commercial	Chris Brunsvold	Remodel residential/commercial using brick, block, other masonry; tear down existing frames (inside/outside); wall systems	N/A
5	**Silent Rivers Inc.** 9205 Swanson Blvd. Clive, IA 50325 515-266-6702; FAX: 515-334-0664	9 2 1993	Award-winning residential design & build firm	Chaden Halfhill	Our projects include outdoor environments, additions, kitchens, baths, whole house renovations, cabinetry and new homes.	www.silentrivers.com enquire@silentrivers.com
6	**Case Handyman & Remodeling** 5904 Ashworth Rd WDM, IA 50266 515-222-2273	4 N/A 2009	Full service residential remodeling	Ben Trannel	Kitchens, baths, basements, windows & doors, decks. Designer on staff.	www.casedesmoines.com
7	**Great Plains Build Design** 2122 37th St. DM, IA 50310 515-681-6831	2 N/A 2004	Residential & commercial	Chris Brown	From remodeling projects to new construction for residential or commercial properties, we design & build for the way you live	N/A greatplainsbuilders@hotmail.com
7	**Koenig Construction** 1301 SW Third St. Ankeny, IA 50023 515-971-7715; FAX: 515-965-0449	2 N/A 1988	General and commercial	Randall L. Koenig	Basements, remodel, siding, decks, windows & doors, additions, repairs	N/A randylkoenig@yahoo.com


Fred Hulten and Peter Gersdorf

AIM Kitchen & Bath opened in the spring of 1988 by the current owners Fred Hulten and Peter Gersdorf. Fred and Pete have been in residential renovation for 30+ years. We have a well trained staff of installers including 3 master plumbers. Our well trained installers can handle anything required from the drywall, flooring, and all types of ceramic tile, cabinetry, and trim work.

Our company mission is to focus on residential kitchen and bath remodeling in central Iowa and control the quality and timeliness of the installations with our own in house installers, which makes our company shine over others. We are a one stop shop with our showroom, top quality Custom cabinetry, Granite, Quartz, and Solid surface countertops.

As a member of the national SEN Design Group we continue our education yearly.

AIM Kitchen & Bath

2624 Beaver Avenue, Des Moines Phone 515.255.0731 **www.aimkitchenbath.com**

MANUFACTURERS

(continued on page 92)

(Ranked by number of local full-time employees)

Rank	Name Address Phone; Fax	Local FT Employees	Year Est.	Parent Company Parent Company Location	Top 3 Local Executives	Products	Web site E-mail
1	**Firestone Agricultural Tire Co.*** Second Ave. & Hoffman Ln. DM, IA 50313 515-243-1211; FAX: 515-283-1610	1,500	1945	Bridgestone American Holdings Nashville	Ken Allen Larry McCormick Norvel Smith	Agricultural tires	www.firestoneag.com contact@firestoneag.com
2	**John Deere Des Moines Works** 825 SW Irvindale Dr. Ankeny, IA 50023 515-289-1350; FAX: 515-289-3042	1,300	1949	Deere & Co. Moline, IL	David W. Smith Timothy A. Deutsch John Teeple	Agricultural equipment	www.johndeere.com
3	**MidAmerican Energy Co.** 666 Grand Ave. DM, IA 50309 515-242-4300; FAX: 515-242-4236	987	1884	MidAmerican Energy Holdings Co. Des Moines	Bill Fehrman	Energy & complementary services	www.midamericanenergy.com info@midamerican.com
4	**Des Moines Register & Tribune** 715 Locust St. DM, IA 50309 515-284-8000; FAX: 515-284-8287	811	1849	Gannett Co. Inc. McLean, VA	Laura Hollingsworth Susan Patterson Plank Carolyn Washburn	Newspaper publishing	www.desmoinesregister.com
5	**Titan Tire Corp.** 2345 E. Market St., PO Box 1616 DM, IA 50317 515-265-9200; FAX: 515-265-9301	700	1994	Titan Intl. Inc. Quincy, IL	Maurice M. Taylor William E. Campbell Jeff Vasichek	Manufacture of ag and off road tires, brakes and actuators	www.titan-intl.com sales@titan-intl.com
6	**DeeZee Manufacturing** 1572 NE 58th Ave. DM, IA 50313 515-265-7331; FAX: 515-265-7976	600	1976	N/A N/A	Ron Shivers Mike Moyer Bill McDermott	Manufacturing of truck accessories	www.deezee.com
7	**EFCO Corp.** 1800 NE Broadway DM, IA 50313 515-266-1141; FAX: 515-313-4422	500	1934	Wilian Holding Co. Des Moines, IA	Al Jennings Curt Bennethum Martin Howes	Systems for concrete constructions	www.efcoforms.com jean.jeffries@efcoforms.com
8	**Pine Ridge Farms LLC** 1800 Maury St. DM, IA 50317 515-266-4100; FAX: 515-266-9889	420	2004	N/A N/A	John Stadler Justin Hanlon Ben Coult	Pork products	www.pineridgefarmspork.com
9	**Engine Components** 811 Fourth St. WDM, IA 50265 515-274-1561; FAX: 515-271-7201	400	1946	Goodrich Corp. Charlotte, NC	Daphne Salletti Kevin Gordon	Turbine engine fuel delivery systems	www.goodrich.com
9	**Tone's Spices, a division of ACH Food Co. Inc.** 2301 SE Tone's Dr. Ankeny, IA 50021 515-965-2711; FAX: 515-965-2801	400	1873	ACH Food Cos. Memphis, TN	Doug Aldridge Bill Nelson	Spices, herbs, seasonings, dry mixes	www.spiceadvice.com
10	**The Wittern Group Inc.** 8040 University Blvd. Clive, IA 50325 515-274-3641; FAX: 515-274-4228	375	1931	N/A N/A	Art Wittern Heidi Chico John Bruntz	Vending machines	www.wittern.com contact@wittern.com
11	**Anderson Erickson Dairy Co.** 2420 E. University Ave. DM, IA 50317 515-265-2521; FAX: 515-263-6301	350	1930	N/A N/A	James W. Erickson Miriam Erickson Brown Warren Erickson	Fluid milk, cottage cheese, yogurts, juice, sour cream	www.aedairy.com aedairy@aedairy.com
12	**EMCO Enterprises Inc.** 2121 E. Walnut St. DM, IA 50317 515-265-6101; FAX: 515-264-4242	323	1938	Anderson Corp. Bayport, MN	Joe Pauley Chad Larson	Manufacture storm doors	www.andersenwindows.com
13	**Eagle Iron Works** 129 E. Holcomb Ave., PO Box 934 DM, IA 50304 515-243-1123; FAX: 515-243-8214	250	1872	N/A N/A	Andrew Krantz Richard Allen Tony James	Sand, gravel & ore processing equipment and large foundry	www.eagleironworks.com
14	**The Vernon Co.** One Promotion Pl. Newton, IA 50208 641-792-9000	190	1902	The Vernon Co. Newton, IA	William F. Vernon Chris Vernon Dan Stevenson	Promotional products, large format sign graphics, corporate identity, integrated fulfillment service	www.vernoncompany.com promotions@vernoncompany.com
15	**Windsor Windows & Doors** 900 S. 19th St. WDM, IA 50265 515-223-6660; FAX: 515-457-1599	180	1946	Woodgrain Millwork Co. Fruitland, ID	Mark Rieser Richard Stephens Scott Renke	Windsor manufactures a complete line of window & door products for residential & light commercial construction	www.windsorwindows.com
16	**Tension Envelope Corp.** 2100 E. 17th St., PO Box 1341 DM, IA 50306 515-266-3181; FAX: 515-266-2232	160	1924	Tension Envelope Corp. Kansas City	Richard Schloerb Rick Egli Sean McAleer	Envelope manufacturing	www.tension.com desmoines@tension.com info@tension.com
17	**CB & I** 9550 Hickman Rd. Clive, IA 50325 515-254-9228; FAX: 515-254-9511	150	1890	Chicago Bridge & Iron Woodlands, TX	Greg Larson	Water & industrial storage tanks & fabricated steel	www.cbi.com
18	**Innovative Injection Technologies** 2360 W. Grand Ave. WDM, IA 50265 515-440-8816; FAX: 515-225-9673	145	1960	N/A N/A	Bob Janeczko Josh Janeczko Morgan Endecott	Injection molded plastics	www.i2-tech.com
19	**Ryko Manufacturing Co.** 1500 SE 37th St. Grimes, IA 50111 515-986-3700; FAX: 515-986-3621	124	1973	N/A N/A	Jim Nelson Tom Carleton Dean Cheramie	Automated vehicle washing systems	www.ryko.com sales@ryko.com

* 2010 Book of Lists information

MANUFACTURERS

(continued from page 91)

(Ranked by number of local full-time employees)

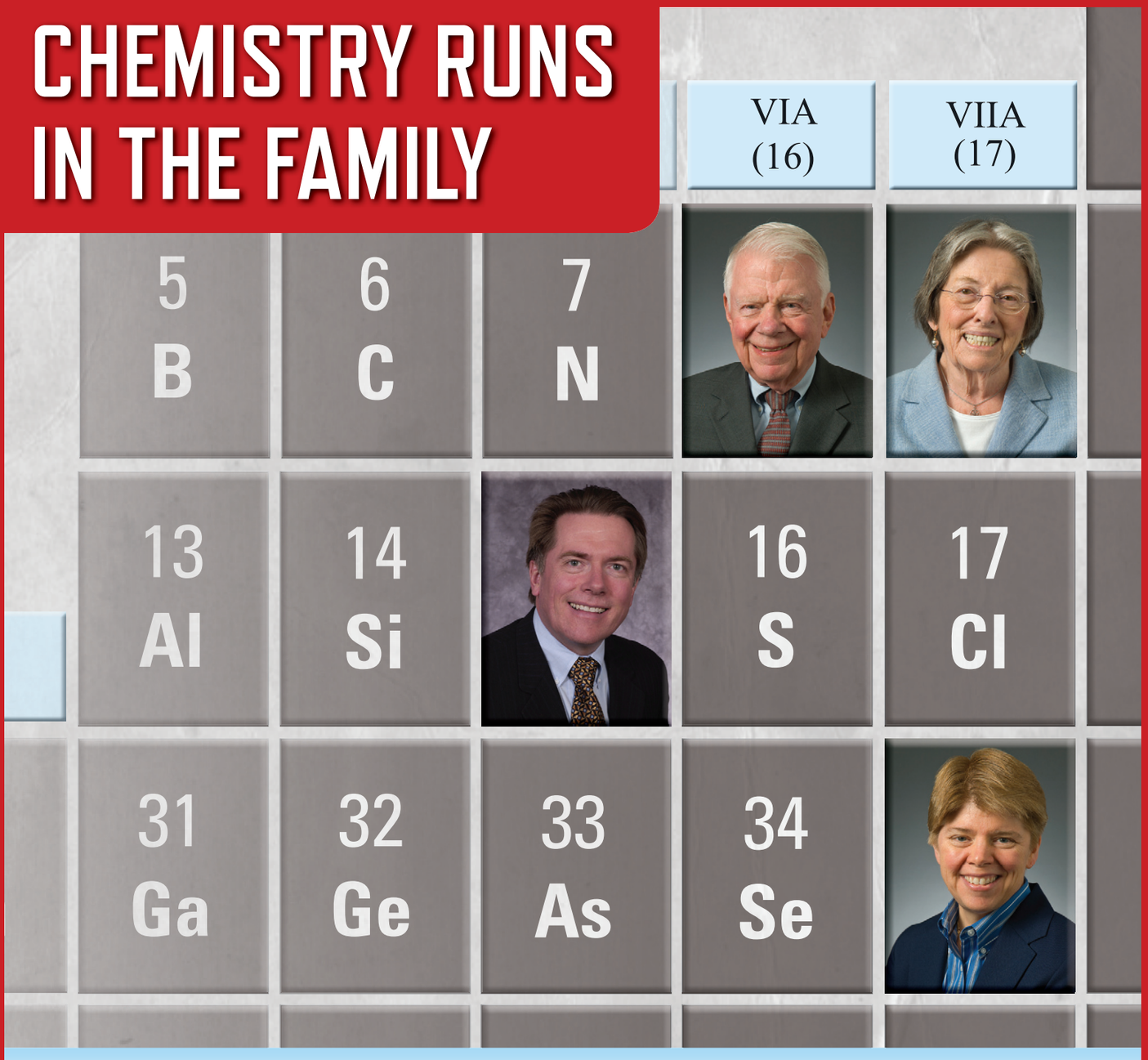
Rank	Name Address Phone; Fax	Local FT Employees	Year Est.	Parent Company Parent Company Location	Top 3 Local Executives	Products	Web site E-mail
20	**Sticks Inc.** 3631 SW 61st St. DM, IA 50321 515-246-8361; FAX: 515-244-1836	90	1992	N/A N/A	Sarah Grant Rachel Eubank	Handcrafted furniture, accessories and sculptural art	www.sticks.com reubank@sticks.com
21	**Graphic Packaging** 2201 Bell Ave. DM, IA 50321 515-286-4518; FAX: 515-286-4501	61	1961	Graphic Packaging Marietta, GA	Brett Eager	Plastic bags & film	www.graphicpkg.com
22	**Keystone Electrical Manufacturing Co.** 2511 Bell Ave. DM, IA 50321 515-283-2567; FAX: 515-283-0418	60	1964	N/A N/A	Fred Buie Valeska Buie	Manufacture protection and control relay panels and medium-voltage switch gear for the electric utility industry	www.keystoneemc.com keystone@keystoneemc.com
23	**Grace Label** 6201 Watrous Ave. DM, IA 50321 515-256-2000; FAX: 515-256-2001	50	1975	N/A N/A	Steven Grace	Pressure sensitive labels, roll-fed packaging	www.gracelabel.com
24	**Harvest Innovations** 1210 N. 14th St. Indianola, IA 50125 515-962-5063	22	1999	N/A N/A	Barry Nadler Dr. Noel Rudie Dr. Wilmot Wijeratne	Soybean and natural grain food ingredients	www.harvest-innovations.com
25	**Corn Belt Window & Door** 109 SE 4th St. DM, IA 50309 515-282-3800; FAX: 515-282-4408	19	1949	N/A N/A	Brian Vincent	Storm doors, storm windows, patio doors, windows, patio door screen, window screens	www.cornbeltwindowanddoor.com cornbeltwd@gmail.com
26	**Insta-Pro International** 4043 120th St. Urbandale, IA 50323 515-254-1260; FAX: 515-276-5749	15	1961	Heartland Agripartners LLC West Des Moines	Kevin Kacere	Ag equipment, extrusion, oil press technology	www.insta-pro.com info@insta-pro.com
26	**PharmTech International** 10100 Douglas Ave. Urbandale, IA 50322 515-254-1290; FAX: 515-254-1354	15	1961	Dynamite Marketing Inc. Meridian, Idaho	Steve Hartung	Animal nutrition products	www.pharm-tech.com

AGRIBUSINESSES

(Ranked by number of local full-time employees)

Rank	Name Address Phone; Fax	Local FT Employees	Year Est. Central IA Based	Office/Purchasing Manager	Top Local Executives	Products or Services	Web site E-mail
1	**Pioneer Hi-Bred** 7000 NW 62nd St., PO Box 1000 Johnston, IA 50301 515-270-3200; FAX: 515-334-4415	2,000	1926 Yes	Brent Stewart	Paul Schickler	Crop inputs for worldwide agriculture	www.pioneer.com
2	**John Deere Des Moines Works** 825 SW Irvindale Dr. Ankeny, IA 50023 515-289-1350; FAX: 515-289-3042	1,300	1949 Yes	N/A	David Smith Timothy Deutsch John Teeple	Agricultural machinery	www.johndeere.com
3	**Pine Ridge Farms LLC** 1800 Maury St. DM, IA 50317 515-266-4100; FAX: 515-266-9889	420	2004 Yes	Chris Blumenstein	John Stadler Justin Hanlon Ben Coult	Pork products	www.pineridgefarmspork.com
4	**Kemin Industries** 2100 Maury St., PO Box 70 DM, IA 50306-0070 515-559-5100; FAX: 515-559-5232	325	1961 Yes	Bob Minkler	R. Nelson Dr. Christopher Nelson Libby Nelson	Antioxidants, enzymes, mold inhibitors, anti-microbials, direct-fed microbials, organic trace minerals, encapsulated amino acids, anti-caking agents and more	www.kemin.com erin.hockman@kemin.com
5	**Iowa Farm Bureau** 5400 University Ave. WDM, IA 50266 515-225-5414; FAX: 515-225-5419	109	1918 Yes	Jim Christenson	Craig Lang Denny Presnall Ed Parker	Members work together in a grassroots process to achieve farm and rural prosperity	www.iowafarmbureau.com
6	**Darling International Inc.** 601 SE 18th St. DM, IA 50317 515-265-0381; FAX: 515-265-8960	100	1933 Yes	Tom Radke	Larry Angotti	Rendering	www.darlingii.com
6	**Heska Corp.** 2583 SE 43rd St. DM, IA 50327 515-263-8600; FAX: 515-263-8661	100	1952 No	Rose McConathy	Laurie Peterson	Biological and pharmaceutical animal health products	www.heska.com
7	**Davis Equipment Corp.** 5225 NW Beaver Dr. Johnston, IA 50131 515-270-8300; FAX: 515-270-0117	60	1985 Yes	N/A	Paul Davis Joe Funkhouser	Distributor of equipment for fertilizer, spraying & grain	www.davisequip.com
8	**Harvest Innovations** 1210 N. 14th St. Indianola, IA 50125 515-962-5063	22	1999 Yes	Marcy Hansen	Barry Nadler Dr. Noel Rudie Dr. Wilmot Wijeratne	Soybean and natural grain food ingredients	www.harvest-innovations.com
9	**Insta-Pro International** 4043 120th St. Urbandale, IA 50323 515-254-1260; FAX: 515-276-5749	15	1961 Yes	Erika Burkhart	Kevin Kacere	Ag equipment, extrusion, oil press technology	www.insta-pro.com info@insta-pro.com
9	**PharmTech International** 10100 Douglas Ave. Urbandale, IA 50322 515-254-1290; FAX: 515-254-1354	15	1961 No	Scott Charter	Steve Hartung	Custom manufacturing of animal nutrition products	www.pharm-tech.com
10	**FEC Solutions** 3121 Dean Ave DM, IA 50317 515-537-4000; FAX: 515-265-4163	5	N/A Yes	Joe Riley	Joe Riley	Commodities marketing, co-product solutions, business development	www.fecsolutions.com jpriley@fecsolutions.com

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FORTY UNDER 40

MARCH 2, 2010



Donni Alley
President & creative director, Alley Design Solutions Inc.



Tucker Anderson
CEO, Ultimate Nursing Services/Universal Pediatric Services Inc.



Rebecca Batcheller
GDLI Program manager, Greater Des Moines Partnership



Kimberly Baeth
President, Golden Openings Inc.



Edye Beckerman
Sales Manager, Lambert & Ewers Smoked Meats



Lauren Burt
Director of marketing and media, Greater Des Moines Partnership



Jared Clauss
Financial adviser, UBS Financial Services Inc.



Holly Clifton
Global talent development manager, Pioneer Hi-Bred International Inc.



Creighton Cox
Director of governmental affairs, Home Builders Association of Greater Des Moines



Tyler Dingel
Senior associate, CB Richard Ellis/Hubbell Commercial



Drew Engebrecht
Account executive, Holmes Murphy & Associates Inc.



Ryan Fick
Vice president, senior securities analyst, Aviva Investors North America



Jay Fogarty
Assistant director for information technology, Principal Financial Group Inc.



Jennifer Glover Konfrst
Communications manager, Iowa Public Television



Jill Goedken
Associate partner, InVision Architecture



FORTY UNDER 40

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Emily Hajek
Chief of staff,
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Karen Hallagin
Controller,
DeWaay Capital Management



Cory Hart
Corporate brand manager,
Casey's General Stores



Sara Herman
Associate and director of interior design,
SVPA Architects Inc.



Heather Holst McDermott
Manager, claim administration - specialty benefits division,
Principal Financial Group



Matt Homan
General manager,
Global Spectrum at the Iowa Events Center



Heather Hughes
Manager, human resources
Delta Dental of Iowa



Alexander Johnson
Member/Owner,
Brown, Winick, Graves, Baskerville and Schoenebaum PLC



Michelle Lange
Traffic coordinator,
Meredith Corp.



Kyle Mertz
Account executive,
Holmes Murphy and Associates Inc.



Andy Moffitt
Senior preconstruction manager,
Ryan Cos.



Mollie Pawlosky
Shareholder,
Dickinson, Mackaman, Tyler & Hagen P.C.



Braxton Pulley
Owner and CEO,
Pulley Chiropractic Inc.



Timothy Quick
Vice president,
Bank of the West



Heather Riley
Division director,
March of Dimes Foundation



Tim Rittgers
Director of technology and leadership,
Boys & Girls Club of Central Iowa



Anthony Rodari
Human resources recruiter,
Wells Fargo Home Mortgage/ Robert Half International



Lori SchraderBachar
Coordinator of publications and special projects,
Iowa Commission on the Status of Women



Stu Sorrell
Operations manager,
ING Groep NV



Christopher Stafford
Vice president,
NAI Ruhl & Ruhl Commercial Co.



Russ Trimble
Legislative analyst,
Iowa Senate Republican Caucus



Stacy Van Loon
Vice president and consumer services manager,
Bankers Trust Co.



Mary Zambreno
Associate attorney,
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THE BUSINESS RECORD PRESENTS

WOMEN of iNFLUENCE

With our 11th annual Women of Influence Awards, the Business Record celebrated ten women who have worked hard and sacrificed much for the benefit of our community.

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As the Des Moines Business Record rolls into the second decade of our annual "Women of Influence" celebration, we congratulate the 10 outstanding honorees for 2010. From athletics to government to business and charity, they represent a wide swath of Central Iowa life.

They are: Barbara Gartner, community philanthropist; Carol Griglione of Principal Life Insurance Co.; Sandy Hatfield Clubb, athletic director at Drake University; Geri Huser, a member of the Iowa House of Representatives; Kristi Knous of the Community Foundation of Greater Des Moines; Sharon Malheiro, an attorney at the Davis Brown law firm; Mary Nelson, vice president of Kemin Industries; Mary Ann Nielsen of AIB College of Business; Ying Sa of Community CPA and Associates; and, chosen as the Woman Business Owner of the Year, Denise Essman of Essman/Companies.

The event was sponsored by Mercy Cancer Center and Katzmann Breast Center, and the Tippie Executive M.B.A. Program of the University of Iowa's Henry B. Tippie School of Management.



WOMAN BUSINESS OWNER *of the* YEAR

Denise Essman



Barbara Gartner



Carol Griglione



Sandy Hatfield Clubb



Geri Huser



Kristi Knous



Sharon Malheiro



Mary Nelson



Mary Ann Nielsen



Ying Sa

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MARKET FACTS

Introduction

This market survey includes office, flex, industrial, and retail space analysis. The office market analysis consists of the entire market and a competitive subset in Classes A, B and C. Industrial space consists of warehouse and manufacturing categories separated by age groups. Retail space consists of regional shopping centers, neighborhood and community centers and big box retail. Property type analysis is made by geographic market area within the Greater Des Moines metropolitan area.

Thank you to CB Richard Ellis/Hubbell Commercial and Frandson & Associates, who have been conducting this survey for 13 years. The 2010 market survey contains information collected during the first quarters of 2008, 2009 and 2010.

SUBMARKET BOUNDARIES

Northwest

Includes northwest Des Moines and western Saylor Township.

Northeast

Consists of northeast Des Moines (extended south to the Des Moines River), Pleasant Hill, Altoona, eastern Saylor Township and Delaware Township.

Central Business District (CBD)

Incorporates two main regions identified as the CBD Core and the CBD Fringe.

Western Suburbs

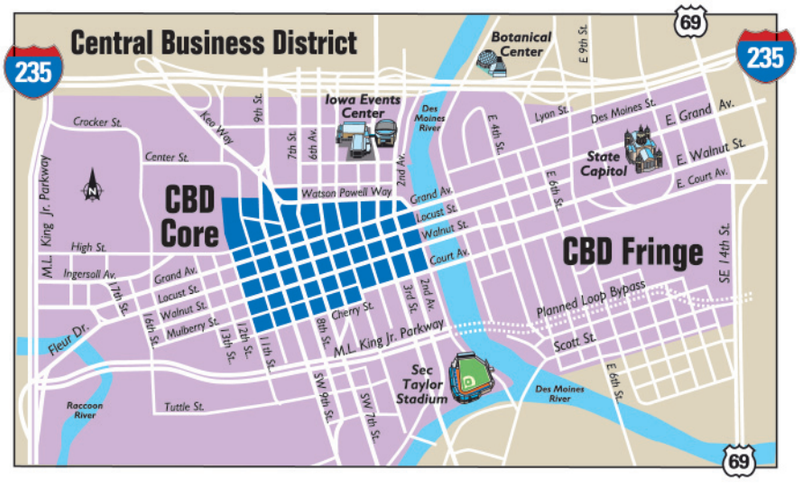
Encompasses West Des Moines, Clive, Urbandale, Windsor Heights, Johnston, Grimes, Waukee and some unincorporated areas of Polk, Dallas and Warren Counties.

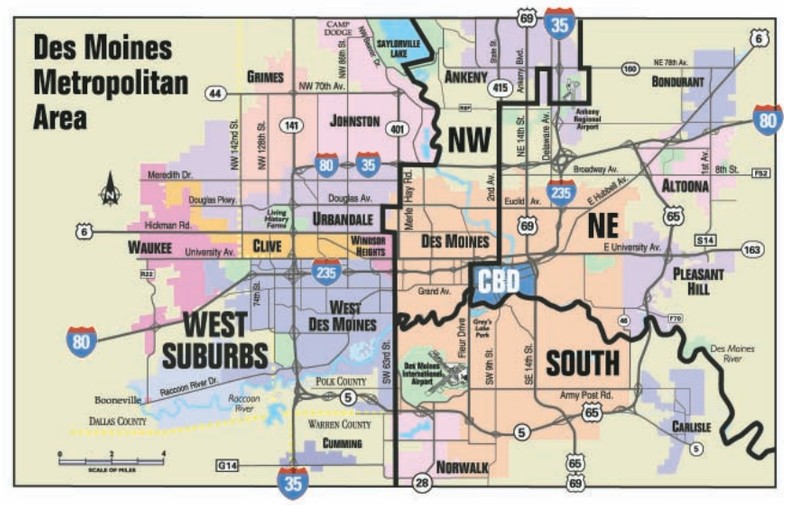
South

Comprises southwest Des Moines, southeast Des Moines (south of Des Moines River), and some unincorporated areas of Polk and Warren Counties.

Ankeny

Evaluated separately.



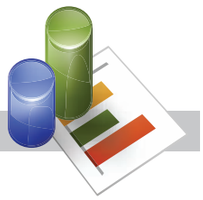


Absorption

Absorption is the net increase or decrease in actual area occupied between survey periods. Net absorption could come from existing available space – even when no new construction occurs – where occupancy increases. Absorption could be negative in the absence of demolition, new construction, or when no change in inventory occurs, due to a decline in occupancy.

MARKET FACTS

Retail Development



RETAIL INTRODUCTION

This survey focuses on three major categories of retail development: regional malls, neighborhood and community centers and big box retail.

Regional Malls

There are four regional malls in the Greater Des Moines area: Merle Hay Mall in Northwest Des Moines, Jordan Creek Town Center and Valley West Mall in the Western Suburbs, and Southridge Mall in South Des Moines submarket. Even with current economic conditions, occupancy at the four malls remained relatively stable since the last survey.

Merle Hay Mall completed a 50,000 SF renovation project this past year, which converted some space to include outdoor entrances for retailers such as Staples and Ulta. Occupancy at the mall remained unchanged from a year ago.

At Jordan Creek Town Center, occupancy improved slightly. Valley West Mall also increased occupancy slightly.

Southridge Mall continues to indicate the lowest occupancy of the four malls, although vacancy did improve slightly from a year ago. Although there are some new tenants and users, the total number of stores remains similar since the last survey.

The following table summarizes total mall area, which includes mall anchors, as well as the number of stores and current occupancy percentages.

REGIONAL SHOPPING CENTER OCCUPANCY

	Inventory (SF)			Total Stores			Occupancy		
Center	**2008**	**2009**	**2010**	**2008**	**2009**	**2010**	**2008**	**2009**	**2010**
Merle Hay Mall	1,163,000	1,163,000	1,163,000	135	135	135	88.0%	86.0%	86.0%
Southridge Mall	891,000	891,000	891,000	119	119	119	82.4%	77.8%	76.6%
Valley West Mall	910,000	910,000	910,000	132	132	132	92.0%	90.5%	91.0%
Jordan Creek Town Ctr	979,000	979,000	979,000	138	138	138	98.5%	97.2%	98.0%
GREATER DES MOINES TOTAL	**3,943,000**	**3,943,000**	**3,943,000**	**524**	**524**	**524**	**90.3%**	**88.0%**	**88.0%**

Source: Frandson & Associates and CB Richard Ellis/Hubbell Commercial. All retail data is derived from the first quarter of each year.

Neighborhood & Community Centers

The neighborhood and community center analysis focuses on multi-tenant buildings with small to medium size occupants. The Greater Des Moines market experienced a slow down of new inventory over the past year. All of the new development, which totals 58,479 SF, occurred in the Western Suburbs and Northeast Des Moines submarkets. The trend for more cautious consumer spending will likely continue with new construction only occurring in select markets.

NEIGHBORHOOD AND COMMUNITY CENTER INVENTORY

	Total (SF)			Total Buildings		
	2008	**2009**	**2010**	**2008**	**2009**	**2010**
Western Suburbs	3,314,824	3,453,634	3,517,545	157	168	171
CBD Core	98,000	98,000	98,000	1	1	1
CBD Fringe	N/A	N/A	N/A	N/A	N/A	N/A
Northwest Des Moines	683,991	727,573	727,573	43	48	48
Northeast Des Moines	728,940	768,759	791,595	33	35	39
South Des Moines	612,888	616,938	616,938	30	31	31
Ankeny	575,454	605,738	605,738	29	32	32
GREATER DES MOINES TOTAL	**6,014,097**	**6,270,642**	**6,357,389**	**293**	**315**	**322**

Source: Frandson & Associates and CB Richard Ellis/Hubbell Commercial.

NEIGHBORHOOD AND COMMUNITY CENTER OCCUPANCY

Total (SF)	**2008**	**2009**	**2010**
Western Suburbs	77.5%	74.6%	73.4%
CBD Core	99.6%	96.7%	53.8%
CBD Fringe	N/A	N/A	N/A
Northwest Des Moines	89.3%	84.0%	82.1%
Northeast Des Moines	69.7%	74.4%	78.8%
South Des Moines	78.3%	71.1%	70.7%
Ankeny	81.0%	81.0%	80.2%
GREATER DES MOINES TOTAL	**78.8%**	**76.4%**	**75.3%**

Source: Frandson & Associates and CB Richard Ellis/Hubbell Commercial.

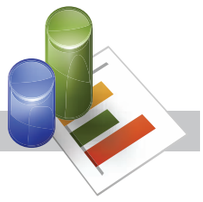
NEIGHBORHOOD AND COMMUNITY CENTER ABSORPTION

Total (SF)	**2008**	**2009**	**2010**
Western Suburbs	58,246	7,422	5,467
CBD Core	(392)	(2,842)	(42,042)
CBD Fringe	N/A	N/A	N/A
Northwest Des Moines	8,258	357	(13,824)
Northeast Des Moines	(26,051)	63,886	51,820
South Des Moines	6,742	(41,248)	(2,468)
Ankeny	(6,098)	24,530	(4,846)
GREATER DES MOINES TOTAL	**40,705**	**52,105**	**(5,893)**

Source: Frandson & Associates and CB Richard Ellis/Hubbell Commercial.

MARKET FACTS

Retail Development



Big Box Retail

Big Box stores generally include grocery stores, home improvement stores, large retail stores, and discount stores over 20,000 SF. Over half of the Big Box retail inventory is located in the Western Suburbs, which includes several retailers located on or near Jordan Creek Town Center regional mall campus.

BIG BOX RETAIL INVENTORY

	Total (SF)			Total Buildings		
	2008	2009	2010	2008	2009	2010
Western Suburbs	4,621,413	4,754,873	4,909,725	62	63	64
CBD Core	N/A	N/A	N/A	N/A	N/A	N/A
CBD Fringe	N/A	N/A	N/A	N/A	N/A	N/A
Northwest Des Moines	428,431	428,431	447,926	10	10	10
Northeast Des Moines	1,382,796	1,464,904	1,611,042	20	20	21
South Des Moines	1,302,093	1,302,093	1,302,093	20	20	20
Ankeny	1,240,473	1,280,270	1,280,270	17	18	18
GREATER DES MOINES TOTAL	**8,975,206**	**9,230,571**	**9,551,056**	**129**	**131**	**133**

Source: Frandson & Associates and CB Richard Ellis/Hubbell Commercial.

BIG BOX RETAIL OCCUPANCY

Total (SF)	2008	2009	2010
Western Suburbs	94.5%	95.3%	96.1%
CBD Core	N/A	N/A	N/A
CBD Fringe	N/A	N/A	N/A
Northwest Des Moines	91.2%	90.2%	91.6%
Northeast Des Moines	97.0%	97.9%	93.7%
South Des Moines	91.1%	91.7%	92.1%
Ankeny	97.2%	97.5%	97.2%
GREATER DES MOINES TOTAL	**94.6%**	**95.3%**	**95.1%**

Source: Frandson & Associates and CB Richard Ellis/Hubbell Commercial.

Occupancy and Events

Overall Big Box occupancy declined slightly from 95.3% in 2009 to an occupancy of 95.1% in 2010. Most of the submarkets were relatively stable with the exception of the Northeast Des Moines submarket, which experienced a decrease in occupancy from 97.9% in 2009 to 93.7% in 2010. Some of the Big Box retail buildings recently completed or under construction include:

- A new multi-tenant retail building located at the northeast corner of Merle Hay Road and Douglas Avenue contains 11,250 SF.
- A new 14,000-SF Fareway grocery store in the Westridge Shopping Center in Clive occupies the space vacated by Comp USA.

BIG BOX RETAIL ABSORPTION

Total (SF)	2008	2009	2010
Western Suburbs	298,425	164,159	186,852
CBD Core	N/A	N/A	N/A
CBD Fringe	N/A	N/A	N/A
Northwest Des Moines	1,285	(4,284)	23,855
Northeast Des Moines	(16,594)	92,829	75,405
South Des Moines	(2,604)	7,813	5,208
Ankeny	53,431	42,523	(3,841)
Greater Des Moines TotaL	**333,943**	**303,040**	**287,479**

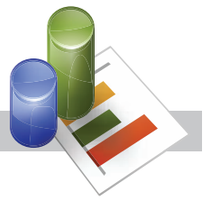
Source: Frandson & Associates and CB Richard Ellis/Hubbell Commercial.

Absorption

This chart summarizes absorption for the 12-month periods ending on the first quarters of 2008, 2009 and 2010. For the fourth consecutive year, absorption of Big Box retail space was significant, with 287,479 SF absorbed during the past year. Similar to prior years, a majority of the absorption occurred in the Western Suburbs and Ankeny submarkets. Northeast Des Moines also experienced significant absorption with the expansion of the Hy-Vee grocery store in Altoona.

MARKET FACTS

Office Entire Market



OFFICE ENTIRE MARKET INTRODUCTION

The entire market segment includes competitive and non-competitive office space in Classes A, B and C. This survey provides office inventory, occupancy and absorption analysis for the first quarters of 2008, 2009 and 2010.

OFFICE INVENTORY - ENTIRE MARKET 2010

	Western Suburbs	CBD Core	CBD Fringe	Northwest Des Moines	Northeast Des Moines	South Des Moines	Ankeny	Greater Des Moines Total
Class A	8,122,441	5,629,982	254,862	79,296	0	0	16,732	14,103,313
Class B	2,426,826	1,581,927	1,537,857	84,199	121,407	216,773	271,868	6,240,857
Class C	2,243,110	2,686,483	576,234	744,934	274,015	235,360	144,201	6,904,337
TOTAL SF	12,792,377	9,898,392	2,368,953	908,429	395,422	452,133	432,801	27,248,507
TOTAL BUILDINGS	333	56	65	60	25	23	32	594

Source: Frandson & Associates and CB Richard Ellis/Hubbell Commercial.

2010 Office Constructions/Completionss

• Construction was completed in late-2010 on the 550,000 SF corporate headquarters of Wellmark Blue Cross and Blue Shield of Iowa located in the CBD. The $194 million project creates a significant shift in the CBD occupancy for all classes of space.

• Delta Dental completed construction on a new 24,974 SF home office building in Urbandale on Northpark Drive, west of 86th Street.

• Aviva USA completed its new corporate headquarters located at the southwest corner of Jordan Creek Parkway and Mills Civic Parkway. The completion of this seven story, 360,000-SF building and relocation of employees affects the shift of occupied space.

• In Johnston, a newly constructed building was completed at the corner of 100th Street and Northwest 54th Avenue. This multi-story building contains 33,140 SF.

• In Ankeny, a new Class A office building at 1255 SW Prairie Trail Parkway has been completed and added to our inventory. This two-story building contains 16,732 SF. The office is owned by the Iowa Soybean Association.

• In the CBD Fringe, a Class B office building containing 181,590 SF has been changed from non-competitive to competitive. The building was previously occupied by Allied-Nationwide, which has relocated their employees to their new home office in the CBD.

• The Iowa Association of Community College Trustees has occupied a new two-story office in the CBD Fringe, which contains 7,012 SF.

• In Urbandale, a new Class B office building containing 12,000 SF was completed at 9131 Northpark Drive. This is the second office building in the Northpark Development to be completed. The first building contains 14,000 SF.

• A new Class B office was added in Urbandale at 2400 82nd Place, which is a two-story, multi-tenant building containing 13,000 SF.

OFFICE OCCUPANCY - ENTIRE MARKET

	Class A			Class B			Class C			Total SF		
Sub Market	**2008**	**2009**	**2010**	**2008**	**2009**	**2010**	**2008**	**2009**	**2010**	**2008**	**2009**	**2010**
Western Suburbs	93.8%	88.7%	89.9%	86.5%	85.0%	81.4%	88.3%	85.4%	84.3%	91.4%	87.4%	87.3%
CBD Core	98.3%	95.5%	96.0%	85.2%	82.6%	80.2%	90.5%	92.0%	91.0%	93.8%	92.5%	92.1%
CBD Fringe	96.9%	99.3%	97.3%	95.3%	88.3%	85.4%	86.6%	85.5%	84.9%	93.2%	88.8%	86.5%
Northwest Des Moines	83.0%	88.0%	89.0%	86.7%	91.0%	91.0%	90.1%	82.8%	77.6%	89.2%	84.0%	79.8%
Northeast Des Moines	N/A	N/A	N/A	95.9%	97.9%	97.9%	90.0%	92.6%	92.5%	91.8%	94.3%	94.2%
South Des Moines	N/A	N/A	N/A	94.2%	95.4%	93.2%	95.3%	97.4%	89.2%	94.8%	96.4%	91.1%
Ankeny	N/A	N/A	100.0%	78.9%	82.5%	84.1%	94.0%	94.8%	89.4%	85.2%	86.8%	86.5%
GREATER DES MOINES TOTAL	**95.6%**	**91.7%**	**92.5%**	**88.6%**	**85.8%**	**83.0%**	**89.6%**	**88.6%**	**86.9%**	**92.4%**	**89.6%**	**88.9%**

Source: Frandson & Associates and CB Richard Ellis/Hubbell Commercial.

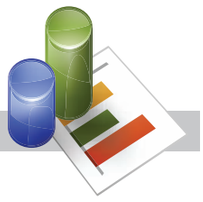
OFFICE ABSORPTION - ENTIRE MARKET

	Class A			Class B			Class C			Total SF		
Sub Market	**2008**	**2009**	**2010**	**2008**	**2009**	**2010**	**2008**	**2009**	**2010**	**2008**	**2009**	**2010**
Western Suburbs	508,425	(50,050)	319,775	72,770	49,043	(7,340)	(49,459)	(65,196)	(28,975)	531,736	(66,203)	283,460
CBD Core	312,368	353,590	28,150	(25,396)	(41,130)	(37,966)	(21,492)	40,297	(26,865)	265,480	352,757	(36,681)
CBD Fringe	4,588	6,117	(5,097)	17,335	(107,159)	(38,406)	(30,660)	(37,201)	(3,457)	(8,737)	(138,243)	(46,960)
Northwest Des Moines	555	3,965	793	(3,621)	3,621	0	(5,959)	(54,380)	(38,737)	(9,025)	(46,794)	(37,944)
Northeast Des Moines	N/A	N/A	N/A	19,653	2,428	0	(27,402)	7,124	(274)	(7,749)	9,552	(274)
South Des Moines	N/A	N/A	N/A	45,492	2,601	(4,769)	7,532	4,943	(19,300)	53,024	7,544	(24,069)
Ankeny	N/A	N/A	16,732	1,249	66,445	4,350	5,480	1,154	(7,787)	6,729	67,599	13,295
GREATER DES MOINES TOTAL	**825,936**	**313,622**	**360,353**	**127,482**	**(24,151)**	**(84,131)**	**(121,960)**	**(103,259)**	**(125,395)**	**831,458**	**186,212**	**150,827**

Source: Frandson & Associates and CB Richard Ellis/Hubbell Commercial.

MARKET FACTS

Office Competitive Market



OFFICE COMPETITIVE MARKET INTRODUCTION

The Competitive office market consists of buildings considered by the market to be competing for tenants. The competitive inventory can vary from year to year without any new construction or demolition, as buildings may be reclassified from non-competitive. In 2010, the current competitive inventory was 51.9% of the entire office market.

OFFICE INVENTORY - COMPETITIVE MARKET 2010

	Western Suburbs	CBD Core	CBD Fringe	Northwest Des Moines	Northeast Des Moines	South Des Moines	Ankeny	Greater Des Moines Total
Class A	3,913,058	2,605,591	74,640	79,296	N/A	N/A	N/A	6,672,585
Class B	1,842,451	906,661	680,252	23,150	18,900	94,008	175,928	3,741,350
Class C	1,742,713	789,443	416,929	490,302	75,440	87,960	111,797	3,714,584
TOTAL SF	**7,498,222**	**4,301,695**	**1,171,821**	**592,748**	**94,340**	**181,968**	**287,725**	**14,128,519**
TOTAL BUILDINGS	**247**	**29**	**38**	**38**	**6**	**16**	**26**	**400**

Source: Frandson & Associates and CB Richard Ellis/Hubbell Commercial.

OFFICE OCCUPANCY - COMPETITIVE MARKET 2010

	Western Suburbs	CBD Core	CBD Fringe	Northwest Des Moines	Northeast Des Moines	South Des Moines	Ankeny	Greater Des Moines Total
Class A	79.3%	91.3%	90.7%	89.0%	N/A	N/A	N/A	84.2%
Class B	76.4%	65.5%	67.0%	67.4%	86.7%	84.4%	83.9%	72.6%
Class C	81.0%	70.0%	81.1%	69.6%	75.6%	90.9%	86.3%	77.5%
TOTAL SF	**79.0%**	**81.9%**	**73.5%**	**72.1%**	**77.8%**	**87.5%**	**84.9%**	**79.4%**

Source: Frandson & Associates and CB Richard Ellis/Hubbell Commercial.

CURRENT OFFICE LEASE RATES

Building Class	Central Business Distict Full Service Rate/SF	Other Submarkets Full Service Rate/SF
Class A	$17.00 to $24.00	$17.50 to $24.00
Class B	$13,00 to $16.99	$14.00 to $17.49
Class C	Less than $12.99	Less than $13.99

Source: Frandson & Associates and CB Richard Ellis/Hubbell Commercial.

Occupancy and Events

Occupancy percentage in the competitive market is typically lower and can be more variable compared to the entire market, due to a smaller inventory. As mentioned earlier, both Wellmark and Aviva USA now occupy new owner-occupied buildings totaling 910,000 SF, moving from both existing competitive and non-competitive space.

The construction of new competitive office buildings in Greater Des Moines has slowed substantially. Until the general economy and Iowa's unemployment rate improve, there will not be demand to fill the spaces currently available. Little inventory is expected to be added until absorption and base rental rates improve. In many situations, current rental rates do not justify construction.

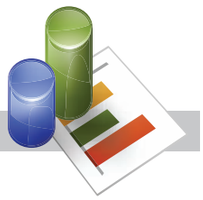
2010 Constructions/Completions

• An office building was constructed at 1248 8th Street in West Des Moines. The building is a speculative office containing approximately 7,560 SF.

• In Waukee, at 925 SE Olson Drive, a single-tenant Class B office building was added, which contains 5,824 SF.

MARKET FACTS

Industrial



WAREHOUSE/MANUFACTURING INVENTORY

Industrial properties are divided into categories of warehouse and manufacturing space. Warehouse and manufacturing inventory are analyzed into two general age groups: pre-1970 and post-1970. There is significant competition across submarkets in the industrial market, so aggregate occupancy and absorption are more of a consideration.

MANUFACTURING INVENTORY

	Pre-1970			Post 1970			Total SF			Total Buildings		
Sub Market	**2008**	**2009**	**2010**	**2008**	**2009**	**2010**	**2008**	**2009**	**2010**	**2008**	**2009**	**2010**
Western Suburbs	1,325,867	1,325,867	1,325,867	1,636,578	1,676,957	1,705,484	2,962,445	3,002,824	3,031,351	58	59	60
CBD Core	0	0	0	0	0	0	0	0	0	0	0	0
CBD Fringe	267,661	267,661	267,661	74,710	74,710	64,900	342,371	342,371	332,561	13	13	12
Northwest Des Moines	795,857	795,857	795,857	50,587	50,587	50,587	846,444	846,444	846,444	12	12	12
Northeast Des Moines	4,412,616	4,412,616	4,412,616	1,367,607	1,571,163	1,584,363	5,780,223	5,983,779	5,996,979	70	71	72
South Des Moines	388,600	388,600	388,600	781,062	781,062	810,742	1,169,662	1,169,662	1,199,342	19	19	19
Ankeny	565,921	565,921	565,921	968,992	968,992	968,992	1,534,913	1,534,913	1,534,913	13	13	13
GREATER DES MOINES TOTAL	**7,756,522**	**7,756,522**	**7,756,522**	**4,879,536**	**5,123,471**	**5,185,068**	**12,636,058**	**12,879,993**	**12,941,590**	**185**	**187**	**188**

Source: Frandson & Associates and CB Richard Ellis/Hubbell Commercial.

MANUFACTURING OCCUPANCY

	Pre-1970			Post 1970			Total		
Sub Market	**2008**	**2009**	**2010**	**2008**	**2009**	**2010**	**2008**	**2009**	**2010**
Western Suburbs	97.8%	98.9%	93.0%	98.8%	98.9%	94.7%	98.4%	98.9%	94.0%
CBD Core	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
CBD Fringe	65.2%	85.6%	85.6%	75.3%	86.1%	71.5%	67.4%	85.7%	82.9%
Northwest Des Moines	93.7%	93.7%	93.7%	100.0%	100.0%	100.0%	94.0%	94.0%	94.0%
Northeast Des Moines	97.6%	98.0%	96.2%	100.0%	98.5%	100.0%	98.2%	98.1%	97.2%
South Des Moines	100.0%	96.0%	96.0%	90.4%	84.5%	85.1%	93.6%	88.3%	88.6%
Ankeny	100.0%	100.0%	100.0%	99.6%	99.6%	99.6%	99.8%	99.8%	99.8%
GREATER DES MOINES TOTAL	**96.4%**	**97.3%**	**95.3%**	**97.6%**	**96.5%**	**95.5%**	**96.9%**	**97.0%**	**95.4%**

Source: Frandson & Associates and CB Richard Ellis/Hubbell Commercial.

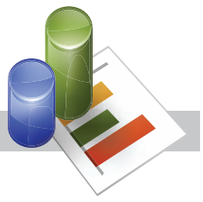
MANUFACTURING ABSORPTION

	Pre-1970			Post 1970			Total		
Sub Market	**2008**	**2009**	**2010**	**2008**	**2009**	**2010**	**2008**	**2009**	**2010**
Western Suburbs	55,686	14,585	(78,226)	55,610	41,571	(43,417)	111,296	56,156	(121,643)
CBD Core	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
CBD Fringe	(38,543)	54,603	0	(10,385)	8,069	(17,922)	(48,928)	62,672	(17,922)
Northwest Des Moines	0	0	0	0	0	0	0	0	0
Northeast Des Moines	4,413	17,650	(79,427)	97,381	179,989	36,767	101,794	197,639	(42,660)
South Des Moines	30,311	(15,544)	0	80,449	(46,083)	29,944	110,760	(61,627)	29,944
Ankeny	0	0	0	72,915	0	0	72,915	0	0
GREATER DES MOINES TOTAL	**51,867**	**71,294**	**(157,653)**	**295,970**	**183,546**	**5,372**	**347,837**	**254,840**	**(152,281)**

Source: Frandson & Associates and CB Richard Ellis/Hubbell Commercial.

MARKET FACTS

Industrial



2010 Industrial Constructions/Completions

• Central Wire & Iron is a company which was located at 401 Southeast 4th Street for a number of years. The City of Des Moines purchased the site and razed the building, reducing the inventory by 9,810 SF. The company moved from the CBD Fringe, and built a new manufacturing facility located at 1951 Thompson Drive in the Northeast Des Moines submarket. This new manufacturing facility contains 13,200 SF.

• Katecho is a manufacturing facility on the south side of Des Moines, which recently expanded its building, adding 29,680 SF to the South Des Moines manufacturing submarket.

• In Grimes, construction was completed on another warehouse in the Grimes Industrial Park, which is located along Northwest 54th Avenue and west of 128th Street on Brookside Drive. This warehouse, which contains 13,056 SF, is similar in size and construction as two other multi-tenant warehouses found within the same development.

• In Pleasant Hill, a newly constructed office/warehouse was completed and delivered. This owner occupied building located at 5600 Metro East Drive contains 29,200 SF.

• In the South Des Moines submarket, a 33,536 SF warehouse was razed and therefore removed from inventory.

• In the Northeast Des Moines submarket, a newly constructed speculative warehouse has been delivered, which contains 24,000 SF, and is located north of 58th Avenue and east of Northeast 14th Street on Industry Drive.

• Also in the Northeast Des Moines submarket, a new warehouse was completed and contains 38,694 SF. This was developed with incentives from the city of Des Moines, and is located at 1711 Dixon Street.

• A new manufacturing plant was added to the inventory and contains 28,527 SF. This building is located at 1255 SW Brookside Drive.

WAREHOUSE INVENTORY

	Pre-1970			Post 1970			Total SF			Total Buildings		
Sub Market	**2008**	**2009**	**2010**	**2008**	**2009**	**2010**	**2008**	**2009**	**2010**	**2008**	**2009**	**2010**
Western Suburbs	1,347,993	1,347,993	1,347,993	6,760,567	7,253,889	7,266,945	8,108,560	8,601,882	8,614,938	183	187	188
CBD Core	0	0	0	0	0	0	0	0	0	0	0	0
CBD Fringe	2,425,658	2,066,188	1,997,028	206,065	206,065	206,065	2,631,723	2,272,253	2,203,093	67	64	62
Northwest Des Moines	846,877	793,979	793,979	520,086	520,086	520,086	1,366,963	1,314,065	1,314,065	72	71	71
Northeast Des Moines	4,387,897	4,387,897	4,426,029	7,547,983	7,813,943	7,905,837	11,935,880	12,201,840	12,331,866	234	239	242
South Des Moines	1,629,974	1,629,974	1,596,438	1,851,324	1,851,324	1,851,324	3,481,298	3,481,298	3,447,762	56	56	55
Ankeny	271,610	271,610	271,610	2,574,725	2,574,725	2,574,725	2,846,335	2,846,335	2,846,335	65	65	65
GREATER DES MOINES TOTAL	**10,910,009**	**10,497,641**	**10,433,077**	**19,460,750**	**20,220,032**	**20,324,982**	**30,370,759**	**30,717,673**	**30,758,059**	**677**	**682**	**683**

Source: Frandson & Associates and CB Richard Ellis/Hubbell Commercial.

WAREHOUSE OCCUPANCY

	Pre-1970			Post 1970			Total		
Sub Market	**2008**	**2009**	**2010**	**2008**	**2009**	**2010**	**2008**	**2009**	**2010**
Western Suburbs	93.1%	97.5%	94.6%	96.6%	91.1%	92.2%	96.0%	92.1%	92.6%
CBD Core	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
CBD Fringe	65.5%	67.9%	62.8%	97.6%	94.2%	90.0%	68.0%	70.3%	65.4%
Northwest Des Moines	74.0%	84.3%	80.3%	92.6%	96.9%	97.2%	81.1%	89.3%	87.0%
Northeast Des Moines	85.3%	80.7%	83.1%	96.4%	97.0%	96.3%	92.3%	91.1%	91.5%
South Des Moines	98.8%	97.3%	97.2%	98.1%	97.4%	99.5%	98.4%	97.4%	98.5%
Ankeny	96.6%	92.4%	100.0%	93.8%	97.4%	98.3%	94.0%	96.9%	98.5%
GREATER DES MOINES TOTAL	**83.3%**	**83.5%**	**83.1%**	**96.2%**	**94.9%**	**95.3%**	**91.5%**	**91.0%**	**91.2%**

Source: Frandson & Associates and CB Richard Ellis/Hubbell Commercial.

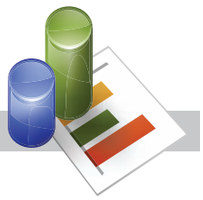
WAREHOUSE ABSORBTION

	Pre-1970			Post 1970			Total		
Sub Market	**2008**	**2009**	**2010**	**2008**	**2009**	**2010**	**2008**	**2009**	**2010**
Western Suburbs	(46,368)	59,312	(39,092)	409,730	77,585	91,830	363,362	136,897	52,738
CBD Core	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
CBD Fringe	(203,005)	(185,864)	(148,808)	(4,946)	(7,006)	(8,655)	(207,951)	(192,870)	(157,463)
Northwest Des Moines	(33,199)	42,635	(31,759)	(19,763)	22,364	1,560	(52,962)	64,999	(30,199)
Northeast Des Moines	(35,489)	(201,843)	136,997	(31,736)	303,269	33,796	(67,225)	101,426	170,793
South Des Moines	76,609	(24,450)	(34,227)	16,249	(12,959)	38,878	92,858	(37,409)	4,651
Ankeny	0	(11,408)	20,642	101,440	92,690	23,173	101,440	81,282	43,815
GREATER DES MOINES TOTAL	**(241,452)**	**(321,618)**	**(96,247)**	**470,974**	**475,943**	**180,582**	**229,522**	**154,325**	**84,335**

Source: Frandson & Associates and CB Richard Ellis/Hubbell Commercial.

MARKET FACTS

Flex Space



FLEX SPACE INVENTORY

All of the flex space is considered to be "competitive" space, and is characterized as mostly office oriented. The occupancy trend of flex space continues to become more office-oriented in nature. The majority of flex space is located in the western suburbs.

FLEX INVENTORY

	Total (SF)			Total Buildings		
Sub Market	**2008**	**2009**	**2010**	**2008**	**2009**	**2010**
Western Suburbs	3,242,864	3,242,864	3,273,236	90	90	91
CBD Core	0	0	0	0	0	0
CBD Fringe	735,885	735,885	735,885	14	14	14
Northwest Des Moines	99,161	99,161	99,161	6	6	6
Northeast Des Moines	531,234	586,110	586,110	20	21	21
South Des Moines	237,370	237,370	237,370	5	5	5
Ankeny	421,710	421,710	421,710	16	16	16
GREATER DES MOINES TOTAL	**5,268,224**	**5,323,100**	**5,353,472**	**151**	**152**	**153**

Source: Frandson & Associates and CB Richard Ellis/Hubbell Commercial.

Flex space defined

These multi-purpose buildings typically contain a better quality façade (brick and glass) while also providing dock-high or drive-in doors at the rear of the building. Flex buildings are designed to easily accommodate 100 percent of office finish for any combination of office, retail, showroom and warehouse.

Flex occupancy

The majority of flex space is located in the Western Suburbs. In 2010, an addition of 30,372 SF was realized in the Western Suburbs submarket. This is the first addition of new inventory in the Western Suburbs since 2007. No other submarkets experienced the addition of new flex space since the last survey.

Overall occupancy of flex space declined since the last survey from 86.8% in 2009, to 83.6% in 2010. As expected, the biggest occupancy decline occurred in the Western Suburbs, where the majority of flex space is located, and has the greatest effect on overall occupancy.

Recent event

The only addition of flex space since the last survey occurred in Urbandale with a 30,372 SF building added. This is a multi-tenant building located at Urbandale Drive and Aurora Avenue. This building was partially occupied at the time of delivery.

FLEX OCCUPANCY

	Total (SF)		
Sub Market	**2008**	**2009**	**2010**
Western Suburbs	85.6%	89.4%	83.3%
CBD Core	N/A	N/A	N/A
CBD Fringe	89.4%	89.1%	88.0%
Northwest Des Moines	94.9%	87.6%	90.6%
Northeast Des Moines	85.3%	79.9%	86.0%
South Des Moines	81.5%	59.1%	60.4%
Ankeny	85.0%	89.1%	88.0%
GREATER DES MOINES TOTAL	**86.0%**	**86.8%**	**83.6%**

Source: Frandson & Associates and CB Richard Ellis/Hubbell Commercial.

FLEX ABSORPTION

	Total (SF)		
Sub Market	**2008**	**2009**	**2010**
Western Suburbs	6,486	123,229	(172,515)
CBD Core	N/A	N/A	N/A
CBD Fringe	7,359	(2,208)	(8,095)
Northwest Des Moines	496	(7,239)	2,975
Northeast Des Moines	25,554	15,159	35,753
South Des Moines	6,646	(53,171)	3,086
Ankeny	9,699	17,290	(4,639)
GREATER DES MOINES TOTAL	**56,240**	**93,060**	**(143,435)**

Source: Frandson & Associates and CB Richard Ellis/Hubbell Commercial.

ACCOUNTING FIRMS

(Ranked by number of local full-time employees)

Rank	Name Address Phone; Fax	Local FT Employees Year Est.	Top Local Executive Office Manager	Parent Company Parent Company Location	Accounting Services Offered	Web site E-mail
1	**McGladrey** 400 Locust St., Ste. 640 DM, IA 50309 515-284-8660; FAX: 515-284-1545	180 1926	Rod Foster Kelly Woods	N/A N/A	Audit, assurance, tax, business consulting and wealth management	www.mcgladrey.com and www.rsmmcgladrey.com rod.foster@mcgladrey.com
2	**Ernst & Young LLP** 801 Grand Ave., Ste. 3000 DM, IA 50309 515-243-2727; FAX: 515-362-7202	127 1949	Thomas Fiepke Sandy Haugen	Ernst & Young LLP New York, NY	Assurance, advisory, tax, transaction advisory services, strategic growth markets	www.ey.com N/A
3	**KPMG LLP** 666 Grand Ave., Ste. 2500 DM, IA 50309 515-697-1155; FAX: 866-357-8103	70 1955	Jerry Borowick Debra Gray	KPMG International Amsterdam	Audit, tax, advisory, and assurance services	www.us.kpmg.com djgray@kpmg.com
4	**Deloitte & Touche LLP, Deloitte Tax LLP** Capital Square - 400 Locust St., Ste. 740 DM, IA 50309 515-288-1200; FAX: 515-288-7801	60 1972	Scott Wilgenbusch Sherry Dickelman	Deloitte & Touche Wilton, CT	Audit, tax consulting, assurance and management advisory	www.deloitte.com sdickelman@deloitte.com
4	**Denman & Co. LLP** 1601 22nd St., Ste. 400 WDM, IA 50266 515-225-8400; FAX: 515-225-0149	60 1954	Mark Wackerbarth Robin Webb	N/A N/A	Accounting, audit, tax, business consulting, succession planning, business valuation and litigation support	www.denman-cpa.com firm@denman-cpa.com
5	**McGowen, Hurst, Clark & Smith P.C.** 1601 West Lakes Pkwy., Ste. 300 WDM, IA 50266 515-288-3279; FAX: 515-280-1490	57 1946	Robert McGowen John Schmidt	N/A N/A	Tax, audit, business consulting/valuations, investment services, fraud protection, QuickBooks training	www.mhcscpa.com rbreuss@mhcscpa.com
6	**Clifton Gunderson LLP** 2700 Westown Pkwy., Ste. 400 WDM, IA 50266 515-222-4400; FAX: 515-222-4444	45 1960	Roger Jones Ronald Hintz Ronald Nielsen N/A	Clifton Gunderson Peoria, IL	Accounting, audit, tax, business valuation, business consulting, estate & succession planning	www.cliftoncpa.com ted.oberlander@cliftoncpa.com
7	**LWBJ Financial LLC** 4200 University Ave., Ste. 410 WDM, IA 50266 515-222-5680; FAX: 515-222-5681	40 1992	Marvin Debner JD Geneser Paul Juffer N/A	N/A N/A	Audit & tax services, M&A services, family office, succession & estate planning	www.lwbj.com info@lwbj.com
8	**Roth & Co. P.C.** 666 Walnut St., Ste. 1450 DM, IA 50309 515-244-0266; FAX: 515-288-8350	38 1990	Jerry Carlson Sheila Whalen	N/A N/A	Accounting & auditing, tax, IT & business consulting services	www.rothcpa.com jcarlson@rothcpa.com
9	**Kiesling Associates LLP** 7780 Office Plaza Dr. South, Ste. 184 WDM, IA 50266 515-223-0159; FAX: 515-223-5429	35 1952	Joseph Gerot Chad LaBarre	N/A N/A	Audit, tax & accounting services, compilation of financial statements and individual cert. audits	www.kiesling.com jgerot@kiesling.com
10	**Brooks Lodden P.C.** 1441 29th St., Ste. 305 WDM, IA 50266 515-223-7300; FAX: 515-223-8778	33 1984	Telford Lodden Ginger Doumas	N/A N/A	Tax consulting, planning, auditing, mgmt. advisory services, investment advice, financial planning	www.brookslodden.com TAL@brookslodden.com
11	**Meriwether, Wilson & Co. PLLC** 4500 Westown Pkwy., Ste. 140 WDM, IA 50266 515-223-0002; FAX: 515-223-0430	26 1949	Susan Chantland Julie Detlefsen	N/A N/A	Audits, reviews, tax & accounting services, consulting, payroll/bkkp services and financial planning	www.mwcplc.com info@mwcplc.com
12	**Gardiner Thomsen P.C.** 10555 New York Ave., Ste. 200 DM, IA 50322 515-270-1446; FAX: 515-270-1811	20 1964	Dan Gardiner Jenny Thiesen	N/A N/A	Audit & tax services and consulting	www.gardinercpa.com dennisg@gardinercpa.com
13	**Hamilton, Juffer & Associates LLP** 666 Grand Ave., Ste. 2400 DM, IA 50309 515-245-3737; FAX: 515-245-3738	13 2006	Randall Hamilton Linda Wharton	N/A N/A	Accounting; income taxes; tax, estate & financial planning; wealth mgmt.; non profit taxes; 5500 reporting	www.hamiltonjuffer.com rhamilton@hamiltonjuffer.com
14	**Martens & Co. CPA LLP*** 4949 Pleasant St., Ste. 104 WDM, IA 50266 515-223-4841; FAX: 515-223-0851	11 1972	Richard Atterbury Linda Ridenour	N/A N/A	Audit, accounting, tax, financial & estate planning, business consulting and computer consulting	N/A atterburyr@martenscocpa.com
14	**Timmins, Kroll, & Jacobsen LLP** 10550 New York Ave., Ste. 200 DM, IA 50322 515-270-8080; FAX: 515-276-8329	11 1945	Don Timmins N/A	N/A N/A	Audit, accounting, tax, financial planning, business advisory services, estate, retirement & succession	www.tkjcpa.com N/A
15	**Cremers Holtzbauer & Nearmyer P.C.** 6200 Aurora Ave., Ste. 600W Urbandale, IA 50322 515-274-4804; FAX: 515-274-4807	10 1979	Dale Cremers Jeanne Hummel	N/A N/A	Audit, accounting, tax, business consulting, forensic & litigation support services	www.chncpa.com info@chncpa.com
16	**Gegner Co. P.C.** 5408 NW 88th St., Ste. 110 Johnston, IA 50131 515-727-5700; FAX: 515-727-5800	9 1997	Norton Gegner Trisha Smith	N/A N/A	Accounting services, tax & business consulting, income tax, audit review compilations	www.gegnercompanypc.com info@mycpa4tax.com
16	**The Vroman Group LLP** 6701 Westown Pkwy., Ste. 120 WDM, IA 50266 515-278-4531; FAX: 515-270-4574	9 2005	Jeffrey Vroman Tina Renda	N/A N/A	Tax preparation and consulting, accounting services, business and financial consulting	www.vromancpa.com firm@vromancpa.com
17	**Community CPA & Associates Inc.** 3816 Ingersoll Ave. DM, IA 50312 515-288-3188; FAX: 515-288-3370	8 1997	Ying Sa N/A	N/A N/A	Audit, accounting, tax, business consultation	www.communitycpa.com CPA@communitycpa.com
17	**Tarbell & Co. PLC** 2130 Grand Ave. DM, IA 50312 515-282-0200; FAX: 515-282-0245	8 1978	Arvin Tarbell Sherry Crall	N/A N/A	Business and individual tax preparation, accounting services, tax planning, Quickbooks assistance	www.tarbellcpa.com info@tarbellcpa.com
18	**Coco & Ermels P.C.** 925 Ninth St. WDM, IA 50265 515-223-1457; FAX: 515-223-4284	6 1969	Martin Ermels N/A	N/A N/A	Business accounting and payroll services, income tax services, IRS negotiations and management services	N/A mermels@cocoermelscpa.com
18	**Schmid, Macklin & Associates P.C.** 1501 42nd St., Ste. 130 WDM, IA 50266 515-223-0221; FAX: 515-223-1030	6 1988	Jon Schmid N/A	N/A N/A	Full range of accounting & tax services, business consulting	N/A N/A
18	**The Planners Tax and Accounting Inc.** 1012 Grand Ave. WDM, IA 50265 515-224-0149; FAX: 515-224-0481	6 1987	Richard Siron N/A	N/A N/A	Tax prep., bookkeeping, payroll processing, financial statements, IRS & state gov. representation	N/A rsiron@plannersgroup.com
19	**Pittman & Co. LLP** 40 Omega Place - 8525 Douglas Ave. DM, IA 50322 515-276-2727; FAX: 515-276-9611	5 1984	John Pittman N/A	N/A N/A	Auditing, tax planning & preparation, business planning, estate planning & succession planning	www.pittmancpa.com john@pittmancpa.com
20	**Jody L. Goode CPA** 512 1/2 E. Grand Ave., Ste. 201 DM, IA 50309 515-288-8463; FAX: 515-288-8571	2 2005	Jody Goode Danielle Rethmeier	N/A N/A	Tax, accounting and consulting services	www.jodygoodecpa.com jody@jodygoodecpa.com
21	**Cyril Ann Mandelbaum CPA** 4500 Westown Pwky., Ste. 125 WDM, IA 50266 515-222-6203; FAX: 515-222-6202	1 1972	Cyril Ann Mandelbaum N/A	N/A N/A	Tax, litigation support and business valuation	N/A cyril@cyrilmandelbaum.com

* 2010 Book of Lists information

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MARTENS & CO. CPA LLP

- **Title:** Managing partner
- **Education:** B.A., Simpson College
- **Areas of expertise:** Audits, reviews, compilations, tax return preparations for individuals, corporations, partnerships, trusts and a variety of industries.



JERRY BOROWICK
KPMG LLP

- **Title:** Des Moines office managing partner
- **Education:** B.S.B.A., University of Louisville
- **Areas of expertise:** Communications, media and retail industries, public offerings, business process improvement, due diligence, and mergers and acquisitions.



JERRY CARLSON
ROTH & CO. P.C.

- **Title:** Managing shareholder
- **Education:** B.S., Wayne State College
- **Areas of expertise:** Business and acquisition consulting, accounting and auditing. Specializes in manufacturing, distribution and financial institutions.



DALE E. CREMERS
CREMERS HOLTZBAUER & NEARMYER P.C.

- **Title:** Managing partner
- **Education:** B.A., University of Iowa
- **Areas of expertise:** Accounting and tax, business consulting, loss analysis for insurance and attorneys.



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- **Education:** Iowa State University
- **Areas of expertise:** Manufacturing, transportation, real estate, agribusiness, mergers & acquisitions structuring, research & development strategies, state tax credits.



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- **Areas of expertise:** Insurance and asset management industries, international accounting and reporting, internal control process review/ assessment, SEC filings.



ROD FOSTER
MCGLADREY

- **Title:** Partner-in-charge/managing director
- **Education:** B.A., University of Northern Iowa
- **Areas of expertise:** Leads the firm's West Region construction & real estate practice. Focuses on audit, tax & consulting for family-owned businesses.



NORTON J. GEGNER
GEGNER CO. P.C.

- **Title:** Managing principal
- **Education:** B.A., Drake University
- **Areas of expertise:** More than 30 years experience in public accounting. Specializes in construction and real estate.



JOSEPH L. GEROT
KIESLING ASSOCIATES LLP

- **Title:** Co-managing partner
- **Education:** B.B.A., University of Iowa
- **Areas of expertise:** Financial reporting, auditing, corporate tax review & tax planning, business valuations, feasibility studies, acquisitions, consulting.



JODY L. GOODE
JODY L. GOODE CPA

- **Title:** Owner
- **Education:** B.S., Buena Vista University
- **Areas of expertise:** Twenty years of experience in tax preparation, tax planning, small business consulting & accounting services.



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Ray Bening

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Duke Reichardt

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RANDALL HAMILTON
HAMILTON, JUFFER & ASSOCIATES LLP

- **Title:** President
- **Education:** B.A., Drake University
- **Areas of expertise:** Individual income tax planning and consulting, financial and estate planning, partnership tax planning and consulting.



ROGER C. JONES
CLIFTON GUNDERSON LLP

- **Title:** Partner-in-charge, audit division
- **Education:** B.B.A., Texas Tech University
- **Areas of expertise:** Jones has more than 28 years of experience in accounting, auditing and consulting, with experience in credit review and SEC reporting.



STEVEN KOEHN
MERIWETHER, WILSON & CO. PLLC

- **Title:** Managing member of the tax division
- **Education:** B.A., University of Northern Iowa
- **Areas of expertise:** Business and individual tax consulting, planning and preparation, including casualty insurance companies, cooperatives and agri-business.



TELFORD A. LODDEN
BROOKS LODDEN P.C.

- **Title:** President
- **Education:** B.S., Iowa State University; M.B.A., Drake University
- **Areas of expertise:** Lodden oversees the firm's consulting services division and specializes in audit & advisory services for nonprofits.



CYRIL ANN MANDELBAUM
CYRIL ANN MANDELBAUM CPA

- **Title:** Owner
- **Education:** B.S., University of Colorado
- **Areas of expertise:** Tax, litigation support and business valuations.



ROBERT R. MCGOWEN
MCGOWEN, HURST, CLARK & SMITH P.C.

- **Title:** Managing partner
- **Education:** Higher Accounting and Automation, American Institute of Business
- **Areas of expertise:** Business planning, tax planning and preparation, management services.



JOHN D. PITTMAN
PITTMAN & CO. LLP

- **Title:** Partner
- **Education:** B.S., Drake University
- **Areas of expertise:** Non-profits, trucking companies, leasing companies, real estate developers.



YING SA
COMMUNITY CPA & ASSOCIATES INC.

- **Title:** CEO and lead CPA
- **Education:** York University in Toronto, Canada
- **Areas of expertise:** International business consultation, multi state tax filings, tax treaty treatment, VISA restriction in tax filing, multinational tax plans.



JEFFREY J. VROMAN
THE VROMAN GROUP LLP

- **Title:** Managing partner
- **Education:** B.B.A., University of Iowa
- **Areas of expertise:** Small business consulting and planning, income tax planning and preparation.



MARK WACKERBARTH
DENMAN & CO. LLP

- **Title:** Partner, member of firm management committee
- **Education:** B.S., Iowa State University
- **Areas of expertise:** Audit, business valuation, litigation support.



SCOTT M. WILGENBUSCH
DELOITTE & TOUCHE LLP, DELOITTE TAX LLP

- **Title:** Partner
- **Education:** B.B.A., Iowa State University
- **Areas of expertise:** Public & privately held companies in various industries, including multinational, SEC matters, leveraged buyouts, due diligence and M&A.

CREDIT UNIONS

(Ranked by total assets as of June 2010/**)*

Rank	Name Address Phone	Total Assets June 2010	Total Loans June 2010	Shares & Deposits June 2010	# of Members	CEO	Year Est.	Insured By
1	**Community Choice Credit Union** 8404 NW 62nd Ave. Johnston, IA 50131 515-334-8100	$272,910,076	$218,015,422	$244,296,166	32,301	Roger Reiser	1953	NCUA
2	**Premier Credit Union** 800 9th St. DM, IA 50309 515-282-1611	$90,789,363	$65,035,107	$81,110,499	12,967	Steve Flamm	1933	NCUA
3	**Financial Plus Credit Union** 1831 25th St. WDM, IA 50266 515-224-1222	$81,030,600	$44,228,937	$72,317,161	12,018	Dave Cale	1929	NCUA
4	**Affinity Credit Union** 475 NW Hoffman Ln. DM, IA 50313 515-288-7225	$67,405,398	$41,436,188	$60,553,569	12,216	Sandra Robinson	1949	NCUA
5	**First Class Credit Union** 2051 Westown Pkwy. WDM, IA 50265 515-282-7363	$54,894,736	$39,043,857	$48,556,538	11,051	Kent Strawn	1925	NCUA
6	**Des Moines Metro Credit Union** 100 University Ave. DM, IA 50314 515-283-4195	$40,137,809	$20,983,541	$34,413,216	5,451	Brent Helin	1938	NCUA
7	**EdCo Community Credit Union** 609 38th St. DM, IA 50312 515-274-4100	$38,209,673	$12,196,393	$32,458,028	4,104	Karolyn Wells	1930	NCUA
8	**Tradesmen Community Credit Union** 1400 2nd Ave. DM, IA 50305 515-243-8735	$36,227,285	$22,775,658	$31,655,550	7,215	Rachel Ballenger	1954	NCUA
9	**Midland Credit Union** 2891 106th St. Urbandale, IA 50322 515-278-1994	$35,748,625	$19,656,608	$29,882,975	4,937	Becky DeVries	1933	NCUA
10	**United Service Credit Union** 1212 Pleasant St., Ste 106 DM, IA 50309 515-241-4412	$31,784,855	$12,176,476	$28,072,887	4,123	Mary Jo Meeks	1955	NCUA
11	**Des Moines Police Officers Credit Union** 423 E. Court Ave. DM, IA 50309 515-243-2677	$30,512,087	$19,876,963	$25,122,372	2,047	Janet Lintin	1931	NCUA
12	**Capitol View Credit Union** 1000 East Grand Ave. DM, IA 50319 515-281-3595	$23,514,995	$17,331,098	$19,560,116	1,923	Brent Kowalsky	1944	NCUA
13	**Federal Employees Credit Union** 210 Walnut St., Ste. 132 DM, IA 50309 515-244-1458	$20,277,431	$9,886,891	$18,248,482	4,550	Michael Whittie	1951	NCUA
14	**The Cornerstone Credit Union** 414 61St St. DM, IA 50312 515-247-7049	$14,786,581	$6,451,293	$12,839,914	4,618	Gary Key	1931	NCUA
15	**Polk County Schools Employees Credit Union** 3810 66 St. Urbandale, IA 50322 515-276-6083	$9,042,966	$4,867,817	$7,871,591	1,782	Linda Pioch	1960	NCUA
16	**Village Credit Union** 601 E. Court Ave. DM, IA 50309 515-243-4400	$8,463,427	$4,790,611	$7,062,465	2,080	Debbie Whittie	1967	NCUA
17	**EMC Credit Union** 700 Walnut St. DM, IA 50306 515-243-6289	$6,689,361	$2,138,023	$5,967,602	1,400	Jennifer Ketchum	1936	NCUA
18	**Des Moines Fire Department Credit Union** 900 Mulberry St. DM, IA 50309 515-288-2521	$6,482,505	$3,321,543	$5,657,538	1,037	Gregg Voegtlin	1931	NCUA
19	**Ashworth Credit Union** 1111 Ashworth Rd. WDM, IA 50265 515-267-5367	$5,302,023	$1,444,174	$4,392,974	1,031	Donna King	1957	NCUA
20	**USDA Credit Union** 210 Walnut St., Rm. 927 DM, IA 50309 515-243-0480	$4,347,226	$2,586,896	$3,712,211	857	Kathy Carlson	1955	NCUA
21	**Polk County Credit Union** 111 Court Ave, Rm. 110 DM, IA 50309 515-244-8647	$3,580,287	$2,630,190	$2,692,465	878	Dee Rosenbaum	1955	NCUA
22	**A-E Employees Credit Union** 2201 E University Ave. DM, IA 50317 515-262-7371	$2,649,291	$1,975,025	$2,047,491	947	Lois Gorman	1953	NCUA
23	**Urbandale Municipal Employees Credit Union** 9401 Hickman Rd. Urbandale, IA 50322 515-331-6823	$1,545,456	$432,129	$1,301,312	192	Tim Stovie	1973	NCUA
24	**Des Moines Water Works Credit Union** 2201 George Flagg Pkwy. DM, IA 50321 515-282-1908	$1,457,845	$911,129	$1,286,605	481	Norma Thompson	1933	NCUA

**Iowa Credit Union League information **Not all are listed*

BANKS

(continued on page 112)

(Ranked by total deposits in DM Market as of 6/30/2010)

Rank	Name Address Phone; Fax	Total Deposits in DM Market	Total Assets in Iowa*	Net Income*	Equity Capital*	Net Loan Charge-offs*	Holding Company # of Branch Locations in DM Market Local FT Employees Market Share	Top 3 Local Executives	Web site E-mail
1	**Wells Fargo Bank N.A.** 666 Walnut St. DM, IA 50309 515-245-3131	$2.7 billion	N/A	N/A	N/A	N/A	Wells Fargo & Co. 23 N/A 17.91%	Scott Johnson Dave Mackaman	www.wellsfargo.com
2	**Bank of America** 317 Sixth Ave., Ste 200 DM, IA 50309 515-235-7211; FAX: 515-235-7009	$1.7 billion	N/A	N/A	N/A	N/A	Bank of America 15 N/A 11.53%	Paul J. Johnson	www.bankofamerica.com
3	**Bankers Trust** 453 7th St. PO Box 897 DM, IA 50309 515-245-2863; FAX: 515-245-2935	$1.6 billion	$2.9 billion	$6.6 million	$216 million	N/A	Midamerica Financial Corp. 12 400 11.03%	Suku Radia	www.bankerstrust.com
4	**West Bank** 1601 22nd St. WDM, IA 50266 515-222-2300; FAX: 515-222-2346	$1.2 billion	$1.6 billion	$7.4 million	$145.5 million	$1.4 million	West Bancorp. Inc. 8 159 7.99%	Dave Nelson Douglas R. Gulling Brad L. Winterbottom	www.westbankiowa.com info@westbankiowa.com
5	**U.S. Bank** 520 Walnut St. DM, IA 50309 515-247-4902; FAX: 515-247-4918	$706.3 million	N/A	$1.4 billion	$28.1 billion	N/A	U.S. Bancorp 15 220 4.76%	Michael J. Helak Craig A. Schneider Tim Heuss	www.usbank.com michael.helak@usbank.com
6	**First American Bank** 12333 University Ave. Clive, IA 50325 515-440-6911; FAX: 515-440-9800	$537.1 million	$1.6 billion	N/A	$159.5 million	$14.1 million	Stark Bank Group Ltd. 7 153 3.62%	Raymond E. Meister Paul A. Waltz Jake Espenmiller	www.bankfirstamerican.com information@bankfirstamerican.com
7	**Community State Bank** 817 N. Ankeny Blvd. Ankeny, IA 50023 515-331-3100; FAX: 515-964-1563	$398.6 million	$537 million	$895,000	N/A	N/A	Van Diest Investment Co. 10 250 2.69%	Brian McLoughlin Ronald Nagel	www.bankcsb.com
8	**Bank of the West** 7465 Ashworth Rd. WDM, IA 50266 515-440-7404; FAX: 515-440-7311	$390.1 million	N/A	$36.7 million	$10.5 million	$355.8 million	BancWest Corp. 12 103 2.63%	Jodi Beller Richard Bergez Christine Hensley	www.bankofthewest.com
9	**Iowa State Bank** 627 E. Locust St. DM, IA 50309 515-288-0111; FAX: 515-288-0945	$243 million	$295.9 million	$2.7 million	$37.4 million	N/A	Iowa State Bank Holding Co. 5 70 1.64%	John C. Burgeson David Ringgenberg Larry Cobb	www.iowastatebanks.com CASteen@iowastatebanks.com
10	**Liberty Bank** 6400 Westown Pkwy. WDM, IA 50266 515-661-5155; FAX: 515-224-5415	$212.2 million	$1.2 billion	$1 million	$137.9 million	N/A	Liberty Banshares Iowa Inc. 9 13 1.43%	John W. Rathjen Brent E. Johnson Russell G. Olson	libertybankiowa.com lpatterson@libertybankiwoa.com
11	**Earlham Savings Bank** 7300 Lake Dr. WDM, IA 50266 515-223-4753; FAX: 515-225-3298	$209.3 million	$239.5 million	$1 million	$29.3 million	N/A	N/A 5 36 1.41%	William W. Hunter Kristie D. Anker James L. Adkins	www.earlhambank.com ebank@earlhambank.com
12	**Great Western Bank** 10101 University Ave. Clive, IA 50325 515-223-1607; FAX: 515-223-6057	$162.3 million	N/A	N/A	N/A	N/A	Great Western Bancorp. 7 102 1.09%	Allen W. Shafer Doug Bass	www.greatwesternbank.com
13	**City State Bank** 801 Main St. Norwalk, IA 50211 515-981-4234; FAX: 515-981-0805	$147.1 million	$208 million	$1.3 million	$19.1 million	$24,000	Albrecht Financial Services 6 60 0.99%	Steve Albrecht George Meinecke Phil Kennedy	www.citystatebank.com
14	**Freedom Financial Bank** 1255 Jordan Creek Pkwy. WDM, IA 50266 515-223-1113; FAX: 515-223-0707	$133.8 million	$169.4 million	$61,000	$16.5 million	N/A	Freedom Holdings Co. 2 18 0.90%	David Hill Jeff Payne Heather Miller	www.freedomfinancialbank.com
15	**Valley Bank** 12257 University Ave. Clive, IA 50325 515-453-2265; FAX: 515-457-7830	$121.6 million	$634 million	N/A	N/A	N/A	River Valley Bancorp. 4 58 0.82%	Dennis Hanson Scott Menke William Kurtz	www.valleyb.com
16	**Peoples Trust & Savings Bank** 12701 University Ave. Clive, IA 50325 515-457-8880; FAX: 515-457-8889	$114.5 million	$276.2 million	$176,636	$23.4 million	$715,601	Green Circle Investments Inc. 4 23 0.77%	Barry L. Smith Michael R. Segner William D. Tufford	www.ptsbank.com thedges@ptsbank.com
17	**Two Rivers Bank & Trust** 4500 Westown Pkwy., Ste. 150, WDM, IA 50266 515-223-3500; FAX: 515-331-3312	$114.4 million	$587 million	$1.2 million	$646.5 million	$1.5 million	Two Rivers Financial Group Inc 4 21 0.77%	Jeff Damman William Sullivan William Mullins	www.tworiversbank.com contactus@tworiversbank.com

* Values rounded to the nearest decimal



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(continued from page 110)

(Ranked by total deposits in DM Market as of 6/30/2010)

Rank	Name Address Phone; Fax	Total Deposits in DM Market	Total Assets in Iowa*	Net Income*	Equity Capital*	Net Loan Charge-offs*	Holding Company # of Branch Locations in DM Market Local FT Employees Market Share	Top 3 Local Executives	Web site E-mail
18	**MetaBank** 418 Sixth Ave. Ste. 205 DM, IA 50309 515-447-4249; FAX: 515-447-4242	$110 million	$960.7 million	$9.9 million	N/A	$69.8 million	Meta Financial Group Inc. 6 61 0.74%	J. Tyler Haahr Troy Moore Steven Patterson	www.bankmeta.com bank@bankmeta.com
19	**Bank Iowa** 1150 Jordan Creek Pkwy. WDM, IA 50266 515-225-0710; FAX: 515-225-3571	$108 million	$1 billion	$3.6 million	$88.3 million	N/A	Bank Iowa Corp. 3 43 0.73%	Stan L. Honken Gary Beggs Darlene Carlson	www.bankiowabanks.com mybank@bankiowabanks.com
20	**First Bank** 5625 Mills Civic Pkwy. WDM, IA 50266 515-225-2641; FAX: 515-225-8718	$107.5 million	$117.5 million	$69,264	N/A	N/A	FNB Holding 3 35 0.72%	Jeff Rose Bill Messerschmidt Rick Messerschmidt	www.firstbankdm.com contactus@firstbankdm.com, rmesser@firstbankdm.com
21	**Charter Bank** 5526 NW 86th St. Johnston, IA 50131 515-331-2265; FAX: 515-331-3311	$100 million	$110.2 million	$895,000	$9.8 million	$4,248	Johnston Growth Corp. 3 20 0.65%	Timothy J. Heldt Sharm Sissler J.P. Pearson	www.charterbanker.com
22	**Northwest Bank** 5700 University Ave., Ste. 100 WDM, IA 50266 515-974-4400; FAX: 515-974-4401	$99.4 million	$772 million	$6.6 million	$65.2 million	N/A	Northwest Financial Corp. 3 37 0.67%	Donald Nickerson Ed Arndorfer Dan Mullenbach	www.bank-northwest.com dnickerson@bank-northwest.com
23	**Polk County Bank** 5601 Merle Hay Rd. PO Box 200 Johnston, IA 50131 515-278-6300; FAX: 515-278-6644	$97.2 million	$115.3 million	($607,000)	$6 million	$0	Polk County Bancorp. 3 41 0.66%	Robert J. Miller Tom Miller	www.polkcountybank.com dpedersen@polkcountybank.com
24	**Legacy Bank** 502 Eighth St. SW Altoona, IA 50009 515-967-9981; FAX: 515-967-9984	$82.9 million	$91.9 million	$201,583	$8.7 million	N/A	F.S. Bancor Inc. 4 30 0.58%	Robert E. Chittenden Brian T. Chittenden	www.banklegacy.com
25	**VisionBank of Iowa, an Office of Ames Community Bank** 925 Gateway Dr. Grimes, IA 50111 515-986-5746; FAX: 515-986-5764	$66.7 million	$477.1 million	($4,798)	N/A	N/A	Ogden BancShares Inc. 1 8 0.51%	Dan Boes Jeff Harder Shane Brix	www.amescommunitybank.com
26	**First Federal Savings Bank of Iowa** 120 S. 68th St. WDM, IA 50266 515-226-0800; FAX: 515-224-9474	$64.3 million	$452.3 million	$533,090	$46 million	$587,879	North Central Bancshares Inc 4 45 0.43%	David M. Bradley Thomas J. Hromatka Jane Funk	www.firstfederaliowa.com ruddyb@firstfederaliowa.com
27	**Midwest Heritage Bank**** 3580 EP True Pkwy WDM, IA 50265 515-343-5821; FAX: 515-343-5818	$60.6 million	N/A	N/A	N/A	N/A	Hy-Vee 7 N/A 0.41%	Tony Kaska Michael Banker	www.mhbank.com customerservice@mhbank.com
28	**Great Southern Bank** 6260 Mills Civic Pkwy. WDM, IA 50266 515-422-5136; FAX: 515-422-5135	$35.2 million	$3.5 billion	$9.7 million	$304.4 million	$17 million	Great Southern Bancorp Inc. 4 15 0.24%	Brian Bond Alicia Roling	www.greatsouthernbank.com
29	**Regions Bank** 2851 86th St. Urbandale, IA 50322 515-237-8630	$30.7 million	N/A	N/A	$15.9 million	N/A	Regions Financial Corp. 1 6 0.61%	Martin Dwyer Ryan Marlen David Marks	www.regions.com
30	**State Savings Bank** 4800 Mills Civic Pkwy., Ste. 100 WDM, IA 50265 515-457-9533; FAX: 515-457-9643	$30.2 million	$86,128	$549,000	$9,013	$30,000	SSB Holding Co. Inc. 1 10 0.20%	Tim J Wolf Rick Helps Bunny Dayton	www.statesavingsonline.com
31	**American Trust & Saving Bank** 9350 University Ave., Ste. 138 WDM, IA 50266 515-224-2300; FAX: 515-224-0054	$27.1 million	$821.3 million	$840,000	$81.2 million	$4,221	AT Bancorp 1 12 0.18%	Eric T. Wilson	www.americantrust.com ewilson@americantrust.com
32	**Fidelity Bank**** 177 S. Jordan Creek Pkwy. WDM, IA 50266 515-221-0022; FAX: 515-221-3311	$16.6 million	N/A	N/A	N/A	N/A	Maximum Bancshares Inc. 1 8 0.11%	Bruce D. Greenfield Tim McFarland Rick V. Davis	www.fidelity-bank.com
	Mutual of Omaha Bank 5525 Merle Hay Rd., Ste. 290 Johnston, IA 50131 515-270-1540	N/A	N/A	N/A	N/A	N/A	Mutual of Omaha Bank 1 N/A N/A	Dwayne Sieck T. J. Heither Jim S. Langin	N/A jim.langin@mutualofomahabank.com
	The PrivateBank 4601 Westown Pkwy., Ste. 113 WDM, IA 50266 515-225-9157; FAX: 515-225-9164	N/A	$100 million	$50	$6,586	$0	PrivateBancorp Inc 1 3 14	Kim A. Butler Zach Leonard John P. Mickelson	www.theprivatebank.com kbutler@theprivatebank.com

* Values rounded to the nearest decimal
** Total Deposits, Number of Offices and Market Share are updated; the rest is 2010 Book of Lists information

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STEVE ALBRECHT
CITY STATE BANK

- **Title:** President & CEO
- **Years in Banking:** 28
- **Education:** B.S., Iowa State University
- **Community involvement:** Current board member and committee member of Shazam, Norwalk Library Foundation, St. John's Finance Council and Norwalk Schools Improvement Team.



JODI BELLER
BANK OF THE WEST

- **Title:** Senior vice president, regional manager
- **Years in Banking:** 33
- **Education:** Southeast Community College; graduate of the American Institute of Banking
- **Community involvement:** Member of the board of directors of Bras for the Cause; Small Business Advisory Council of the Greater Des Moines Partnership; Hope Lutheran Church.



KIM A. BUTLER
THE PRIVATEBANK

- **Title:** Managing director
- **Years in Banking:** 24
- **Education:** B.A., Central College
- **Community involvement:** Board of directors/immediate past president Boys & Girls Clubs of Central Iowa, board of directors Variety Club, member of Consortium Women's Business Breakfast Club, Forty Under 40 inductee, graduate of Greater Des Moines Leadership Institute Class of 2001.



DARLENE CARLSON
BANK IOWA

- **Title:** Market president
- **Years in Banking:** 34
- **Education:** B.A., Bellevue University
- **Community involvement:** Member of the Regional Expansion Committee for the Greater Des Moines Partnership (GDMP); member of the Pleasant Hill Development Corp. board; past board member of the Regional Development Board of the GDMP; 2008 chairwoman for the Affiliate Presidents Council of the GDMP, past president of the Altoona Area Chamber of Commerce, past planning and zoning commissioner for the City of Pleasant Hill; former member of the Altoona Citizens Visionary Advisory Council.



BOB CHITTENDEN
LEGACY BANK

- **Title:** President
- **Education:** B.S., Minnesota State University
- **Years in banking:** 42
- **Community involvement:** Member of Altoona Chamber of Commerce, Mitchellville Chamber of Commerce, Eastern Polk Regional Development Inc., Iowa Bankers Association, Community Bankers of Iowa and Lutheran Church of the Cross in Altoona.



JEFF DAMMAN
TWO RIVERS BANK & TRUST

- **Title:** Central Iowa Market President
- **Years in Banking:** 20
- **Community involvement:** Ankeny Area Chamber of Commerce, Ankeny Economic Development Corp., Rotary, and Ankeny City Band.



DENNIS HANSON
VALLEY BANK

- **Title:** Iowa regional president
- **Years in Banking:** 31
- **Education:** B.A., Luther College
- **Community involvement:** Hanson has held leadership positions in economic development, United Way, Easter Seals of Iowa and community foundation boards in several Iowa communities.



MICHAEL J. HELAK
U.S. BANK

- **Title:** Regional president
- **Years in Banking:** 30
- **Education:** B.S., University of Arizona
- **Community involvement:** Greater Des Moines Committee, Greater Des Moines Partnership's finance committee and executive committee, Choose Des Moines Communities, Des Moines University Advisory Council, Iowa College Foundation board treasurer, Junior Achievement of Central Iowa executive committee, 2030 Transit Task Force member.



THOMAS J. HROMATKA
FIRST FEDERAL SAVINGS BANK OF IOWA

- **Title:** Executive vice president
- **Years in Banking:** 30+
- **Education:** B.S., Morningside College; Graduate School of Banking, Arizona State University
- **Community involvement:** WDM Kiwanis, past president/director for FC Development Corp., director of Greater Dallas County Development Alliance, St. Boniface RCIA leadership team, Katie's Crusader's board.



PAUL J. JOHNSON
BANK OF AMERICA

- **Title:** Market President
- **Years in Banking:** 30
- **Education:** B.B.A, University of Iowa; Graduate School of Banking, University of Colorado
- **Community involvement:** Rebuilding Together Greater Des Moines, Iowa Business Growth, graduate of Greater Des Moines Leadership Institute.



SCOTT JOHNSON
WELLS FARGO BANK N.A.

- **Title:** Regional president, Iowa/Illinois
- **Years in Banking:** 31
- **Education:** B.S., Iowa State University; M.B.A., Drake University
- **Community involvement:** Greater Des Moines Partnership, Drake University Board of Trustees, Principal Charity Classic board of directors.



JIM S. LANGIN
MUTUAL OF OMAHA BANK

- **Title:** Senior vice president
- **Years in Banking:** 21
- **Education:** B.A., University of Iowa; Graduate School of Banking, University of Colorado
- **Community involvement:** St. Francis of Assisi Church finance council member, Link Associates board member, Iowa Bankers Association legislative committee member, Greater Des Moines Leadership Institute graduate, DMAM Rotary Club member, alumni coordinator for University of Colorado Graduate School of Banking.



RAYMOND E. MEISTER
FIRST AMERICAN BANK

- **Title:** Regional president
- **Years in Banking:** 30+
- **Education:** B.A, Iowa State University; Graduate School of Banking, University of Wisconsin, Madison
- **Community involvement:** ISU Alumni Association audit committee, Habitat for Humanity, Catholic Charities.



ROBERT J. MILLER
POLK COUNTY BANK

- **Title:** Chairman
- **Years in Banking:** 40
- **Education:** Drake University
- **Community involvement:** Johnston and Polk City chambers of commerce, JEDCO, North Polk School Foundation, founder of the Polk City Development Corp., St. John's Lutheran Church Foundation, IBA, Boy Scouts, Greater Des Moines Partnership and Polk City Historic Preservation.



TROY MOORE
METABANK

- **Title:** Executive vice president & chief operating officer
- **Years in Banking:** 14
- **Education:** B.B.A, Iowa State University; Graduate School of Banking, University of Wisconsin - Madison
- **Community involvement:** Waukee YMCA board member, chairman of board development committee and chairman of Partner With Youth Campaign: Des Moines Golf and Country Club house committee; youth sports coach.

(continued from page 114)



RONALD NAGEL
COMMUNITY STATE BANK

- **Title:** President & CEO
- **Years in Banking:** 34
- **Education:** B.S., North Dakota State University
- **Community involvement:** Nagel has a long history of community involvement, currently serving on the Progress Industries board and finance committee. He is also a member of Knights of Columbus and the Ankeny Economic Development Corp.



DAVE NELSON
WEST BANK

- **Title:** Chairman & CEO
- **Years in Banking:** 25
- **Education:** B.A. and M.B.A., Drake University
- **Community involvement:** Greater Des Moines Committee, past involvement in Rochester Area Chamber of Commerce, the Olmsted County United Way including Community Campaign chair and Leaders in Giving chair, and the Rochester Community and Technical College Foundation. Nelson also served as chair of the Olmsted Medical Center Board of Trustees and was presented with the Mayor's Medal of Honor for Community Leadership.



DONALD NICKERSON
NORTHWEST BANK

- **Title:** President
- **Years in Banking:** 27
- **Education:** Iowa State University
- **Community involvement:** WDM Lions Club, Variety Club, WDM and Clive chambers of commerce and United Way.



SUKU RADIA
BANKERS TRUST

- **Title:** President & CEO
- **Years in Banking:** 36
- **Education:** B.S., Iowa State University
- **Community involvement:** Drake University Board of Trustees, vice chair for Mercy Medical Center board of directors, vice chair for Bravo Greater Des Moines, executive committee for Community Foundation of Greater Des Moines, and past chair of a dozen other community/civic organizations.



JOHN W. RATHJEN
LIBERTY BANK

- **Title:** President & CEO
- **Years in Banking:** 31
- **Education:** B.S., Upper Iowa University; Graduate School of Banking, CO
- **Community involvement:** John is new to the Des Moines area. His prior community involvement includes: Cedar Valley United Way, City of Waterloo Housing Task Force, Food Bank campaign chair and Friends of NCC.



DAVID RINGGENBERG
IOWA STATE BANK

- **Title:** President
- **Years in Banking:** 34
- **Education:** B.S., South Dakota State
- **Community involvement:** Greater Des Moines Partnership, Des Moines Development Corp., Former Des Moines Christian School board member.



JEFF ROSE
FIRST BANK

- **Title:** President & CEO
- **Years in Banking:** 25
- **Education:** B.B.A, University of Iowa; MBA; University of North Texas
- **Community involvement:** Iowa Health Foundation treasurer; Mid-Iowa Council of Boy Scouts of America executive board member; Employee & Family Resources Foundation board member; Des Moines Golf & Country Club board member.



ALLEN W. SHAFER
GREAT WESTERN BANK

- **Title:** Regional president
- **Years in Banking:** 25
- **Education:** B.A., Gustavus Adolphus; M.B.A., University of Iowa



ERIC T. WILSON
AMERICAN TRUST & SAVINGS BANK

- **Title:** President, Central Iowa markets
- **Years in Banking:** 16
- **Education:** B.A., Iowa State University; M.A., Asbury Theological Seminary
- **Community involvement:** Iowa Homeless Youth Centers, Youth & Shelter Services, Youth Policy Institute of Iowa, Young Professionals Connection, Des Moines Art Center, Civic Center of Greater Des Moines, Iowa Coalition Against Domestic Violence, Governor's Cup and Dallas Center-Grimes Soccer Club.

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MORTGAGE LENDERS

(Ranked by total dollar volume closed in 2009)

Rank	Name Address Phone; Fax	Total Dollar Volume Closed in 2009*	# Mortgages Closed	Average Value of Mortgages Closed	Year Incorp.	% Government Guaranteed Loans % Adjustable Rate Loans	Local FT Staff Local Loan Officers Top Local Loan Officer	Top 3 Local Executives	Web site E-mail
1	**Wells Fargo Home Mortgage** One Home Campus DM, IA 50328 515-213-4183	$1.53 billion	9,104	$167,750	1852	30% N/A	N/A N/A N/A	Cara Heiden Mike Heid	www.wellsfargo.com
2	**Nationwide Advantage Mortgage Co.** 7760 Office Plaza Dr. South WDM, IA 50266 515-224-7100; FAX: 515-224-7115	$1.5 billion	9,440	$159,000	1987	99% N/A	170 N/A Robert Kallio	Paul H. Swan Deborah L. Iglehart Robert D. Sherwood	www.nationwideadvantagemortgage.com sherwor@nationwide.com
3	**Valley Bank** 12257 University Ave. Clive, IA 50325 515-453-2265; FAX: 515-457-7837	$500 million	3,144	$156,000	1993	32% 2%	17 9 Gary Presnall	Gary Presnall Chase Rohlfsen Vicki Davis	www.bankatvalley.com 1993
4	**Northwest Bank** 5700 University Ave, Ste. 100 WDM, IA 50266 515-974-4400; FAX: 515-974-4401	$432.69 million	2,701	$160,196	1988	5% 9%	5 N/A Carmen Davis	Donald Nickerson Ed Arndorfer Travis Simpson	www.bank-northwest.com dnickerson@bank-northwest.com
5	**Bankers Trust** 453 Seventh St. PO Box 897 DM, IA 50309 515-245-2863; FAX: 515-245-2898	$279.3 million	1,574	$177,418	1917	11% 6%	26 12 Yvonne Silvers	Suku Radia Don Coffin Kim Downing-Manning	www.bankerstrust.com
6	**First American Bank Home Mortgage** 12333 University Ave. Clive, IA 50325 515-440-6921; FAX: 515-440-6999	$163.51 million	857	$190,796	1934	40% 2%	23 8 Becky Meyer	Chuck Simmons	www.mortgage.bankfirstamerican.com chuck.simmons@bankfirstamerican.com
7	**West Bank** 1601 22nd St. WDM, IA 50266 515-222-2300; FAX: 515-222-2346	$86.52 million	512	$168,978	1893	3.1% 6.8%	165 6 James W. Glaser	Dave Nelson Doug Gulling Brad Winterbottom	www.westbankiowa.com info@westbankiowa.com
8	**Bank of America Home Loans** 1250 NW 128th St., Ste. 120 Clive, IA 50325 515-661-6938; FAX: 515-661-6917	$46.63 million	323	$144,356	1874	35% N/A	8 6 N/A	N/A	www.bankofamerica.com
9	**First Federal Savings Bank of Iowa** 120 S. 68th St. WDM, IA 50266 515-226-0800; FAX: 515-224-9474	$43.94 million	304	$144,527	1954	0% 12%	45 4 Erik Oleson	David M. Bradley Thomas J. Hromatka Jane Funk	www.firstfederaliowa.com ruddyb@firstfederaliowa.com
10	**Liberty Bank** 6400 Westown Pkwy. WDM, IA 50266 515-661-5155; FAX: 515-224-5415	$43.93 million	237	$186,159	1998	22.4% 8.3%	13 5 Matt Sailer	Chris D. Wignall Nathan J. Smithey Deon Pitsor	libertybankiowa.com lpatterson@libertybankiwoa.com
11	**Peoples Trust & Savings Bank** 12701 University Ave. Clive, IA 50325 515-457-8880; FAX: 515-457-8889	$38.66 million	509	$75,955	1917	3% 0%	23 12 Denny Giancola	Barry L. Smith Michael R. Segner William D. Tufford	www.ptsbank.com thedges@ptsbank.com
12	**Community State Bank** 817 N Ankeny Blvd Ankeny, IA 50021 515-331-3100; FAX: 515-965-1739	$33.02 million	257	$128,496	1902	0% N/A	10 4 Aletha Lenz Jacquie Holm-Smith	Cade Lindaman Jennifer Staley	www.bankcsb.com clindaman@bankcsb.com
13	**Neighborhood Finance Corp.** 1912 Sixth Ave. DM, IA 50314 515-246-0010; FAX: 515-246-0112	$20.47 million	279	$73,358	1990	0% 0%	13 2 N/A	Holly Olson Mark Alberico Patty Cook	www.neighborhoodfinance.org
14	**Polk County Bank** 5601 Merle Hay Rd. PO Box 200 Johnston, IA 50131 515-278-6300; FAX: 515-278-6644	$19.75 million	130	$152,000	1903	0% 0%	41 2 Jason Walter Parnell	Robert J. Miller Tom Miller	www.polkcountybank.com dpedersen@polkcountybank.com
15	**Earlham Savings Bank** 7300 Lake Dr. WDM, IA 50266 515-223-4753; FAX: 515-225-3298	$13.72 million	135	$102,000	1931	0% N/A	36 5 Kenneth Flaherty	William W. Hunter Kristie D. Anker James L. Adkins	www.earlhambank.com ebank@earlhambank.com
16	**Two Rivers Bank and Trust** 4320 Westown Pkwy., Ste. 100 WDM, IA 50266 515-223-3500; FAX: 515-223-3517	$11.66 million	61	$191,167	2005	0% N/A	1 N/A Angela R. DeCoursey	Angela R. DeCoursey	www.tworiversbank.com adecoursey@tworiversbank.com
17	**Iowa State Bank** 627 E. Locust St. DM, IA 50309 515-288-0111; FAX: 515-288-0945	$8.9 million	68	$131,000	1941	9% 0%	3 1 N/A	John C. Burgeson Marsha Kephart David Ringgenberg	www.iowastatebanks.com makephart@iowastatebanks.com
	Fairway Independent Mortgage 8515 Douglas Ave., Suite 22 Urbandale, IA 50322 515-257-6729; FAX: 866-496-3979	N/A	N/A	N/A	1996	N/A N/A	3 2 Tyler Osby	Tyler Osby	www.wealthwithmortgage.com tyler@tylerosbyteam.com

* Rounded to the nearest decimal.



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KIM DOWNING-MANNING
BANKERS TRUST

- **Title:** Vice president and senior lender, residential real estate department
- **Education:** Simpson College
- **Finance background:** Downing-Manning is a life-long resident of Central Iowa with almost 25 years in the mortgage finance industry. She joined Bankers Trust in 2007 as vice president and assistant manager/business development officer and was promoted to leader of the residential real estate department in 2010.



JAMES W. GLASER
WEST BANK

- **Title:** Senior vice president, residential mortgages
- **Education:** B.A., University of Iowa
- **Finance background:** Glaser's residential mortgage career began 31 years ago and has included leadership roles within a handful of companies, including 17 years leading Glaser Mortgage Corp. He joined West Bank in 2007.



MIKE HEID
WELLS FARGO HOME MORTGAGE

- **Title:** Co-president
- **Education:** B.A., University of Wisconsin - Whitewater
- **Finance background:** Heid has more than 24 years experience in mortgage banking and 6 years of public accounting experience. He joined Wells Fargo Home Mortgage in 1991 and held a variety of roles prior to being named co-president in 2004. Heid is a CPA and a member of the Mortgage Bankers Association.



CARA HEIDEN
WELLS FARGO HOME MORTGAGE

- **Title:** Co-president
- **Education:** B.S., Iowa State University
- **Finance background:** Heiden's career with Wells Fargo began when she joined Norwest Bank Iowa/Wells Fargo in 1981. She held various accounting positions and was promoted to senior vice president and chief financial officer of Wells Fargo Bank Iowa in 1988. In 1992, she joined Wells Fargo Home Mortgage as vice president and chief financial officer and held various accounting roles prior to becoming the mortgage division co-president in 2004.



THOMAS J. HROMATKA
FIRST FEDERAL SAVINGS BANK OF IOWA

- **Title:** Executive vice president
- **Education:** B.S., Morningside College; Graduate School of Banking, Arizona State University
- **Finance background:** Hromatka has been a banker in Iowa for more than 30 years. Prior to joining First Federal in 2008, he served as president/CEO for VisionBank.



CADE LINDAMAN
COMMUNITY STATE BANK

- **Title:** Vice president - residential mortgage
- **Education:** B.A., University of Northern Iowa
- **Finance background:** Lindaman joined Community State Bank in March 2005 with a decade of financial experience, including banking, leasing, and first and second mortgages. The past eight years, he has worked in mortgage management.



HOLLY OLSON
NEIGHBORHOOD FINANCE CORP.

- **Title:** Executive director
- **Education:** B.A., George Washington University
- **Finance background:** Olson spent 10 years working in public accounting before joining NFC in 2002. She is a member of the AICPA and ISCPA and involved in the ISCPA Exempt Organization Task Force.



TYLER OSBY
FAIRWAY INDEPENDENT MORTGAGE

- **Title:** Branch manager and certified mortgage planner
- **Education:** A.A., Des Moines Area Community College & Certified Mortgage Planner Certification
- **Finance background:** Osby entered the mortgage industry seven years ago and holds the Certified Mortgage Planner designation. Osby has been nationally recognized for his unique incorporation of technology in the mortgage industry.



JASON W. PARNELL
POLK COUNTY BANK

- **Title:** Mortgage lender
- **Finance background:** Parnell has served several years in the financial industry in Polk and Dallas counties.



GARY PRESNALL
VALLEY BANK

- **Title:** Market president, CMPS
- **Education:** B.A., University of Northern Iowa
- **Finance background:** Presnall has more than 26 years experience in the finance & customer service industry. For the past few years, he has been in the top 200 mortgage originators of the country. He is dedicated to helping clients use their mortgage as a financial tool for wealth management & to achieve their financial goals.



CHUCK SIMMONS
FIRST AMERICAN BANK HOME MORTGAGE

- **Title:** Vice president
- **Education:** B.A., St. John's University
- **Finance background:** Simmons has served in the mortgage industry for 13 years.



NATHAN J. SMITHEY
LIBERTY BANK

- **Title:** VP, mortgage sales manager
- **Education:** B.S., Iowa State University
- **Finance background:** Smithey has more than 10 years of mortgage experience that includes mortgage training, operations management and origination.



PAUL H. SWAN
NATIONWIDE ADVANTAGE MORTGAGE CO.

- **Title:** President
- **Education:** B.A., University of Michigan; M.B.A., Wayne State University
- **Finance background:** Swan has more than 39 years experience in the mortgage and banking industry. He was elected president in 2004 and previously served as president of mortgage operations at First Chicago NBD and Bank One.



TAMMY WALTON
IOWA STATE BANK

- **Title:** Mortgage loan & CRA officer
- **Education:** Mount Mercy College
- **Finance background:** 27 years of experience in the mortgage financing industry. Iowa Certified Mortgage Professional with community reinvestment. Involved as a volunteer for Habitat for Humanity.

INVESTMENT & WEALTH ADVISORS

(continued on page 120)

(Ranked by local licensed advisors)

Rank	Name Address Phone; Fax	Local Licensed Advisors Local Support Staff	Avg. Years of Advisor Experience	Year Est.	Top 3 Local Executives	Services Offered	Web site E-mail
1	**Midwest Region Business Center/Principal Financial** 6701 Westown Pkwy., Ste. 200 WDM, IA 50266 515-246-4000; FAX: 515-246-4076	110 55	N/A	1912	Larry Reelitz	Insurance and financial services	www.principal.com/midwest
2	**Investment Advisors Corp. (Broker Dealer)** 8800 NW 62nd Ave., PO Box 6240 Johnston, IA 50131 515-727-6700; FAX: 515-727-6790	71 35	20	1979	Timothy Lyle Beth Stokes Deb Jackson	Third-party money managers, discretionary platforms and non-discretionary programs	www.bdfs.com ktraylor@bdfs.com
3	**Central Financial Group** 5959 Village View Dr., Ste. 200 WDM, IA 50266 515-457-1222; FAX: 515-457-1223	62 10	15	1986	Sonja Gonzalez Brad Whitman Merle Boeve	Full service insurance agency offering life insurance, investments, health and property and casualty	www.centralfinancialgroup.com sgonzalez@centralfinancial.com
4	**Morgan Stanley Smith Barney** 801 Grand Ave., Ste. 380 DM, IA 50309 515-288-6555; FAX: 515-224-5559	52 33	19	1873	Scott R. Frost James F. Willer John Victor	Wealth management, financial planning, investments	www.morganstanley.com; www.smithbarney.com
5	**MassMutual Financial Group** 1415 28th St., Ste 350 WDM, IA 50266 515-223-6277; FAX: 515-223-6560	35 8	15	1889	Sean R. Stevens	Life insurance, investment products, financial planning	www.massmutual.com seanstevens@finsvcs.com
6	**RBC Wealth Management** 1250 NW 128th St., Ste. 200 Clive, IA 50325 515-225-4500; FAX: 515-225-4550	27 12	25	1909	Kirk Abrahamson	Wealth management, retirement planning, estate planning	www.rbcwm-usa.com
7	**Wells Fargo Advisors** 4344 Corporate Dr. WDM, IA 50266 515-254-9400; FAX: 515-254-2955	25 18	N/A	1980	Dave Jones Vicki Nelson Heather Johnson	Investment services	www.wfadvisors.som
8	**Wells Fargo Investment Services Inc.** 666 Walnut St., N8200-02D DM, IA 50309 515-245-3127; FAX: 515-245-8116	24 16	15	1852	Jeff Carpenter Terry Johnson	Investments	www.wellsfargo.com kathy.hooper@wellsfargo.com
9	**Franke, Herr & Associates/Ameriprise Financial** 2600 Westown Pkwy., Ste. 110 WDM, IA 50266 515-309-0043; FAX: 515-273-3199	20 5	15	1987	Deniz Franke Michael Franke Randy Herr	Complete investment & asset management, wealth management	N/A Deniz.T.Franke@ampf.com
10	**BTC Wealth Management Group, a division of Bankers Trust** 453 7th St., PO Box 897 DM, IA 50309 515-245-2800	16 7	22	2003	Scott Eltjes Chuck Leibold	Asset mgmt.; retirement plan admin.; business, estate & financial planning; trust & fiduciary svcs.	www.btcwealthmanagement.com cleibold@bankerstrust.com
10	**US Bank NA - Private Client Group*** 520 Walnut St. DM, IA 50309 515-245-6221; FAX: 515-245-6363	16 6	17	1890	Stephen Stroud Debra Minkler Fred Linder	N/A	www.usbank.com
11	**Merrill Lynch** 400 Locust St., Ste. 600 DM, IA 50309 515-245-8000	15 5	20	1950	David Blake	Wealth management, financial advisory	www.ml.com
12	**DeWaay Capital Management** 13001 University Ave. Clive, IA 50325 515-224-9861; FAX: 515-224-0305	14 25	N/A	1987	Don DeWaay Andrew Dorr Chris Uglum	N/A	www.DeWaay.net info@dewaay.net
13	**UBS Financial Services Inc.** 5465 Mills Civic Pkwy., Ste. 301 WDM, IA 50266 515-222-0585; FAX: 515-222-0689	13 8	N/A	1978	Tim Woods	Wealth management, retirement planning, financial planning	www.ubs.com
14	**Holmes Murphy Financial Services** 3001 Westown Pkwy., Ste. 200 WDM, IA 50266 515-224-4032; FAX: 515-224-0653	12 11	14	1981	James M. Mars Jim Pierce	Financial life planning, investment strategies, retirement strategies and estate planning	www.holmesmurphyfs.com
15	**Foster Group Inc.** 1001 Grand Ave. WDM, IA 50265 515-226-9000; FAX: 515-224-4970	11 13	19	1989	Reed Rinderknecht Kent Kramer Buck Olsen	Fee-only wealth consulting & portfolio management	www.fostergrp.com info@fostergrp.com
16	**Raymond James & Associates** 1601 West Lakes Pkwy., Ste. 210 WDM, IA 50266 515-226-7890; FAX: 515-440-0818	10 4	N/A	1998	Steve DeVenney Doug Northrop	Investment and financial services	www.raymondjames.com
17	**Bearence Management Group** 1045 76th St., Ste. 4000 WDM, IA 50266 515-327-8450; FAX: 515-327-8457	8 2	17	2005	Joe Teeling Dave Schwartz Dan Seemuth	Wealth management, 401K, life insurance	www.bearence.com tarbuckle@bearence.com
17	**Miles Capital Inc** 1415 28th St., Ste. 200 WDM, IA 50266 515-453-8400	8 12	19	1982	David Miles Greg Boal Jake Amonson	Registered investment advisor offering the full range of investment management services	www.milescapital.com
18	**Gremler Financial Group** 4140 Grand Ave. DM, IA 50312 515-453-2222; FAX: 515-453-2225	7 12	N/A	1993	Mark Gremler James Wessels John Gremler Jared Sutton	Financial planning, investment management, insurance, tax and estate planning strategies	www.gremlerfinancial.com mark.gremler@ingfp.com
18	**Jesse, Keeling & Associates** 12247 Stratford Dr. Clive, IA 50325 515-453-9424; FAX: 515-453-9436	7 1	10	1990	Dave Jesse Rich Keeling	Financial planning, banking & cash mgmt., insurance, investments, retirement planning	www.ameriprise.com
19	**Financial Partners Group** 4400 Westown Pkwy., Ste. 301 WDM, IA 50266 515-223-9200; FAX: 515-223-3842	6 3	13	2002	Joel C. Magruder Kurt Maher Dennis Markway Jason Kirke	Professional financial planning, retirement & income planning, financial education, retirement plans	www.financialpartnersgroup.net jmagruder@financialpartnersgroup.net
19	**Gilbert & Cook Inc.** 2670 106th St., Ste. 220 DM, IA 50322 515-270-6444; FAX: 515-270-6446	6 10	25	1993	Marlis A. Gilbert Linda Lundstrom Cook Christopher C. Cook	Planning tailored for complex financial solutions, retirement & tax strategies, wealth transition	www.gilbertcook.com llcook@gilbertcook.com
20	**Syverson Strege & Co.** 4400 Westown Pkwy., Ste. 300 WDM, IA 50266 515-225-6000; FAX: 515-225-6888	5 10	25	1997	Johnne Syverson David Strege Donald Doudna	Fee-only financial planning firm offering retirement, estate, philanthropic & investment planning	www.syversonstrege.com
21	**Charles Schwab & Co. Inc.** 801 Grand Ave., Ste. 100 DM, IA 50309 515-698-4210; FAX: 515-698-4220	4 1	8	1974	Adam Boyer	Securities brokerage, money management financial advisory services	www.schwab.com
21	**MGC Financial/Lincoln Financial Advisors** 2900 100th St., Ste. 205 Urbandale, IA 50322 515-243-3212; FAX: 515-243-9119	4 3	20	1983	Pat McGoldrick Randy Von Fumetti Steve McGoldrick	Financial planning	N/A
22	**Commodity Services Inc.** 1901 NW 92nd Ct., Ste. B Clive, IA 50325 515-251-3100	3 1	25	2002	Ross Carstens	Commodity brokerage	www.commodityservices.com
22	**Compass Financial Services** 5015 Grand Ridge Dr., Ste. 200 WDM, IA 50265 515-327-1020; FAX: 515-440-1618	3 4	18	1997	Kurtis S. Pearson	Independent, fee-based firm offering custom-tailored plans and income-focused investment strategies	www.compassiowa.com
22	**CSB Financial Advisors** 817 N. Ankeny Blvd. Ankeny, IA 50023 515-252-1292; FAX: 515-964-1563	3 2	22	1999	Ken Wilson	Financial advisors in all 10 of our metro locations	www.bankcsb.com kwilson@bankcsb.com
22	**Robert W. Baird & Co. Inc.** 4500 Westown Pkwy., Ste. 201 WDM, IA 50266 515-327-0024; FAX: 515-327-0038	3 2	20	1975	Charles E. Wheeler Alec H. Turner Ross Dickinson	Wealth management, asset management, fixed income sales	www.rwbaird.com

* 2010 Book of Lists information

INVESTMENT & WEALTH ADVISORS

(continued from page 119)

(Ranked by local licensed advisors)

Rank	Name Address Phone; Fax	Local Licensed Advisors Local Support Staff	Avg. Years of Advisor Experience	Year Est.	Top 3 Local Executives	Services Offered	Web site E-mail
22	**The Planners Professional Services Inc.** 1012 Grand Ave. WDM, IA 50265 515-224-0149; FAX: 515-224-0481	3 5	25	1985	David J. McNamara Dean M. Nihart Jane Beu	Financial planning	www.plannersgroup.com
22	**Wells Fargo Advisors** 418 Sixth Ave., Ste. 1200 DM, IA 50309 515-282-8180; FAX: 515-282-7813	3 2	30	1990	Michael Moen William Chip Goodwin, II William N. Goodwin	Investments	www.wellsfargoadvisors.com
23	**Agnew Mokosak Group** 1025 Ashworth Rd., Ste. 180 WDM, IA 50265 515-223-5404; FAX: 515-223-5436	2 3	18	1990	James Agnew Frank Mokosak	Preparation for and entry into retirement tax planning services available	www.agnewmokosak.com jim@agnewmokosak.com; frank@agnewmokosak.com
23	**Ameriprise Advisor Services Inc.** 1089 Jordan Creek Pkwy., Ste 110 WDM, IA 50266 515-224-1700	2 1	17	1994	N/A	Financial services	N/A
23	**Chartered Financial Services Ltd.** 936 Eighth St. WDM, IA 50265 515-224-0596	2 4	25	1974	R. John Badger, Jr.	Financial planning, retirement planning, wealth management and cash flow management	N/A chartered@johnbadger.com
23	**McGladrey** 400 Locust St., Ste. 640 DM, IA 50309 515-558-6600; FAX: 515-284-1545	2 2	N/A	1926	Rod Foster Chad Tramp	Software dev./implementation, LAN/WAN, IT - security & controls, project mgmt., wireless, VoIP	www.mcgladrey.com chad.tramp@mcgladrey.com
23	**Steele Capital Management** 5550 Wild Rose Ln., #400 WDM, IA 50266 515-661-6261	2 0	N/A	1946	Marty Smith	Steele Capital provides superior financial solutions to individuals, businesses and organizations	www.steelecapital.com marty@steelecapital.com
23	**The Bryton Cos.** 1466 28th St., Ste. 100 WDM, IA 50266 515-223-1601; FAX: 515-223-9301	2 6	18	1987	David Creighton, Jr.	Life, health & disability insurance, annuities, 401(k), Medicare supplement	www.bryton.com dcreightonjr@bryton.com
23	**Wealth Enhancement Group** 1055 Jordan Creek Pkwy., Ste. 224 WDM, IA 50266 515-224-1770	2 4	14	2007	Jim Sandager Benjamin Hess	Financial, estate &distribution planning, tax strategies, retirement plan consulting, insurance serv	www.wealthenhancement.com info@wealthenhancement.com
24	**AO Wealth Advisory** 245 NE Venture Dr., PO Box 69 Waukee, IA 50263 515-224-7849; FAX: 515-987-1693	1 0	11	2010	Adam B. Obrecht	Our mission is to help clients maximize what they earn, invest wisely and give generously	www.aowealthadvisory.com aobrecht@aowealthadvisory.com
24	**Heartland Investments & Insurance LLC** 10546 Justin Dr. Urbandale, IA 50322 515-225-9995	1 1	28	2008	David Van Ahn	Employee health benefits, individual health and Medicare, various financial products, life insurance	www.heartland-insgroup.com
24	**PCB Investment Center** 5601 Merle Hay Rd. Johnston, IA 50131 515-278-6300; FAX: 515-278-6644	1 0	19	2002	Robert J. Miller Tom Miller Peter Way	Investments	www.polkcountybank.com pway@polkcountybank.com
24	**The Masters Group** 1517 N Ankeny Blvd., Ste. F Ankeny, IA 50023 515-964-9671; FAX: 515-964-9672	1 3	19	1993	Tim Hawkins	Expertise in IRA/retirement plan distributions, comprehensive financial planning	www.mastersgroupinc.com
24	**Wiley Financial** 6165 NW 86th St. Johnston, IA 50131 515-727-1710; FAX: 515-727-1633	1 1	20	2003	Robert A. Wiley	Values-based personalized financial planning	www.wileyfinancial.com
	VentureNet Iowa 5550 Rose Wine Dr., Ste. 400 WDM, IA 50266 515-471-1300; FAX:	0 0	N/A	2008	John LaMarche George Wilson Jenny Condon	Mentor and expert connections for entrepreneurs	www.venturenetiowa.com jenny@venturenetiowa.com



MassMutual West Des Moines Management Team (L-R): Ryan Brooks, Unit Manager; Daniel Pettit, Unit Manager; Todd Patterson, Unit Manager; Sean Stevens, Managing Partner; Andrea Lucas, Business Manager

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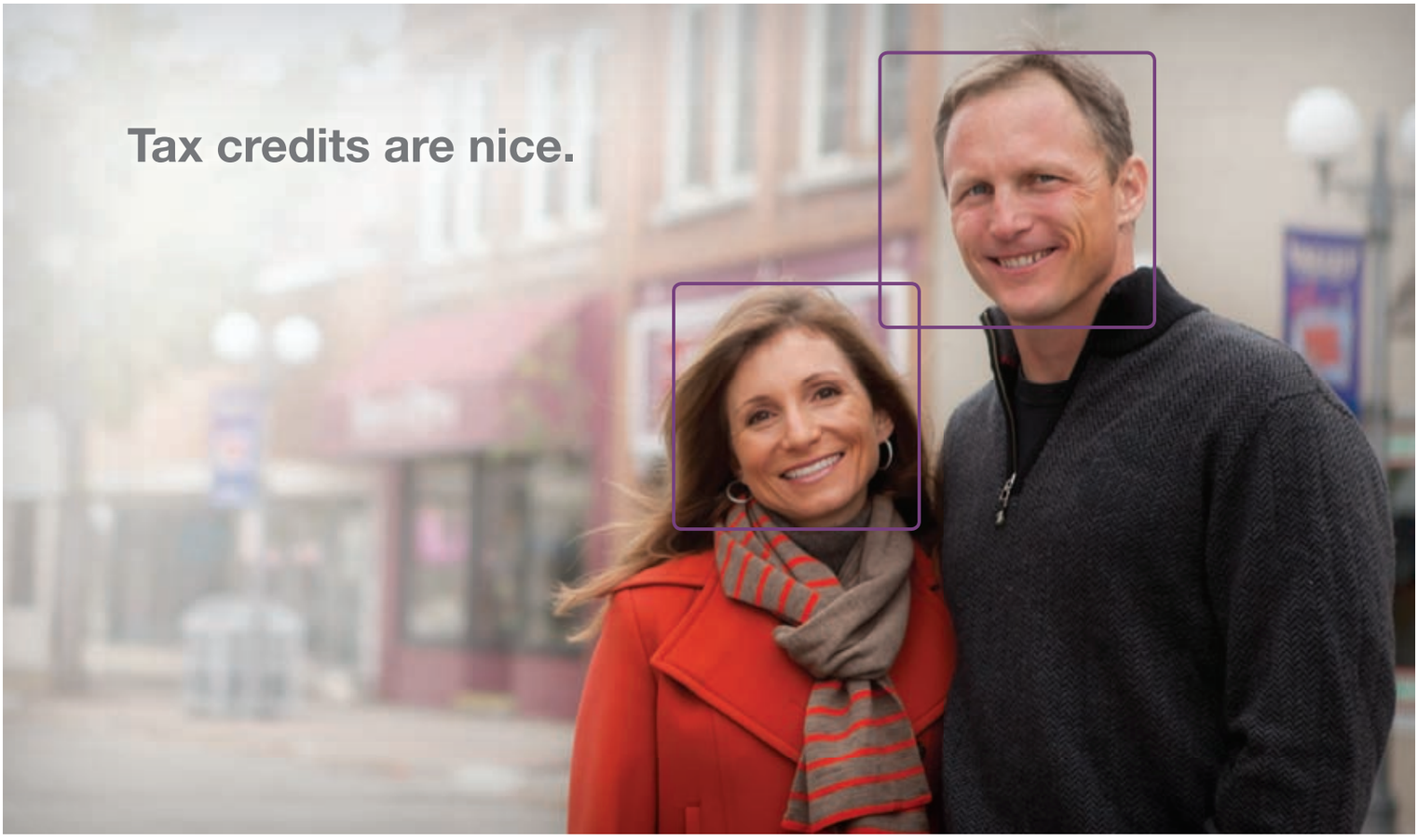
Sean R. Stevens, CLU, ChFC, Managing Partner
at 515-223-6277 or seanstevens@finsvcs.com

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LIFE INSURANCE COMPANIES

(Ranked by total assets for year ended 12/31/2009)

Rank	Name Address Phone; Fax	Total Assets*	Net Income*	Premium & Annuity Considerations*	Net Capital Gains*	Capital & Surplus	Local FT Employees Year Incorp.	Types of Coverage Offered in Iowa	Top Local Executive Office/Purchasing Manager	Web site E-mail
1	**Principal Financial Group Inc.** 711 High St. DM, IA 50392 515-247-5111; FAX: 515-246-5475	$138 billion	$590 million	$4 billion	$214 million	$8 billion	6,728 1879	Life, health, disability, dental, vision	Larry Zimpleman Dan Houston Patti VanThomme	www.principal.com
2	**Aviva USA**** 7700 Mills Civic Pkwy. WDM, IA 50266 515-342-3600; FAX: 877-733-8590	$42 billion	$169 million	$7 billion	$0	$2 billion	1,100 1896	Individual life insurance, individual annuities	Chris J. Littlefield	www.avivausa.com
3	**American Equity Investment Life Holding Co.** 6000 Westown Pkwy. WDM, IA 50266 515-221-0002; FAX: 515-221-9989	$21 billion	$69 million	$3 billion	($35 million)	$755 million	369 1995	Fixed annuities, fixed index annuities & life insurance	David J. Noble Linda Bennett	www.american-equity.com
4	**EquiTrust Life Insurance Co,** 5400 University Ave. WDM, IA 50266 877-249-3694; FAX: 515-453-3400	$7 billion	$57 million	$605 million	$4 million	$435 million	1,141 1997	Annuities & life insurance	James E. Hohmann James P. Brannen	www.equitrust.com sales.support@equitrust.com
5	**Farm Bureau Life Insurance Co.** 5400 University Ave. WDM, IA 50266 515-225-5400; FAX: 515-225-5604	$6 billion	$46 million	$607 million	($33 million)	$428 million	1,141 1945	Life insurance, annuities & mutual funds	James E. Hohmann James P. Brannen	www.fbfs.com mainmail@fbfs.com
6	**Homesteaders Life Co.** 5700 Westown Pkwy. WDM, IA 50266 515-440-7777; FAX: 515-440-7690	$2 billion	$10 million	$358 million	($86,255)	$94 million	129 1906	Pre-need life insurance	Graham J. Cook Stephen R. Lang Karla Kramer	www.homesteaderslife.com 4preneed@homesteaderslife.com
7	**EMC National Life Co.** 4095 NW Urbandale Dr. Urbandale, IA 50322 515-237-2114; FAX: 515-237-2120	$959 million	($22 million)	$129 million	$6 million	$55 million	80 1962	Individual life & annuities and group life	Bruce G. Kelley Tammy Snyder	www.emcnationallife.com tsnyder@emcnl.com
8	**American Republic Insurance Co.** 601 Sixth Ave. DM, IA 50334 515-245-2000; FAX: 515-245-2305	$521 million	$19 million	$400 million	($2 million)	$241 million	405 1929	Major medical, Medicare supplement and short-term convalescent care	Michael Abbott Brian Fellner Thomas Peterson Mary Garnas	www.americanenterprise.com mary.huston@americanenterprise.com

* Total value rounded to the nearest decimal place
** Instead of net income, after tax net gain figure was reported

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PROPERTY & CASUALTY INSURANCE COMPANIES

(Ranked by total assets for year ended 12/31/2009)

Rank	Name Address Phone; Fax	Total Assets Year Ended 12/31/ 2009*	Net Income	Net Premiums Written Premiums Earned	Local FT Employees Year Incorp.	Types of Coverage Offered	Top 3 Local Executives	Web site E-mail
1	**Chubb Group of Insurance Cos.** 4600 Westown Pkwy., Ste. 207 WDM, IA 50266 515-440-8140; FAX: 515-440-8160	$50 billion	$2 billion	$11 billion $11 billion	26 1882	Commercial, personal and specialty insurance	Richard D. Mauk	www.chubb.com
2	**Nationwide Mutual Insurance Co.** 1100 Locust St. DM, IA 50391 515-508-3300; FAX: 515-508-4843	$34 billion	$408 million	$15 million $15 million	4,370 1909	Auto, home, commercial & farm, P&C for agribusinesses	W. Kim Austen Gary Douglas Paul H. Swan	www.Nationwide.com
3	**Indiana Insurance, member of Liberty Mutual Group** 1245 Jordan Creek Pkwy., Ste. 200 WDM, IA 50266 515-471-3600; FAX: 515-471-3667	$19 billion	$834 million	$6 billion $5 billion	81 1851	Commercial, school and specialty insurance	Joseph Meyers	www.indiana-ins.com
4	**EMC Insurance Cos.** 717 Mulberry St. DM, IA 50309 515-280-2511; FAX: 515-345-2895	$3 billion	$110 million	$1 billion $1 billion	1,192 1911	All lines property/casualty, business and personal	Bruce G. Kelley Ronald W. Jean Kevin J. Hovick	www.emcinsurance.com marketing@emcins.com
5	**Farm Bureau Property & Casualty Insurance Co.** 5400 University Ave. WDM, IA 50266 515-225-5400; FAX: 515-225-5604	$2 billion	$25 million	$851 million $828 million	1,141 1939	Property/casualty insurance, business & personal lines	James E. Hohmann James P. Brannen	www.fbfs.com mainmail@fbfs.com
6	**GuideOne Insurance** 1111 Ashworth Rd. WDM, IA 50265 515-267-5437; FAX: 515-267-2250	$1 billion	$45 million	$466 million $475 million	445 1947	Auto, home, church, school and senior living communities	Jim Wallace Scott Reddig Tom Farr	www.guideone.com mstonewall@guideone.com
7	**Agri General Insurance Co.** 9200 Northpark Dr., Ste. 350 Johnston, IA 50131 515-559-1000; FAX: 515-559-1001	$981 million	$195 million	$819 million $822 million	195 1983	Property, casualty and crop insurance	Steve Harms Bob Haney	www.rainhail.com
8	**Farmers Mutual Hail Insurance Co. of Iowa** 6785 Westown Pkwy. WDM, IA 50266 515-282-9104; FAX: 515-282-1220	$453 million	$22 million	$306 million $311 million	248 1893	Crop insurance and reinsurance	Ronald P. Rutledge Darin L. Roggenburg Scott Rutledge	www.fmh.com
9	**IMT Insurance Group** 4445 Corporate Dr. WDM, IA 50266 515-327-2777; FAX: 515-457-5657	$233 million	$5 million	$119 million $115 million	165 1884	Property/casualty, home, auto and business	Gregory J. Blythe Richard C. Keith Dennis G. Patterson	www.imtins.com greg.blythe@theimtgroup.com

* Values rounded to the nearest decimal place



INSURANCE BROKERAGES & AGENCIES

(continued on page 126)

(Ranked by number of local full-time employees)

Rank	Name Address Phone; Fax	Local FT Employees Year Est.	Top 3 Local Executives	Lines of Insurance Sold	Web site E-mail
1	**Marsh** 12421 Meredith Dr. Urbandale, IA 50398 515-243-1776; FAX: 515-365-6602	1,700 1871	Mary Jo Rapp Mark Poole	Commercial lines, employee/member benefits, personal lines	www.marsh.com
2	**Holmes Murphy & Associates** 3001 Westown Pkwy. WDM, IA 50266 515-223-6800; FAX: 515-223-6944	300 1932	Jim Swift Daniel Keough Jason Hellickson	Property & casualty, employee benefits, financial services	www.holmesmurphy.com
3	**Rain and Hail LLC** 9200 Northpark Dr., Ste. 300 Johnston, IA 50131 515-559-1000; FAX: 515-559-1001	195 1981	Steve Harms Robert Haney	Property, casualty and crop insurance	www.RainHail.com
4	**Midwest Region Business Cent./Principal Financial** 6701 Westown Pkwy., Ste. 200 WDM, IA 50266 515-246-4000; FAX: 515-246-4076	165 1912	Larry Reelitz	Insurance and financial services	N/A
5	**LaMair Mulock Condon Co.** 4200 University Ave., Ste. 200 WDM, IA 50266 515-244-0166; FAX: 515-244-9535	98 1865	Greg LaMair Mark Lyons Roger Hoyt	Commercial property/casualty, employee benefits, 401(k)	www.lmcins.com greg.lamair@lmcins.com
6	**Reynolds & Reynolds Inc.** 300 Walnut St., Ste. 200 DM, IA 50309 515-243-1724; FAX: 515-243-6664	60 1976	Stanley J. Reynolds J. Edgar Williamson Stephen C. Gooding	All lines of insurance	www.reynolds-reynolds.com info@reynolds-reynolds.com
7	**Bearence Management Group** 1045 76th St., Ste. 4000 WDM, IA 50266 515-327-8450; FAX: 515-327-8457	47 2005	Joe Teeling Dave Schwartz Dan Seemuth	Employee benefits, property/casualty, retirement, continuation planning, consulting, HR outsourcing	www.bearence.com tarbuckle@bearence.com
8	**Iowa Bankers Insurance & Services Inc.** 8800 NW 62nd Ave., PO Box 6210 Johnston, IA 50131 515-286-4300; FAX: 515-280-4214	40 1971	Merritt Krause Dave Hughes Chad McEnroe	All lines of insurance	www.bankers-ins.com
8	**Mercer** 12421 Meredith Dr. , #MHB Urbandale, IA 50398 515-365-4100; FAX: 515-365-6602	40 1871	James Green Mary Sievers	Strategic consulting & brokerage services for group medical, dental, life, short-term & long-term disability, vision, flex	www.mercer.com
9	**Truckers Insurance Associates Inc.** 1280 Office Plaza Dr. WDM, IA 50266 515-276-7704; FAX: 515-276-1418	34 1943	Gary Albaugh Doug Wilson	Commercial auto, workers' compensation	www.truckers-insurance.com
10	**The Dana Co.** 12345 University Ave., Ste. 300 DM, IA 50325 515-224-4391; FAX: 515-224-4955	27 1989	Dana C. Ramundt Cory Holland	All lines	www.thedanaco.com dramundt@thedanaco.com
11	**Ahrold Fay Rosenberg Inc.** 604 Locust St., Ste. 800 DM, IA 50309 515-243-6424; FAX: 515-243-3356	26 1932	John Ahrold John Fay Brook Rosenberg	Property casualty, surety bonds, employee benefits	www.afrinsurance.com
12	**Outcomes Pharmaceutical Health Care** 505 Market St., Ste. 200 WDM, IA 50266 515-237-0001; FAX: 515-237-0002	25 1999	Tom Halterman Patty Kumbera	Medication therapy management	www.getoutcomes.com info@getoutcomes.com
13	**Two Rivers Insurance Services** 225 NE Dartmoor Dr., Ste. 100 Waukee, IA 50263 515-987-7888; FAX: 515-987-2575	23 1862	Tim Brunkhorst Jeff Overton	Property & casualty, bonds, life, group health and employee benefits insurance (3 locations)	www.tworiversins.com
14	**Arthur J. Gallagher Risk Management Services Inc.** 1415 28th St., Ste. 300 WDM, IA 50266 515-457-8849; FAX: 515-457-8964	21 1999	Mike McCoy Kent Rosenberg	Commercial/personal lines, property casualty, benefits broker	www.ajg.com Kent_Rosenberg@AJG.com
15	**Benefit Source Inc.** 4000 Westown Pkwy., Ste. 110 WDM, IA 50266 515-453-9462; FAX: 515-453-9472	20 1980	Jennifer S. Browne	Employer-sponsored benefits, financial services, individual benefits and personal planning	www.BenefitsSourceInc.com Jennifer@BenefitsSourceInc.com
15	**Franke, Herr & Associates, a financial advisory practice of Ameriprise Financial** 2600 Westown Pkwy., Ste. 110 WDM, IA 50266 515-309-0043; FAX: 515-273-3199	20 1987	Deniz Franke Michael Franke Randy Herr	Life, accident, health	N/A Deniz.T.Franke@ampf.com
15	**MassMutual Financial Group** 1415 28th St., Ste. 350 WDM, IA 50265 515-223-6277; FAX: 515-223-6560	20 1889	Sean R. Stevens	Life, disability, annuities & long-term care insurance	www.massmutual.com seanstevens@finsvcs.com
16	**Jester Insurance Services Inc.** 303 Watson Powell Jr. Way, PO Box 4779 DM, IA 50309 515-243-2707; FAX: 515-243-6862	16 1897	Robert E. Jester	Property, casualty, workers' comp., medical malpractice, D&O liability	N/A
17	**Brooks-Lussem Insurance Inc.** 10546 Justin Dr. Urbandale, IA 50322 515-243-4289; FAX: 515-246-1329	12 1939	Anthony Clem	Auto, home, business, life, health	www.brooks-lussem.com aclem@brooks-lussem.com
17	**Insurance Associates a Division of INSPRO Insurance** 2501 Westown Pkwy., Ste. 1104 WDM, IA 50266 515-226-9565; FAX: 515-226-9443	12 1997	Neil Trout,	Property & casualty, bonds, employee benefits	www.insproins.com ntrout@insproins.com
17	**Northwestern Mutual Financial Network** 2300 128th St. Urbandale, IA 50323 515-697-4600; FAX: 515-244-0835	12 1857	Keith Erhard	Life, disability, long-term care, annuities	www.nmfn.com/erhardfinancial keith.erhard@nmfn.com
18	**CSB Insurance Group Inc.** 6175 Merle Hay Rd., PO Box 527 Johnston, IA 50131 515-270-8487; FAX: 515-331-1855	11 1999	Alan Brazelton	Personal, commercial, farm	www.csbinsurance.com
18	**Gallagher Benefits Services Inc.** 1415 28th St., Ste. 300 WDM, IA 50266 515-331-3773; FAX: 515-331-3774	11 1983	Al Mataloni Kent McLaughlin	Life, health, annuities, mutual funds, disability, retirement plans, vision, dental	www.gallagherbenefits.com
19	**Donaghy Kempton Inc.** 4000 Sixth Ave. DM, IA 50313 515-288-8545; FAX: 515-288-2422	10 1975	Brian J. Donaghy Joel P. Donaghy	Commercial & personal property & casualty	www.dki-ins.com briandonaghy@dki-ins.com
20	**The Bryton Cos.** 1466 28th St., Ste. 100 WDM, IA 50266 515-223-1601; FAX: 515-223-9301	9 1987	David Creighton, Jr.	Employee benefits, individual life, health, securities	www.bryton.com dcreightonjr@bryton.com
21	**Central Financial Group** 5959 Village View Dr., Ste. 200 WDM, IA 50266 515-457-1222; FAX: 515-457-1223	8 1986	Sonja Gonzalez Brad Whitman Merle Boeve	Life, annuity, disability income, property casualty, financial planning	www.centralfinancialgroup.com sgonzalez@centralfinancial.com
21	**Kingston Life & Health** 1755 West Lakes Pkwy., Ste. C WDM, IA 50266 515-223-1114; FAX: 515-223-9994	8 2007	Timothy R. Johnston	Group and individual health, dental, life, disability, LTC, travel accident, vision, financial services	www.kingstonlifeandhealth.com timothyj@kingstonlifeandhealth.com

INSURANCE BROKERAGES & AGENCIES

(continued from page 125)

(Ranked by number of local full-time employees)

Rank	Name Address Phone; Fax	Local FT Employees Year Est.	Top 3 Local Executives	Lines of Insurance Sold	Web site E-mail
21	**Midwest Benefit Consultants Inc.** 1331 Grand Ave. DM, IA 50309 515-376-5683	8 1967	Keith Heckel Shawn Seamonds	Group life, disability, vision, voluntary, flexible benefits, worksite marketing and dental products	www.wellmark.com
22	**Aon Risk Solutions** 2700 Westown Pkwy., Ste. 320 WDM, IA 50266 515-267-9101; FAX: 515-267-9045	7 1982	Brendan Berigan	Commercial, P&C and employee benefits	www.aon.com
22	**AXA Advisors LLC** 4401 Westown Pkwy., Ste. 300 WDM, IA 50266 515-225-1141; FAX: 515-225-7446	7 1902	Michael Donahoe Thomas D. Smith Douglas Chilton	Life, annuities, long-term care, disability, fee-based planning, 401(k) plans, investments	www.greatplains.axa-advisors.com karen.gjerde@axa-advisors.com
23	**Benefit Resources of Iowa** 2501 SE Tones Dr., Ste. 700 Ankeny, IA 50021 515-964-7794; FAX: 515-964-7820	6 2005	Susan Pinckney	Employee benefits	www.briowa.com susie@briowa.com
23	**Brown-McNerney-Johnson Insurance Agency** 2175 NW 86th St., Ste. 5 Clive, IA 50325 515-270-6814; FAX: 515-270-1069	6 1933	Daryl R. Johnson	Commercial, auto, home, life, health	www.bmjinsurance.com daryljohnson@bmjinsurance.com
24	**David P. Lind & Associates LC** 1350 NW 138th St., Ste. 400 Clive, IA 50325 515-273-5140; FAX: 515-273-5141	5 1995	David P. Lind Mark J. Becker	Group benefits	www.dplaconsulting.com David@dplaconsulting.com
25	**Capital Resource Group LLC** 6600 Westown Pkwy., Ste. 250 WDM, IA 50266 515-270-6044; FAX: 515-270-6024	3 2003	James E. Krist Larry Everett Marlene Noah	Disability and life	www.crgbrokers.com
25	**Employee Benefit Services Inc.** 2001 Westown Pkwy. WDM, IA 50265 515-276-5554; FAX: 515-276-7770	3 1992	Steve Jacobsen	All group benefits, LTC & voluntary plans, individual health	www.ebsiowa.com
25	**Taylored Benefits Inc.** 1701 48th St., Ste. 102 WDM, IA 50266 515-225-3600; FAX: 515-225-0400	3 1996	Layne Taylor	Employee benefits	www.tayloredbenefits.com ltaylor@tayloredbenefits.com
26	**Simon & Associates** 6921 Hickman Rd. Urbandale, IA 50322 515-221-0404; FAX: 515-221-0577	2 1996	Sam Simon	Employee benefits	www.simonandassoc.com
27	**Heartland Investments & Insurance LLC** 10546 Justin Dr. Urbandale, IA 50322 515-225-9995	1 2008	David Van Ahn	Employee health benefits, individual health and Medicare, various financial products, life insurance	www.heartland-insgroup.com
27	**J.A. Hinke & Co.** 245 NE Venture Dr. Waukee, IA 50263 515-223-3001; FAX: 515-987-1693	1 2009	Joey Hinke	Commercial property & casualty	www.jahinkeandcompany.com

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PROFILING: INSURANCE LEADERS



MICHAEL ABBOTT
AMERICAN REPUBLIC INSURANCE CO.

- **Title:** Chairman, president and CEO of American Enterprise, the parent company of American Republic and World Insurance Co.
- **Education:** B.A., Morningside College
- **Insurance background:** Abbott joined American Republic as an actuary in 1970. He is a fellow of the Society of Actuaries, a member of the American Academy of Actuaries and a board member of America's Health Insurance Plans.



W. KIM AUSTEN
ALLIED INSURANCE

- **Title:** President and chief operating officer
- **Education:** B.S., University of Nebraska
- **Insurance background:** Austen began his Allied career serving in various claims and underwriting roles. Since then, held various management and senior vice president positions prior to beginning his role as president in 2006. Austen holds the CPCU designation and serves as an advisory board member for the Emmett J. Vaughan Institute of Risk Management and Insurance.



GRAHAM J. COOK
HOMESTEADERS LIFE CO.

- **Title:** Chairman and president
- **Education:** B.A., Drake University
- **Insurance background:** During Cook's 40+ years, he has held positions in marketing, sales & administration. Cook has served as chairman of the Funeral Service Foundation & president of NALC and Federation of Iowa Insurers.



GARY DOUGLAS
NATIONWIDE MUTUAL INSURANCE CO.

- **Title:** President and chief operating officer for Nationwide Agribusiness Insurance Co. and Farmland Mutual Insurance Co.
- **Education:** St. Cloud State University; M.B.A., Eastern Michigan University
- **Insurance background:** Douglas has more than 20 years experience in the industry and has served the Nationwide family of companies in various vice president, officer and management roles.



JAMES E. HOHMANN
FBL FINANCIAL GROUP INC.

- **Title:** CEO
- **Education:** B.S., Northwestern University; M.B.A., University of Chicago
- **Insurance background:** Hohmann, an actuary with more than 30 years financial services experience, joined FBL in 2009. He serves on the Property Casualty Insurers Association of America, Greater Des Moines Partnership & Omni Youth Services boards.



TIMOTHY R. JOHNSTON
KINGSTON LIFE AND HEALTH

- **Title:** President and CEO
- **Education:** University of Iowa & Drake University
- **Insurance background:** Johnston has more than 20 years background in finance and insurance. In 2007 he was named president of West Des Moines-based Kingston Life and Health. Prior to this appointment, Johnston served as an insurance executive in the insurance brokerage industry.



RICHARD C. KEITH
IMT INSURANCE GROUP

- **Title:** President and CEO
- **Education:** B.A. & M.A., Drake University
- **Insurance background:** Keith's full-time career with IMT began in 1978. He has held various management titles within the marketing and R&D departments. Keith was named assistant VP in 1991, progressed as VP, executive VP, COO and ultimately, was named president & CEO in 2004.



BRUCE G. KELLEY
EMC NATIONAL LIFE CO.

- **Title:** President and CEO
- **Education:** A.B., Dartmouth College; J.D., University of Iowa
- **Insurance background:** Kelley joined EMC as vice president and general counsel in 1985. He is a board member of the Property Casualty Insurers Association of America and the AICPCU/ Insurance Institute of America.



CHRISTOPHER J. LITTLEFIELD
AVIVA USA

- **Title:** President and CEO
- **Education:** B.S., University of Arizona; J.D., University of Iowa
- **Insurance background:** Littlefield leads Aviva USA's fixed indexed annuity and life insurance business in the United States. Prior to being appointed CEO in 2009, Littlefield served as Aviva USA's chief operating officer.



JOSEPH MEYERS
INDIANA INSURANCE, MEMBER OF LIBERTY MUTUAL GROUP

- **Title:** Regional vice president
- **Education:** University of Iowa
- **Insurance background:** Meyers, a lifelong Des Moines resident, joined Indiana Insurance in 2001. He served as marketing consultant and branch manager prior to his promotion in 2007 to regional vice president.



DAVID J. NOBLE
AMERICAN EQUITY INVESTMENT LIFE HOLDING CO.

- **Title:** Executive chairman
- **Education:** Drake University
- **Insurance background:** Noble's career spans more than 50 years and includes all facets of insurance – from selling to leading corporate operations. In 2004, he was inducted into the Iowa Insurance Hall of Fame.



RONALD P. RUTLEDGE
FARMERS MUTUAL HAIL INSURANCE CO. OF IOWA

- **Title:** President and CEO
- **Education:** B.S, Drake University
- **Insurance Background:** Rutledge is the fourth generation of his family to hold the top position at FMH, a company founded by his great grandfather. Ron began working for FMH as a crop hail adjuster and then joined full time in 1981 in the Data Processing Department. He has since held a variety of roles, most recently as COO prior to his current position as president and CEO.



JAMES D. WALLACE
GUIDEONE INSURANCE

- **Title:** Chairman, president and CEO
- **Education:** B.A., Drake University
- **Insurance background:** Wallace joined GuideOne in 2001 as president & CEO and became chairman in 2009. Previously, he was president and CEO of National Travelers Life Co. He is a CPA and fellow of the Society of Actuaries.



LARRY ZIMPLEMAN
PRINCIPAL FINANCIAL GROUP INC.

- **Title:** Chairman, president and CEO
- **Education:** B.S. & M.B.A., Drake University
- **Insurance background:** Zimpleman joined The Principal in 1971 and has held various corporate leadership roles during his tenure. He is active in industry organizations, including the American Council of Life Insurers.



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Rowena Crosbie
President
Tero International

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PROFESSIONAL ASSOCIATIONS

(Listed alphabetically)

Name Address Phone; Fax	Executive Director # of Members	Web site E-mail
Agribusiness Association of Iowa 900 Des Moines St. DM, Iowa 50309 515-262-8323; FAX: 515-262-8960	Joan O'Brien 1,100	www.agribiz.org
American Council of Engineering Cos. of Iowa 100 Court Ave., Ste. 203 DM, Iowa 50309 515-284-7055; FAX: 515-284-7301	David Scott 60	www.iaengr.org
American Water Works Assn. - Iowa Section 100 Court Ave., Ste. 203 DM, Iowa 50309 515-283-2169; FAX: 515-284-7301	David Scott 842	www.ia-awwa.org
Association Management Ltd. (AML) 100 E. Grand Ave., Ste. 330 DM, Iowa 50309 515-243-1558; FAX: 515-243-2049	Molly Lopez 5,500	www.aml.org associationmanagement@aml.org
Association of Fundraising Professionals - Central Iowa Chapter 100 E. Grand Ave., Ste. 330 DM, Iowa 50309 515-243-1558; FAX: 515-243-2049	Linda Odson 120	N/A afp@aml.org
Association of Image Consultants Intl. (AICI) 100 E. Grand Ave., Ste. 330 DM, Iowa 50309 515-282-5500; FAX: 515-243-2049	Heather Tamminga 1,300	www.aici.org info@aici.org
Better Business Bureau 505 Fifth Ave., Ste. 950 DM, Iowa 50309 515-243-8137; FAX: 515-243-2227	Chris Coleman 3,150	iowa.bbb.org info@dm.bbb.org
Des Moines Area Association of Realtors 1370 NW 114th St., Ste. 100 Clive, Iowa 50325 515-453-1064; FAX: 515-453-8595	Cindy Pelz 1,500	www.dmaar.com
Diversified Management Services 525 SW Fifth St., Ste. A DM, Iowa 50309 515-282-8192; FAX: 515-282-9117	Richard Goodson N/A	www.assoc-mgmt.com dms@assoc-mgmt.com
International Association for Food Protection 6200 Aurora Ave., Ste. 200 W DM, Iowa 50322-2864 515-276-3344; FAX: 515-276-8655	David W. Tharp 3,400	www.foodprotection.org info@foodprotection.org
Iowa - Illinois Safety Council 6200 Aurora Ave., Ste. 604 W Urbandale, Iowa 50322-2453 515-276-4724; FAX: 515-276-8038	Laura Johnson 1,000	www.iisc.org iiscadmin@iisc.org
Iowa Academy of Family Physicians 100 E. Grand Ave., Ste. 170 DM, Iowa 50309 515-283-9370; FAX: 515-283-9372	Jennifer Harbison 1,800	www.iaafp.org kcox@iaafp.org
Iowa Association for Justice 505 Fifth Ave., Ste. 630 DM, Iowa 50309 515-280-7366; FAX: 515-280-3745	Brad Lint 850	www.iowajustice.org info@iowajustice.org
Iowa Association of Business & Industry (ABI) 904 Walnut St., Ste. 100 DM, Iowa 50309-3503 515-280-8000; FAX: 515-244-8907	Michael Ralston 1,400	www.iowaabi.org mralston@iowaabi.org
Iowa Association of Realtors 1370 NW 114th St. Clive, Iowa 50325 515-453-1064; FAX: 515-453-1070	Mark Gavin 7,000	www.iowarealtors.com marty@iowarealtors.com
Iowa Association of School Boards 6000 Grand Ave. DM, Iowa 50312-1417 515-288-1991; FAX: 515-243-4992	Veronica Stalker (interim) 2,200	www.ia-sb.org
Iowa Chiropractic Society 100 E. Grand Ave., Ste. 240 DM, Iowa 50309 515-867-2800; FAX: 515-963-9361	Daniel Garrett 805	www.iowadcs.org
Iowa Corn Growers Association 5505 NW 88th St., Ste. 100 Johnston, Iowa 50131 515-225-9242; FAX: 515-225-0781	Craig Floss 6,000	www.iowacorn.org
Iowa Dental Association 5530 West Pkwy., Ste. 100 Johnston, Iowa 50131 515-986-5605; FAX: 515-986-5626	Lawrence Carl 1,700	www.iowadental.org larry.carl@iowadental.org
Iowa Engineering Society 100 Court Ave., Ste. 203 DM, Iowa 50309 515-284-7055; FAX: 515-284-7301	David Scott 642	www.iaengr.org
Iowa Farm Bureau 5400 University Ave. WDM, Iowa 50266 515-225-5414; FAX: 515-225-5419	Denny Presnall 153,000	www.iowafarmbureau.com
Iowa Funeral Directors Association 1454 30th St., Ste. 204 WDM, Iowa 50266 515-270-0130; FAX: 515-270-1569	Suzanne Gebel 745	www.iafda.org
Iowa Good Roads Association 100 Court Ave., Ste. 203 DM, Iowa 50309 515-284-7410; FAX: 515-284-7301	David Scott 630	N/A info@igra.org

Name Address Phone; Fax	Executive Director # of Members	Web site E-mail
Iowa Grocery Industry Association 2540 106th St., Ste. 102 DM, Iowa 50322 515-270-2628; FAX: 515-270-0316	Jerry Fleagle 1,100	www.iowagrocers.com jfleagle@iowagrocers.com
Iowa Medical Society 1001 Grand Ave. WDM, Iowa 50265 515-223-1401; FAX: 515-223-0590	Mike Abrams 4,454	www.iowamedical.org
Iowa Nurses Association 1501 42nd St., Ste. 471 WDM, Iowa 50266 515-225-0495; FAX: 515-225-2201	Linda Goeldner 1,059	www.iowanurses.org Lgoeldner@iowanurses.org
Iowa One Call 9001 Hickman Rd., Ste. 220 DM, Iowa 50322 515-278-8700; FAX: 515-278-0245	Craig Walter 1,400	www.iowaonecall.com onecall@iowaonecall.com
Iowa Pharmacy Association 8515 Douglas Ave., Ste. 16 DM, Iowa 50322 515-270-0713; FAX: 515-270-2979	Thomas R. Temple 1,800	www.iarx.org
Iowa Pork Producers Association* 1636 NW 114th St. Clive, Iowa 50325 515-225-7675; FAX: 515-225-0563	Richard Degner 5,500	www.iowapork.org info@iowapork.org
Iowa Restaurant Association 8525 Douglas Ave., Ste. 47 DM, Iowa 50322 515-276-1454; FAX: 515-276-3660	Doni DeNucci 650	www.restaurantiowa.com
Iowa Society of Association Executives 100 Court Ave., Ste. 203 DM, Iowa 50309 515-284-7055; FAX: 515-225-6363	David Scott 400	www.iowasae.org
Iowa Society of Certified Public Accountants 950 Office Park Rd., Ste. 300 WDM, Iowa 50265 515-223-8161; FAX: 515-223-7347	Stanton G. Bonta 4,462	www.iacpa.org iacpa@iacpa.org
Iowa State Education Association 777 Third St. DM, Iowa 50309 515-471-8000; FAX: 515-471-8017	Mary Jane Cobb 34,000	www.isea.org
Iowa Taxpayers Association 100 E. Grand Ave., Ste. 330 DM, Iowa 50309 515-243-0300; FAX: 515-243-2049	Edward T. Wallace 155	www.iowataxpayers.org ewallace@iowataxpayers.org
Iowa Veterinary Medical Association 1605 North Ankeny Blvd., Ste. 110 Ankeny, Iowa 50023 515-965-9237; FAX: 515-965-9239	Dr. Tom Johnson 1,450	www.iowavma.org ivma@iowavmg.org
Midwest Association of Colleges and Employers (Midwest ACE) 100 E. Grand Ave., Ste. 330 DM, Iowa 50309 515-244-6515; FAX: 515-243-2049	Jeff Beavers 600	www.mwace.org e-mail@mwace.org
NAMI Iowa (National Alliance on Mental Illness) 5911 Meredith Dr., Ste. E DM, Iowa 50322 515-254-0417; FAX: 515-254-1103	Margaret Stout 2,500	www.namiiowa.org namiiowa@mchsi.com
National Federation of Independent Business - Iowa* 200 E. Grand Ave., Ste. 390 DM, Iowa 50309 515-243-4723; FAX: 515-244-8143	Andy Warren 8,000	www.nfib.com
National Pork Board 1776 NW 114th Ave., PO Box 9114 DM, Iowa 50325 515-223-2600; FAX: 515-223-2646	Chris Novak 65,000	www.pork.org lgarner@pork.org
National Rural Economic Developers Association (NREDA) 100 E. Grand Ave. Ste. 330 DM, Iowa 50309 515-284-1421; FAX: 515-243-2049	Lynn Harkin 235	www.NREDA.org director@nreda.org
Polk County Medical Society 1520 High St. DM, Iowa 50309 515-288-0172; FAX: 515-288-0173	Kathie J. Lyman 1,241	www.pcms.org kjlyman@pcms.org
Professional Developers of Iowa (PDI) 100 E. Grand Ave., Ste. 330 DM, Iowa 50309 515-243-4585; FAX: 515-243-2049	Lynn Harkin 305	www.pdiowa.com director@pdiowa.com
School Administrators of Iowa 12199 Stratford Dr. Clive, Iowa 50325 515-267-1115; FAX: 515-267-1066	Dan Smith 2,211	www.sai-iowa.org
Society of Financial Service Professionals - Central Iowa Chapter 18630 45th Ave. New Virginia, Iowa 50210 515-321-7355	Kathy Mountain 130	www.sfsp.net/centraliowa fspexec@netins.net
Society of Land Surveyors of Iowa 100 Court Ave., Ste. 203 DM, Iowa 50309 515-284-7055; FAX: 515-284-7301	David Scott 415	www.slsi.org info@slsi.org
Soil & Water Conservation Society 945 SW Ankeny Rd. Ankeny, Iowa 50023 515-289-2331; FAX: 515-289-1227	Jim Gulliford 5,000	www.swcs.org

* 2010 Book of Lists information

BUSINESS ORGANIZATIONS

(Ranked by number of members)

Rank	Chambers/Affiliates	Number of Members	Meeting Schedule	Meeting Location	Contact Person Phone	Web site E-mail
1	**Ankeny Area Chamber of Commerce**	752	Varies	Varies	Julie Cooper 515-964-0685	jcooper@ankeny.org www.ankeny.org
2	**Urbandale Chamber of Commerce**	625	11:30 a.m., 3rd Wednesday of the month	Varies	Tiffany Menke 515-331-6855	info@urbandalechamber.com www.uniquelyurbandale.com
3	**West Des Moines Chamber of Commerce**	600	11:30, 2nd Thursday of the month	DSM Golf & Country Club	Chris Voggesser 515-225-6009	info@wdmchamber.org www.wdmchamber.org
4	**Altoona Area Chamber of Commerce**	400	11:30 a.m., 3rd Tuesday of the month	Fireside Grill	Melissa Horton 515-967-3366	melissahorton@altoonachamber.org www.altoonachamber.org
5	**Indianola Chamber of Commerce**	260	7:30 a.m., 1st Thursday of the month	Varies	Denise Day 515-961-6269	chamber@indianolachamber.com www.indianolachamber.com
6	**Johnston Chamber of Commerce**	250	11:45 a.m., 4th Thursday of the month	Varies	Heather Wilcox 515-276-9064	heather@johnstonchamber.com www.johnstonchamber.com
7	**Waukee Area Chamber of Commerce**	240	11:30 a.m., 3rd Thursday of the month	Varies	Chad C. Airhart 515-978-7115	cairhart@waukeechamber.com www.waukeechamber.com
8	**Pleasant Hill Chamber of Commerce**	204	11:30 a.m., 2nd and 4th Thursdays (not Nov. & Dec.)	Varies	Carolyn Wilkins 515-261-0466	phillchamber@qwestoffice.net www.pleasanthillchamber.org
9	**South Des Moines Chamber of Commerce**	150	11:30 a.m., 3rd Tuesday of the month	Varies	Sadie Trytten 515-283-9312	info@southdesmoineschamber.com www.southdesmoineschamber.com
10	**Clive Chamber of Commerce**	135	11:30 a.m., 1st Thursday of the month (March, May, Sept., Nov.)	Varies	Jackie Seymour 515-222-5295	jseymour@clivechamber.org www.clivechamber.org
11	**Norwalk Area Chamber of Commerce**	125	11:45 a.m., 2nd Thursday of the month	Chamber Board Room	Deb Mineart 515-981-0619	norwalkchamber@msn.com www.norwalkchamber.org
12	**Grimes Chamber & Economic Development**	110	11:30 a.m., 2nd Wednesday of the month	Varies	Brian Buethe 515-986-5770	brianb@ci.grimes.ia.us www.grimesiowa.com
13	**East Des Moines Chamber of Commerce**	100	11:45 a.m., 4th Tuesday of the month	Varies	Sadie Trytten 515-283-9312	info@edmchamber.org www.edmchamber.org
14	**Carlisle Chamber of Commerce**	90	Noon, 2nd Tuesday of the month	Varies	Ethel Lee 515-402-1008	elee@carlisleiachamber.org www.carlisleiachamber.org
15	**Bondurant Chamber of Commerce**	65	8 a.m., 2nd Tuesday of the month	Bondurant City Center	Molly Suarez 515-771-8316	info@bondurantchamber.com www.bondurantchamber.com
16	**Greater Des Moines Leadership Institute**	55 annually	Every other Thursday (June to Sept.)	Varies	Rebecca Batcheller 515-286-4980	rbatcheller@gdmli.com www.gdmli.com
16	**Alianza: Latino Business Association**	55	Events vary - see website for details	Varies	Micah Keil	president@alianza-lba.org www.alianza-lba.org
17	**Polk City Chamber of Commerce**	50	11:30 a.m., 2nd Wednesday of the month	Varies	John Calhoun 515-402-5427	info@polkcitychamber.com www.polkcitychamber.com
18	**Windsor Heights Chamber of Commerce**	48	Noon, 3rd Tuesday of the month	Varies	Barb Niccum 515-279-3662	windsorheightschamber@live.com www.windsorheightschamber.com
19	**African American Business Association**	27	6:30 p.m., 3rd Wednesday of the month	Varies	Isaiah McGee 515-987-6695	info@aabaofdesmoines.org www.aabaofdesmoines.org
20	**Des Moines West Side Chamber of Commerce**	25+	Varies	Varies	Rebecca Batcheller 515-286-4980	info@desmoineswestsidechamber.org www.desmoineswestsidechamber.org

Rank	Rotarys	Number of Members	Meeting Schedule	Meeting Location	Contact Person Phone	Web site E-mail
1	**Rotary Club of Des Moines**	350	11:45 a.m. Thursdays	Wakonda Club	Kitte Noble 515-244-6028	info@rotaryclubofdesmoines.org www.rotaryclubofdesmoines.org
2	**Rotary Club of Des Moines, A.M.**	140	7 a.m. Fridays	Wakonda Club	Bev McLinden 515-263-2975	bburma@grandview.edu www.rotaryclubofdmam.com
3	**Rotary Club of West Des Moines**	75	Noon Tuesdays	DSM Golf & Country Club	Todd Wishman	twishman@bankerstrust.com www.wdmrotary.org
4	**Rotary Club of Ankeny**	68	11:45 a.m. Tuesdays	Ankeny Golf & Country Club	David Mercer	www.ankenyrotary.org
5	**Rotary Club of Waukee**	62	6:45 a.m. Thursdays	DSM Golf & Country Club	John Irving	www.waukeerotary.org
6	**Rotary Club of Northwest Des Moines**	60	11:45 a.m. Fridays	Urbandale Golf & Country Club	Wendianne Wilson	wwilsonod@aol.com www.clubrunner.ca/northwestdesmoines
7	**Rotary of Johnston**	50	7 a.m. Tuesdays	Hyperion Club	Steve Weineke	johnstonrotary@gmail.com www.johnstonrotary.com
8	**East Polk County Rotary**	37	7 a.m. Wednesdays	Prairie Meadows - AJ's	Eric Borseth	www.eastpolkrotary.org
	Indianola Rotary Club	N/A	Noon Fridays	Indianola Golf & Country Club	Terry Paulilng	Terry@PeoplesCompany.com www.clubrunner.ca/indianola/
	Rotary Club of Greater Des Moines	N/A	5:30 p.m. Wednesdays	Caffrey's Steakhouse	Rita Perea	Rita@RitaPerea.com www.greaterdsmrotary.org

LARGEST EMPLOYERS (NON-GOVERNMENT)

(continued on page 132)

(Ranked by number of local full-time employees)

Rank	Name Address Phone; Fax	Local FT Employees Year Est.	Office/Purchasing Manager	Top 3 Local Executives	Products or Services Offered::Products	Web site E-mail
1	**Wells Fargo & Co.** 666 Walnut St. DM, IA 50309 515-245-3131	11,700 1852	N/A	Scott Johnson Mark Oman Dave Mackaman	Financial services	www.wellsfargo.com
2	**Mercy Medical Center - Des Moines including Mercy Medical Center - West Lakes and Mercy Franklin Center** 1111 Sixth Ave. DM, IA 50314 515-247-3121; FAX: 515-643-8498	7,300 1893	Matthew Rouse	David H. Vellinga Jackie Frost-Kunnen Laurie Conner	Health care	www.mercydesmoines.org
3	**Principal Financial Group Inc.** 711 High St. DM, IA 50392 515-247-5111; FAX: 515-246-5475	6,728 1879	Patti VanThomme	Larry Zimpleman Dan Houston	Financial services	www.principal.com
4	**Iowa Health - Des Moines including Methodist, Lutheran, Blank Children's and Methodist West** 1200 Pleasant St. DM, IA 50309 515-241-6302; FAX: 515-241-5994	5,569 1901	Kara Dunham	Eric Crowell David Stark Dr. Steve Stephenson Eric Lothe	Health care	www.iowahealth.org webquestions@ihs.org
5	**Nationwide Mutual Insurance Co.** 1100 Locust St. DM, IA 50391 515-508-3300; FAX: 515-508-4843	4,370 1909	N/A	W. Kim Austen Gary Douglas Paul H. Swan	Insurance	www.Nationwide.com
6	**Hy-Vee Inc.** 5820 Westown Pkwy. WDM, IA 50266 515-267-2800; FAX: 515-559-2401	2,000 1930	N/A	Ric Jurgens Randy Edeker	Hy-Vee is a Midwest grocery and drugstore chain with 127 locations in Iowa	www.hy-vee.com
7	**Pioneer Hi-Bred** 7000 NW 62nd Ave., PO Box 1000 Johnston, IA 50131 515-270-3200; FAX: 515-334-4415	1,900 1926	N/A	Paul Schickler	Crop inputs for worldwide agribusiness	www.pioneer.com
8	**Marsh** 12421 Meredith Dr. Urbandale, IA 50398 515-243-1776; FAX: 515-365-6602	1,700 1871	N/A	Mary Jo Rapp Mark Poole	Insurance: Commercial lines, employee/member benefits, personal lines	www.marsh.com
9	**Wellmark Inc.** 1331 Grand Ave. WDM, IA 50309 515-376-5683; FAX: 515-376-5382	1,555 1939	Denise Waltz	John D. Forsyth Ellen Gaucher Dave Southwell	Health insurance, Medicare PDP/PPO, Medicare supplement, dental insurance, flex benefits, HSAs/HRAs	www.wellmark.com schweersr@wellmark.com
10	**Firestone Agricultural Tire Co.** Second Ave. & Hoffman Ln. DM, IA 50313 515-243-1211; FAX: 515-283-1610	1,500 1945	N/A	Ken Allen Larry McCormick Norvel Smith	Agricultural tires	www.firestoneag.com contact@firestoneag.com
11	**John Deere Des Moines Works** 825 SW Irvindale Dr. Ankeny, IA 50023 515-289-1350; FAX: 515-289-3042	1,300 1949	N/A	David W. Smith Timothy A. Deutsch John Teeple	Agricultural equipment	www.johndeere.com
12	**Qwest Communications Inc.** 925 High St., #9S9 DM, IA 50309 515-286-7842; FAX: 515-286-8007	1,200 1874	Connie Marturello	Max Phillips Michael Sadler Cindy Carter	Telecommunications	www.qwest.com/iowa max.phillips@qwest.com
13	**EMC Insurance Cos.** 717 Mulberry St. WDM, IA 50309 515-280-2511; FAX: 515-345-2895	1,192 1911	N/A	Bruce G. Kelley Ronald W. Jean Kevin J. Hovick	All lines property/casualty insurance, business and personal	www.emcinsurance.com marketing@emcins.com
14	**CDS Global** 1901 Bell Ave. DM, IA 50315 515-247-7500; FAX: 515-246-6700	1,143 1972	Tammy Aldini	Malcolm Netburn Ken Barloon Nancy Gessmann	Order management & fulfillment solutions, payment & data capture solutions, marketing solutions	www.cds-global.com salesinfo@cds-global.com
15	**FBL Financial Group Inc.** 5400 University Ave. WDM, IA 50266 515-225-5400; FAX: 515-225-5604	1,141 1939	N/A	James E. Hohmann James P. Brannen	Insurance & investments	www.fblfinancial.com mainmail@fblfinancial.com
16	**Aviva USA** 7700 Mills Civic Pkwy. WDM, IA 50266 515-342-3600; FAX: 877-733-8590	1,100 1896	N/A	Chris J. Littlefield	Individual life insurance, individual annuities	www.avivausa.com
17	**Meredith Corp.** 1716 Locust St. DM, IA 50309 515-284-3000; FAX: 515-284-2700	1,000 1902	Chuck Howell	Steve Lacy Joe Ceryanec John Zieser Scott Evans	Media and marketing company	www.meredith.com
18	**MidAmerican Energy Co.** 666 Grand Ave. DM, IA 50309 515-242-4300; FAX: 515-242-4236	987 1884	N/A	Bill Fehrman	Energy & complementary services	www.midamericanenergy.com info@midamerican.com
19	**Prairie Meadows Racetrack and Casino** 1 Prairie Meadows Dr., I-80 Exit 142 Altoona, IA 50009 515-967-1000; FAX: 515-967-1312	969 1989	Kelly Green	Gary Palmer Brian Wessels Ann Atkin	24-hour casino, live horse racing, entertainment and dining	www.prairiemeadows.com
20	**Casey's General Store Inc.** One SE Convenience Blvd., PO Box 3001 Ankeny, IA 50021 515-965-6100; FAX: 515-963-3845	949 1967	N/A	Robert J. Myers William J. Walljasper Terry W. Handley	Gasoline, prepared food, fountain items, groceries & other merchandise	www.caseys.com



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LARGEST EMPLOYERS (NON-GOVERNMENT)

(continued from page 131)

(Ranked by number of local full-time employees)

Rank	Name Address Phone; Fax	Local FT Employees Year Est.	Office/Purchasing Manager	Top 3 Local Executives	Products or Services Offered::Products	Web site E-mail
21	**Dahl's Foods** 4343 Merle Hay Rd. DM, IA 50310 515-278-1657; FAX: 515-278-0012	900 1931	Debra Jones	David W. Sinnwell Ross L. Nixon	Retail food markets	www.dahlsfoods.com
21	**Drake University** 2507 University Ave. DM, IA 50311 515-271-2011; FAX: 515-271-4169	900 1881	N/A	David Maxwell Victoria Payseur Michael J. Renner	Higher education	www.drake.edu
22	**Des Moines Register & Tribune** 715 Locust St. DM, IA 50309 515-284-8000; FAX: 515-284-8287	811 1849	N/A	Laura Hollingsworth Susan Patterson Plank Carolyn Washburn	Newspaper publishing	www.desmoinesregister.com
23	**Kum & Go*** 6400 Westown Pkwy. WDM, IA 50266 515-457-6000	779 1959	N/A	Kyle J. Krause	Convenience store chain	www.kumandgo.com
24	**Titan Tire Corp.** 2345 E. Market St., PO Box 1616 DM, IA 50317 515-265-9200; FAX: 515-265-9301	700 1994	Jeff Gilbert	Maurice M. Taylor William E. Campbell Jeff Vasichek	Manufacture of ag and off road tires, brakes and actuators	www.titan-intl.com sales@titan-intl.com
25	**Ultimate Nursing Services** 6750 Westown Pkwy., #115A WDM, IA 50266 515-280-2160; FAX: 515-225-4044	650 1996	Sheri Holliday	Tucker Anderson Marcus Miller Connie Freeman	Home care services for infants, children, young adults and adults	www.ultimatenursing.com tuckera@upsi.net
26	**DeeZee Manufacturing** 1572 NE 58th Ave. DM, IA 50313 515-265-7331; FAX: 515-265-7976	600 1976	Mike Moyer	Ron Shivers Mike Moyer Bill McDermott	Manufacturing of truck accessories	www.deezee.com
27	**ADP (Automatic Data Processing)** 4900 University Ave. WDM, IA 50266 515-280-8100	550 1954	N/A	Becky Goldin John Sheehy Kristi Peterson	Payroll processing, HR systems, time and attendance, 401k, tax credit service and background checks	www.adp.com
28	**Universal Pediatric Services** 6750 Westown Pkwy., Ste. 115 WDM, IA 50266 515-280-2160; FAX: 515-225-4044	508 1985	Sheri Holliday	Tucker Anderson Marcus Miller Connie Freeman	Home health care for children, young adults and adults throughout the Midwest	www.upsi.net tuckera@upsi.net
29	**American Republic Insurance Co.** 601 Sixth Ave. DM, IA 50344 515-245-2000; FAX: 515-245-2305	469 1929	Sarah Hall	Michael Abbott	Affordable health insurance plans for individuals, families and small businesses	www.americanrepublic.com
30	**GuideOne Insurance** 1111 Ashworth Rd. WDM, IA 50265 515-267-5437; FAX: 515-267-2250	445 1947	N/A	Jim Wallace Scott Reddig Tom Farr	Church, faith-based school and college, senior living community, auto, home and life insurance	www.guideone.com mstonewall@guideone.com
31	**Pine Ridge Farms LLC** 1800 Maury St. DM, IA 50317 515-266-4100; FAX: 515-266-9889	420 2004	Chris Blumenstein	John Stadler Justin Hanlon Ben Coult	Pork products	www.pineridgefarmspork.com
32	**Engine Components** 811 Fourth St. WDM, IA 50265 515-274-1561; FAX: 515-271-7201	400 1946	N/A	Daphne Salletti Kevin Gordon	Turbine engine fuel delivery systems	www.goodrich.com
32	**Tone's Spices, a division of ACH Food Co. Inc.** 2301 SE Tone's Dr. Ankeny, IA 50021 515-965-2711; FAX: 515-965-2801	400 1873	N/A	Doug Aldridge Bill Nelson	Spices, herbs, seasonings, dry mixes	www.spiceadvice.com
33	**The Wittern Group Inc.** 8040 University Blvd. Clive, IA 50325 515-274-3641; FAX: 515-274-4228	375 1931	N/A	Art Wittern Heidi Chico John Bruntz	Vending machines	www.wittern.com contact@wittern.com
34	**Anderson Erickson Dairy Co.** 2420 E. University Ave. DM, IA 50317 515-265-2521; FAX: 515-263-6301	350 1930	N/A	James W. Erickson Miriam Erickson Brown Warren Erickson	Fluid milk, cottage cheese, yogurts, juice, sour cream	www.aedairy.com aedairy@aedairy.com

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PUBLICLY HELD COMPANIES

(Listed alphabetically)

Name Address Phone; Fax	Local FT Employees	Year Est.	2009 Revenues	% Common Stock Controlled by Officers	# of Shares Outstanding	Ticker Symbol	Top 3 Local Executives	Web site E-mail
American Equity Investment Life Holding Co. 6000 Westown Pkwy. WDM, IA 50266 515-221-0002; FAX: 515-221-9989	369	1995	$1.2 billion	7%	56,203,159	AEL	David J. Noble Wendy C. Waugaman John M Matovina	www.american-equity.com lmcquerrey@american-equity.com
Aviva USA* 7700 Mills Civic Pkwy. WDM, IA 50266 515-342-3600; FAX: 877-733-8590	1,100	1896	$8 billion	0%	0	AV	Chris J. Littlefield Mike Miller	www.avivausa.com
Casey's General Stores Inc. One SE Convenience Blvd., PO Box 3001 Ankeny, IA 50021 515-965-6100; FAX: 515-963-3845	949	1967	$4.6 billion	2%	50,899,370	CASY	Robert J. Myers Terry W. Handley William J. Walljasper	www.caseys.com
EMC Insurance Group Inc. 717 Mulberry St. DM, IA 50309 515-345-2515; FAX: 515-345-2895	1,192	1982	$432.5 million	3%	13,081,193	EMCI	Bruce G. Kelley William A. Murray Ronald W. Jean	www.emcins.com Anita.L.Novak@emcins.com
FBL Financial Group Inc. 5400 University Ave. WDM, IA 50266 515-225-5400; FAX: 515-225-5604	1,141	1939	$1.1 billion	3%	30,475,979	FFG	James E. Hohmann James P. Brannen	www.fblfinancial.com mainmail@fblfinancial.com
Meredith Corp. 1716 Locust St. DM, IA 50309 515-284-3000; FAX: 515-284-2700	1,000	1902	$365 million	N/A	N/A	MDP	Steve Lacy Joe Ceryanec John Zieser Scott Evans	www.meredith.com
Principal Financial Group Inc. 711 High St. DM, IA 50392 515-247-5111; FAX: 515-246-5475	6,728	1879	$8.8 billion	1%	319,000,000	PFG	Larry Zimpleman Dan Houston	www.principal.com
West Bancorporation Inc. 1601 22nd St. WDM, IA 50266 515-222-2300; FAX: 515-225-8032	165	1984	$50 million	2%	17,403,882	WTBA	Dave Nelson Doug Gulling Brad Winterbottom	www.westbankiowa.com info@westbankiowa.com
Windstream Communications 403 W. Fourth St. N. Newton, IA 50208 641-787-2000; FAX: 641-787-2468	250	2006	$3 billion	1%	483,167,049	WIN	Charles Bruggemann Mike Anderson	www.windstream.com Mary.Michaels@windstream.com

* Aviva plc is traded on the London Stock Exchange. Aviva USA is headquartered in West Des Moines.

OLDEST BUSINESSES

(continued on page 134)

(Ranked by year established)

Rank	Name Address Phone; Fax	Year Est.	Original Name Original Address	Original Owner(s) Original Line of Business	Current Owner(s) Current Line of Business	Top Local Executive(s)	Web site E-mail
1	**Des Moines Register & Tribune** 715 Locust St. DM, IA 50309 515-284-8000; FAX: 515-284-8287	1849	The Iowa Star Fort Des Moines	Barlow Granger Newspaper publishing	Gannett Co. Inc. Newspaper publishing	Laura Hollingsworth Susan Patterson Plank Carolyn Washburn	www.desmoinesregister.com
2	**Wells Fargo Bank N.A.** 666 Walnut St. DM, IA 50309 515-245-3131	1852	Wells, Fargo & Co. New York	Henry Wells and William Fargo Banking and express services	Publicly-traded company Diversified financial services	Scott Johnson Dave Mackaman	www.wellsfargo.com
3	**The Weitz Co.** 5901 Thornton Ave. DM, IA 50321 515-246-4700; FAX: 515-246-4799	1855	Charles Weitz, Carpenter & Builder 119 Third St.	Charles H. Weitz Carpentry shop	Employee owned General contracting, construction management, design-build	Mike Tousley Russ Lewton Chris B. Harrison	www.weitz.com iowa@weitz.com
4	**Gilcrest/Jewett Lumber Co.** 1100 Alice's Rd., PO Box 1000 Waukee, IA 50263 515-987-3600; FAX: 515-987-2000	1856	Gilcrest Lumber Co. Vine and Front St.	J. K. & W. H. Gilcrest Retail building material	Sumner Worth, Rick Thompson Retail building material	Doris (Dody) Christy	www.gilcrestjewett.com info@gilcrestjewett.com
4	**Hubbell Realty Co.** 6900 Westown Pkwy. WDM, IA 50266 515-243-3228; FAX: 515-280-2000	1856	F.M. Hubbell, Son & Co. Inc. 904 Walnut St.	F. M. Hubbell Real estate, railroads	Descendents of Hubbell Developer, home builder, commercial broker, property management, construction services, land development and sales	Rick Tollakson Krista Capp	www.hubbellrealty.com krista.capp@hubbellrealty.com
5	**LaMair Mulock Condon Co.** 4200 University Ave., Ste. 200 WDM, IA 50266 515-244-0166; FAX: 515-244-9535	1865	Hawkeye Insurance Co. 4th & Court	Hawkeye Insurance Co. Property insurance	18 employee shareholders Insurance & risk management, benefits, bonds	Greg LaMair Mark Lyons Roger Hoyt	www.lmcins.com greg.lamair@lmcins.com
6	**Amend Packing Co.** 410 SE 18th St. DM, IA 50317 515-265-1618	1869	Amend Packing Co. 410 SE 18th St.	Conrad Amend Slaughter operation/meat packing	Amy Amend Wiese Meat packing, slaughter, custom processing	Kent Wiese	www.amendpackingcompany.com amends@qwestoffice.net
7	**Josephs Jewelers** 5425 Mills Civic Pkwy. WDM, IA 50266 515-440-2991; FAX: 515-273-2525	1871	Josephs 4th and Walnut	Solomon Joseph Watch repair, jeweler	Burton "Toby" & John Joseph Retail jewelry, fine gifts, watches, repair, appraisal	Burton Joseph, III	www.josephsjewelers.com john.joseph@josephsjewelers.com
8	**Eagle Iron Works** 129 E. Holcomb Ave., PO Box 934 DM, IA 50304 515-243-1123; FAX: 515-243-8214	1872	Eagle Iron Works E. 2nd & Court Ave.	Perkins and Lundrum Coal mine & flour mill equipment	Andrew S. Krantz Aggregate processing equipment manufacturer	Andrew Krantz Richard Allen Tony James	www.eagleironworks.com
8	**Hammer Pharmacy** 600 E. Grand DM, IA 50309 515-243-4177; FAX: 515-243-3517	1872	Alvin G. Hammer, Druggist 504 E. Walnut St.	Alvin Hammer Soda fountain, drug store	Russell Johnson & shareholders Retail pharmacy	Rick Johnson	www.hammerpharmacy.com hammerpharmacy@mail.com
9	**Tone's Spices,** **a division of ACH Food Co. Inc.** 2301 SE Tone's Dr. Ankeny, IA 50021 515-965-2711; FAX: 515-965-2801	1873	Tone Bros. N/A	Jehiel & Isaac Tone Spices, coffee manufacturer	ACH Food Cos. Spices, herbs, seasonings, dry mixes	Doug Aldridge Bill Nelson	www.spiceadvice.com
10	**Qwest Communications Inc.** 925 High St., #9S9 DM, IA 50309 515-286-7842; FAX: 515-286-8007	1874	Northwestern Bell 925 High St.	George B. Engle, Jr. Telephone	Qwest Inc. Telephone, data, long distance, video	Max Phillips Michael Sadler Cindy Carter	www.qwest.com/iowa max.phillips@qwest.com
11	**Drake Roofing Inc.** 2057 Dean Ave. DM, IA 50317 515-243-5719; FAX: 515-243-5661	1875	Drake Roofing Co. 213 Fifth St.	J.F.N. Drake Roofing & repair	Dick Groom/Rod Schmidt Commercial roofing	Rod Schmidt	drakeroofing.us rod@drakeroofing.us
12	**Keffer/Overton Architects** 317 Sixth Ave., Studio 201 DM, IA 50309 515-288-4821; FAX: 515-288-0859	1876	Bell & Hackney New Capitol Bldg.	Miffin Bell & William Hackney Architecture	Chuck Overton Architecture	Chuck Overton Chip Overton	www.k-o.com design@k-o.com
13	**Des Moines Marble & Mantel** 1507 Ohio St. DM, IA 50314 515-244-8327; FAX: 515-244-1584	1877	Des Moines Marble Co. 7th & Locust	J. M. Graham Cemetery work	Rick DeMarco, Lorenzo Serena Ceramic & quarry tile work, marble, granite fab	Mario DeMarco	N/A SandyAtDMMarble@aol.com
14	**Des Moines-Winterset Monuments** 4819 University Ave. DM, IA 50310 515-277-4433; FAX: 515-277-4434	1878	Winterset Monuments N/A	Mr. Clark Cemetery memorials	Ryan Gruhn/Lana Leander Granite memorials	Lana Leander	www.dmwmemorials.com
15	**Principal Financial Group Inc.** 711 High St. DM, IA 50392 515-247-5111; FAX: 515-246-5475	1879	The Bankers Life Co. Des Moines, Iowa	Edward Temple Insurance company	Public company Financial services	Larry Zimpleman Dan Houston	www.principal.com
16	**Des Moines Stamp Mfg. Co.** 851 Sixth Ave. DM, IA 50309 515-288-7245; FAX: 515-288-0418	1880	Des Moines Rubber Stamp Works 209 Fifth St.	W. H. Shaw Rubber stamps and stencils	Tom Child/Dave Child Pre-inked stamps and engraved signs	Tom Child	www.dmstamp.com info@dmstamp.com
16	**Merchants Distribution Service** 1420 11th Ave. NE Altoona, IA 50009 515-244-2123; FAX: 515-967-2561	1880	Whiteline Transfer & Storage 5th & Elm	Pleasant J. Mills Transfer and storage	Privately held Warehousing and transportation, records management	Greg Dickinson	www.merchantsdsm.com
17	**Rowat Cut Stone & Marble Co. Inc.** 110 SE Seventh St. DM, IA 50309 515-244-8604; FAX: 515-244-1634	1882	Rowat Cut Stone 110 SE Seventh St.	John Rowat Natural architectural cut limestone	Teresa Van Vleet-Danos Natural stone for landscape, countertops and flooring. Architectural cut limestone.	Teresa Van Vleet-Danos	www.rowatcutstoneandmarble.com rowatcutstone@aol.com
18	**IMT Insurance Co.** 4445 Corporate Dr. WDM, IA 50266 515-327-2777; FAX: 515-457-5657	1884	The Iowa Mutual Tornado, Cyclone & Windstorm Ins. Assoc. West Union, IA	A mutual company Windstorm insurance	IMT Mutual Holding Co. Property and casualty insurance	Richard C. Keith	www.imtins.com
18	**MidAmerican Energy Co.** 666 Grand Ave. DM, IA 50309 515-242-4300; FAX: 515-242-4236	1884	Des Moines Edison Light & Power Co. N/A	N/A Utilities	MidAmerican Energy Co. Electrical & natural gas utility	Bill Fehrman	www.midamericanenergy.com info@midamerican.com
19	**Altoona Herald-Mitchellville Index** 100 Eighth St. SE, Ste. H, PO BOX 427 Altoona, IA 50009 515-699-7000; FAX: 515-699-7098	1889	Altoona Herald 116 Second St., SE	Emory English Newspaper	Des Moines Register Newspaper	Amy Duncan	www.altoonaherald.com adwilson@dmreg.com
19	**Koch Brothers Inc.** 325 Grand Ave. DM, IA 50309 515-283-2451; FAX: 515-243-3147	1889	Talbot/Watters Printing 319-321 Locust St.	George Watters & L.L. Talbot Printing, blank books, book-binding	Stockholders Office supplies, furniture, printing, business machines	Richard Koch, Jr. Alan Koch Susan Koch Bridgford	www.kochbrothers.com info@kochbrothers.com
20	**U.S. Bank** 520 Walnut St. DM, IA 50309 515-247-4902; FAX: 515-247-4918	1890	State Savings Institution N/A	B. F. Allen Banking	U.S. Bancorp-Holding Banking/financial services	Michael J. Helak Craig A. Schneider Tim Heuss	www.usbank.com michael.helak@usbank.com
21	**Hopkins Sporting Goods Inc.** 10000 Hickman Rd. Clive, IA 50325 515-270-0132; FAX: 515-270-0413	1892	W. P. Chase Co. 414 Seventh St.	W. P. Chase Sporting goods, bike shop, hardware	Bev McClintock Retail and team sporting goods	Michael P. McClintock	www.hopkinssportinggoods.com info@hopkinssportinggoods.com

OLDEST BUSINESSES

(continued from page 133)

(Ranked by year established)

Rank	Name Address Phone; Fax	Year Est.	Original Name Original Address	Original Owner(s) Original Line of Business	Current Owner(s) Current Line of Business	Top Local Executive(s)	Web site E-mail
22	**Farmers Mutual Hail Insurance Co. of Iowa** 6785 Westown Pkwy. WDM, IA 50266 515-282-9104; FAX: 515-282-1220	1893	Farmers Mutual Insurance Association of Iowa Early, IA	Policyholders Crop hail insurance	Policyholders Crop insurance and reinsurance	Ronald P. Rutledge Darin L. Roggenburg Scott Rutledge	www.fmh.com
22	**West Bank** 1601 22nd St. WDM, IA 50266 515-222-2300; FAX: 515-222-2346	1893	First Valley Junction Savings Bank 5th & Maple, WDM	Herman & Anna Raaz Banking	West Bancorporation Inc Full-service bank including trust & wealth management	Dave Nelson Douglas R. Gulling Brad L. Winterbottom	www.westbankiowa.com info@westbankiowa.com
23	**Bank of America** 317 Sixth Ave., Ste 200 DM, IA 50309 515-235-7211; FAX: 515-235-7009	1895	Central State Bank 5th & Locust	Simon Casady Banking	Bank of America Corp. Banking	Paul J. Johnson	www.bankofamerica.com
23	**Brooks Borg Skiles Architecture Engineering LLP** 317 Sixth Ave., Ste. 400 DM, IA 50309 515-244-7167; FAX: 515-244-3813	1895	Proudfoot & Bird N/A	William T. Proudfood & George W. Bird Architecture	Partnership Architecture and engineering	Rod Nelson	www.bbsae.com rnelson@bbsae.com
23	**H.B. Leiserowitz Co.** 213 13th St. DM, IA 50309 515-244-5195; FAX: 515-244-3454	1895	H.B. Leiserowitz Co. 411 Court Ave.	H.B., Ellis Leiserowitz Wholesale grocery	Alfred P. Leiserowitz Wholesale distributor, retail	Al P Leiserowitz	www.leiserowitz.com hbleiser@netins.net
24	**Aviva USA** 7700 Mills Civic Pkwy. WDM, IA 50266 515-342-3600; FAX: 877-733-8590	1896	American Mutual Life and Central Life N/A	Rev. George Breckenridge Peak Insurance	Aviva plc Insurance and annuities	Chris J. Littlefield	www.avivausa.com
25	**Jester Insurance Services Inc.** 303 Watson Powell Jr. Way, PO Box 4779 DM, IA 50305 515-243-2707; FAX: 515-243-6862	1897	J. Jester and Sons Capital City Bank	Joshua & Lewis Jester Real estate and insurance	Robert Jester Property, casualty, workers' comp., medical malpractice and DNO liability insurance	Robert Jester	N/A
26	**FEH Associates Inc.** 604 E. Grand Ave. DM, IA 50309 515-288-2000; FAX: 515-288-1999	1898	Foss Organization Fargo/Moorehead	Andrew Foss Architecture	9 local stockholders Architecture, interiors, structural engineering	Denny Sharp Rick Snyder John Karrmann	www.fehassociates.com dennys@fehdm.com
27	**American College of Hairstyling** 603 E. Sixth St. DM, IA 50309 515-244-0971; FAX: 515-244-5158	1899	Iowa Barber College 7th & Mulberry	Bert Millis Barber school	Terry Millis Barber college	Terry Millis	www.americancollegeofhair.com tmillis@americancollegeofhair.com
28	**First Bank** 5625 Mills Civic Pkwy. WDM, IA 50266 515-225-2641; FAX: 515-225-8718	1901	First National Bank of Valley Junction 228 Fifth St., WDM	Leland Windsor & Simon Cassady Banking	FNB Holding Co. Banking	Jeff Rose Bill Messerschmidt Rick Messerschmidt	www.firstbankdm.com contactus@firstbankdm.com, rmesser@firstbankdm.com
29	**Community State Bank** 817 N. Ankeny Blvd. Ankeny, IA 50023 515-331-3100; FAX: 515-964-1563	1902	Bank of Ankeny Cherry & 3rd, Ankeny	Henry Wagner Banking	Van Diest Investment Co. Banking/financial services	Brian McLoughlin Ronald Nagel	www.bankcsb.com
29	**Des Moines Iron & Supply Co. Inc.** 123 SW Third St., PO Box 1382 DM, IA 50305 515-243-0177; FAX: 515-243-8349	1902	Des Moines Iron Co. W. First & Vine St.	David Baum, J. E. Baum Wooden buggy parts, horseshoeing equipment	Shareholders Agricultural supplier, heavy hardware	Janine Mitrisin	www.desmoinesiron.com
29	**The Vernon Co.** One Promotion Pl. Newton, IA 50208 641-792-9000	1902	Advertising Novelty Co. 115 1st Ave., Newton, IA	F.L. Vernon Promotional products	Vernon family Promotional products and sign graphics	William F. Vernon Chris Vernon Dan Stevenson	www.vernoncompany.com promotions@vernoncompany.com
30	**Polk County Bank** 5601 Merle Hay Rd. PO Box 200 Johnston, IA 50131 515-278-6300; FAX: 515-278-6644	1903	Polk City Savings Bank 101 2nd St., Polk City	Peter McKinnon Banking	Miller family Banking	Robert J. Miller Tom Miller	www.polkcountybank.com dpedersen@polkcountybank.com
31	**Homesteaders Life Co.** 5700 Westown Pkwy. WDM, IA 50266 515-440-7777; FAX: 515-440-7690	1906	The Homesteaders Life Association 6th & Grand, Des Moines	Fraternal Association Life insurance	Mutual company Life insurance	Graham J. Cook Stephen R. Lang	www.homesteaderslife.com 4preneed@homesteaderslife.com
31	**Lozier Heating and Cooling** 536 S. 19th St. WDM, IA 50265 515-267-1000; FAX: 515-221-0395	1906	Ruth & Clark N/A	Thomas Ruth and Fred (F.A.) Clark Plumbing, sheet metal, heating	Tom Gumm/Gary Pennington Heating and air conditioning	Tom Gumm Gary Pennington	www.lozierheatingcooling.com gary@lozierheatingcooling.com
32	**French Way Cleaners** 413 Euclid DM, IA 50313 515-243-4264; FAX: 515-243-8644	1909	French Way Cleaners & Furriers 413 Euclid	Harold R. Galloway Cleaners and furriers	J. Michael McBroom Dry cleaning and shirt laundry	J. Michael McBroom	N/A frenchway1@aol.com
33	**EMC Insurance Cos.** 717 Mulberry St. DM, IA 50309 515-280-2511; FAX: 515-345-2895	1911	Employers Mutual Casualty Association Des Moines	Policyholders Workers' compensation	Policyholders All lines property/casualty insurance, business and personal	Bruce G. Kelley Ronald W. Jean Kevin J. Hovick	www.emcinsurance.com marketing@emcins.com
34	**Bankers Trust** 453 7th St. PO Box 897 DM, IA 50309 515-245-2863; FAX: 515-245-2935	1917	Bankers Trust 500 Walnut St.	Benjamin F. Kauffman Financial services	BTC Financial Corp. Bankers Trust is a full-service financial institution	John Ruan Suku Radia Don Coffin	www.bankerstrust.com
35	**Bolton & Hay** 2701 Delaware Ave. DM, IA 50316 515-265-2554; FAX: 515-265-6090	1920	Bolton & Hay 203 Fifth St.	Lewis Bolton and Harry Hay Restaurants	Lew Bolton Restaurant equipment and supplies	Lew Bolton	www.boltonhay.com info@boltonhay.com
36	**Henning Construction Co. Inc.** 5800 Merle Hay Rd., PO Box 394 Johnston, IA 50131 515-253-0943; FAX: 515-253-0942	1924	Lars Henning Construction Latimer, IA	Lar Henning Agricultural barns and clay block silos	Jeff Henning/Heather Henning Domestic and international general contractor/ construction manager	Jeff Charlson Alan Koch	www.henningconstruction.com akoch@webild.com
36	**Tension Envelope Corp.** 2100 E. 17th St., PO Box 1341 DM, IA 50306 515-266-3181; FAX: 515-266-2232	1924	Berkowitz Envelope Co. 10th and Mulberry	The Berkley Family Envelope manufacturing and printing	The Berkley Family Envelope manufacturing and printing	Richard Schloerb Rick Egli Sean McAleer	www.tension.com desmoines@tension.com info@tension.com
37	**McGladrey** 400 Locust St., Ste. 640 DM, IA 50309 515-558-6600; FAX: 515-284-1545	1926	I.B. McGladrey Co. Cedar Rapids, IA	Ira B. McGladrey Accounting, tax, consulting	Corporation Accounting, tax, consulting	Rod Foster	www.mcgladrey.com rod.foster@mcgladrey.com
38	**Sink Paper & Packaging** 12044 Ridgemont Dr. Urbandale, IA 50323 515-331-9000; FAX: 515-331-9009	1929	Sink Paper Co. 100 SW Fifth DM	H.L.& Alice Sink/H.J.&Pat Sink Paper, corrugated rolls and boxes, tape, twine, wrapping paper	Barb Sink-Krusenstjerna Paper and packaging disposables for business, industry, institutional and supermarket	Barb Sink-Krusenstjerna	www.sinkpaper.com barb@sinkpaper.com

MINORITY-OWNED BUSINESSES

(Ranked by number of local full-time employees)

Rank	Name Address Phone; Fax	Local FT Employees Year Est.	Percentage Minority Owned	Owner Top Local Executive Office/Purchasing Manager	Products or Services	Web site E-mail
1	**Keystone Electrical Manufacturing Co.** 2511 Bell Ave. DM, IA 50321 515-283-2567; FAX: 515-283-0418	60 1964	100%	Fred & Valeska Buie Fred & Valeska Buie	Manufacture protection and control relay panels and medium-voltage switch gear for the electric utility industry	www.keystoneemc.com keystone@keystoneemc.com
1	**Noble Ford-Mercury Inc.** 2406 N. Jefferson, PO Box 579 Indianola, IA 50125 515-961-8151; FAX: 515-961-2413	60 1985	N/A	Dimaggio Nick Nichols Dimaggio Nick Nichols Terri Beedle	Automobile dealer - Ford and Mercury	www.fordkingdom.com www.sales@fordkingdom.com
2	**Brick, Gentry, Bowers, Swartz & Levis P.C.** 6701 Westown Pkwy., Ste. 100 WDM, IA 50266 515-274-1450; FAX: 515-274-1488	46 1983	N/A	Shareholders Paul A. Drey	General, civil and trial practice	www.brickgentrylaw.com
3	**Parrish, Kruidenier, Dunn, Boles, Gribble, Parrish, Gentry & Fisher** 2910 Grand Ave. DM, IA 50312 515-284-5737; FAX: 515-284-1704	37 1975	50%	Elizabeth Kruidenier Alfredo Parrish E. Kruidenier/A. Parrish	Trial practice, criminal defense, personal injury, employment law, family law, appeals and litigation	www.parrishlaw.com
4	**ecfirst** 14225 University Ave., Ste. 240 Waukee, IA 50263 515-453-8247; FAX: 515-453-8471	35 1999	100%	Allen Nguyen Allen Nguyen	Web application, e-security & HIPAA	www.ecfirst.com
5	**ABC Virtual Communications Inc.** 1051 Office Park Rd. WDM, IA 50265 515-327-8861; FAX: 515-327-8867	25 1995	100%	B.J. Doe B.J. Doe	Software development, payment processing	www.abcv.com info@abcv.com
5	**MPS Engineers** 1501 Ohio St. DM, IA 50314 515-221-9832; FAX: 515-222-2625	25 1996	100%	Amit Pradhan/ Mathew Weaver/ Umesh Shetye	General contracting, utilities, concrete, earthwork, environmental	www.mpsengineers.com mps_engineers@hotmail.com
6	**PharmServ Staffing** 5870 Merle Hay Rd., PO Box 346 Johnston, IA 50131 515-334-4293; FAX: 515-334-5023	15 2006	100%	Felix Gallagher/ Shondalette Adams Felix Gallagher Shondalette Adams	Temporary pharmacist staffing for pharmacies of various specialties, exclusively in the state of Iowa	www.pharmservstaffing.com fgallagher@pharmservstaffing.com
7	**Cerebral InfoTech LLC** 6200 Aurora Ave., Ste. 608 W Urbandale, IA 50322 515-331-7700; FAX: 773-345-0678	14 2004	100%	Kaylan Venkatraman Kaylan Venkatraman	Software development, custom applications programming, IT consulting	www.cerebralinfotech.com
8	**Net-Integrated Consulting Inc.** 3636 Westown Pkwy., Ste. 217 WDM, IA 50266 515-457-3174; FAX: 515-457-3176	12 1994	100%	Hung Nguyen Hung Nguyen Jan Post	Application development, project management, Web development, project outsourcing	www.nicwdm.com
8	**The Printing Station** 1420 Locust St. DM, IA 50309 515-243-8144; FAX: 515-243-6560	12 1980	N/A	Partnership Mitch & Lance Eaton Jeannette Heuer	Printing, mailing, promotional products	www.printingstation.com info@printingstation.com
9	**Bear Construction and Development LLC** 1115 69th St. Windsor Heights, IA 50311 515-251-6355; FAX: 515-243-9071	10 1995	51%	Chris & Jennifer Brunsvold Rachel Lopez Chris Brunsvold	Remodel residential/commercial using brick, block, other masonry; tear down existing frames (inside/outside); wall systems	N/A
9	**Dormark Construction Co.** 3310 SW Brookside Dr. Grimes, IA 50111 515-986-4270; FAX: 515-986-9573	10 1977	100%	Tim Bayse	Heavy highway construction	N/A
10	**Community CPA & Associates Inc.** 3816 Ingersoll Ave. DM, IA 50312 515-288-3188; FAX: 515-288-3370	8 1997	N/A	Ying Sa Ying Sa	Audit, accounting and tax	www.communitycpa.com CPA@communitycpa.com
10	**Petersen Court Reporters** 317 Sixth Ave., Ste. 606 DM, IA 50309 515-243-6596; FAX: 515-243-0316	8 1978	100%	Edie Daniels/Jackie Sinnott/ Elieen Hicks/Christy Bierley	Freelance court reporting firm	N/A
11	**Nuno Electric LLC** 221 1/2 Fifth St., Ste. A WDM, IA 50265 515-221-1028; FAX: 515-221-1717	7 1999	N/A	Frank Nuno/Eric Nuno Frank Nuno/Eric Nuno Frank Nuno	Electrical contractor	www.nunoelectric.com frank@nunoelectric.com
12	**Diversity Insurance Inc.** 1544 E. Grand Ave. DM, IA 50316 515-287-0055; FAX: 515-287-0058	4 2004	100%	Juan O. Rodriguez Juan O. Rodriguez Yolanda Mendoza	Auto, home, commercial, business, umbrella	www.mydiversityinsurance,com jrodriguez@mydiversityinsurance.com
13	**Grapnel Tech Services LLC** 6905 Vista Dr. WDM, IA 50266 515-953-5762; FAX: 515-953-5767	3 2007	100%	Darryl Jose Darryl Jose Tara Jose	IT consulting and staffing	www.grapneltechservices.com
13	**The Great Frame Up** 5515 Mills Civic Pkwy., No. 150 WDM, IA 50266 515-226-2310; FAX: 515-226-2311	3 2005	100%	Angela Williams Angela Williams	Picture framing, art, prints, posters, shadow boxes, framed mirrors, local Iowa art, diploma frames, photos, military & sport frames, gift items	www.westdesmoines.thegreatframeup.com westdesmoines@thegreatframeup.com
14	**Amatya Technologies LLC** 6109 Hickory Ln. Urbandale, IA 50322 515-992-0092	2 2007	100%	Sanjay Amatya Sanjay Amatya	IT consulting, application architecture, customer application development, QA & automated testing, outsourcing Java / J2EE	http://www.amatya.net info@amatya.net
14	**GWA International Inc.** 6713 River Bend Rd. Johnston, IA 50131 515-270-1377; FAX: 515-270-0893	2 2008	51%	Michelle Wei/Steve Guyer Michelle Wei Michelle Wei	Consult, design, & install solar electric systems for residential/commercial customers. Energy/environmental services.	www.gwaintl.com contact@gwaintl.com
14	**Let Them Eat Cake** 405 Maple St. WDM, IA 50265 515-710-8455	2 2006	100%	Vicente Diaz	Pastries, cupcakes, cakes for all occasions, cookies, brownies, wedding cakes	letthemeatcakeiowa.com welovecake@hotmail.com
14	**McGee Strategies** 2200 NW 159th St., #400 Clive, IA 50263 515-326-5869	2 2005	100%	Isaiah McGee Isaiah McGee	Professional development, generational consulting	N/A
15	**DeJear Enterprises LLC** PO Box 35853 DM, IA 50315 515-867-1525; FAX: 866-498-8781	1 2006	100%	Marvin L. DeJear Marvin L. DeJear, Jr.	General contractor - commercial remodeling, project management, estimating services	www.dejearenterprises.com mdejear@dejearenterprises.com
15	**Midwest Captioning** 7031 Carey Ct. Johnston, IA 50131 515-321-5228	1 1997	N/A	Karen Ziebarth Karen Ziebarth	Closed captioning for television	N/A
15	**Munoz Productions Inc.** PO Box 42123 DM, IA 50323 515-251-7797	1 1999	N/A	David Muñoz David Muñoz	Quality video production for business, government, non-profit organizations and special events	www.MunozProductions.com
15	**Rosway Enterprises LLC** 721 42nd St. WDM, IA 50265 515-865-8599	1 2006	100%	Rossany Brugger Rossany Brugger	Spanish and English interpretation and translation, intercultural communications, Spanish language instruction	N/A

WOMEN-OWNED BUSINESSES

(Ranked by number of local full-time employees)

Rank	Name Address Phone; Fax	Local FT Employees Year Est.	Owner(s) Percentage Women-Owned	Top 3 Local Executives Office/Purchasing Manager	Products or Services Offered	Web site E-mail
1	**Ultimate Nursing Services** 6750 Westown Pkwy. WDM, IA 50266 515-280-2160; FAX: 515-225-4044	650 1996	Connie Freeman Tucker Anderson 51	Tucker Anderson Sheri Holliday	Home health care nursing for children, young adults and adults throughout the Midwest	www.ultimatenursing.com tuckera@upsi.net
2	**Universal Pediatric Services** 6750 Westown Pkwy., Ste. 115 WDM, IA 50266 515-280-2160; FAX: 515-225-4044	508 1985	Connie Freeman Tucker Anderson 51	Tucker Anderson Marcus Miller Connie Freeman Sheri Holliday	Home health care for children, young adults and adults throughout the Midwest	www.upsi.net tuckera@upsi.net
3	**Sticks Inc.** 3631 SW 61st St. DM, IA 50321 515-246-8361; FAX: 515-244-1836	90 1992	Sarah Grant 100	Sarah Grant Rachel Eubank N/A	Handcrafted furniture, accessories and sculptural art	www.sticks.com reubank@sticks.com
4	**Bindery 1 Inc.** 1631 E. Aurora Ave. DM, IA 50313 515-265-4091; FAX: 515-265-7937	70 1976	E. & L. Rokitnicki Gigi Toporek Renatta Bolen N/A	Gigi Toporek Renatta Bolen Renatta Bolen	Commercial trade bindery, finishing, mailing, fulfillment, CD services with digital printing	www.bindery1.com gigi@b1ds.net
5	**Whylie Eye Care Centers** 3725 Ingersoll Ave. DM, IA 50312 515-255-5533; FAX: 515-255-8002	65 1979	Lois Copple N/A	Vincent Copple N/A	Eye glasses, contacts, eye exams	www.whylies.com
6	**Nurse Force Inc.** 2900 Westown Pkwy., Ste. 200 WDM, IA 50266 515-224-4566; FAX: 515-224-1707	60 1987	Sherri Lange N/A	Sherri Lange Terri Stanley Laura Grage N/A	Home health care, staffing	www.nurseforce.com terri@nurseforce.com
7	**Cellular Advantage Inc.** 3829 100th St. Urbandale, IA 50322 515-331-0000; FAX: 515-331-0670	50 1993	Mitzi Ecklund 100	Mitzi Ecklund Todd Lawton Doug Ecklund Matt Hayertz	Wireless service: Agent of US Cellular	www.celladvantage.com ceo@celladvantage.com
8	**Midwest Office Technology Inc.** 6294 NE 14th St. DM, IA 50313 515-283-2513; FAX: 515-283-0671	40 1960	Susan Illig N/A	Susan Illig N/A	Business solutions through sales, service, supply and/or support of software & hardware including copiers	www.motsolutions.com doreene@motnet.com
8	**Saxton Inc.** 108 Third St., Ste. 100 DM, IA 50309 515-244-6116; FAX: 515-244-6351	40 1979	Kim Augspurger 100	Kim Augspurger Leslie Dahl Keeley Anderson Bobbi Rieck	Feasibility studies, facilities planning, interior design, move management, project management, commercial interiors and furnishings	www.saxtoninc.com kim-augspurger@saxtoninc.com
9	**Accent Tag & Label Inc.** 2201 Rittenhouse St. DM, IA 50321 515-287-2717; FAX: 515-287-2779	39 1987	Dixie Davis Rochelle Stout Kristie Becker 100	Dixie Davis Rochelle Stout Kristie Becker Ryan Stout	Custom labels/tags, in-house graphics, eight-color printing	www.accentlabel.com dixie@accentlabel.com
10	**Estilo Salon & Day Spa** 440 Fairway Dr., Ste. 100 WDM, IA 50266 515-727-4980; FAX: 515-224-5887	38 2000	Cynthia Sue Landa 100	Cynthia Sue Landa Cynthia Sue Landa	Make up, hair care products, skin care, pedicures, manicures, facials, massages, hair cuts, color, waxing, hair styling and bridal services	www.estilosalon.com cslanda@aol.com
11	**Midwest Project Partners Inc.** 1640 NW 132nd St. Clive, IA 50325 515-225-8848; FAX: 515-225-2021	35 2000	Jane Whalen Kimberly Furbush Dave Furbush 58	Jane Whalen Dave Furbush Brian Porter Kimberley Furbush	Consulting: Bsiness analysis, project and program management, business strategy, cost reduction	www.midwestprojectpartners.com jwhalen@mpp1.com
12	**Office Installation Services Inc.** 6250 NW Beaver Dr., Ste. A3, PO Box 36 Johnston, IA 50131 515-278-5525; FAX: 515-278-8454	29 1989	Jody Kimrey Scott Kemp N/A	Jody Kimrey Scott Kemp Jody Kimrey	New & existing furniture installations, reconfigurations, refabrication, shelving, moving & storage	www.ois-dsm.com jody@ois-dsm.com
13	**All Makes Office Interiors** 11291 Aurora Ave. Urbandale, IA 50322 515-282-2166; FAX: 515-282-5456	28 1972	Amee Zetzman N/A	Jim Shneider Amee Zetzman Jeff Kavich Jim Shneider	Office furnishings, space planning, interior design, installation, reconfiguration, warehouse	www.allmakesiowa.com info@allmakes.com
14	**T&M Services Inc.** 4175 NE 43rd Ct. DM, IA 50317 515-263-0953; FAX: 515-263-8323	27 1987	Mary A. Daughenbaugh 52	Mary A Daughenbaugh Thomas J Daughenbaugh Kim Daughenbaugh	Office furniture installation, moving, design, cleaning - Panel systems and freestanding furniture	www.tmservices.net service@tmservices.net
14	**The Spa at West Glen** 5465 Mills Civic Pkwy. WDM, IA 50266 515-225-2642; FAX: 515-226-2342	27 2005	Heidi M. Koch Dr. Brenton Koch N/A	N/A Patti Parker	Spa services, medical spa services, beauty & skin care products, corporate meetings/party room	www.relaxdesmoines.com relax@spawestglen.com
15	**Central Rehabilitation Ltd.** 950 Office Park Rd., Ste. 100 WDM, IA 50265 515-224-0979; FAX: 515-223-3862	25 1984	Barbara Vogen Barbara Nebel N/A	Brent Cooper N/A	Outpatient adult rehabilitation of physical, occupational & speech services in homes & clinic	www.centralrehabilitation.com cr1984@qwestoffice.net
15	**Outcomes Pharmaceutical Health Care** 505 Market St., Ste. 200 WDM, IA 50266 515-237-0001; FAX: 515-237-0002	25 1999	Patty Kumbera N/A	Tom Halterman Patty Kumbera Cynthia Northway	Medication therapy management	www.getoutcomes.com info@getoutcomes.com
16	**Community Greetings LC** PO Box 128 Grimes, IA 50111 515-986-0883; FAX: 515-986-5966	22 1998	Bobbi Jo Wolfe 100	Bobbi Jo Wolfe Bobbi Jo Wolfe	Welcome service and advertising	www.communitygreetings.com bobbijo@communitygreetings.com
17	**Benefit Source Inc.** 4000 Westown Pkwy., Ste. 110 WDM, IA 50266 515-453-9462; FAX: 515-453-9472	20 1980	Jennifer S. Browne N/A	Jennifer S. Browne Jessica Gourley	Employer-sponsored benefits, financial services, individual benefits and personal planning	www.BenefitsSourceInc.com Jennifer@BenefitsSourceInc.com
17	**Franke, Herr & Associates, a financial advisory practice of Ameriprise Financial** 2600 Westown Pkwy., Ste. 110 WDM, IA 50266 515-309-0043; FAX: 515-273-3199	20 1987	Deniz Franke 50	Deniz Franke Michael Franke Randy Herr N/A	Personal financial planning including planning for risk protection, tax reduction strategies, retirement income strategies and investments	N/A Deniz.T.Franke@ampf.com
17	**Rowat Cut Stone & Marble Co. Inc.** 110 SE Seventh St. DM, IA 50309 515-244-8604; FAX: 515-244-1634	20 1882	Teresa Van Vleet-Danos 100	Teresa Van Vleet-Danos N/A	Fabrication of marble, granite, limestone, cut stone, veneer stone and landscaping	www.rowatcutstoneandmarble.com rowatcutstone@aol.com
18	**Action Reprographics** 1423 High St. DM, IA 50309 515-288-2146; FAX: 515-288-0053	18 1949	Wanda Lienemann Dan Lienemann 51	Wanda Lienemann Dan Lienemann Andrew Heslinga	B&W & color digital printing up to 96" wide, online plan room, distribution, high-speed & litigation copying, Canon, HP & OCE equip sales	www.actionrepro.com info@actionrepro.com
19	**Longview Golf Centre** 10300 NW 54th Ave. Grimes, IA 50111 515-986-9799; FAX: 515-986-4433	16 1989	Sue Frampton George Frampton 50	Sue Frampton Jamie Grimm	Golf center for year-round practice	www.longviewgolf.com longviewgc@aol.com
20	**EmbarkIT Inc.** 1303 50th St., Ste. 100 WDM, IA 50266 515-440-1451; FAX: 515-440-1455	15 2005	Anita Messerschmidt 100	Anita Messerschmidt Stacy Watrous	IT hardware, software, LAN/WAN network services, managed services-security, monitoring, remote maintenance,wireless,VoIP, Microsoft training	www.embarkit.com sales@embarkit.com, training@embarkit.com
20	**Flarah's** 2815 Beaver Ave. DM, IA 50310 515-277-1935; FAX: 515-277-1937	15 2005	Erin Van Dorin N/A	Erin Van Dorin N/A	Desserts, cafe, catering	www.flarahs.com order@flarahs.com
20	**Midwest Procurement Partners LLC** 1640 NW 132nd St. Clive, IA 50325 515-225-8848; FAX: 515-225-2021	15 2007	Jane Whalen Kimberly Furbush Dave Furbush 58	Kenny Chasten Jane Whalen Dave Furbush Jane Whalen	Procurement consulting - spend analysis, strategy development, negotiations, staffing, sourcing intelligence	www.midwestprocurementpartners.com jwhalen@mpp1.com

OFFICE BUILDINGS & COMPLEXES

(continued on page 138)

(Ranked by total leasable square feet)

Rank	Name Address Phone; Fax	Leasable Sq. Ft. Year Est.	Owner Property management Company	Leasing Company Leasing Agent Phone Number	Partial List of Tenants	Web site E-mail
1	**West Lakes Office Park** University Ave & 77th St. WDM, IA 50266 515-223-4000; FAX: 515-222-5220	3,200,000 1991	Office Park N/A	Knapp Properties Inc. Kim Dreher 515-223-4000	Farm Bureau, Hy-Vee, Krause Gentle, Marsh, IFMC, Wells Fargo, Iowa Methodist, Iowa Clinic, Mercy	N/A Kim@knappproperties.com
2	**Broadway Business Park** NE 46th Ave. & NE 50th St. DM, IA 50317 515-243-3228; FAX: 515-221-6652	1,277,414 2002	Hubbell Realty Co. Hubbell Realty Co.	CB Richard Ellis/Hubbell Commercial Morey Knutsen 515-224-4900	Schwan's Foods, Broadway Storage, Murphy Tractor, Warren Foods	www.cbrehc.com morey.knutsen@cbre.com
3	**Country Club Office Plaza** Jordan Creek Pkwy. & Vista Dr. WDM, IA 50266 515-223-4500; FAX: 515-223-7235	1,003,000 1991	R&R Realty Group (managing partner) Management Professionals Inc.	Realty Marketing Group Kate Byus 515-223-4500	Wells Fargo, Liberty Mutual, Mercy Clinics, Nationwide, General Casualty, Iowa Student Loan	www.rrrealty.com byus.kate@rrrealty.com
4	**Meredith Business Park** 121st St. & Meredith Dr. Urbandale, IA 50322 515-223-4500; FAX: 515-223-7235	800,000 1998	R&R Realty Group (managing partner) Management Professionals Inc.	Realty Marketing Group Tom Gayman 515-223-4500	Principal Mutual Life Insurance, Bell Automotive, Iron Mountain, PSI Group Inc.	www.rrrealty.com gayman.tom@rrrealty.com
5	**Aurora Business Park** NW 109th St. & Aurora Ave. Urbandale, IA 50322 515-223-4500; FAX: 515-223-7235	771,000 1985	R&R Realty Group Management Professionals Inc.	Realty Marketing Group Craig Rueschhoff 515-223-4500	Yellow Freight, John Deere, USDA, Montgomery Watson Americas, Iowa Health Home Care, Martin Marietta	www.rrrealty.com rueschhoff.craig@rrrealty.com
6	**Riverpoint Business Park** Riverpoint DM, IA 50309 515-243-3228; FAX: 515-280-2000	762,000 1990	Hubbell Realty Co. Hubbell Realty Co.	CB Richard Ellis/Hubbell Commercial Paul Weeks 515-224-4900	State of Iowa, Federal Express, Wells Fargo Mortgage, Flynn Wright Advertising	www.hubbellrealty.com paul.weeks@cbre.com
7	**801 Grand** 801 Grand Ave. DM, IA 50309 515-244-7801; FAX: 515-244-7839	707,185 1990	Principal Financial Group Terrus Real Estate Group	Principal Financial Group Bill G. Johnson 515-240-0679	Bradshaw Law, Smith Barney, Dorsey & Whitney, McKee Vorhees & Sease, Faegre & Benson	www.principal.com bill.johnson.g@principal.com
8	**Ruan Center Complex** 666 Grand Ave. DM, IA 50309 515-245-5395; FAX: 515-245-5362	680,554 1974	Ruan Corp. Ruan Center Corp.	Ruan Center Corp. Ron Romig N/A	Ruan Transportation, Bankers Trust, MidAmerican Energy Co.	N/A N/A
9	**Bell Avenue Business Center** 1901 Bell Ave., Ste.1 DM, IA 50315 515-246-1090; FAX: 515-246-1097	650,000 1989	Jann Realty LP Jann Realty LP	Jann Realty LP Randy Bainter 515-246-1090	CDS Global, Borgen Systems	N/A r.bainter@hotmail.com
10	**Interstate Acres Business Park** 109th St. & Aurora Ave. Urbandale, IA 50322 515-223-4500; FAX: 515-223-7235	640,000 1981-1988	R&R Realty Group (managing partner) Management Professionals Inc.	Realty Marketing Group Craig Rueschhoff 515-223-4500	Colorfx, United Information Services, Owens & Minor Distribution, Regulus Integrated Solutions	www.rrrealty.com rueschhoff.craig@rrrealty.com
11	**Three Fountains Office Buildings** 42nd & Westown Pkwy. WDM, IA 50266 515-223-4500; FAX: 515-223-7235	625,000 1985	R&R Realty Group (managing partner) Management Professionals Inc.	Realty Marketing Group Chris Curran 515-223-4500	ADP, IMT Insurance, Wells Fargo Financial Advisors, American Family Insurance, New York Life, LMC	www.rrrealty.com curran.chris@rrrealty.com
12	**Regency West Office Park** 4700 Westown Pkwy. WDM, IA 50266 515-224-3600; FAX: 515-224-3666	613,688 1961	Mid-America Group Mid-America Group	Fleetwood Commercial Real Estate Services Dean Weitenhagen 515-988-8761	ITAGroup, Fiserv Solutions, Buccaneer Computer Systems, MetLife, Midland National Life Insurance	N/A dean@fleetwoodcres.com
13	**Paragon Office Park** 121st St. & Meredith Dr. Urbandale, IA 50322 515-223-4500; FAX: 515-223-7235	430,000 2005	R&R Realty Group (managing partner) Management Professionals Inc.	Realty Marketing Group Tom Gayman 515-223-4500	Citi Cards Operations Center, Marsh	www.rrrealty.com gayman.tom@rrrealty.com
14	**Draper and Kramer of Iowa Inc.** 400 Locust St., Ste. 245 DM, IA 50309 515-282-5505; FAX: 515-282-8511	427,447 1983	Draper and Kramer Inc. 400 Locust LLC	Draper and Kramer Marcia J. Grant 515-282-5505	Pioneer, Merrill Lynch, McGladrey, Weitz, Greater Des Moines Convention & Visitors Bureau, ARAG	N/A marciamjgrant@yahoo.com
15	**FBL Financial Group Inc.** 5400 University Ave. WDM, IA 50266 515-225-5400; FAX: 515-225-5604	425,000 1974	Iowa Farm Bureau Property Management Inc. Iowa Farm Bureau Property Management Inc.	N/A N/A 515-225-5400	Iowa Farm Bureau Federation, FBL Financial Group Inc.	N/A mainmail@fblfinancial.com
16	**Aviva USA** 7700 Mills Civic Pkwy. WDM, Iowa 50266 515-309-4002; FAX: N/A	360,000 2010	Aviva USA N/A	NAI Ruhl & Ruhl Commercial Co. N/A N/A	Aviva USA	www.ruhldsm.com N/A
17	**Financial Center** 666 Walnut St., Ste. 1540 DM, IA 50309 515-471-4400; FAX: 515-280-5200	333,500 1974	Tomorrow 30 Des Moines LP Terrus Real Estate Group	Terrus Real Estate Group Julie Brown 515-471-4311	Wells Fargo, Belin McCormick Law Firm	N/A N/A
18	**Partnership Building** 700 Locust St. DM, IA 50309 515-309-4002; FAX: 515-309-4040	283,556 1981	Hub Tower LLC NAI Ruhl & Ruhl Commercial Co.	NAI Ruhl & Ruhl Commercial Co. Kurt Mumm 515-309-4002	Greater Des Moines Partnership, Premier Credit Union, Golden Chicken, Taste Spuds	N/A kmumm@ruhlcommercial.com
19	**Hub Tower** 699 Walnut St. DM, Iowa 50309 515-309-4002; FAX: 515-309-4040	281,875 1986	TBD Hub Tower Management	Iowa Realty Commercial Kevin Crowley Jason Lozano 515-453-5429 515-453-5471	Dickinson Law Firm, Finley Law Firm	www.iowarealtycommercial.com jlozano@iowarealtycommercial.com
20	**1776 West Lakes Parkway** 1776 West Lakes Pkwy. WDM, IA 50266 515-223-4000; FAX: 515-222-5220	270,171 N/A	1776 West Lakes Parkway LC Knapp Properties Inc.	Knapp Properties Inc. R. Kim Dreher 515-223-4000	Iowa Foundation for Medical Care	N/A kim@knappproperties.com

OFFICE BUILDINGS & COMPLEXES

(continued from page 137)

(Ranked by total leasable square feet)

Rank	Name Address Phone; Fax	Leasable Sq. Ft. Year Est.	Owner Property management Company	Leasing Company Leasing Agent Phone Number	Partial List of Tenants	Web site E-mail
21	**Century I & Century II Buildings** 2700 Westown Pkwy. & 1415-28th St. WDM, IA 50266 515-243-3228; FAX: 515-280-2027	186,379 1985	Hubbell Realty Co. Hubbell Realty Co.	CB Richard Ellis/Hubbell Commercial Heath Bullock 515-221-6639	AIG, Clifton Gunderson, Sedgwick Inc., Miles Capital, Simpson College, Mass Mutual	www.cbre.com/centurybuildings heath.bullock@cbre.com
22	**Westridge Office Park** 28th St. & Westown Pkwy. WDM, IA 50266 515-224-3600; FAX: 515-224-3666	182,032 1961	Mid-America Group Mid-America Group	Fleetwood Commercial Real Estate Services Dean Weitenhagen 515-988-8761	Associated Benefits, FCStone LLC, Holmes Murphy & Associates Inc., West Asset Management Precision	N/A dean@fleetwoodcres.com
23	**Birchwood Crossing Business Park** NW 86th & I-35/80 Johnston, IA 50131 515-243-3228; FAX: 515-280-2000	178,000 1998	Hubbell Realty Co. Hubbell Realty Co.	CB Richard Ellis/Hubbell Commercial Kevin Sullivan 515-224-4900	Agri Credit, Iowa Donor, Iowa Health Systems	www.hubbellrealty.com kevin.sullivan@cbre.com
24	**Capitol Center** 400-600 E. Court Ave. DM, IA 50309 515-223-4500; FAX: 515-223-7235	165,000 1982	R&R Realty Group (managing partner) Management Professionals Inc.	Realty Marketing Group Chris Curran 515-223-4500	Kemin, Grefe & Sidney, Darling International	www.rrrealty.com curran.chris@rrrealty.com
25	**Davis Brown Tower** 215 10th St. DM, IA 50309 515-278-8505; FAX: 515-278-8510	152,342 2008	LB Properties X LLC LADCO Asset Management	Broker Protected Riley Hogan 515-221-6451	Aviva Investors, Davis Brown Law Firm, Panera, Josephs Jewelers, First National Bank, Lightedge Solutions	www.ladcodevelopment.com info@ladcodevelopment.com
26	**6200 Park Avenue** 6200 Park Ave. DM, IA 50321 515-223-4000; FAX: 515-222-5220	141,804 N/A	West Lakes Properties LC Knapp Properties Inc.	Knapp Properties Inc. R. Kim Dreher 515-223-4000	Principal Financial Group	www.knappproperties.com kim@knappproperties.com
27	**611 5th Avenue** 611 5th Ave. DM, IA 50309 515-223-4000; FAX: 515-222-5220	130,000 N/A	611 5th Avenue LLC Knapp Properties Inc.	Knapp Properties Inc. R. Kim Dreher 515-223-4000	Aviva	www.knappproperties.com kim@knappproperties.com
28	**Airport Commerce Park West** 6100-6200 Thorton Ave./3620 SW 61St. DM, IA 50321 515-223-4000; FAX: 515-222-5220	128,676 2002	West Lakes Properties LC Knapp Properties Inc.	Knapp Properties Inc. Jeff Saddoris 515-223-4000	Iowa Health System, Wheeler Lumber, CI3, ADT, Windstream, Athena GTX	N/A kim@knappproperties.com
29	**Merle Hay Center** 6200 Aurora Ave. Urbandale, IA 50322 515-276-8551; FAX: 515-276-9227	123,959 1980	Merle Hay Mall LP Abbell Credit Corp.	CB Richard Ellis/Hubbell Commercial Feisal Sayeed 515-221-6650	Mercy Urbandale Clinic, Bank of America, Des Moines Metropolitan Planning Organization	N/A N/A
30	**Urbandale Business Center** 4231 - 4299 NW Urbandale Dr. Urbandale, IA 50322 515-223-4000; FAX: 515-222-5220	115,652 N/A	William C. Knapp LC Knapp Properties Inc.	Knapp Properties Inc. R. Kim Dreher 515-223-4000	Kate-Lo Tile, MidAmerican Energy, Scholastic Book Fairs	www.knappproperties.com kim@knappproperties.com
31	**Lakeview Medical Park** 6000 University Ave. WDM, IA 50266 515-243-3228; FAX: 515-280-2000	108,678 1991	Hubbell Realty Co. Hubbell Realty Co.	CB Richard Ellis/Hubbell Commercial Paul Weeks 515-224-4900	Iowa Methodist, Iowa Health Physicians	www.hubbellrealty.com paul.weeks@cbre.com
32	**Metro North Business Park** 2401 SE Tone's Dr., Ste. 17 Ankeny, IA 50021 515-964-1587; FAX: 515-964-8749	100,000 1986	Denny Elwell Co. Denny Elwell Co.	Denny Elwell Co. Call office 515-964-1587	Casey's, Monsanto, Tones, CH Robinson, Praxair, Techniplas, Expedx, Accumold, SPAL USA, Embria Health	N/A dgill@dennyelwellcompany.com
33	**The Equitable Building** 604 Locust St. DM, IA 50309 515-309-4002; FAX: 515-309-4040	97,278 1923	I.H.W.O.P. LLC NAI Ruhl & Ruhl Commercial Co.	NAI Ruhl & Ruhl Commercial Co. Marcus Pitts 515-226-8018	Earlham Bank, Mercy Clinic, Dreher Law Firm, The Book Store	www.ruhldsm.com mpitts@ruhlcommercial.com
34	**Westown Business Center** 1601 & 1701 48th St. WDM, IA 50266 515-309-4002; FAX: 515-309-4040	95,900 1986	Westown Properties LLC NAI Ruhl & Ruhl Commercial Co.	NAI Ruhl & Ruhl Commercial Co. Kurt Mumm N/A	Shive-Hattery, ATG	N/A N/A
35	**Regency Professional Centre** 6600 Westown Pkwy. WDM, IA 50266 515-309-4002; FAX: 515-309-4040	95,336 2004	Regency Building LC NAI Ruhl & Ruhl Commercial Co.	NAI Ruhl & Ruhl Commercial Co. Marcus Pitts 515-226-8018	Krist Insurance, Kreamer Law, Univ. of Phoenix, Horace Mann, The Henderson Group, Strategic America	N/A mpitts@ruhlcommercial.com
36	**Northpark Business Center** NW 86th St. & I-35/80 Urbandale, IA 50322 515-224-3600; FAX: 515-224-3666	91,636 1961	Mid-America Group Mid-America Group	Fleetwood Commercial Real Estate Services Dean Weitenhagen 515-988-8761	Rain & Hail LLC	N/A dean@fleetwoodcres.com
37	**Ankeny Business Park** 1555 & 1605 SE Delaware Ave. Ankeny, IA 50021 515-243-3228; FAX: 515-280-2000	88,163 1999	Hubbell Realty Co. Hubbell Realty Co.	CB Richard Ellis/Hubbell Commercial Jan Berg 515-224-4900	Flooring America, 2nd Wind Exercise and Equipment, Mercy Medical Clinic	www.cbrehc.com jan.berg@cbre.com
38	**Terrace Place/Terrace Center** 2600 and 2700 Grand Ave. DM, IA 50309 515-223-4500; FAX: 515-223-7235	80,000 1987	R&R Realty Group (managing partner) Management Professionals Inc.	Realty Marketing Group Justin Lossner 515-223-4500	Hopkins & Huebner, Public Financial Management, Baudino Law Group	www.rrrealty.com lossner.justin@rrrealty.com
39	**6800 Lake Drive** 6800 Lake Dr. WDM, IA 50266 515-223-4000; FAX: 515-222-5220	77,641 N/A	6800 Lake Drive LC Knapp Properties Inc.	Knapp Properties Inc. R. Kim Dreher 515-223-4000	Peddicord Law Office, Meyocks Group, Daymon Worldwide, The Iowa Clinic, Black Box, Family Dentistry	www.knappproperties.com kim@knappproperties.com

EXECUTIVE SUITES

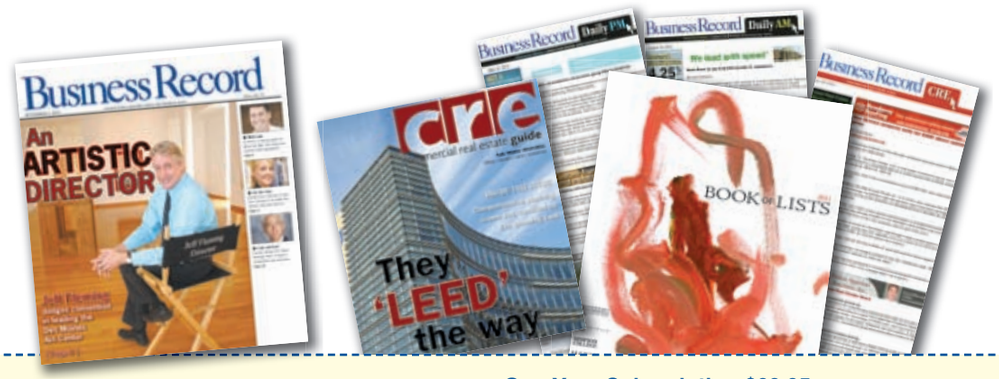
(Listed alphabetically)

Name Address Phone; Fax	# of Executive Suites Total SF Year Est.	Owner	Office/Purchasing Manager Leasing Agent Top Local Executive	Services Offered	Web site E-mail
Court Avenue Business Suites 309 Court Ave., Ste. 200 DM, IA 50309 515-875-4800; FAX: 515-875-4801	48 24,000 2002	Lloyd Linn	David Nesbit David Nesbit David Nesbit	T1 Internet hookup, phone system, phone answering, receptionist, conference rooms, copiers, kitchens	www.courtavenuesuites.com david@courtavenuesuites.com
Foundry Coworking 1312 Locust St., Ste. 204 DM, IA 50309 515-966-4210	10 2,200 2009	Alexander Grgurich	Alexander Grgurich Alexander Grgurich Alexander Grgurich	Conference room, multifunction copy machine, coffee, Wi-Fi, event space	www.FoundryCoworking.com Alexander.Grgurich@FoundryCoworking.com
Foxboro, The Center for Business 6165 NW 86th St. Johnston, IA 50131 515-727-1600; FAX: 515-727-1601	45 22,000 1998	Griz Lee.LC	Lori Bosley Ann Thurnau Lori Bosley Lori Bosley	Full-service business center, virtual offices, admin. support, full-service conference center	www.foxborobusiness.com
Ingersoll Business Suites 1922 Ingersoll Ave. DM, IA 50309 515-282-5006; FAX: 515-282-5570	26 5,000 2002	Charles Haas	Penny Boswell R & R Mgmt. N/A	Individual offices/suites of offices, virtual offices, conference/meeting facility, administration	www.1922ingersoll.com
Regus Business Center 5550 Wild Rose Ln., Ste. 400 WDM, IA 50266 515-661-6100	100 25,000 2009	Regus Management Group	Jennifer Espeland Jennifer Espeland Jennifer Espeland	Fully furnished offices by the hour, day or year; virtual office and phone answering; meeting facilities; video conferencing	www.regus.com desmoines.westglen@regus.com
Somerfield Village Center 4800 Mills Civic Pkwy., Ste. 205 WDM, IA 50265 515-225-2222; FAX: 515-225-2997	15 4,000 2001	Somerfield Village Partners LLC	N/A Clarke Stewart Timothy Urban	Cable, T-1 Internet, mail/fax sorting, conference rooms and break room	clarke@stewartassociatesinc.com
West Towers Executive Offices 1200 Valley West Dr., Ste 304-06 WDM, IA 50266 515-225-7164; FAX: 515-225-7546	58 12,844 1999	West Colony Office Associates	Joan Hilgenberg Joan Hilgenberg Brenda Jackson	Phones answered by receptionist, voicemail, package delivery, color copier available, service center	www.westtowersofficespace.com westtowersofficespace@terrus.com

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(Ranked by number of local full-time employees)

Rank	Name Address Phone; Fax	Local FT Employees LEED-Accredited Professionals Year Est.	Top 3 Local Executives Office/Purchasing Manager	Primary Products & Services Offered	Major Brands	Web site E-mail
1	**Storey Kenworthy** 1333 Ohio St. DM, IA 50314 515-288-3243; FAX: 515-284-0853	135 3 1936	John Kenworthy Ed Minnick Dave Kenworthy Jim Mueller	Office interiors, design, installation, office supplies, full-service printing & promotional items	Allsteel, HON, Kimball, National	www.storeykenworthy.com info@storeykenworthy.com
2	**Terrus Real Estate Group** 616 10th St. DM, IA 50309 515-471-4400; FAX: 515-280-5200	130 3 2000	Nancy Pies Kevin Nicolet Amy Palmer	Interior design, space planning, furniture specification, move management	N/A	www.terrus.com
3	**RDG Planning & Design** 301 Grand Ave. DM, IA 50309 515-288-3141; FAX: 515-288-8631	109 30 1965	Al Oberlander Davis Sanders Phil Hodgin Judi Brown	Planning, architecture, interior design, landscape architecture, lighting, art, graphic design	N/A	www.rdgusa.com
4	**Koch Brothers Inc.** 325 Grand Ave. DM, IA 50309 515-283-2451; FAX: 515-243-3147	65 N/A 1889	Richard Koch, Jr. Alan Koch Susan Koch Bridgford Susan Koch Bridgford	Business machines & supplies, office furniture, commercial printing, office supplies	Teknion, OFS, SitOnIt, GF, Lanier, Canon, Panasonic. Ricoh	www.kochbrothers.com info@kochbrothers.com
5	**WorkSpace Inc** 309 Locust St. DM, IA 50309 515-288-7090; FAX: 515-288-0250	56 2 2002	Glenn Oberlin Teri Crist Jim Mueller	Corporate office furnishings, space planning, interior design, installation & asset management	Steelcase	www.workspaceinc.net ncooley@workspaceinc.net
6	**Triplett Corporate Interiors** 3553 109th St. DM, IA 50322 515-270-9150; FAX: 515-270-9683	42 1 1973	Richard Triplett Tom Triplett Tim Triplett Marty Canova	Corporate, commercial, health care design/planning, project and move management	Haworth, Paoli, Unicell Health Care Legacy OFUSA	www.tripletts.com ttt@tripletts.com
7	**Saxton Inc.** 108 Third St., Ste. 100 DM, IA 50309 515-244-6116; FAX: 515-244-6351	40 3 1979	Kim Augspurger Leslie Dahl Keeley Anderson Bobbi Rieck	Feasibility studies, facilities planning, interior design, move management, project management, commercial interiors and furnishings	Knoll	www.saxtoninc.com kim-augspurger@saxtoninc.com
7	**Triplett Interior Solutions** 3553 109th St. Urbandale, IA 50322 515-270-7099; FAX: 515-270-9683	40 1 1998	Tom Triplett Tim Triplett Richard Triplett Marty Canova	New office furniture from over 30 manufacturers featuring fast delivery at affordable prices	Haworth, Tec Crete,VIA Seating, Mayline Group,Hon, OFUSA,Legacy and Unicell Healthcare	triplettinteriorsolutions.com ttt@tripletts.com
8	**Pigott Inc.** 3815 Ingersoll Ave. DM, IA 50312 515-279-8879; FAX: 515-279-7338	35 1 1942	John Stenberg Tami Anderson Tana Nichol Ellen Trilk	Supplier of commercial & healthcare furnishings, interior design, project management, installation	Herman Miller, Geiger, OFS, Sit on It, DIRTT, Nemschoff, Brandrud	www.pigottnet.com tanderson@pigottnet.com
9	**Brooks Borg Skiles Architecture Engineering LLP** 317 Sixth Ave., Ste. 400 DM, IA 50309 515-244-7167; FAX: 515-244-3813	34 7 1895	Rod Nelson Steve Stimmel John Gardner Shannon Sandvig	Architecture, engineering, master planning, programming, interior design, furniture specification	N/A	www.bbsae.com rnelson@bbsae.com
10	**Office Installation Services Inc.** 6250 NW Beaver Dr., Ste. A3, P.O. Box 36 Johnston, IA 50131 515-278-5525; FAX: 515-278-8454	29 N/A 1989	Jody Kimrey Scott Kemp Jody Kimrey	New & existing furniture installations, reconfigurations, refabrication, shelving, moving & storage	Haworth, Herman Miller, Steelcase, IPI, HON, Knoll, KI, SMED, All-Steel, Interval Reform	www.ois-dsm.com jody@ois-dsm.com
11	**All Makes Office Interiors** 11291 Aurora Ave. Urbandale, IA 50322 515-282-2166; FAX: 515-282-5456	28 N/A 1972	Jim Shneider Amee Zetzman Jeff Kavich Jim Shneider	Office furnishings, space planning, interior design, installation, reconfiguration, warehouse	Gunlocke, HON, Haworth, National, Leathercraft	www.allmakesiowa.com info@allmakes.com
12	**T&M Services Inc.** 4175 NE 43rd Ct. DM, IA 50317 515-263-0953; FAX: 515-263-8323	27 N/A 1987	Mary Daughenbaugh Thomas Daughenbaugh Kim Daughenbaugh	Office furniture installation, moving, design, cleaning - Panel systems and freestanding furniture	Haworth, Miller, Steelcase, Teknion, HON and all brands	www.tmservices.net service@tmservices.net
13	**SVPA Architects Inc.** 1466 28th St., Ste. 200 WDM, IA 50266 515-327-5990; FAX: 515-327-5991	24 8 1953	Scott Hatfield Steven Gray B. Vitus Bering Dan Cross	Interior design, feasibility studies, programming, space planning, furniture design, facilities mgmt.	Various	www.svpa-architects.com design@svpa-architects.com
14	**OPN Architects Inc.** 100 Court Ave., Ste. 100 DM, IA 50309 515-309-0722; FAX: 515-309-0725	20 12 1979	Terry Gebard Richard Seely Dan Thies Diane Curran	Interior design	N/A	www.opnarchitects.com opn@opnarchitects.com, marketing@opnarchitects.com
15	**FEH Associates Inc.** 604 E. Grand Ave. DM, IA 50309 515-288-2000; FAX: 515-288-1999	16 5 1898	Denny Sharp Rick Snyder John Karrmann N/A	Space planning, interior design & furniture specification and procurement assistance	Professional specifying for many brands	www.fehassociates.com dennys@fehdm.com
16	**Office Max** 2700 Ingersoll Ave. DM, IA 50312 515-280-6992; FAX: 515-280-7120	12 N/A 1997	Matt Stockdill Matt Stockdill	Technology, print and office furniture solutions	HON, Microsoft, Sharpie, Brother, Epson, Bush	www.officemax.com
17	**Business Furniture Warehouse** 11247 Meredith Dr. Urbandale, IA 50322 515-254-9091; FAX: 515-254-9086	10 N/A 2003	Gene McCoy Susan Mohr Jim Mueller	New HON Showcase office furniture and pre-owned furniture from major manufacturers	HON Showcase, Steelcase, Allsteel, Haworth, Herman Miller	www.bfwiowa.com gmmcoy@bfwiowa.com
18	**Office Depot Business Services Division** 4347 Merle Hay Rd. DM, IA 50310 515-306-7873; FAX: 561-438-5314	5 N/A 1986	Jason Heiden Ken Bruntz Michelle Flesher N/A	Corporate office furnishings & design, carpeting & artwork	HON, Global, Bush, National	http://bsd.officedepot.com michelle.flesher@officedepot.com
19	**Indoff Office Interiors** 504 First Ave. S. Altoona, IA 50009 515-967-2959; FAX: 515-967-2809	4 N/A 1971	Eddy Johnston David Crise Candice Vander Tuig Marsha Olinghouse	Interior design, space planning, move management, new furniture, material handling	Inscape Platform, HON, Tayco	www.indoff.com david@furniturefortheoffice.com
19	**StruXture Architects** 1415 28th St., Ste. 325 WDM, IA 50266 515-283-5101; FAX: 515-283-5102	4 1 1934	John Darveau John Darveau	Architecture, space planning, interior design, furniture specification	N/A	www.struxture.com john@struxture.com
20	**As Good As It Gets Interior Design** 12871 University Ave., #160 Clive, IA 50325 515-457-2935; FAX: 515-457-8112	2 N/A 2006	Ryan Staiert Rick Schueder N/A	High-end home and office furnishings	N/A	N/A
20	**Graham Interiors** 505 Fifth Ave., Ste. 200 DM, IA 50309 515-244-0387; FAX: 515-244-6815	2 N/A 1986	Tim Krehbiel George Milligan Jeff Van Houten N/A	Medical/business office design	N/A	N/A
	Corporate Decor & More 5545 Mills Civic Pkwy. WDM, IA 50266 515-223-5800; FAX: 515-223-1191	N/A N/A 2002	Kris McVicar N/A	Interior design, furniture, flooring, artwork, lighting, wall & window coverings, installation	Lazar, Callagaris, Thayer Coggin, Shaw, Della Robbia	www.corporatedecorandmore.com kris@corporatedecorandmore.com
	Olson-Larsen Galleries 203 Fifth St. WDM, IA 50265 515-277-6734; FAX: 515-277-4413	N/A N/A 1979	Susan Watts N/A	Original artwork by regionally recognized artists, art consulting, corporate proposals, commissions, art services, presentations, art out-on-approval	N/A	www.olsonlarsen.com info@olsonlarsen.com

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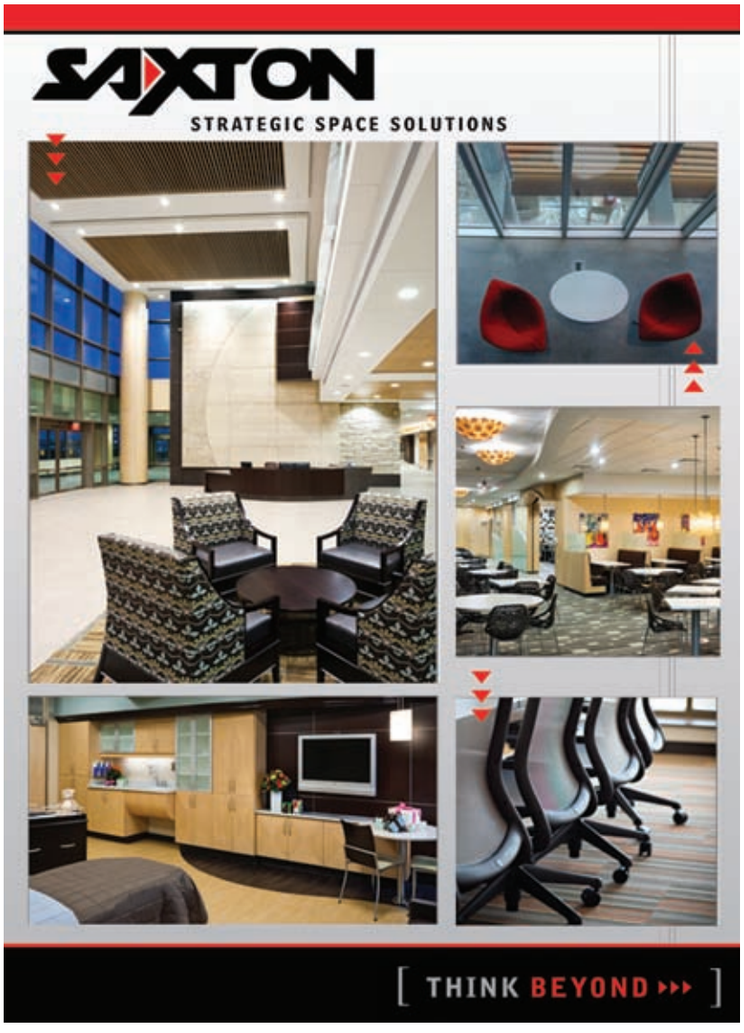
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OFFICE EQUIPMENT & SUPPLY COMPANIES

(Ranked by number of local full-time employees)

Rank	Name Address Phone; Fax	Local FT Employees Year Est.	Office/Purchasing Manager	Top 3 Local Executives	Primary Products & Services Offered	Major Brands	Web site E-mail
1	**Storey Kenworthy** 1333 Ohio St. DM, IA 50314 515-288-3243; FAX: 515-284-0853	135 1936	Jim Mueller	John Kenworthy Ed Minnick Dave Kenworthy	Corporate interiors, design, installation, office supplies, full-service printing, promotional items	Allsteel, HON, Kimball, National	www.storeykenworthy.com info@storeykenworthy.com
2	**IKON Office Solutions, a Ricoh company** 1820 NW 118th St., Ste. 100 Clive, IA 50325 515-327-6220; FAX: 515-327-6235	102 1965	Mary Catlatt	Mark Newton Bill Morton Tami Ruppel	Copiers, fax, printers, networking management, imaging, outsourcing & mailing solutions	Ricoh	www.ikon.com
3	**Koch Brothers Inc.** 325 Grand Ave. DM, IA 50309 515-283-2451; FAX: 515-243-3147	65 1889	Susan Koch Bridgford	Richard Koch, Jr. Alan Koch Susan Koch Bridgford	Business machines & supplies, office furniture, commercial printing, office supplies	Teknion, OFS, SitOnIt, GF, Lanier, Canon, Panasonic. Ricoh	www.kochbrothers.com info@kochbrothers.com
4	**Infomax Office Systems Inc.** 1010 Illinois St., PO Box 858 DM, IA 50314 515-244-5203; FAX: 515-282-9851	55 1958	Kyle Bryan	Stephen W. Jacobs Jim Reisener Shawn Taylor	Products that provide solutions for our customers related to their document output process	Canon, Konica Minolta, Savin, Duplo, HP, Kyocera, Lexmark	www.infomaxoffice.com hacton@infomaxoffice.com
5	**Laser Resources** 4265 NW 109th St. Urbandale, IA 50322 515-278-4050; FAX: 515-276-8700	45 1991	Gary Grandfield	Don Blumenthal Bob Lashier John Mahoney	Full line of digital printers, copiers, scanners, fax; 24-hour maintenance services & tech support	Xerox, Konica Minolta, Toshiba, Oce', HP & Lexmark	www.laserresources.com bob@laserresources.com
5	**M&M Sales Co.** 4201 NW Urbandale Dr. Urbandale, IA 50322 515-283-0607; FAX: 515-283-1723	45 1937	Steve Ellingson	Tom Minor Bart Christianson Larry Perry, Jr.	Copiers, fax, printers and PC support	Minolta, Sharp, Kyocera Mita, KIP	www.mmsales.net
5	**Triplett Office Essentials** 3553 109th St. Urbandale, IA 50322 515-270-9150; FAX: 515-270-9683	45 1973	Tim Triplett	Tim Triplett Tom Triplett Richard Triplett	Office supplies, furniture, promotional products, printing, space planning, design	HP, Avery, 3M, Smead, Universal, Haworth OFUSA, HON & more	www.tripletts.com ttt@tripletts.com
6	**Midwest Office Technology Inc.** 6294 NE 14th St. DM, IA 50313 515-283-2513; FAX: 515-283-0671	40 1960	N/A	Susan Illig	Business solutions through sales, service, supply and/or support of software & hardware including copiers	Canon, Lanier	www.motsolutions.com doreene@motnet.com
7	**Copy Systems Inc.** 920 E. 21st St. DM, IA 50317 515-262-2100; FAX: 515-261-3669	36 1972	Sheryl Paterson	William E. Paterson Troy W. Paterson Michelle L. Rivas	Sales, service, network support for copiers, printers and mailroom equipment	Kyocera copiers/printers, Hasler/Neopost mailroom equipment	www.copysystemsinc.com
8	**Pigott Inc.** 3815 Ingersoll Ave. DM, IA 50312 515-279-8879; FAX: 515-279-7338	35 1942	Ellen Trilk	John Stenberg Tami Anderson Tana Nichol	Supplier of commercial & healthcare furnishings, interior design, project management, installation	Herman Miller, Geiger, OFS, Sit on It, DIRTT, Nemschoff, Brandrud	www.pigottnet.com tanderson@pigottnet.com
9	**All Makes Office Interiors** 11291 Aurora Ave. Urbandale, IA 50322 515-282-2166; FAX: 515-282-5456	28 1972	Jim Shneider	Jim Shneider Amee Zetzman Jeff Kavich	Office furnishings, space planning, interior design, installation, reconfiguration, warehouse	Gunlocke, HON, Haworth, National, Leathercraft	www.allmakesiowa.com info@allmakes.com
10	**Iowa Des Moines Supply** 1680 Guthrie Ave. DM, IA 50316 515-263-1200; FAX: 515-263-0138	22 1937	Dave Gregg	Bill Weidmaier Todd Weidmaier Sheila Sinclair	Janitorial, housekeeping, packaging, food service, construction/division 10	Libby Glass, Kimberley Clark, Bay West Paper, Marietta	www.iowadesmoinesupply.com
11	**Payless Office Products Inc.** 800 S. 19th St. WDM, IA 50265 515-225-2025; FAX: 515-221-1980	20 1984	N/A	Mike Standley	Office products & furniture, promotional products, printing & custom apparel	Acco, Avery, Smead, 3M, GBC, Fellowes, HP, HON	www.paylessoffice.com
12	**Office Max** 2700 Ingersoll Ave. DM, IA 50312 515-280-6992; FAX: 515-280-7120	12 1997	Matt Stockdill	Matt Stockdill	Technology, print and office furniture solutions	HON, Microsoft, Sharpie, Brother, Epson, Bush	www.officemax.com
13	**Office Depot** 4347 Merle Hay Rd. DM, IA 50310 515-331-3319; FAX: 515-331-3320	7 1998	Al Miedema	Al Miedema	Office supply/electronics store, furniture and copy services	Ativa, HP, Compaq, Willson Jones, Sneed	www.officedepot.com
14	**Office Depot Business Solutions Division** 4347 Merle Hay Rd. DM, IA 50310 515-306-7873; FAX: 561-438-5314	5 1986	N/A	Ken Bruntz Michelle Flesher Jason Heiden	Office supplies, coffee, breakroom/ janitorial solutions, promotional, print on demand, technology	Avery, HP, Sanford, Smead, Keurig, Green Mountain	http://business.officedepot.com michelle.flesher@officedepot.com
14	**Staples the Office Superstore** 906 E. First St. Ankeny, IA 50021 515-964-0338; FAX: 515-964-2530	5 1997	N/A	Mike Gavin Mike McNeley	Office supplies, business machines and office furniture	HP, Epson, Canon, Lexmark, Xerox, Sauder, O'Sullivan, Bush	www.staples.com

LONG DISTANCE CARRIERS

(Ranked by number of local full-time employees)

Rank	Name Address Phone; Fax	Local FT Employees	Year Est.	Carrier or Reseller	Services Offered	Top 3 Local Executives	Web site E-mail
1	**Qwest Communications Inc.** 925 High St., #9S9 DM, IA 50309 515-286-7842; FAX: 515-286-8007	1,200	1874	Carrier	Installation, sales, maintenance, consulting, video telecom	Max Phillips Michael Sadler Cindy Carter	www.qwest.com/iowa max.phillips@qwest.com
2	**Mediacom Communications Corp.** 2195 Ingersoll Ave. DM, IA 50312 515-246-2292; FAX: 515-246-2211	715	2001	Carrier	Unlimited long distance in US, Canada, Puerto Rico plus 13 calling features, all for one price	Steve Purcell	www.mediacomcc.com customerservicenc@mediacomcc.com
3	**Windstream Communications** 403 W. 4th St. N. Newton, IA 50208 877-901-4692	250	2006	Both	Local telephone, long distance, Internet, audio conference	Charles Bruggemann Mike Anderson	www.windstream.com customerservice@windstream.com
4	**Iowa Network Services Inc.** 4201 Corporate Dr. WDM, IA 50266 800-469-4000; FAX: 515-830-0123	200	1989	Both	Internet, Web development, long distance, data center, virtual networks, network mgmt, HiCap bandwidth	Richard Vohs	www.IowaNetworkServices.com Sales@IowaNetworkServices.com
5	**PAETEC** 3630 109th St. Urbandale, IA 50322 515-309-2419; FAX: 515-309-2655	50	1992	Both	Voice, data, Internet and integrated communications for businesses	Kyler Tarwater	www.paetec.com karen.palm@paetec.com
6	**Carrier Access Inc.** 12129 University Ave. Ste. 2000 Clive, IA 50325 515-987-9200; FAX: 515-987-0231	40	1996	Both	Local, long distance, cellular, Internet, VoIP, Ethernet, all telecommunication needs, Sprint vendor	Shane Stark Brendan Phelps	www.caicellular.com sales@carrieraccessinc.com
7	**Enventis, a subsidiary of HickoryTech** 2859 99th St. Urbandale, IA 50322 515-867-5804; FAX: 515-867-5808	13	1898	Both	Local, long distance, Internet and fiber services	Chris Darr John Gudehus	www.enventis.com cdarr@enventis.com
8	**CPI Communications Inc.** 4200 University Ave., Ste. 300 WDM, IA 50266 515-331-7560; FAX: 515-331-7563	12	1997	Neither	MCI, Qwest, ACC, AireSpring Communications, McLeod, TNCI, Vartec, XO, Ernest, Raindance, Windstream	Cale Perry	www.cpitelecom.net cperry@cpitelecom.net
9	**NexGen Integrated Communications** 3405 SE Crossroads Dr., Ste. V Grimes, IA 50111 515-369-9000; FAX: 515-369-9100	10	1999	Both	Internet, phones, DirecTV, data, cable TV	Josh Reel	www.nexgencom.com

WIRELESS PHONE COMPANIES

(Ranked by number of local full-time employees)

Rank	Name Address Phone; Fax	Local FT Employees Year Est.	# of Central IA Locations	Office/Purchasing Manager	Top 3 Local Exeuctives	Services Offered	Brands Offered	Web site E-mail
1	**US Cellular** 12020 Ridgemont Dr. Urbandale, IA 50322 515-249-4381; FAX: 515-334-6061	100 1986	N/A	N/A	Don Cochran Deanna Aitken	Largest local calling area in Iowa	Android, BlackBerry, Windows Mobile, Samsung, Motorola, LG, HTC, Pantech	www.uscellular.com
2	**Electronic Engineering** 1100 Keo Way DM, IA 50309 515-283-1100; FAX: 515-244-6948	88 1946	1	N/A	Mark Clark	Authorized agent for Sprint. Sales and service of mobile phones, wireless radios, wireless Internet.	Motorola, LG, Blackberry, HTC	www.connectingyou.com mclark@connectingyou.com
3	**Cellular Advantage Inc.** 3829 100th St. Urbandale, IA 50322 515-331-0000; FAX: 515-331-0670	50 1993	10	Matt Hayertz	Mitzi Ecklund Todd Lawton Doug Ecklund	Wireless service: Agent of US Cellular	BlackBerry, Motorola, HTC, LG, Samsung	www.celladvantage.com ceo@celladvantage.com
4	**Carrier Access Inc.** 12129 University Ave. Ste. 2000 Clive, IA 50325 515-987-9200; FAX: 515-987-0231	40 1996	1	Peggy Casstevens	Shane Stark Brendan Phelps	Local, long distance, cellular, Internet, VoIP, Ethernet, all telecommunication needs, Sprint vendor	All related wireless products and accessories	www.caicellular.com sales@carrieraccessinc.com
4	**Verizon** 9901 University Ave. Clive, IA 50325 515-321-0190	40 1987	N/A	N/A	Mike Killian	Cellular	Motorola, Nokia, Samsung, Audiovox, Kyocera, Pantech, LG, Rim BlackBerry	www.verizonwireless.com
5	**Spring Valley Wireless** 101 Jordan Creek Pkwy., Ste. 12000 WDM, IA 50266 515-255-9588; FAX: 515-223-5471	30 1968	9	Judy Marckres	Judy Marckres	Premium dealer for Verizon Wireless	Samsung, BlackBerry, Audiovox, LG, Motorola	www.springvalleywireless.com jerry@springvalleywireless.com
5	**Sprint** 4520 University Ave. WDM, IA 50266 515-327-3900; FAX: 515-327-3901	30 1996	2	N/A	Lori Eggink Erik Beck	Digital PCS wireless services, including voice mail, data & text messaging	Samsung, Motorola, Sanyo, BlackBerry, HTCs, Nextel, Palm	www.sprint.com
6	**NetWorks Inc.** 2255 73rd St. Windsor Heights, IA 50324 515-221-1290; FAX: 515-221-0175	12 1994	1	Christine Penniman	Christopher Larson Christine Penniman	Total network integration, including phone systems, voice, data, backup and storage solutions	Extreme Networks, Cisco, NetGear, Digium and more	www.networks-inc.com aliciam@networks-inc.com, chrisp@networks-inc.com
7	**Illowa Communications Inc.** 1405 Fuller Rd. WDM, IA 50265 515-225-3767; FAX: 515-225-7924	6 1988	1	John M. Sample	John M. Sample	Motorola two-way radios, Sprint cellular phones	Motorola, Sprint	www.illowacomm.com
8	**T-Mobile Valley West** 1551 Valley West Dr., Ste. 102 WDM, IA 50266 515-224-6023; FAX: 515-222-9321	5 2002	2	Laura Otto	N/A	T-Mobile wireless services and products	Nokia, Motorola, Samsung, BlackBerry, Sidekick, Windows Mobile, Google	www.t-mobile.com
9	**Aesir Technology Solutions Inc.** 2255 73rd St. Windsor Heights, IA 50324 515-334-0202	2 2009	1	N/A	Chirstine Penniman	Systems integration, including voice, data, backup, storage solutions & wireless solutions	Extreme Networks, Cisco, NetGear, and more	www.aesirts.com chrisp@aesirts.com

TELECOMMUNICATION EQUIPMENT COMPANIES

(Ranked by number of local full-time employees)

Rank	Name Address Phone; Fax	Local FT Employees Year Est.	Top 3 Local Executives	Brands Sold	Services Offered	Web site E-mail
1	**Qwest Communications** 925 High St. DM, IA 50309 515-286-8121; FAX: 515-286-6128	1,600 1895	Max Phillips Michael Sadler Cindy Carter	Qwest, Verizon Wireless, DirecTV	Fiber optic Internet, networking, data and Local/LD voice, services for home or business	www.qwest.com max.phillips@qwest.com
2	**The Waldinger Corp.** 2601 Bell Ave. DM, IA 50321 515-284-1911; FAX: 515-323-5150	415 1906	Tom Koehn Guy Gast	Panduit, Leviton	Cabling, wiring, fiber optics	www.waldinger.com mlarson@waldinger.com
3	**Windstream Communications** 3620 SW 61st St., Ste. 300 DM, IA 50321 515-558-8500	250 1996	Gary Mathems Jeff Drummond Tom Beem	Avaya, Brocade, Cisco, HP ProCurve, Juniper, Microsoft, ShoreTel	Develops, installs and provides support for integrated voice, data, storage and networking	www.windstream.com
4	**Iowa Network Services Inc.** 4201 Corporate Dr. WDM, IA 50266 800-469-4000; FAX: 515-830-0123	200 1989	Richard M. Vohs	Iowa Network Services; netINS	Internet, Web development, long distance, data center, virtual networks, network mgmt, HiCap bandwidth	www.IowaNetworkServices.com Sales@IowaNetworkServices.com
5	**ABC - Electrical Contractors LLC** 10520 Hickman Rd., Ste. ABC, PO Box 71099 DM, IA 50325 515-270-6400; FAX: 515-270-9559	115 1959	W. David Ward Mike Burns Howard Spencer	N/A	Electrical and data communications contractor	www.abcelectric.com email@abcelectric.com
6	**LightEdge Solutions** 215 10th St., Ste. 1220 DM, IA 50309 515-471-1000; FAX: 515-471-1112	100 1996	Jim Masterson Jim Albee Jeff Springborn	Polycom, Cisco, Edgewater	Converged Access Trunk VoIP, Hosted PBX VoIP, Meshed IP WAN, business Internet, SIP Trunking	www.lightedge.com info@lightedge.com
6	**US Cellular** 12020 Ridgemont Dr. Urbandale, IA 50322 515-249-4381; FAX: 515-334-6061	100 1986	Don Cochran Deanna Aitken	Android, BlackBerry, Windows Mobile, Samsung, Motorola, LG, HTC, Pantech	Largest local calling area in Iowa	www.uscellular.com
7	**Electronic Engineering** 1100 Keo Way DM, IA 50309 515-283-1100; FAX: 515-244-6948	88 1946	Mark Clark	Motorola, LG, Blackberry, HTC	Authorized agent for Sprint. Sales and service of mobile phones, wireless radios, wireless Internet.	www.connectingyou.com mclark@connectingyou.com
8	**Cellular Advantage Inc.** 3829 100th St. Urbandale, IA 50322 515-331-0000; FAX: 515-331-0670	50 1993	Mitzi Ecklund Todd Lawton Doug Ecklund	BlackBerry, Motorola, HTC, LG, Samsung	Wireless service: Agent of US Cellular	www.celladvantage.com ceo@celladvantage.com
9	**Communication Innovators Inc.** 1301 NE 56th St. PO Box 57037 Pleasant Hill, IA 50327 515-262-7686; FAX: 515-262-7896	45 1987	Kirk Glawe Stan Glawe	Avaya, Systimax, Panduit, Extreme Networks	Structured cable, telephone sales & service, infrastructure design, network integration, geothermal	www.gotoci.com
10	**Associated Computer Systems Ltd.** 11201 Aurora Ave. DM, IA 50322 515-223-0078; FAX: 515-223-7219	30 1980	Tony Foth Denny Studer Jaime Ridgway	IBM, VMware, Double-Take, Cisco, 3Com, Microsoft, Liebert	Voice & data integration including computer telephony integration & unified messaging/ communication	www.acsltd.com
10	**Sprint** 4520 University Ave. WDM, IA 50266 515-327-3900; FAX: 515-327-3901	30 1996	Lori Eggink Erik Beck	Samsung, Motorola, Sanyo, BlackBerry, HTCs, Nextel, Palm	Digital PCS wireless services, including voice mail, data & text messaging	www.sprint.com
11	**A+ Communications & Security** 5609 NE 22nd St. DM, IA 50313 515-645-2345; FAX: 515-645-2330	24 2001	J. Bradshaw Strehlow Cory Vitzthum	Comdial, Avaya, Panasonic, Ademco, Pelco, Elan, Jamo, Marantz, Yamaha	Business telephone systems, voicemail, VoIP, paging, background music, security alarms, home theater	www.onlineaplus.com info@onlineaplus.com
12	**Hyde Telecom Partners Inc.** 9001 Hickman Rd., Ste. 310 Urbandale, IA 50322 515-331-1994; FAX: 515-331-3021	18 2000	Doug Postel Neil Hyde	Mitel Networks, Inc., Revation Systems, HP, NetGear, Cisco, Adtran	Installation and service of VoIP telephone systems, unified messaging, Web chat, secure e-mail	www.hydetelecom.com dpostel@hydetelecom.com
13	**Power & Telephone Supply** 6101 Park Ave. DM, IA 50321 800-247-0042	15 1983	Doug McPhee Pat Saville	ADC, Corning, Tyco, 3M, Entone, Amino, Comtrend, Sumitomo, Prysmian, Draka	Ind. distribution of FTTX, Ethernet, IP video, VoIP, C.O. Switching, CATV, telephone connectivity	www.ptsupply.com doug.mcphee@ptsupply.com
13	**Rankin Communication Systems Inc.** 5444 NW 96th St. Johnston, IA 50131 515-986-5654; FAX: 515-986-5014	15 1974	Bob Rankin Karla Rankin Brian Rankin	Iwatsu, ADIX, ECS, Avaya Office, TELECOR, Intercom PA, ESNA, VM	Structured cabling; MAC; VoIP, T-1, PRI, ISDN; service telephone equip., consulting, design, Qwest LD	www.rankincom.com krankin@rankincom.com
14	**Enventis, a subsidiary of HickoryTech** 2859 99th St. Urbandale, IA 50322 515-867-5804; FAX: 515-867-5808	13 1898	Chris Darr John Gudehus	Cisco	Local, long distance, Internet and fiber services	www.enventis.com cdarr@enventis.com
15	**NetWorks Inc.** 2255 73rd St. Windsor Heights, IA 50324 515-221-1290; FAX: 515-221-0175	12 1994	Christopher Larson Christine Penniman	Extreme Networks, Cisco, NetGear, Digium and more	Total network integration, including phone systems, voice, data, backup and storage solutions	www.networks-inc.com aliciam@networks-inc.com, chrisp@networks-inc.com
16	**Information Tools Inc.** 1063 14th Pl., North Suite DM, IA 50314 515-282-8014; FAX: 515-282-0740	11 1986	D. Lance Cooper Edward Markow	Tadiran, Avaya, Nortel, Samsung, Adtran, Multi-Tech, Lightyear, Qwest, APC	Design, implement & maintain traditional & VPN/VoIP business telecommunications & network solutions	N/A questions@knowology.com
17	**American Business Phones** 640 19th St. DM, IA 50314 515-727-2300; FAX: 515-283-2616	10 1982	Steve Huyette	Toshiba ESI, Valcom, Plantronics, Panamax, Polycom, Adtran, Minuteman.	VoIP systems, digital phone systems, voicemail, unified messaging, voice/data/ fiber cabling	www.americanbusinessphones.com sales@americanbusinessphones.com
17	**McGladrey** 400 Locust St., Ste. 640 DM, IA 50309 515-558-6600; FAX: 515-284-1545	10 2004	TJ Bangs Gordon Opland	Avaya, Shoretel, Cisco	VoIP, WAN, DSL, T1	www.mcgladrey.com tj.bangs@mcgladrey.com
17	**Wiring by Design Inc.** 3057 99th St. Urbandale, IA 50322 515-276-7107; FAX: 515-276-6172	10 1994	John Bata Williams Clements Karl Walker	Panduit, Vertical, Dell, Microsoft, Wave IP Systems, SBX IP systems	Voice/data, network cabling, telephone systems, fiber optics, Dell computer reseller, IT services	www.wiringbydesign.com jbata@wiringbydesign.com
18	**PC by Design LLC** 2310 SE Delaware Ave., Ste. G- PMB 119 Ankeny, IA 50021 515-720-2042	5 2007	Jeff Robinson	N/A	PC repair, Web, hosting, e-mail, business support, consulting, off site backup, managed service	www.pcbydesign.net support@pcbydesign.net
19	**Avtex Solutions LLC** 2041 Grand Ave., Ste. D WDM, IA 50265 515-221-3230; FAX: 515-221-3231	3 1990	John Irwin	Interactive Intelligence, CityWatch, Blue Coat, BlueSocket, A10 Networks	IP-PBX, contact center, unified communications, emergency notification, WAN mgmt. & optimization	www.avtex.com jirwin@avtex.com
20	**Aesir Technology Solutions Inc.** 2255 73rd St. Windsor Heights, IA 50234 515-334-0202; FAX: 515-270-0175	2 2009	Christine Penniman	Digium, Inc., Allworx	Consulting, design, system integration, maintenance	www.aesirts.com chrisp@aesirts.com
21	**Attex Communications** PO Box 1803 DM, IA 50305 515-245-4255; FAX: 515-282-0995	1 2001	Shawn Thornton	Samsung, Panasonic and Avaya	Sales, installation and service	www.attexcom.com shawnthornton@attexcom.com

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COMPUTER HARDWARE & SOFTWARE COMPANIES

(continued on page 148)

(Ranked by number of local full-time employees)

Rank	Name Address Phone; Fax	Local FT Employees Year Est.	Top 3 Local Executives Office/Purchasing Manager	Sales Volume through 12/31/2009	Primary Services Offered	Brands Carried/Used	Web site E-mail
1	**Windstream Communications** 3620 SW 61st St., Ste. 300 DM, IA 50321 515-558-8500	250 1996	Gary Mathems Jeff Drummond Tom Beem Jeff Drummond	$60 million	Develops, installs and provides support for integrated voice, data, storage and networking	Avaya, Brocade, Cisco, HP ProCurve, Microsoft, ShoreTel, Juniper	www.windstream.com
2	**Alliance Technologies** 400 Locust St., Ste. 840 DM, IA 50309 515-245-7777; FAX: 515-245-7730	120 1994	Mike Lang Steve Sikkink N/A	N/A	Consulting & staffing: IT services, software & Web development, network management, project management, business analysis, QA	Microsoft, Dell, HP, IBM, VMware, Citrix, Cisco, Oracle, Compellent, Quest	www.alliancetechnologies.net lampingj@alliancetechnologies.net
2	**QCI** 1500 NW 118th St. DM, IA 50325 515-440-4960; FAX: 515-440-4961	120 1995	Irving Hahn Chris Boom N/A	N/A	Custom development of Web-based business applications, Dynamics GP, Custom .NET applications, Dynamics CRM, Sharepoint	Microsoft Gold Partner, Citrix Gold Partner, Symantec Gold Partner, other partnerships	www.qci.com info@qci.com
3	**Sogeti USA LLC** 1820 NW 118th St., Ste. 220 DM, IA 50325 515-282-4802; FAX: 515-282-4922	85 1984	Randy Reed N/A	N/A	Application dev., business analysis, testing, portal dev., project mgmt., infrastructure	Microsoft Managed Partner, IBM, Oracle	www.us.sogeti.com Randy.Reed@us.sogeti.com
4	**LightEdge** 215 10th St., Ste. 1220 DM, IA 50309 515-471-1000; FAX: 515-471-1112	75 1996	Jim Masterson Jeff Springborn Scott Riedel Jim Albee	N/A	Networking, VoIP, backup/storage, dedicated server platforms, cloud computing, virtual ser	IBM, Cisco, EMC, Polycom, Dell, BroadSoft	www.lightedge.com info@lightedge.com
5	**CI3 (Control Installations of Iowa Inc.)** 6200 Thornton Ave., Ste. 190 DM, IA 50321 515-558-9300; FAX: 515-558-9301	55 1983	Wayne Hansen Richard Hanisch Mary Kay Houk	N/A	Facility systems integration, software development	CardAccess, Networked Video, Visitor Management, Building Automation	www.ci3.com
6	**McGladrey** 400 Locust St., Ste. 640 DM, IA 50309 515-558-6600; FAX: 515-284-1545	50 1926	Gordon Opland TJ Bangs Kelly Woods	N/A	Software dev./implementation, LAN/WAN, IT - security & controls, project mgmt., wireless, VoIP	VMware, NetApp, SAP, Solomon, Microsoft Dynamics GP, CRM, HP, Cisco, Citrix, SharePoint	www.mcgladrey.com gordon.opland@mcgladrey.com
6	**Zirous Inc.** 1503 42nd St., Ste. 210 WDM, IA 50266 515-225-9015	50 1982	Steve Bump N/A	N/A	Oracle consulting & sales, e-business & custom software solutions	Oracle, Java, XML, Linux	www.zirous.com
7	**GCommerce Inc.** 601 E Locust St., Ste. 103 DM, IA 50309 515-288-5850; FAX: 515-243-4537	35 2004	Steven Smith Holly Merriam	$6 million	Cloud computing, multichannel commerce & special orders, B2B purchasing, procurement automation	Internet Data Exchange (IDE), Virtual Inventory Cloud (VIC) Match3	www.gcommerceinc.com info@gcommerceinc.com
8	**Associated Computer Systems Ltd.** 11201 Aurora Ave. DM, IA 50322 515-223-0078; FAX: 515-223-7219	30 1980	Tony Foth Denny Studer Jaime Ridgway Denny Studer	N/A	Voice & data integration including computer telephony integration & unified messaging/communication	IBM, Microsoft, VMware, Double Take, Lotus Notes/Domino, Citrix, 3Com, Cisco	www.acsltd.com
8	**MSI Systems Integrators** 2600 Westown Pkwy., Ste. 210 WDM, IA 50266 515-246-4100; FAX: 515-246-4190	30 1997	Ted Crouchley Ken Baker N/A	N/A	Build & support ROI driven info. technology solutions designed to meet needs of clients	Uses technology from industry-leading partners, such as IBM, Cisco, Microsoft & HP	www.msiinet.com iowa@msiinet.com
8	**Pomeroy IT Solutions*** 11105 Aurora Ave., Bldg. 5 Urbandale, IA 50323 515-241-3000; FAX: 515-241-3037	30 1996	Karen Mahoney Karen Mahoney	N/A	Sell all types & makes of hardware/software	IBM, Dell, HP, Cisco	www.pomeroy.com
8	**Visionary Services Inc.** 300 E. Locust St., Ste. 250 DM, IA 50309 515-369-3545; FAX: 515-369-3546	30 1992	David Safris N/A	N/A	Specializing in Internet based systems developed on Linux, Windows, or mobile/wireless platforms	Dreamweaver, Linux, MS SQL, MySQL, Php, Oracle, ASP, .Net, CSS	www.visionary.com sales@visionary.com
9	**ABC Virtual Communications Inc.** 1051 Office Park Rd. WDM, IA 50265 515-327-8861; FAX: 515-327-8867	25 1995	B.J. Doe N/A	N/A	Software development/payment processing	IBM, Sun, Microsoft, Dell	www.abcv.com info@abcv.com
9	**Team Technologies** 390 NE Alice's Rd. Waukee, IA 50263 800-728-TEAM	25 N/A	Karla Myers N/A	N/A	Colocation facilities	TEAM Companies, TEAM Technologies	www.team-companies.com info@teamnet.net
10	**Combined Systems Technology (CST)** 2165 N.W. 108th St., Ste. D DM, IA 50325 515-270-5300; FAX: 515-254-0500	20 1980	Lyle Peterson Sue Hayes Pete Sullivan Sue Hayes	N/A	Local area network consulting, sales, installation/support, on-site/depot printer services	Dell, Cisco, Lexmark, Xerox, Okidata, IBM, HP, Ergotron, Microsoft, VMWare, Barracuda	www.cstoncall.com mbosch@cstoncall.com
10	**DeskActive Inc.** 5435 NW 100th St., Ste. 201 Johnston, IA 50131 515-986-1730; FAX: 515-986-1736	20 2009	Paul Greenwood Melanie Lyde N/A	N/A	DeskActive provides a powerful worksite wellness platform for employers	Compatible with Windows operating system	www.deskactive.com info@deskactive.com
10	**Flying Hippo Web Technologies** 2655 86th St. Urbandale, IA 50322 515-288-5316; FAX: 515-288-5277	20 2001	Ryan Parlee Pam Christianson	N/A	Websites, portals, intranets, apps, e-commerce, e-marketing & strategy, iPhone, mobile	Microsoft, Yahoo, Google, Cisco, Oracle	www.flyinghippo.com contact@flyinghippo.com
11	**EmbarkIT Inc.** 1303 50th St., Ste. 100 WDM, IA 50266 515-440-1451; FAX: 515-440-1455	15 2005	Anita Messerschmidt Stacy Watrous	N/A	Consulting, infrastructure, networks, sales, repair, training, recycling, TSB, WOSB	Microsoft Gold Partner, Apple, IBM, HP, Cisco, Symantec, Xerox, Lexmark, VMware	www.embarkit.com sales@embarkit.com, training@embarkit.com
11	**IP Pathways** 2550 73rd St. Urbandale, IA 50322 515-422-9300; FAX: 515-422-5544	15 2007	Joe Shields Wade Brower	N/A	Desktop, server and storage virtualization, data storage (SAN/NAS), networking security	NetApp, Hitachi Data Systems, VMware, Cisco and Microsoft	www.ippathways.com info@ippathways.com
11	**Open Technologies** 6200 Aurora Ave., Ste. 606W DM, IA 50322 515-251-8282; FAX: 515-251-8285	15 1995	Dan Merry Bette Furgison	N/A	System architecture, installation, maintenance	Oracle/SUN, HDS, Symantec, CheckPoint, IBM, HP, Dell	www.open-tech.com barbp@open-tech.com
12	**Internet Solver** 11308 Aurora Ave. Urbandale, IA 50322 515-224-9229; FAX: 515-224-0829	12 2002	Dave Weis John Todd John Todd	N/A	Network support, Internet service, telephone service	Apple, Dell	www.internetsolver.com dweis@internetsolver.com, sales@internetsolver.com

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Since its origin in March of 2005, EmbarkIT has grown from a company of one, working out of founder Anita Messerschmidt's home, to a full-service IT organization with 15 employees providing consulting, sales, and service. In October 2009 EmbarkIT was awarded Federal 8(a) Status. This allows EmbarkIT to work Federal contracting in Iowa and across the USA.

Recognition for excellence continued when on January 27, 2010 EmbarkIT received the coveted Small Business of the Year Award presented by the West Des Moines Chamber of Commerce.

EmbarkIT is a TSB (Targeted Small Business) with the State of Iowa. EmbarkIT has earned Microsoft Gold Certification, Apple, Cisco, Citrix, HP, IBM, VMware and numerous other sales and service certifications. This has allowed the experts at EmbarkIT to successfully serve government and education along with small, medium, large and even Fortune 500 businesses.

EmbarkIT's mantra is: "Buy IT, Learn IT, Manage IT, Service IT, Recycle IT - EmbarkIT!"

- Buy IT from EmbarkIT's online store, or through EmbarkIT's knowledgeable sales staff.
- Learn IT from qualified instructors at their Microsoft® Certified Training/Testing facility.
- Manage IT with the help of experts - from integrating computer networks to monitoring & assessments.
- Service IT with certified service department personnel.
- RecycleIT outdated technology at EmbarkIT!

Community involvement is a high priority for Messerschmidt. She is active in the West Des Moines Chamber of Commerce, the Greater Des Moines Partnership, Breakfast Club, Inc., Kiwanis Club of West Des Moines, Technology Association of Iowa, local chapters of NAWBO, NWBOC, the West Des Moines Leadership Academy and sponsored the 2009 Woman Owned Business of the Year Award presented at Business Record's Women of Influence event.

Messerschmidt summarizes her success "…We take pride in listening to our customer's needs and coordinating solutions. Because we offer a wide variety of products designed to protect and enhance your IT investment, EmbarkIT has the knowledge base to stretch your dollars further."



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COMPUTER HARDWARE & SOFTWARE COMPANIES

(continued from page 146)

(Ranked by number of local full-time employees)

Rank	Name Address Phone; Fax	Local FT Employees Year Est.	Top 3 Local Executives Office/Purchasing Manager	Sales Volume through 12/31/2009	Primary Services Offered	Brands Carried/Used	Web site E-mail
12	**NetWorks Inc.** 2255 73rd St. Windsor Heights, IA 50324 515-221-1290; FAX: 515-221-0175	12 1994	Christopher Larson Christine Penniman Christine Penniman	N/A	Total network integration, including phone systems, voice, data, backup and storage solutions	Microsoft, HP, Novell, Dell/ EqualLogic, Cisco, IBM Juniper, Nortel CommVault Lenovo Digium	www.networks-inc.com aliciam@networks-inc.com, chrisp@networks-inc.com
13	**LBC Technology LLC** 7300 Westown Pkwy., Ste. 120 WDM, IA 50266 515-226-2277	11 2005	Peder Malchow N/A	N/A	Managed network services, data storage, document imaging/mgmt./ workflow, disaster recovery	HP, Dell, Cisco, Fortis, Kofax	www.lbctechnology.com info@lbctechnology.com
14	**Advanced Network Technologies** 1326 Walnut St. DM, IA 50309 515-333-5861; FAX: N/A	10 1976	Larry Pedersen Larry Pedersen	N/A	ANT functions as the outsourced IT department for small/medium organizations (<100 users)	HP, Microsoft, Sonicwall, Symantec	www.antnetcare.com larry@antnetcare.com
15	**Advanced Automation Inc.** 455 SW Fifth St., Ste. C DM, IA 50309 515-564-0220; FAX: 515-564-0225	7 1989	Bill Tiffany Tom Wilkerson Bill Tiffany	N/A	Bar code and RFID printing & scanning/ wireless data capture for worker mobility & accuracy	Zebra, Datamax, Intermec, Motorola, Teklogix, Cisco, Honeywell, Unitech, Datalogic	www.advanced-automationinc.com billt@advanced-automationinc.com
16	**DoExtra Corp.** 309 Court Ave., Ste. 550 DM, IA 50309 515-875-4978; FAX: 515-875-4979	6 1997	Sunnie Richer Brad Williams Adam Soyer Julie Brandt	N/A	Provide software consulting, training and implementation services to sales & marketing	Sage SalesLogix, Salesforce.com, Microsoft CRM	www.doextra.com jbrandt@doextra.com
16	**Etech** PO Box 64 Johnston, IA 50131 515-289-9090; FAX: 515-289-9191	6 2000	Brian Sult Brian Sult	N/A	Mac/PC repair, server LAN/WAN, sales, service of hardware/software multimedia presentation	All major brands	www.etech.us brian@etech.us
17	**Echelon Business Services Inc.** 8421 University Blvd., Ste. P Clive, IA 50325 515-440-0771	5 2006	Shawn Howell Diane M. Shah Shawn Howell	N/A	Computer repair, hardware upgrades, software installation, networking & server support	HP, 3COM, NEC, Seagate, Kingston, Microsoft, Intel,Sony,Belkin, Symantec, Linksys, Logitec	www.echbiz.com info@echbiz.com
17	**PC by Design LLC** 2310 SE Delaware Ave., Ste. G- PMB 119 Ankeny, IA 50021 515-720-2042	5 2007	Jeff Robinson Jeff Robinson	N/A	PC repair, Web, hosting, e-mail, business support, consulting, off site backup, managed service	Dell, HP, SMC, Cisco	www.pcbydesign.net support@pcbydesign.net
17	**Software Engineering Services** 1200 Valley West Dr., Ste. 204 WDM, IA 50266 515-226-9295; FAX: 515-226-9292	5 1991	Jim Bridges Al Toombs Valerie Pleasant Sue Horsman	N/A	IT consulting, project management services, information security, business continuity	N/A	www.SESsolutions.com shorsman@SESsolutions.com

COMPUTER TRAINING COMPANIES

(Ranked by number of local full-time employees)

Rank	Name Address Phone; Fax	Local FT Employees Year Est.	Top 3 Local Executives Office/Purchasing Manager	Applications Offered in Training	Types of Training Offered	Computer Training Services Offered	Web site E-mail
1	**GeoLearning Inc.** 4600 Westown Pkwy., Ste. 301 WDM, IA 50266 515-222-9903; FAX: 515-222-5920	190 1997	Frank Russell Mike Nelson	Online learning delivered via a software as a service model	Desktop computer skills, IT & Web development certifications	Custom courseware development, managed learning services and custom content development	www.geolearning.com info@geolearning.com
2	**Kaplan University** 4655 121st St. Urbandale, IA 50323 515-727-2100; FAX: 515-727-2115	25 1900	Jeremy Wells Kaci Webster Lori Gelhaar Brandy Sundt	Information technology	Bachelor and associate degrees	Career placement, counseling, tutorial	www.KU-DesMoines.com lgelhaar@kaplan.edu
3	**Manpower Inc. of Des Moines** 505 Fifth Ave., Ste. 100 DM, IA 50309 515-288-6745; FAX: 515-288-8760	24 1953	Karen Miller N/A	Microsoft Office Suite, IT programming	Classroom and Web-delivered	Management and leadership, sales, HR, business strategy, finance, HR, administration, business strategy and operations, project mgmt.	www.manpowerdm.com training@manpowerdm.com
4	**EmbarkIT Inc.** 1303 50th St., Ste. 100 WDM, IA 50266 515-440-1451; FAX: 515-440-1455	15 2005	Anita Messerschmidt Stacy Watrous	Microsoft Office, Quickbooks, Expression Web, Vista, Mac OS X, Office for Mac	Instructor-led classroom, on-site & customized	Private & public classes, pan & Certiport testing, IT technical training. Microsoft Gold Partner	www.embarkit.com sales@embarkit.com training@embarkit.com
5	**Des Moines Area Community College (DMACC)*** 2006 S. Ankeny Blvd., Ankeny, IA 50023 515-964-6367	12 1966	Rob Denson Drew Gocken	Microsoft Office, security training, SQL (Oracle), CISCO, Linux, JAVA, MCSE, .Net, Web dev	College credit courses, continuing ed., business training	Business onsite training, online training	www.dmacc.edu
6	**Avatech Solutions** 11156 Aurora Ave. Urbandale, IA 50322 515-224-6844; FAX: 515-224-5833	10 1997	Megan Dunton N/A	Autodesk, ARCHIBUS, and Leica Geosystems	Classroom, on-site, online and customized	Technical support, custom software development, platform integration, training, and implementation	www.avatech.com info@avatech.com
6	**New Horizons Computer Learning Centers** 6200 Aurora Ave., Ste. 207E Urbandale, IA 50322 515-226-3265; FAX: 515-226-1746	10 1998	Deborah Plumb Deborah Plumb	Technical, desktop, graphics, Web design, project management, healthcare billing & coding	Instructor-led; both in the classroom & online	Assessment, reinforcement, support & validation services	www.NewHorizonsdm.com sales.desmoines@newhorizons.com
7	**Spindustry Technical Training** 1370 NW 114th St., Ste. 103 Clive, IA 50325 515-334-9556; FAX: 515-225-1785	5 1996	Angela Culbertson Angela Culbertson	Microsoft, Citrix, Cisco, Java, Oracle, Project Mgmt., Crystal Reports	Instructor led, Web-based, ICE network	IT skills development, IT technical training, courseware development	www.spindustrytraining.com info@spindustrytraining.com
8	**Legal Technology Services Inc.** 1906 Ingersoll Ave., Ste. 8 DM, IA 50309 515-276-9889; FAX: 515-276-6177	2 2005	Kim Balk Kim Balk	Microsoft Office, Trial Director, Summation, Quickbooks, Facebook, social media, Adobe	Computer software and litigation support, social media	IT consulting, hardware & software sales, VPN, training, network integrators	www.ltsia.com kbalk@ltsia.com

* *Number of staff specializing in computer training/education

COMPUTER NETWORKING COMPANIES

(Ranked by number of local full-time employees)

Rank	Name Address Phone; Fax	Local FT Employees Year Est.	Top 3 Local Executives Office/Purchasing Manager	Top 3 Clients in Central IA	Type of Networking	Web site E-mail
1	**Windstream Communications** 3620 SW 61st St., Ste. 300 DM, IA 50321 515-558-8500	250 1996	Gary Mathems Jeff Drummond Tom Beem Jeff Drummond	Iowa Health System Pella Corp. Iowa Department of Transportation	Custom designed, integrated voice and data networking; LAN/WAN connectivity across town, Iowa & U.S.	www.windstream.com
2	**Alliance Technologies** 400 Locust St., Ste. 840 DM, IA 50309 515-245-7777; FAX: 515-245-7730	120 1994	Mike Lang Steve Sikkink N/A	Companies and organizations of various sizes	LAN/WAN/SAN, Windows, Linux, MAC, T1, wireless, VPN, Microsoft, Citrix, VMware, Cloud/Hosting	www.alliancetechnologies.net lampingj@alliancetechnologies.net
2	**QCI** 1500 NW 118th St. DM, IA 50325 515-440-4960; FAX: 515-440-4961	120 1995	Irving Hahn Chris Boom N/A	Available upon request	Networks, storage solutions, security, DR, planning, migration, Windows server, VAR	www.qci.com info@qci.com
3	**LightEdge Solutions** 215 10th St., Ste. 1220 DM, IA 50309 515-471-1000; FAX: 515-471-1112	100 1996	Jim Masterson Jim Albee Jeff Springborn Tabi Churchill	Liberty Services GeoLearning The Members Group	MPLS Meshed IP WAN based on a Cisco Powered Network	www.lightedge.com info@lightedge.com
4	**McGladrey** 400 Locust St., Ste. 640 DM, IA 50309 515-558-6600; FAX: 515-284-1545	50 1926	TJ Bangs Gordon Opland Kelly Woods	N/A	Microsoft, Citrix, Cisco, Novell, Avaya, ShoreTel, other LAN/WAN consulting	www.mcgladrey.com chad.tramp@mcgladrey.com
5	**Associated Computer Systems Ltd.** 11201 Aurora Ave. DM, IA 50322 515-223-0078; FAX: 515-223-7219	30 1980	Tony Foth Denny Studer Jaime Ridgway Denny Studer	N/A	IBM Power Systems, Microsoft, Citrix, Cisco, Lotus Notes, Wireless	www.acsltd.com
5	**MSI Systems Integrators** 2600 Westown Pkwy., Ste. 210 WDM, IA 50266 515-246-4100; FAX: 515-246-4190	30 1997	Ted Crouchley Ken Baker N/A	N/A	Design & implement comprehensive networking solutions including network security, VPNs, IP telephony	www.msiinet.com iowa@msiinet.com
6	**Combined Systems Technology (CST)** 2165 N.W. 108th St., Ste. D DM, IA 50325 515-270-5300; FAX: 515-254-0500	20 1980	Lyle Peterson Sue Hayes Pete Sullivan Sue Hayes	N/A	LAN/WAN with emphasis on Microsoft products and O/S	www.cstoncall.com mbosch@cstoncall.com
7	**EmbarkIT Inc.** 1303 50th St., Ste. 100 WDM, IA 50266 515-440-1451; FAX: 515-440-1455	15 2005	Anita Messerschmidt Stacy Watrous	N/A	MSP and IT integrator of Microsoft, Apple, Citrix, Cisco, VMware, wireless and wired networks	www.embarkit.com sales@embarkit.com, training@embarkit.com
8	**Internet Solver** 11308 Aurora Ave. Urbandale, IA 50322 515-224-9229; FAX: 515-224-0829	12 2002	Dave Weis John Todd John Todd	N/A	Business networks, metro networks	www.internetsolver.com dweis@internetsolver.com, sales@internetsolver.com
8	**NetWorks Inc.** 2255 73rd St. Windsor Heights, IA 50324 515-221-1290; FAX: 515-221-0175	12 1994	Christopher Larson Christine Penniman Christine Penniman	N/A	Total network integration, including phone systems, voice, data, backup and storage solutions	www.networks-inc.com aliciam@networks-inc.com, chrisp@networks-inc.com
9	**Advanced Network Technologies** 1326 Walnut St. DM, IA 50309 515-333-5861; FAX: N/A	10 1976	Larry Pedersen Larry Pedersen	SMB's throughout Iowa	Microsoft	www.antnetcare.com larry@antnetcare.com
10	**Etech** PO Box 64 Johnston, IA 50131 515-289-9090; FAX: 515-289-9191	6 2000	Brian Sult Brian Sult	N/A	LAN, WAN, Microsoft Exchange, Microsoft Projects, Linux, Image Database, OSX	www.etech.us brian@etech.us
11	**Echelon Business Services Inc.** 8421 University Blvd., Ste. P Clive, IA 50325 515-440-0771	5 2006	Shawn Howell Diane M. Shah Shawn Howell	N/A	Data, voice, LAN, wireless, Microsoft servers	www.echbiz.com info@echbiz.com
11	**PC by Design LLC** 2310 SE Delaware Ave., Ste. G- PMB 119 Ankeny, IA 50021 515-720-2042	5 2007	Jeff Robinson Jeff Robinson	N/A	WAN, LAN, WLAN, VLAN'S, maintaining networks, set-up of new networks, multi-location admin.	www.pcbydesign.net support@pcbydesign.net
12	**Legal Technology Services Inc.** 1906 Ingersoll Ave., Ste. 8 DM, IA 50309 515-276-9889; FAX: 515-276-6177	2 2005	Kim Balk Kim Balk	Confidential	Dell, HP, Cisco, Novell	www.ltsia.com kbalk@ltsia.com



INTERNET SERVICE PROVIDERS

(Ranked by number of local full-time employees)

Rank	Name Address Phone; Fax	Local FT Employees Year Est.	Top 3 Local Executives Office/Purchasing Manager	Direct Dial Clients Dial Up Clients Broadband Clients	Connection Speed	ISP Services Offered	Web site E-mail
1	**Qwest Communications Inc.** 925 High St. DM, IA 50309 515-286-8121; FAX: 515-286-8007	1,100 1895	Max Phillips Connie Marturello	N/A N/A N/A	1.5 MB and up	DSL, T1, DS1, DS3, OC3	www.qwest.com michael.sadler@qwest.com
2	**Mediacom Communications Corp.** 2195 Ingersoll Ave. DM, IA 50312 515-246-2292; FAX: 515-246-2211	715 2001	Steve Purcell N/A	N/A N/A N/A	Residential: 20 Mbps; Commercial: Up to 20 Mbps	Cable modem high-speed Internet, cable TV & broadband services (HD, digital, family & premium)	www.mediacomcc.com customerservicenc@mediacomcc.com
3	**Windstream Communications** 403 W. 4th St. N. Newton, IA 50208 877-901-4692	250 2006	Charles Bruggemann Mike Anderson Jeff McDermott Matt Brinkman	N/A N/A 80,000	From dial-up to 1000MB	Ethernet connectivity, data center space, firewall, Wi-Fi, automated security and optimization, etc.	www.windstream.com customerservice@windstream.com
4	**Iowa Network Services Inc.** 4201 Corporate Dr. WDM, IA 50266 800-469-4000; FAX: 515-830-0123	200 1989	Richard M. Vohs Cindy White	200 20,000 60,000	Any	Dedicated Internet, high-speed, hosted exchange, co-location, help desk	www.IowaNetworkServices.com Sales@IowaNetworkServices.com
5	**Alliance Technologies** 400 Locust St., Ste. 840 DM, IA 50309 515-245-7777; FAX: 515-245-7730	120 1994	Mike Lang Steve Sikkink N/A	N/A N/A N/A	Various	T1, DS3, connecting multiple sites, WAN management, LAN, Web hosting, e-mail hosting	www.alliancetechnologies.net lampingj@alliancetechnologies.net
6	**LightEdge Solutions** 215 10th St., Ste. 1220 DM, IA 50309 515-471-1000; FAX: 515-471-1112	100 1996	Jim Masterson Jim Albee Jeff Springborn Tabi Churchill	N/A N/A 1,100	DSL, T1, Bonded T1 up to 8xT1, DS3, ethernet up to 100 Mbps, GigE	Business Internet, Meshed IP WAN, converged access VoIP, managed firewall, data loss prevention, intrusion detection, managed backup, business continuity/disaster recovery	www.lightedge.com info@lightedge.com
7	**PAETEC** 3630 109th St. Urbandale, IA 50322 515-309-2419; FAX: 515-309-2655	50 1992	Kyler Tarwater Karen Palm	N/A N/A N/A	T1 Circuit and above	Voice, data & Internet	www.paetec.com karen.palm@paetec.com
8	**Carrier Access Inc.** 12129 University Ave. Ste. 2000 Clive, IA 50325 515-987-9200; FAX: 515-987-0231	40 1996	Shane Stark Brendan Phelps Peggy Casstevens	N/A N/A N/A	T-1, DS3, OC3, OC48, Ethernet	Wireless, dedicated Inet, Web hosting, VoIP, MPLS, Ethernet, data storage, disaster recovery	www.caicellular.com sales@carrieraccessinc.com
9	**Airband Communications (formerly Sparkplug Inc.)** 11305 Aurora Ave. DM, IA 50322 515-440-0848; FAX: 515-440-0849	25 2000	Kyle Bonnstetter N/A	N/A N/A N/A	1 Mbps to 1 Gbps	Affordable broadband Internet access and networking solutions for business, government & education	www.airband.com support@sparkplug.net
10	**DWX - Internet** 8527 Univeristy Blvd. Clive, IA 50325 515-282-0000; FAX: 515-282-0000	15 1994	Drew Waddell N/A	N/A N/A N/A	From 256 Kbps DSL to 1Gbps Optical Ethernet	Business & residential service, VPNs, hosted exchange, e-mail Gateway servers, e-mail archiving, PDAs, domain names, hosting (Web, database & CMS), SEO & Web statistics, shopping carts, SSL certificates, virtual servers & co-location servers	www.dwx.com info@dwx.com
11	**Internet Solver** 11308 Aurora Ave. Urbandale, IA 50322 515-224-9229; FAX: 515-224-0829	12 2002	Dave Weis John Todd John Todd	N/A N/A N/A	Up to 40 megabit DSL, 3-1000 megabit metro ethernet	DSL, metro ethernet, T1, telephone service, network consulting	www.internetsolver.com dweis@internetsolver.com, sales@internetsolver.com
12	**NexGen Integrated Communications** 3405 SE Crossroads Dr., Ste. V Grimes, IA 50111 515-369-9000; FAX: 515-369-9100	10 1999	Josh P. Reel N/A	N/A N/A N/A	From 1.5 to 24 Mbps & DS3, OC-48	Phone, Internet & DirecTV for business and residential users	www.nexgencom.com
13	**Etech** PO Box 64 Johnston, IA 50131 515-289-9090; FAX: 515-289-9191	6 2000	Brian Sult Brian Sult	N/A N/A N/A	aDSL, sDSL, T1, fractional	Web content, ASP, Internet connectivity, e-mail/ ftp services and Web hosting	www.etech.us brian@etech.us





WEBSITE DEVELOPERS

(Ranked by number of local full-time employees)

Rank	Name Address Phone; Fax	Local FT Employees Year Est.	Top 3 Local Executives Office/Purchasing Manager	Design Applications Used	Top 3 Clients in Central IA	Services Offered	Web site E-mail
1	**Iowa Network Services Inc.** 4201 Corporate Dr. WDM, IA 50266 800-469-4000; FAX: 515-830-0126	200 1989	Richard M. Vohs Cindy White	Adobe Creative Suite, content management systems, PHP, MySQL, ASP, ASP.NET	RTK of Iowa, Habitat for Humanity, IA Biz Online	Content management system, RSS implementation, user login management, strategic design	www.INSWebDevelopment.com WebDev@netINS.net
2	**Alliance Technologies** 400 Locust St., Ste. 840 DM, IA 50309 515-245-7777; FAX: 515-245-7730	120 1994	Mike Lang Steve Sikkink N/A	All	N/A	Consulting & staffing: IT services, software & Web development, network management, project management, business analysis, QA	www.alliancetechnologies.net lampingj@alliancetechnologies.net
2	**QCI** 1500 NW 118th St. DM, IA 50325 515-440-4960; FAX: 515-440-4961	120 1995	Irving Hahn Chris Boom N/A	Microsoft's .NET, Team Foundation, SQL Server, Oracle, Sharepoint	Available upon request	Custom development of Web-based business applications, Dynamics GP, Custom .NET applications, Dynamics CRM, Sharepoint	www.qci.com info@qci.com
3	**Innova Ideas & Services** 516 3rd St., Ste. 200 DM, IA 50309 515-697-7200; FAX: 515-697-7201	90 1998	Beth Cross Jill Whitaker Dawn Budd Kristin Olson	HTML/CSS, XML, Javascript, Flash, AfterEffects, PHP, SQL, ASP.NET, PERL	N/A	Website & multimedia design, programming, hosting, e-commerce, e-mail mktg., SEO, banner ads, games	www.innovaideasandservices.com info@sigler.com
4	**Sogeti USA LLC** 1820 NW 118th St., Ste. 220 DM, IA 50325 515-282-4802; FAX: 515-282-4922	85 1984	Randy Reed N/A	Microsoft.Net, ASP, SharePoint, Javascript, ColdFusion, PHP	Available upon request	Application dev., business analysis, testing, portal dev., project mgmt., infrastructure	www.us.sogeti.com Randy.Reed@us.sogeti.com
5	**Flynn Wright** 501 SW Seventh St., Ste. J DM, IA 50309 515-243-2845; FAX: 515-243-6351	45 1984	Andrew J. Flynn Paul Schlueter N/A	ASP.NET, SQL, HTML, Flash	N/A	Integrated marketing services, design, information management, brand management	www.flynnwright.com aflynn@flynnwright.com
5	**Spindustry Interactive** 1370 NW 114th St., Ste. 300 Clive, IA 50325 515-225-0920; FAX: 515-225-1785	45 1996	Michael Bird Stephen Fry Angela Culbertson	Microsoft product family, Photoshop, InDesign, Adobe and others	Confidential	Web strategy, design & dev., user experience design, hosting, social media, reputation mgmt. and SEO	www.spindustry.com info@spindustry.com
6	**Associated Computer Systems Ltd.** 11201 Aurora Ave. DM, IA 50322 515-223-0078; FAX: 515-223-7219	30 1980	Tony Foth Denny Studer Jaime Ridgway Denny Studer	Lotus Notes/Domino, WebSphere	N/A	Voice & data integration including computer telephony integration & unified messaging/communication	www.acsltd.com
6	**Visionary Services Inc.** 300 E. Locust St., Ste. 250 DM, IA 50309 515-369-3545; FAX: 515-369-3546	30 1992	David Safris N/A	DreamWeaver, Linux, Windows, Php, My SQL, MS SQL, Oracle, CSS, Wireless	Iowa Realty, Dice.com	Specializing in Internet based systems developed on Linux, Windows, or mobile/wireless platforms	www.visionary.com sales@visionary.com
7	**Performance Marketing** 1501 42nd St., Ste. 550 WDM, IA 50266 515-224-7402	25 1999	Ryan Albers Carol Larson	iPhone, iPad, websites, custom applications, rails, PHP, Flash, HTML5	Honeywell, RDG, Andersen Windows	Website development, SEO/SEM, mobile, custom apps, social media strategy, e-learning	www.performancemarketing.com ryana@performancemarketing.com
8	**Applied Art & Technology** 2430 106th St. DM, IA 50322 515-331-7400; FAX: 515-331-7401	23 1993	Mark Wilke Tony Wilson George Christ Ken Loneman	Photoshop, Illustrator, Flash, Dreamweaver, ASP, XML, Final Cut Pro	Meeting the needs of a broad range of Iowa businesses	Content architecture, graphics, animation, Flash, interactive media, HD production	www.appliedart.com kloneman@appliedart.com
9	**Flying Hippo Web Technologies** 2655 86th St. Urbandale, IA 50322 515-288-5316; FAX: 515-288-5277	20 2001	Ryan Parlee Pam Christianson	Illustrator, Photoshop, Quark, InDesign, Flash, Silverlilight, .NET, Java	Iowa State University, Holmes Murphy, Seneca Cos.	Websites, portals, intranets, apps, e-commerce, e-marketing & strategy, iPhone, mobile	www.flyinghippo.com contact@flyinghippo.com
10	**DWX - Internet** 8527 Univeristy Blvd. Clive, IA 50325 515-282-0000; FAX: 515-282-0000	15 1994	Drew Waddell N/A	All Adobe Applications, CMS Tools, Drupal, Joomla, Wordpress, Sitebuilder	N/A	Domain names, Web hosting (Linux & Windows), Web design, e-commerce, database programming, SEO	www.dwx.com info@dwx.com
10	**Red 5 Interactive Inc.** 132-1/2 Fifth St. WDM, IA 50265 515-287-5500; FAX: 515-287-0776	15 1996	Bob Dooley N/A	Adobe products, Flash, 3D modeling, plus database and application tools	N/A	Interactive design, Web apps, development and integration, mobile apps, iPhone/iPad apps and games	www.r5i.com sales@r5i.com
11	**Iowa Interactive Inc.** 500 E. Court Ave., Ste. 310 DM, IA 50309 515-323-3468; FAX: 515-323-9979	14 1997	Tracy Smith Amy Schatz	Flexible to meet clients' needs	State of Iowa	Web and new media design, e-government application development	www.iowai.org
12	**Captain Jack Communications LLC** 2411 Grand Ave. DM, IA 50312 515-246-0000; FAX: 515-282-6832	10 1977	Charlie Notis Harvey Freese N/A	Photoshop, Illustrator, Dreamweaver, WordPress, PHP shopping carts	Casey's, Dahls Foods, Dee Zee Manuf., Reynolds & Reynolds	In-house Web design, Web hosting, high search engine ranking, e-mail, database programming, Web apps	www.captainjack.com info@captainjack.com
13	**Blue Compass Interactive** 3070 104th St. DM, IA 50322 515-868-0010; FAX: 515-868-0012	7 2007	Cary Coppola Drew Harden N/A	.NET, SQL, Adobe Photoshop, Flash, AfterEffects, Illustrator	Spalding, Ruan, Kum & Go	Website design, development, content management system, mobile site development, e-commerce, Flash	www.BlueCompass.com info@bluecompass.com
14	**REL Productions Ltd.** 2045 Grand Ave., Ste. A WDM, IA 50265 515-224-6389; FAX: 515-222-4414	6 1993	Rod Reding Blake Reding Tricia Todd	Information available upon request	Information available upon request	Web video solutions: video production, video asset management, video broadcasting & distribution	www.relonline.com info@relonline.com
15	**AdEasel** 1620 Pleasant St. DM, IA 50314 515-244-4808; FAX: 515-244-4449	5 1999	Chase Hendrix Bryan Heilman	Content management solutions, sales & CRM applications, design/development	O'Halloran International, Big Barn Harley-Davidson, Iowa Community Action Association	Dynamic Web & marketing, branding, SEO & e-mail marketing, print design, outdoor, mobile & social	www.adeasel.com desmoines@adeasel.com
15	**BitMethod LLC** 300 SW Fifth St. DM, IA 50309 515-460-3618	5 2009	Daniel E. Shipton N/A	Microsoft Paint or the application each designer prefers	Iowa Apartment Living, Impromptu Studio, Law Offices of Brett J. Trout	Custom built, Web-driven products and services for businesses that need results	www.bitmethod.com hello@bitmethod.com
15	**PC by Design LLC** 2310 SE Delaware Ave., Ste. G- PMB 119 Ankeny, IA 50021 515-720-2042	5 2007	Jeff Robinson Jeff Robinson	Wide variety of capabilities to meet clients needs	N/A	PC repair, Web, hosting, e-mail, business support, consulting, off site backup, managed service	www.pcbydesign.net support@pcbydesign.net
15	**WinCommunications & WinM@il** 4203 Franklin Ave. DM, IA 50310 515-274-5609; FAX: 515-255-0524	5 1993	Greg Goaley Kathy Towner	Dreamweaver, mySQL	Medical, legal, manufacturing	Web marketing & development, content creation & management, strict permission-based e-mail campaigns	www.wincommunications.com Greg@wincommunications.com
16	**Global Reach Internet Productions** 2321 N. Loop Dr., Ste. 101 Ames, IA 50010 515-996-0996; FAX: 515-296-3748	2 1995	Iacovos Zachariades Iacovos Zachariades	ColdFusion, ASP.NET, JSP, PHP	Treasurer of Iowa, Iowa Finance Authority, Iowa State University	Web development and hosting, e-commerce, graphic design, IT consulting	www.globalreach.com info@globalreach.com
16	**JTM Multimedia Inc.** 1412 62nd St., PO Box 1744 DM, IA 50306 515-277-1990; FAX: 515-279-2886	2 1995	Tim Meyer Jacque Meyer	Dreamweaver	VanHarden.com Thomberts.com IowaRuralWater.org	Web hosting, Web design, site maintenance, e-mail services, listserve	www.jtmweb.com jtm@jtmweb.com
16	**Slash Web Studios** 1370 NW 114th St., Ste. 105 Clive, IA 50325 515-309-2580	2 2007	Brett Burkhart Greg Crown N/A	PHP, MySQL, JavaScript, XHTML, CSS	N/A	Full service Web design & development studio, building custom websites and Web applications	http://slashwebstudios.com
17	**Alley Design Solutions** 6116 SW McKinley Ave. DM, IA 50321 515-250-3487	1 2007	Donni Alley N/A	Photoshop, Illustrator, InDesign, Dreamweaver, Wordpress	Anderson Erickson Dairy, Court Avenue Restaurant & Brewing Company, Green & Main	Web design, web development, branding, marketing strategy, information architecture	www.alleydesignsolutions.com donni.alley@gmail.com
17	**Test of Time Design** 2657 Wisconsin Ave. DM, IA 50317 515-966-4625	1 2008	Justin K. Brady N/A	Adobe Creative Suite 5 & our creative brains	N/A	Mobile app creation, website design, marketing splash page design, creative problem solving	www.testoftimedesign.com hello@testoftimedesign.com
17	**TriStar Designs** PO Box 31124 DM, IA 50310 515-276-6582	1 2003	Kathleen Fox N/A	Multiple	Wicker and the Works, Wells Bed & Breakfast, Chow's Gym	Website development, Web design, Web hosting, Web graphics, e-commerce, custom code	www.tristardesigns.com

COMMERCIAL PRINTERS

(Ranked by number of local full-time employees)

Rank	Name Address Phone; Fax	Local FT Employees Year Est.	Office/ Purchasing Manager	Top 3 Local Executives	Primary Products	Primary Services	Web site E-mail
1	**Colorfx/Rock Communications** 10750 Aurora Ave. DM, IA 50322 515-270-0402; FAX: 515-270-2528	250 1979	Shelly Fisher	Jon Troen Nathan Kring	Advertising materials, catalogs, brochures, mailing, distribution, variable printing, Web develop.	Web & sheetfed offset, digital printing, mailing, fulfillment, IT services, process management	www.colorfx.net www.rock-com.com
2	**Tension Envelope Corp.** 2100 E. 17th St., PO Box 1341 DM, IA 50306 515-266-3181; FAX: 515-266-2232	160 1924	Janet Bagby	Richard Schloerb Rick Egli Sean McAleer	Envelope manufacturing	Manufacture and print custom envelopes	www.tension.com desmoines@tension.com info@tension.com
3	**The Printer Inc. (TPI)** 1220 Thomas Beck Rd. DM, IA 50315 515-288-7241; FAX: 515-288-9234	150 1973	N/A	William C. Benskin	Commercial print, creative services, database marketing, promotional literature, direct mail	Digital printing, lettershop, fulfillment, direct mail, complex variable data programming	www.the-printer.com
4	**Sigler Cos.** 3100 S. Riverside Dr. Ames, IA 50010 515-232-6997; FAX: 515-232-8820	146 1958	Lori Hinders	Beth Cross Jill Whitaker Dawn Budd	Variable data printing, commercial print, direct mail, fulfillment, on-line ordering solutions	Web & sheetfed offset, FSC/SFI certified, digital printing, mailing services, warehouse fulfillment	www.sigler.com info@sigler.com
5	**Storey Kenworthy** 1333 Ohio St. DM, IA 50314 515-288-3243; FAX: 515-284-0853	135 1936	Jim Mueller	John Kenworthy Ed Minnick Dave Kenworthy	Full service business printing: Forms, envelopes, bus. cards & brochures, direct mail & promotional	Commercial printing, graphic design, variable data printing, fulfillment & distribution	www.storeykenworthy.com info@storeykenworthy.com
6	**Garner Printing** 1697 NE 53rd Ave. DM, IA 50313 515-266-2171; FAX: 515-266-1641	95 1934	John Brunner	Steve Jones Kyle Rhoads	Commercial printing	Offset & digital printing, fulfillment & mailing, Web-based solutions, grand-format printing	www.garnerprint.com
7	**Edwards Graphic Arts Inc.** 2700 Bell Ave. DM, IA 50321 515-280-9765; FAX: 515-280-9631	80 1966	N/A	James Edwards, III Wayne Marshall Andy Edwards	Digital storage, variable data, mailing & fulfillment, finished goods inventory, etc.	Print, marketing services, inventory management, mailing, fulfillment & distribution	N/A
8	**Acme Printing Co. Inc.** 66 Washington Ave. DM, IA 50314 515-244-1723; FAX: 515-244-0613	75 1923	N/A	Dennis Crane Dennis Sissel	Marketing materials, direct mail, brochures, catalogs	Design, mailing, variable image printing, database development/ management, online fulfillment system	www.acmeiowa.com dsissel@acmeiowa.com
9	**Koch Brothers Inc.** 325 Grand Ave. DM, IA 50309 515-283-2451; FAX: 515-243-3147	65 1889	Susan Koch Bridgford	Richard Koch, Jr. Alan Koch Susan Koch Bridgford	Business machines & supplies, office furniture, commercial printing, office supplies	Copier and printer repair, office furniture design and installation, printing	www.kochbrothers.com info@kochbrothers.com
10	**Grace Label** 6201 Watrous Ave. DM, IA 50321 515-256-2000; FAX: 515-256-2001	50 1975	N/A	Steven Grace	Pressure sensitive labels, roll-fed packaging	Printing	www.gracelabel.com
11	**American Spirit Graphics** 2525 Delaware Ave. DM, IA 50317 515-262-8213; FAX: 515-262-6182	48 1996	N/A	Mike Wachtel Tom Senn	Direct mail and advertising inserts	Heatset Web printing, in-line finishing	www.asgc.com mikew@asgc.com
12	**Corporate Image** 1801 Thompson Ave. DM, IA 50316 515-262-3191; FAX: 888-262-3839	40 1983	Donna Graham	Fritz James Michael James	Ring binders, tab dividers, pocket folders, sales boxes, CD/DVD, custom corrugated packaging	Printing and manufacturing presentation materials, including die-cutting and laminating	www.corp-image.com info@corp-image.com
13	**Accent Tag & Label Inc.** 2201 Rittenhouse St. DM, IA 50321 515-287-2717; FAX: 515-287-2779	39 1987	Ryan Stout	Dixie Davis Rochelle Stout Kristie Becker	Custom labels/tags, in-house graphics, eight-color printing	Custom labels/tags, in-house graphics, eight-color printing	www.accentlabel.com dixie@accentlabel.com
14	**Artcraft Inc.** 7401 Hwy 65/69, PO Box 1413 DM, IA 50315 515-285-3550; FAX: 515-285-1251	37 1972	Steven P. Chopard	Steven P. Chopard, Jr.	Printed products	Commercial printing and bindery	www.artcraftprint.com
15	**Dilley Manufacturing Co.** 215 E. Third St. DM, IA 50309 515-288-7289; FAX: 515-288-4210	30 1950	Bill Schafer	Robert Dilley Kevin Flagg David Dilley	3-ring binders, tabbed index, dividers, pocket folders, custom media packaging, catalog fulfillment	Custom media packaging & catalog fulfillment	www.dilleymfg.com dilleysales@dilleymfg.com
16	**ADI Group Inc.** 4049 120th St. Urbandale, IA 50323 515-334-2205; FAX: 515-334-2222	25 1949	N/A	Doug Freeman Scott Chapman	Printed business products, envelopes, business forms, commercial print, corporate identity products	Print management solutions supported by online ordering, warehousing and distribution	www.theadigroup.net information@theadigroup.net
16	**Beeline & Blue** 2507 Ingersoll Ave. DM, IA 50312 515-244-1611; FAX: 515-244-1020	25 1959	N/A	Leonard Ainsworth Steven Strooh	Inkjet & direct digital photo, large-format graphics, plotting, high-speed copying, digital printing	Plotting, high-speed copying, digital printing	www.beelineandblue.com leonard@beelineandblue.com
17	**Holm Graphic Services Inc.** 1418 W. Walnut St. DM, IA 50309 515-288-8505; FAX: 515-288-0119	18 1969	Pam Roberts	Mary Ann Amundson	N/A	Commercial printing	www.holmgraphic.com sales@holmgraphic.com
18	**Allegra Marketing, Print, Mail** 1000 Thomas Beck Rd. DM, IA 50315 515-244-1414; FAX: 515-244-4275	16 1970	Jim Eaton	Pat Rhoades Jim Eaton	Digital color & B/W printing, multi-color offset printing, mailing, variable data, banners	Marketing consultation, printing, full mailing service, project management, graphic design	www.allegradsm.com amy@allegradsm.com
19	**Universal Printing Services** 2828 Fifth Ave. DM, IA 50313 515-244-1656; FAX: 515-244-1055	14 1966	Chris Taylor	George Springer Bruce Hoium Sara Springer	Stationery, newsletters, brochures, post cards, posters, manuals & advertising specialty products	One to 5+ color offset printing, digital printing, bindery, design, mailing, advertising specialties	www.printuniversal.com info@printuniversal.com
20	**The Straub Corp.** 2509 Sunset Rd., PO Box 1717 DM, IA 50305 515-282-5283; FAX: 515-282-5290	13 1971	Carol Yacko	Jan Miller Straub	Production and distribution of printed business products, storage, online inventory mgmt., corp. ID	Storage, online inventory mgmt., corporate identity programs, Ariba Punchout	www.straubcorp.com accounting@straubcorp.com
21	**Action Print** 1776 22nd St. WDM, IA 50266 515-226-1776; FAX: 515-226-8766	12 1977	N/A	Carol J. Hansen Dan L. Hansen	Business printing (digital & offset), graphics, finishing and mailing services	One to full-color printing, digital color & black/white copying, mailing, online ordering, graphics	www.action-print.com info@action-print.com
21	**The Printing Station** 1420 Locust St. DM, IA 50309 515-243-8144; FAX: 515-243-6560	12 1980	Jeannette Heuer	Mitch & Lance Eaton	Printing, mailing, promotional products	Printing, mailing, promotional products	www.printingstation.com info@printingstation.com
22	**Speedpro Imaging** 2053 SE 37th St., Ste. E Grimes, IA 50111 515-986-7151; FAX: 515-986-7145	7 2007	N/A	Bruce Benson	Vehicle wraps, full color banners, trade show displays, posters, backlit	Graphic design, photographic enlargement, store front graphics, real estate signs, specialty signs	www.speedprodesmoines.com sfinnegan@speedpro.com
23	**Hott Off the Press** 1330 Keo Way DM, IA 50309 515-243-5309; FAX: 515-243-4934	5 1991	N/A	David Hott	Business cards, black and white copies, color copies, booklets, post cards, mailing service, books	Color copies & B&W, online ordering, mailing graphic design, printing, book making	www.hottoffthepress.com send@hottoffthepress.com
24	**FedEx Kinko's** 400 Locust St., Ste. 150 DM, IA 50309 515-282-5955; FAX: 515-282-8825	4 1970	N/A	Karen Harrison	Shipping and printing	Business cards, B&W & color copying, digital output, oversize color printing, FedEx shipping	www.fedexkinkos.com usa0421@fedexkinkos.com

GRAPHIC ARTS

(Ranked by number of local full-time employees)

Rank	Name Address Phone; Fax	Local FT Employees Year Est.	Top 3 Local Executives	Primary Products and Services Offered	Top 3 Clients	Web site E-mail
1	**The Vernon Co.** One Promotion Pl., Newton, IA 50208 641-792-9000	190 1902	William Vernon Chris Vernon Dan Stevenson	Promotional products, large format sign graphics, corporate identity, integrated fulfillment service	Ruan Principal Financial Group Vermeer Manufacturing	www.vernoncompany.com promotions@vernoncompany.com
2	**Innova Ideas & Services** 516 3rd St., Ste. 200, DM, IA 50309 515-697-7200; FAX: 515-697-7201	90 1998	Beth Cross Jill Whitaker Dawn Budd	Graphic design, Web design, copywriting, social media, Hispanic marketing, marketing strategy, PR	N/A	www.innovaideasandservices.com info@sigler.com
3	**PUSH Branding and Design** 2655 86th St., Urbandale, IA 50322 515-288-5278; FAX: 515-288-5277	20 1987	Eric Groves Kent Mauck Ryan Parlee	Brand strategy & implementation, corp. identity, graphic design, marketing, Web design, naming, PR	Nike Davis Brown Law Firm Iowa State University	www.pushbranding.com info@pushbranding.com
4	**QA Graphics** 1250 SW State St., Ste. A, Ankeny, IA 50021 515-965-3403	17 2001	Dan McCarty	Custom website development, 3D design/animation, interactive virtual tours, multimedia solutions	Johnson Controls Inc. American Institute of Architects-Iowa Chapter Earlham Savings Bank	www.qagraphics.com sales@qagraphics.com
5	**Schneider Graphics** 6082 NE 14th St., DM, IA 50313 515-289-4464; FAX: 515-289-4468	15 1989	Ward Schneider Joe Schneider	Vinyl graphic products & services	Brown Nationalease	www.schneidergraphics.com Joe@schneidergraphics.com
6	**Juls Design** 2309 W 1st St., Ankeny, IA 50023 515-963-8309; FAX: 515-963-8909	7 1992	Julie Mangels	Advertising, annual reports, branding, brochures, direct mail, logos, illustrations, packaging & more	The Iowa Clinic Casey's General Stores Iowa Hospital Association	www.julsdesign.com julsdesign@julsdesign.com
7	**J. Sayles Design Co.** 3701 Beaver Ave., DM, IA 50310 515 279-2922; FAX: 515 279 0212	6 1985	John Sayles Tanya Daniels	Branding, packaging, websites, sculpture, interior/exterior design, memorial/funeral items, signage	Meredith Corp. Target MCA Records	j.saylesdesign.com john@saylesdesign.com
8	**Cooper Smith & Co.** 2820 Bell Ave., DM, IA 50321 515-244-4133; FAX: 515-244-4131	4 1993	Sally Cooper Smith	Brand-based marketing & graphic design	Meredith Corp. Wright Service Corp.	www.coopersmithco.com sally@coopersmithco.com
8	**Etc Graphics Inc.** 150 North 1st St., Carlisle, IA 50047 515-989-0900; FAX: 515-989-3886	4 1988	Kevin Seiberling Geri Seiberling Chris Seiberling	Interior/exterior signs & graphics; commercial vehicle graphics & wraps; wall logos, monument signs	Krause Gentle Corp. Hydro Klean Inc. Metro Waste Authority	www.etcgraphics.com signs@etcgraphics.com

TRADE HOUSES/VENDORS

(Ranked by number of local full-time employees)

Rank	Name Address Phone; Fax	Local FT Employees Year Est.	Top 3 Local Executives	Primary Products & Services Offered	Top 3 Clients	Web site E-mail
1	**Bindery 1 Inc.** 1631 E. Aurora Ave. DM, IA 50313 515-265-4091; FAX: 515-265-7937	70 1976	Gigi Toporek Renatta Bolen	Commercial trade bindery, finishing, mailing, fulfillment, CD services with digital printing	Printing companies Nonprofits	www.bindery1.com gigi@b1ds.net
2	**Finishbinders Inc.** 1900 Delaware Ave. DM, IA 50317 515-263-1800; FAX: 515-263-1202	50 1985	Mark Beard	Commercial trade bindery, commercial trade finisher, complete die design and die building, mailing	Commercial printers In-plant printers Ad agencies	www.finishbinders.com info@finishbinders.com
3	**Dilley Manufacturing Co.** 215 E. Third St. DM, IA 50309 515-288-7289; FAX: 515-288-4210	30 1950	Robert Dilley Kevin Flagg David Dilley	3-ring binders, tabbed index, dividers, pocket folders, custom media packaging, catalog fulfillment	Principal Financial Group GSA EMC	www.dilleymfg.com dilleysales@dilleymfg.com
4	**Beeline & Blue** 2507 Ingersoll Ave. DM, IA 50312 515-244-1611; FAX: 515-244-1020	25 1959	Leonard Ainsworth Steven Strooh	Inkjet & direct digital photo, large-format graphics, plotting, high-speed copying, digital printing	RDG Planning and Design Weitz Co. Integer Group	www.beelineandblue.com leonard@beelineandblue.com
5	**Action Reprographics** 1423 High St. DM, IA 50309 515-288-2146; FAX: 515-288-0053	18 1949	Wanda Lienemann Dan Lienemann	B&W & color digital printing up to 96" wide, online plan room, distribution, high-speed & litigation copying, Canon, HP & OCE equip sales	DLR Archictects SVPA Architects Inc. Durrant	www.actionrepro.com info@actionrepro.com

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ADVERTISING AGENCIES

(Ranked by capitalized billings as of 12/31/2009)

Rank	Name Address Phone; Fax	Capitalized Billing as of 12/31/2009*	Local FT Ad Staff Year Est.	Office/ Purchasing Manager	Top 3 Local Executives	Areas of Expertise	Top 3 Clients	Web site E-mail
1	**Strategic America** 6600 Westown Pkwy. WDM, IA 50266 515-453-2000; FAX: 515-224-4181	$82.1 million	90 1980	Kelly Regenold	Michael Schreurs John Schreurs Jim Stafford	Channel/field/retail marketing strategy and digital solutions, branding, media, Web and online	Lennox Industries Service Experts Hunter Douglas	www.strategicamerica.com mschreurs@strategicamerica.com
2	**Trilix Marketing Group** 9105 Northpark Dr. Johnston, IA 50131 515-221-4900; FAX: 515-221-0000	$22 million	28 1981	Annette Halbur	Todd Senne Ron Maahs	IMC plans, branding, public relations, e-strategies, creative services, social media, research division	Stine Seed Iowa State Fair Iowa Speedway	www.trilixgroup.com tsenne@trilixgroup.com
3	**ZLR Ignition** 303 Watson Powell Jr. Way, Ste. 100 DM, IA 50309 515-244-4456; FAX: 515-244-5749	$20 million	20 1987	N/A	Louis Laurent Bill Brewer Tracy Smith	Market research, brand planning, media planning, public relations, marketing consultation	Iowa State University IDPH Tobacco Use Prevention IHS hawk-i	www.zlrignition.com ceo@zlrignition.com
4	**Performance Marketing** 1501 42nd St., Ste. 550 WDM, IA 50266 515-440-3550; FAX: 515-440-3561	$18 million	25 1999	Michelle Rodine-Sheets	Kevin Lentz Ryan Albers Todd Versteeg	Shaping customer perceptions of a brand to help drive business	Toro Terex American Rental Association	www.performancemarketing.com info@performancemarketing.com
5	**Wesley Day Advertising** 1441 29th St., Ste. 111 WDM, IA 50266 515-224-9330; FAX: 515-224-6737	$8.5 million	9 1949	Glen Nordman	Dave Sanderson Wil Steinhart	Product roll-out and image enhancement; full-service marketing communications for considered purchase products and services	MTI BioTech Iowa Vein Center Principal Financial Group	www.wesleyday.com info@wesleyday.com
6	**Pepper Ricci & Associates** 3718 SW Court Ave. Ankeny, IA 50023 515-289-0708; FAX: 515-289-0709	$1.8 million	1 1997	N/A	Pepper Ricci	N/A	Granger Motors Patlow Roofing Farrell's Martial Arts	www.iowamediabuying.com N/A
	Capital Ideas LLC 115 Glenview Dr. DM, IA 50312 515-556-5373	N/A	1 2009	N/A	Michael Woody	Marketing analysis, advertising consultation, creative concepts, media strategies & buying	Midwest Clothiers Goode Greenhouses Gilcrest Jewett Lumber	www.ideas2burn.com MichaelC@ideas2burn.com
	Essman/Associates 100 E. Grand Ave., Stes. 300 & 340 DM, IA 50309 515-282-7145; FAX: 515-282-4535	N/A	12 1977	Elyse Novak	Denise Essman Deb Stearns Marisol Molstre	International/national/regional marketing research and integrated marketing communications programs	Lifespace Communities Inc. Iowa Dept. for the Blind CTI Adminstrators Inc.	www.essmanassociates.com mail@essmanassociates.com
	Flynn Wright 501 SW Seventh St. DM, IA 50309 515-243-2845; FAX: 515-243-6351	N/A	45 1984	N/A	Andrew Flynn Peter Flynn Aaron Kennedy	Advertising, marketing, public relations, research, interactive media	Mediacom Communications Corp. MidAmerican Energy Co. Iowa Health - Des Moines	www.flynnwright.com aflynn@flynnwright.com
	Innova Ideas & Services 516 3rd St., Ste. 200 DM, IA 50309 515-697-7200; FAX: 515-697-7201	N/A	90 1998	Kristin Olson	Beth Cross Jill Whitaker Dawn Budd	PR, marketing strategy, Hispanic marketing, media planning, marketing research, social media, mobile marketing	N/A	www.innovaideasandservices.com info@sigler.com
	Lessing-Flynn 3106 Ingersoll Ave. DM, IA 50312 515-274-9271; FAX: 515-274-9283	N/A	12 1907	Chris Abrahamson	Tom Flynn Connor Flynn Jess Held	Agricultural, financial, healthcare, business-to-business	N/A	www.lessingflynn.com t3@lessingflynn.com
	McCormick Co. 8711 Northpark Ct. Johnston, IA 50131 515-251-8805; FAX: 515-251-8909	N/A	30 1926	Coe Ann Crawford	Suzi Sutton-Vermeulen Mark Perrin	Agriculture, food industry, financial services, healthcare	Pioneer Hi-Bred Farm Bureau Financial Services Liberty Bank	www.mccormickcompany.com suzi@mccormickcompany.com
	McLellan Marketing Group 1430 Locust St., Ste. 200 DM, IA 50309 515-251-8400; FAX: 515-251-3174	N/A	7 1995	Karen Loehr	Drew McLellan Tim Hayes Robin Hinshaw	Branding, social media, strategic marketing planning & execution	N/A	www.mclellanmarketing.com drew@mclellanmarketing.com
	ME&V Advertising + Consulting 510 E. Locust St., Ste. 220 DM, IA 50309 515-309-7638	N/A	4 1996	Kathy Schreiner	Bryan Earnest Dee Vandeventer Matt Fischer	Advertising, branding, strategic planning, Web, audio/video production, PR, media placement, design	Iowa Hospital Association DNR Iowa Health Physicians	www.MEandV.com info@meandv.com
	Plum Communications P.O. Box 12046 DM, IA 50512 515-447-3760	N/A	7 N/A	N/A	B J Towe Bobbi Segura Brian Shearer	Communication, advertising, graphic design, brand dev., Web design, PR, social media, editorial	N/A	www.plumllc.com info@plumllc.com
	PromoPower LLC 2200 NW 159th St., Ste. 400 Clive, IA 50325 515-987-6071; FAX: 612-233-3348	N/A	1 1992	N/A	Larry Mersereau	For the small business that needs professional help with print, direct mail, online copy and structure	Yamaha Motorsports (CA) Nationwide Marketing Group(NC) Sunnybrook RV (IN)	www.PromoPower.com Larry@promopower.com
	PUSH Branding and Design 2655 86th St. Urbandale, IA 50322 515-288-5278; FAX: 515-288-5277	N/A	20 1987	Pamela Christianson	Eric Groves Kent Mauck Ryan Parlee	Brand strategy & implementation, corp. identity, graphic design, marketing, Web design, naming, PR	Nike Davis Brown Law Firm Iowa State University	www.pushbranding.com info@pushbranding.com
	REL Productions Ltd. 2045 Grand Ave. WDM, IA 50265 515-224-6389; FAX: 515-222-4414	N/A	6 1993	Tricia Todd	Rod Reding Blake Reding	Video services, brand management, integrated communications	National Pork Board Successful Farming Farrell's Extreme Body Shaping	www.relonline.com info@relonline.com
	Relationship Marketing Inc. 11122 Aurora Ave. DM, IA 50322 515-276-5900; FAX: 515-276-6200	N/A	24 1993	Lynn Matson	James Lewis Andrea Westmeyer	Personalized marketing communications	Merck Amgen Alcon	www.rmarketing.com svance@rmarketing.com
	The Bearings Group 3821 71st St., Ste. F Urbandale, IA 50322 515-270-4909; FAX: 515-270-6279	N/A	3 2003	N/A	Rich Collins	Hard-working communications solutions from full-service agency without full-service agency overhead	TriMark Corp. Feed Energy Co. Kemin	www.thebearingsgroup.com collinsrg@thebearingsgroup.com
	The Integer Group 2633 Fleur Dr. DM, IA 50321 515-288-7910; FAX: 515-247-2751	N/A	N/A 1977	Michelle Diehl	Frank Maher Al Tramontina Michelle Diehl	Integrated marketing communications	Each client is our top client	www.integer.com atramontina@integer.com
	The Meyocks Group 6800 Lake Dr., Ste. 150 WDM, IA 50266 515-225-1200; FAX: 515-225-6400	N/A	33 1989	N/A	Doug Jeske Becky Bussanmas	Brands built on brave ideas	Hy-Vee, Inc. Firestone Ag Tire Division Delta Dental	www.meyocks.com dougjeske@meyocks.com
	Two Rivers Marketing 106 E. Sixth St. DM, IA 50309 515-557-2000; FAX: 515-557-2001	N/A	55 2000	Jon Holstrom	Brian Jones	Full-service business-to-business advertising, direct marketing, PR & digital marketing	N/A	www.tworiversmarketing.com jeffw@2rm.com, brado@2rm.com

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PUBLIC RELATIONS FIRMS

(Ranked by PR revenue for year ended 12/31/2009)

Rank	Name Address Phone; Fax	PR Revenue for year end 12/31/2009	Local FT Employees Year Est.	Office/Purchasing Manager	Top 3 Local Executives	PR Areas of Expertise	PR Top 3 Clients	Web site E-mail
1	**Strategic America** 6600 Westown Pkwy. WDM, IA 50266 515-453-2000; FAX: 515-224-4181	$1,200,000	90 1980	Kelly Regenold	Michael Schreurs Lore McManus Solo Cyndi Fischer	Regional and national media relations, media training, issues advocacy, marketing communications, events	Lennox Industries Service Experts Hunter Douglas	www.strategicamerica.com mschreurs@strategicamerica.com
2	**Hanser & Associates** 4401 Westown Pkwy., Ste. 212 WDM, IA 50266 515-224-1086; FAX: 515-224-0991	$1,000,000	7 1996	Vicki Hogbin	Ronald Hanser Bonnie Hanser Ryan Hanser	PR counsel, media relations, spokesperson training, crisis communication, social media	Coach USA Aviva USA Metalcraft Inc.	www.hanser.com rhanser@hanser.com
3	**Wesley Day Advertising** 1441 29th St., Ste. 111 WDM, IA 50266 515-224-9330; FAX: 515-224-6737	$620,000	5 1949	Glen Nordman	Dave Sanderson Wil Steinhart	Product roll-out and image enhancement. Full-service marketing communications for products & services.	MTI BioTech Iowa Vein Center	www.wesleyday.com info@wesleyday.com
4	**Performance Marketing** 1501 42nd St., Ste. 550 WDM, IA 50266 515-440-3550; FAX: 515-440-3561	$400,000	25 1999	Michelle Rodine-Sheets	Kevin Lentz Ryan Albers Todd Versteeg	Shaping customer perceptions of a brand to help drive business	Toro Terex American Rental Association	www.performancemarketing.com info@performancemarketing.com
4	**Trilix Marketing Group** 9105 Northpark Dr. Johnston, IA 50131 515-221-4900; FAX: 515-221-0000	$400,000	28 1981	Annette Halbur	Todd Senne Ron Maahs	Social media programs, media relations, crisis communication plans, branding, creative services, IMC plans	Stine Seed Iowa State Fair Iowa Speedway	www.trilixgroup.com tsenne@trilixgroup.com
5	**Speak PR** 303 Locust St., Ste. 250 DM, IA 50309 515-237-0087; FAX: 515-237-0088	$350,000	4 2004	Mike Beecher	Mike Beecher	Full-service offering consulting, crisis management, media relations, media coaching, social media	Iowa Speedway Trans Iowa PUSH Branding & Design	www.speakpr.com mike@speak-pr.com
6	**ME&V** 510 East Locust St., Ste. 220 DM, IA 50311 515-309-7638	$250,000	2 1996	Kathy Schreiner	Bryan Earnest Matt Fischer	Branding, crisis communication, strategic planning, media relations, Web, audio/video production, PR	N/A	www.MEandV.com info@meandv.com
	Catchfire Media 4200 University Ave., Ste. 304 WDM, IA 50266 515-423-0585; FAX: 515-868-0156	N/A	8 2009	N/A	Jon Troen Nathan Kring Katie Miller-Smith	Social media strategy & digital marketing, comprehensive planning, metrics & best practices	N/A	www.catchfiremedia.com info@catchfiremedia.com
	Essman/Associates 100 E. Grand Ave., Stes. 300 & 340 DM, IA 50309 515-282-7145; FAX: 515-282-4535	N/A	12 1977	Elyse Novak	Denise Essman Deb Stearns Marisol Molstre	Full-service public relations services, advertising, sales promotion, marketing research	Iowa Business Council Iowa Chamber Alliance American Institute of Architects/Iowa	www.essmanassociates.com mail@essmanassociates.com
	Flynn Wright 501 SW Seventh St., Ste. J DM, IA 50309 515-243-2845; FAX: 515-243-6351	N/A	45 1984	N/A	Andrew Flynn Mara White	Advertising, marketing, public relations, research, interactive media	MidAmerican Energy Co. Josephs Jewelers Iowa Health - Des Moines	www.flynnwright.com aflynn@flynnwright.com
	Gillette Strategic Resources 505 Fifth Ave., Ste. 300 DM, IA 50309 515-244-1900; FAX: 515-244-4425	N/A	5 1995	Graham Gillette	Graham Gillette	Public affairs, media relations, government relations - we help our clients rise above the noise	ACCCE - Clean Coal Iowa Health - Des Moines Long Lines	www.gillettestrategies.com graham@gillettestrategies.com
	Goldfinch Strategies 686 58th Pl. WDM, IA N/A 515-480-7067	N/A	1 2010	N/A	Mary Cownie	Community, media and public relations; special event, project and campaign management	N/A	N/A
	Innova Ideas & Services 516 3rd St., Ste. 200 DM, IA 50309 515-697-7200; FAX: 515-697-7201	N/A	90 1998	Kristin Olson	Beth Cross Jill Whitaker Dawn Budd	PR, marketing strategy, Hispanic marketing, media planning, marketing research, social media, mobile marketing	N/A	www.innovaideasandservices.com info@sigler.com
	Lessing-Flynn 3106 Ingersoll Ave. DM, IA 50312 515-274-9271; FAX: 515-274-9283	N/A	12 1907	Chris Abrahamson	Tom Flynn III Connor Flynn Jess Held	Agricultural, financial, healthcare, business-to-business	N/A	www.lessingflynn.com t3@lessingflynn.com
	Pepper Ricci & Associates 3718 SW Court Ave. Ankeny, IA 50023 515-289-0708; FAX: 515-289-0709	N/A	1 1997	N/A	Pepper Ricci	Media buying	Granger Motors Patlow Roofing Farrell's Martial Arts	www.iowamediabuying.com
	PromoPower LLC 2200 NW 159th St., Ste. 400 Clive, IA 50325 515-987-6071; FAX: 612-233-3348	N/A	1 1992	N/A	Larry Mersereau	For the small business that needs professional help. print, direct mail, online copy and structure	Yamaha Motorsports (CA) Nationwide Marketing Group(NC) Sunnybrook RV (IN)	www.PromoPower.com Larry@promopower.com
	PUSH Branding and Design 2655 86th St. Urbandale, IA 50322 515-288-5278; FAX: 515-288-5277	N/A	20 1987	Pamela Christianson	Eric Groves Ryan Parlee	Media planning, brand strategy & implementation, corporate identity, marketing, graphic design, naming, Web design	Wellmark Blue Cross and Blue Shield of Iowa Iowa State University Nike	www.pushbranding.com info@pushbranding.com
	REL Productions Ltd. 2045 Grand Ave., Ste. A WDM, IA 50265 515-224-6389; FAX: 515-222-4414	N/A	6 1993	Tricia Todd	Rod Reding Blake Reding	Video services, brand management, integrated communications	National Pork Board Successful Farming Farrell's Extreme Body Shaping	www.relonline.com info@relonline.com
	Relationship Marketing Inc. 11122 Aurora Ave. DM, IA 50322 515-276-5900; FAX: 515-276-6200	N/A	25 1993	Lynn Matson	James Lewis Andrea Westmeyer	Personalized marketing communications	Merck Amgen Alcon	www.rmarketing.com svance@rmarketing.com
	The Bearings Group 3821 71st St., Ste. F Urbandale, IA 50322 515-270-4909; FAX: 515-270-6279	N/A	3 2003	N/A	Rich Collins	PR solutions based on sound strategic thinking and integrated with other communications programs	TriMark Corp. Feed Energy Co. Kemin	www.thebearingsgroup.com collinsrg@thebearingsgroup.com
	The Integer Group 2633 Fleur Dr. DM, IA 50321 515-288-7910; FAX: 515-247-2751	N/A	N/A 1977	Michelle Diehl	Frank Maher Al Tramontina Michelle Diehl	All facets of business-to-business and direct to consumer public relations	N/A	www.integer.com atramontina@integer.com
	Two Rivers Marketing 106 E. Sixth St. DM, IA 50309 515-557-2000; FAX: 515-557-2001	N/A	55 2000	Jon Holstrom	Brian Jones	Full-service business-to-business advertising, direct marketing, PR & digital marketing	N/A	www.tworiversmarketing.com jeffw@2rm.com, brado@2rm.com
	Write Directions 6276 NE 46th St. Altoona, IA 50009 515-554-0755; FAX: 515-554-0755	N/A	1 1993	N/A	Michael Tidman	Powerful, personalized business-to-business communications	N/A	N/A m.tidman@mchsi.com
	ZLR Ignition 303 Watson Powell Jr. Way, Ste. 100 DM, IA 50309 515-244-4456; FAX: 515-244-5749	N/A	13 1987	N/A	Louis Laurent Bill Brewer Tracy Smith	Marketing communications, media relations, issues management, event management, street marketing	Iowa State University John Deere Credit IA Dept. Public Health	www.zlrignition.com ceo@zlrignition.com

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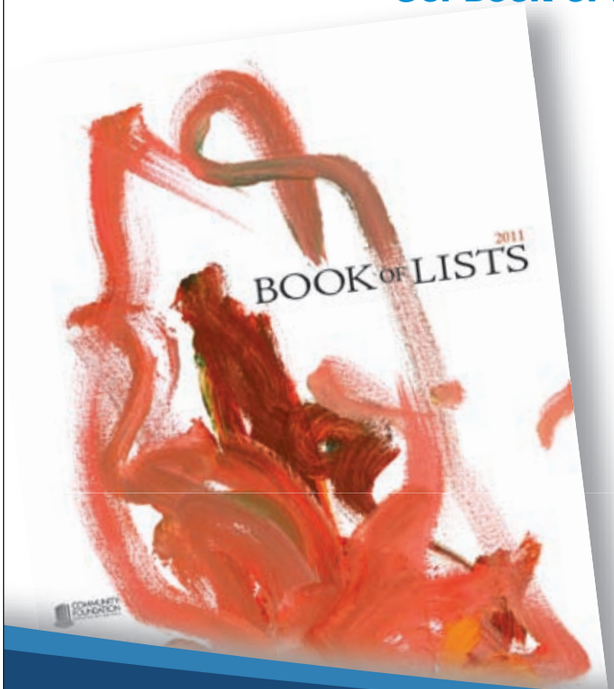
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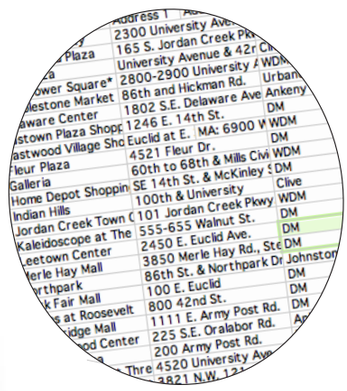
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BUSINESS CONSULTANTS

(continued on page 159)

(Ranked by number of local full-time employees)

Rank	Name Address Phone; Fax	Local FT Employees Year Est.	Average Years of Consulting Experience	Top 3 Local Executives	Areas of Business Consulting	Web site E-mail
1	**ADP (Automatic Data Processing)** 4900 University Ave. WDM, IA 50266 515-280-8100	550 1954	60	Becky Goldin John Sheehy Kristi Peterson	Payroll processing, HR systems, time and attendance, 401k, background checks and tax credit services	www.adp.com
2	**Terrus Real Estate Group** 616 10th St. DM, IA 50309 515-471-4400; FAX: 515-280-5200	130 2000	30	Randy Minear Chad Rasmussen Dan Dutcher	Brokerage, investment consulting & dev., construction & energy mgmt., property mgmt., receivership	www.terrus.com
3	**Sogeti USA LLC** 1820 NW 118th St., Ste. 220 DM, IA 50325 515-282-4802; FAX: 515-282-4922	85 1984	6	Randy Reed	Project mgmt., business analysis, QA, app. dev., Microsoft solutions, IBM solutions, SDLC assessment	www.us.sogeti.com Randy.Reed@us.sogeti.com
4	**Genesis 10** 3706 Ingersoll Ave. DM, IA 50312 515-223-7765; FAX: 515-223-7702	55 1999	10	John Durman Scott Evans	Project mgmt., business analysis, quality assurance, development, contract & permanent placement	www.genesis10.com dsmoffice@genesis10.com
5	**McGladrey** 400 Locust St., Ste. 640 DM, IA 50309 515-558-6600; FAX: 515-284-1545	50 1926	8	Gordon Opland Rod Foster Chad Tramp	Tax, wealth management, business valuations, M&A, HR, IT, risk management, operations	www.mcgladrey.com chad.tramp@mcgladrey.com
6	**Clifton Gunderson LLP** 2700 Westown Pkwy., Ste. 400 WDM, IA 50266 515-222-4400; FAX: 515-222-4444	45 1960	27	Roger C. Jones Ronald L. Hintz Ronald E. Nielsen	Business valuation, forensic & fraud, strategic plans, special tax services, entrepreneurial service	www.cliftoncpa.com ted.oberlander@cliftoncpa.com
6	**Spindustry Strategy** 1370 NW 114th St., Ste. 300 DM, IA 50325 515-225-0920; FAX: 515-225-1785	45 2002	15	Michael Bird Stephen Fry Howard Tempero	Evaluation & development of comprehensive digital opportunities including Web and mobile	www.spindustrystrategy.com sfry@spindustry.com
7	**Kidder Benefits Consultants Inc.** 5700 Westown Pkwy., Ste. 100 WDM, IA 50266 515-254-1178; FAX: 515-254-9393	42 1996	20	Keith J. Gredys Robert G. Miller John A. Feldt	Qualified retirement plan consulting, design and administration	www.askkidder.com bmiller@askkidder.com
8	**LWBJ Financial LLC** 4200 University Ave., Ste. 410 WDM, IA 50266 515-222-5680; FAX: 515-222-5681	40 1992	N/A	Marvin Debner JD Geneser Paul Juffer	Strategic planning, real estate, M&A, capital raise	www.lwbj.com info@lwbj.com
9	**Midwest Project Partners Inc.** 1640 NW 132nd St. Clive, IA 50325 515-225-8848; FAX: 515-225-2021	35 2000	15	Jane Whalen Dave Furbush Brian Porter	Strategy development, business solutions, project mgmt., process design, expense reduction	www.midwestprojectpartners.com jwhalen@mpp1.com
10	**Quest Solutions Inc.** 1200 Valley West Dr., Ste. 100 WDM, IA 50266 515-223-4161; FAX: 515-223-0526	21 1999	10	Ron Schmitt Darrin Dreyer Steve Larson	Information technology	www.quest-info.com rjschmitt@quest-info.com
11	**Franke, Herr & Associates, a financial advisory practice of Ameriprise Financial** 2600 Westown Pkwy., Ste. 110 WDM, IA 50266 515-309-0043; FAX: 515-273-3199	20 1987	23+	Deniz Franke Michael Franke Randy Herr	Personal financial planning including risk protection, tax reduction strategies, retirement planning	N/A Deniz.T.Franke@ampf.com
12	**ISED Ventures** 1111 Ninth St., Ste. 380 DM, IA 50314 515-283-0940; FAX: 515-283-0348	16 1988	10	Charles M. Palmer Debra Carr Linda Firkins	Business planning/asset management	www.isedventures.org jlamer@ised.org
13	**Midwest Procurement Partners LLC** 1640 NW 132nd St. Clive, IA 50325 515-225-8848; FAX: 515-225-2021	15 2007	N/A	Kenny Chasten Jane Whalen Dave Furbush	Procurement and sourcing solutions - spend analysis, strategy development, negotiations	www.midwestprocurementpartners.com jwhalen@mpp1.com
14	**Conference Event Management** 14101 Lake Pointe Dr. Clive, IA 50325 515-254-0289	14 2003	18	Michelle DeClerck	Incentives, reward strategies, meetings, events, hotel/cruise selection-contracting, trips, speakers	www.myCEM.com Info@myCEM.com
15	**BCC Advisers F/K/A Business Capital Corp.** 1707 High St. DM, IA 50309 515-282-8019; FAX: 515-282-0325	11 1988	25	Steve Jacobs Alan Ryerson Greg Weber	BCC is a business advisory firm specializing in merger & acquisition consulting & business valuation	www.bccadvisers.com steve@bccadvisers.com
15	**Henderson Business Group** 6600 Westown Pkwy., Ste. 160 WDM, IA 50266 515-727-4300; FAX: 515-727-4652	11 2002	25-30	Brian Henderson Dennis Henderson	Business evaluations, buying/selling businesses	www.hendersonbusinessgroup.com bhenderson@hbizgroup.com
16	**Career Resources Group/Lee Hecht Harrison** 2700 Westown Pkwy., Ste. 200 WDM, IA 50266 515-453-9590; FAX: 515-222-0565	10 1974	20+	Dick Reasons Bob Wigger Thom Powell	Career transition/outplacement, career management, leadership consulting, coaching	www.crgpros.com info@crgpros.com
17	**The Bryton Cos.** 1466 28th St., Ste. 100 WDM, IA 50266 515-223-1601; FAX: 515-223-9301	9 1987	13	David Creighton	Employee benefits, non-qualified executive benefits, retirement plans	www.bryton.com dcreightonjr@bryton.com
18	**ATW Training & Consulting Inc.** 6200 Aurora Ave., Ste. 207E DM, IA 50322 515-727-0731; FAX: 515-226-1746	8 1999	22	Todd McDonald Cathy Belmont Mark Purcell	Leadership, teamwork, communication, strategic planning, customer service	www.atwtraining.com todd@atwtraining.com
18	**Catchfire Media** 4200 University Ave., Ste. 304 WDM, IA 50266 515-423-0585; FAX: 515-868-0156	8 2009	N/A	Jon Troen Nathan Kring Katie Miller-Smith	Social media strategy & digital marketing, comprehensive planning, metrics & best practices	www.catchfiremedia.com info@catchfiremedia.com
18	**E-Myth Benchmark** 6000 Grand Ave. DM, IA 50312 515-288-6984; FAX: 515-288-6987	8 1999	10	Susan Clements Robert Clements	Coaching to design efficient & profitable turn-key businesses; leadership, board, executive coaching	www.e-mythbenchmark.com sclements@e-mythcoaching.com
18	**TPG Companies** 621 S. 26th St. WDM, IA 50265-6459 515-270-2453	8 1989	25	Paul J. Kirpes	Strategy, stakeholders engagement, planning, funding, social capital, change navigation, exec coach	www.whatmattersmost.com pkirpes@whatmattersmost.com
19	**DoExtra Corp.** 309 Court Ave., Ste. 550 DM, IA 50309 515-875-4978; FAX: 515-875-4979	6 1997	15	Sunnie Richer Brad Williams Adam Soyer	Software sales, service & marketing, software implementation	www.doextra.com jbrandt@doextra.com
19	**Tero International Inc.** 1840 NW 118th St., Ste. 107 Clive, IA 50325 515-221-2318; FAX: 515-221-2369	6 1993	20	Rowena Crosbie Deborah Rinner Jennifer Chittenden	Professional development (leadership, presentation skills, business etiquette, image and more)	www.tero.com training@tero.com

BUSINESS CONSULTANTS

(continued from page 158)

(Ranked by number of local full-time employees)

Rank	Name Address Phone; Fax	Local FT Employees Year Est.	Average Years of Consulting Experience	Top 3 Local Executives	Areas of Business Consulting	Web site E-mail
20	**ActionCOACH Business Coaching** 4117 Walnut St. WDM, IA 50265 515-222-9193; FAX: 888-331-0485	5 2004	6	Monte Wyatt Natalie Spitzig Greg Thompson	Coaching for owners/executives on sales, marketing, hiring & training, business dev. & cust. service	www.actioncoach.com montewyatt@actioncoach.com
20	**B2E Direct Marketing Inc.** 209 SE Main St. Grimes, IA 50111 515-986-1992; FAX: 877-275-2360	5 2000	15	Keith Snow	Strategic planning, direct and database marketing, Internet and e-mail marketing	www.b2edirect.com ksnow@b2edirect.com
20	**Dale Carnegie Training** 6000 Grand Ave. DM, IA 50312 515-221-9142	5 1959	15	Mike Day Paul Calkins Amy Lensing	Team building, leadership development, manager training, communications, sales/presentation coaching	www.iowa.dalecarnegie.com mike_day@dalecarnegie.com
20	**Inspiring Solutions** 8290 Boulder Dr. WDM, IA 50266 515-221-2688; FAX: 515-221-2689	5 1991	20	Michele Weston Jon Weston	Workforce engagement, strategic planning, leadership dev., employee effectiveness & customer loyalty	www.MicheleInspires.com Michele@InspiringSolutions.com
20	**The Performance Group** 4171 NW Urbandale Dr. Urbandale, IA 50322 515-262-9509; FAX: 801-881-4658	5 2000	16	Jim Lobaito Michael Andersen	Sales, audits, development, leadership, management	www.pmgllc.net
21	**Dardis Communications Inc.** 5550 Wild Rose Ln., Ste. 400 WDM, IA 50266 800-720-6329; FAX: 866-744-9179	4 2002	15	Greg Dardis Maria Volante Micah Craven	Presentation skills, leadership, selling skills, prof. image, personal coaching, clothing, and more	www.dardiscommunications.com www.dardisclothiers.com info@dardiscommunications.com
21	**NCP Inc.** 304 15th St., Ste. 101 DM, IA 50309 515-244-8120; FAX: 515-244-8121	4 2001	7	Eric M. Lohmeier Brett Peterson Leo Skeffington	Mergers & acquisitions- $10 mil+, capital advice & structuring, strategic bus. advisory, real estate	www.ncpinconline.com elohmeier@ncpinconline.com
22	**Cylient LLC** 9083 NW 73rd St. Johnston, IA 50131 515-276-2020; FAX: 515-727-4222	3 2001	20	Dianna Anderson Merrill Anderson	Leadership coaching, Coaching in the Moment workshops, change management and learning evaluations	www.cylient.com dianna@cylient.com
22	**Jensen Consulting** 309 Court Ave., Ste. 206 DM, IA 50309 515-875-4824; FAX: 515-875-4825	3 2002	15	Russell Jensen Pete Petersen Michelle Clark	Leadership assessment & development, exec roundtables, strategy, growth, family business, M&A advice	www.rjensenconsulting.com jensen@rjensenconsulting.com
22	**SparkPoint Inc.** 1001 Office Park Rd., Ste. 205 WDM, IA 50265 515-279-2670; FAX: 515-221-0485	3 1999	13	Sarah Ennis	Tailored courses and consulting services designed to enable employees to accomplish their goals	www.sparkpt.com sennis@sparkpt.com
22	**Synergie** 400 Locust St., Ste. 220 DM, IA 50309 515-864-8132	3 2009	18	Kevin Schlueter	Comprehensive real estate solutions, independently and strategically planned, resourced & delivered	www.BetterWayToBuild.com KevinS@BetterWayToBuild.com
22	**White Rabbit Group Inc.** 3650 68th St., Ste. C DM, IA 50322 515-321-6867; FAX: 866-896-1660	3 2003	15	Michael Wagner Steve Vaught Aaron Wagner	Working with top business leaders to install the corporate vision throughout the entire organization	www.WhiteRabbitGroup.com info@WhiteRabbitGroup.com
23	**Business Edge LLC** 5458 Foxboro Rd. Johnston, IA 50131 515-633-7758	2 N/A	14	Barry Pace Terry Myers	Management consulting, turnaround & workout management, assessment, restructuring, advisory	www.bizedgeusa.com bpace@bizedgeusa.com
23	**Life Made Simple LLC** 2588 NW 162nd St. Clive, IA 50325 515-360-8347; FAX: 888-836-3587	2 2005	5	Lori Vande Krol	Productivity training and consulting; management of time, projects, paper and electronic information	www.LMSProductivitySolutions.com lori@alifemadesimple.com
23	**Poertner Consulting Group LLC** 2800 University Ave., Ste. 150 WDM, IA 50266 515-224-6494; FAX: 515-223-6469	2 1994	20	Shirley Poertner	Organizational & leadership development, strategic planning, facilitation, executive coaching	www.poertner.com shirley@poertner.com
23	**Rita Perea Coaching and Consulting Group** 3408 Woodland Dr., Ste. 209, WDM, IA 50266 515-577-5666	2 2001	20+	Rita Perea	Leadership and management skill development, effective team communication, time management	www.ritaperea.com rita@ritaperea.com
23	**Robert Half Management Resources** 801 Grand Ave., Ste. 2950 DM, IA 50309 515-244-1100; FAX: 515-244-5613	2 1948	1	Beth M Williams Jamey Grossnickle	The largest provider of senior level accounting and finance resources on a contract or interim basis	www.roberthalfmr.com
23	**The Siedenburg Group** 1250 NW 128th St., Ste. 220 Clive, IA 50325 515-223-6222; FAX: 515-224-6777	2 1998	30	Douglas A. Siedenburg	Commercial real estate, strategic, site, the development process	www.siedenburg.com dougs@siedenburg.com
23	**WHY! Consulting Co.** 7131 Oak Crest Blvd. Johnston, IA 50131 515-249-7720	2 2002	20	Mark Stanley Tom Holtz	We help ambitious business leaders clarify, simplify and achieve their visions	www.whycompany.com mstanley@whycompany.com
24	**BIZSTARTS LLC** 9513 Monroe Ct. Urbandale, IA 50322 515-229-2345	1 2004	36	Monica L. Dolezal	Business/financial/marketing plan assistance, finding solutions for companies, seminars, workshops	www.bizstarts.biz monica@BIZSTARTS.biz
24	**Capital Ideas LLC** 115 Glenview Dr. DM, IA 50312 515-556-5373	1 2009	28	Michael C Woody	Marketing analysis, advertising consultation, creative concepts, media strategies & buying	www.ideas2burn.com MichaelC@ideas2burn.com
24	**Deems/WorkLife Design** 333 SE 10th St. Ankeny, IA 50021 515-964-0219; FAX: 480-515-0658	1 1980	15	Terri A. Deems	Org development & change, career transition, outplacement, hiring/retention, performance improvement	www.worklifedesign.com vitalwork@aol.com, tadeems@worklifedesign.com
24	**Deibler & Co.** Clive, IA 50325 515-681-2317; FAX: 515-225-1547	1 2002	26	Diana J. Deibler	Crisis communications, strategic deployment, leveraging investments, integrated marketing	www.deiblerandcompany.com diana@deiblerandcompany.com
24	**P2 Planning for Profitability** 107 E. Fifth St., Ste. 209 DM, IA 50309 515-991-3653	1 2001	10	Betti Duffy Kerrigan	Strategy development and implementation, policy deployment & lean continuous improvement consulting	www.p2profitability.com betti@p2profitability.com
24	**Pokorny Consulting** 3714 Kingman Blvd. DM, IA 50311 515-205-5513	1 1991	30+	Kevin Pokorny	Training in HR, employment laws, change, emotional intelligence, strategic planning, 1-1 coaching	www.kpokorny.com info@kpokorny.com

EXECUTIVE COACHES

(Ranked by number of local full-time employees)

Rank	Name Address Phone; Fax	Number of Local Coaches Year Est.	Top 3 Local Executives	Services Offered	Web site E-mail
1	**Career Resources Group/Lee Hecht Harrison** 2700 Westown Pkwy., Ste. 200 WDM, IA 50266 515-453-9590; FAX: 515-222-0565	10 1974	Dick Reasons Bob Wigger Thom Powell	Talent management, leadership consulting, leadership development, executive/professional coaching	www.crgpros.com info@crgpros.com
2	**ActionCOACH Business Coaching** 4117 Walnut St. WDM, IA 50265 515-222-9193; FAX: 888-331-0485	5 2004	Monte Wyatt Natalie Spitzig Greg Thompson	Coaching to executives on sales, marketing, hiring & training, business dev. & customer service	www.actioncoach.com montewyatt@actioncoach.com
2	**McGladrey** 400 Locust St., Ste. 640 DM, IA 50309 515-558-6600; FAX: 515-284-1545	5 1926	Bob Harrington	Executive compensation, performance management systems, organizational design	www.mcgladrey.com bob.harrington@mcgladrey.com
3	**Dardis Communications** 5550 Wild Rose Ln., Ste. 400 WDM, IA 50266 800-720-6329; FAX: 866-744-9179	4 2002	Greg Dardis Maria Volante Micah Craven	Presentation skills, leadership, selling skills, professional image, personal coaching	www.dardiscommunications.com info@dardiscommunications.com
4	**Jensen Consulting** 309 Court Ave., Ste. 206 DM, IA 50309 515-875-4824; FAX: 515-875-4825	3 2002	Russell Jensen Pete Petersen Michelle Clark	Leadership assessment & development, executive coaching, leadership team effectiveness	www.rjensenconsulting.com jensen@rjensenconsulting.com
5	**Cylient** PO Box 1025 Johnston, IA 50131 515-727-4200; FAX: 515-727-4222	2 2001	Dianna Anderson Merrill Anderson	Leadership coaching, coaching-skills training for all levels, 360 assessments, team development	www.cylient.com dianna@cylient.com
5	**McGee Strategies** 2200 NW 159th St., #400 Clive, IA 50263 515-326-5869	2 2005	Isaiah McGee	Generational understanding, professional relationship building, social media strategy	N/A
5	**Poertner Consulting Group LLC** 2800 University Ave., Ste. 150 WDM, IA 50266 515-224-6494; FAX: 515-223-6469	2 1994	Shirley Poertner	Executive coaching, training, leadership development, strategic planning, facilitation	www.poertner.com shirley@poertner.com
5	**Rita Perea Coaching and Consulting Group** 3408 Woodland Dr., Ste. 209, WDM, IA 50266 515-577-5666	2 2001	Rita Perea	Executive coaching, leadership development, effective team communication; time management skills	www.ritaperea.com rita@ritaperea.com
6	**Billie Sucher Career Transition Services** 7177 Hickman Rd., Ste. 10 Urbandale, IA 50322 515-276-0061	1 1985	Billie R. Sucher	Career transition expert, outplacement, resume writing, author 'Happy About the Career Alphabet'	www.billiesucher.com billie@billiesucher.com
6	**Deems/WorkLife Design** 333 SE 10th St. Ankeny, IA 50021 515-964-0219; FAX: 480-515-0658	1 1980	Terri A. Deems	Org development & change, career transition, work culture, hiring/retention, HPI, work-life balance	www.worklifedesign.com vitalwork@aol.com, tadeems@worklifedesign.com
6	**Smart WorkLife Solutions** 1173 20th St. WDM, IA 50265 515-225-2479; FAX: 515-226-0307	1 2001	Pam N. Woods	Organizing solutions for work, home and life that save time, boost productivity and reduce stress	www.worklifecoach.com pnw@worklifecoach.com
6	**Solutions Kept Simple** 325 31st St. WDM, IA 50265 515-221-0855	1 1996	Marty Baddeloo	Executive/leadership coaching, strategic planning, meeting facilitation, team building, motivational	www.solutionskeptsimple.com marty@solutionskeptsimple.com
6	**Valentine Coaching & Consulting** 10453 Donna Bella St. DM, IA 50325 515-253-0646; FAX: 515-252-7773	1 1990	Nan Crockett Valentine	Executive coaching, consultation, staff development	www.valentinecoaching.com nan@valentinecoaching.com
	Organized by Design 954 Glen Oaks Ter. WDM, IA 50266 515-223-4142; FAX: 515-223-4152	N/A 1997	Shari Hudson	Professional organizing for office & home, time management, space organization, process management	www.organizedbydesign.net shudson@organizedbydesign.net
	School of Life 1239 73rd St.. Ste. A Windsor Heights, IA 50324 515-255-3169	N/A 2000	Janet Tingwald	Personal development & change and transition management, team building, coaching skills for managers	www.schooloflifeSOL.com jtingwald@mchsi.com



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EMPLOYMENT SEARCH & TEMPORARY PLACEMENT FIRMS

(continued on page 162)

(Ranked by number of local full-time employees)

Rank	Name Address Phone; Fax	Local FT Employees Year Est.	Office/Purchasing Manager	Top 3 Local Executives	Executive Search Services Temporary Placement Services	Services Offered	Web site E-mail
1	**Alliance Technologies** 400 Locust St., Ste. 840 DM, IA 50309 515-245-7777; FAX: 515-245-7730	120 1994	N/A	Mike Lang Steve Sikkink	Yes Yes	Consulting & staffing: IT services, software & Web development, network management, project management, business analysis, QA	www.alliancetechnologies.net lampingj@alliancetechnologies.net
2	**Modis Consulting** 4401 Westown Pkwy., Ste. 303 WDM, IA 50266 515-223-6099; FAX: 515-223-6215	60 1994	N/A	Sean Johnson	Yes Yes	IT consulting services, systems integration, systems development	www.modis.com
2	**Robert Half International Inc.** 801 Grand Ave., Ste. 2950 DM, IA 50309 515-244-4414; FAX: 515-244-5613	60 1948	Stacey Singleton	Michael Gremmer Stacey Singleton	Yes Yes	Founded in 1948, Robert Half International (RHI) is the world's first and largest specialized staffing firm	www.rhi.com stacey.singleton@rhi.com
3	**Paragon IT Professionals** 108 Third St., Ste. 200 DM, IA 50309 515-288-2128; FAX: 515-243-4009	50 1997	Donna Ballard	Craig Jackman Joel Jackman	Yes No	Information technology recruiting and consulting	www.paragonitpros.com info@paragonitpros.com
4	**DES Employment Group** 1300 Cummins Rd., Ste. 200 DM, IA 50315 515-288-2300; FAX: 515-288-2333	40 1999	Holly Lombardo	Dan Sethi Brian Moussalli	Yes Yes	Recruiting and placement in industrial, clerical, IT, payroll and medical	www.desemploymentgroup.com info@desemploymentgroup.com
5	**Aureus Group** 5550 Wild Rose Ln., Ste. 400 WDM, IA 50266 515-267-0500; FAX: 515-226-9511	36 1969	Christine Walker	Christine Walker Chris L. Carlson	N/A N/A	Recruiting, employment, confidential, retained & contingency searches; project staffing; match-hire & full-time placements	www.aureusgroup.com cjwalker@aureusgroup.com
6	**Palmer Group** 3737 Woodland Ave., Ste. 300 WDM, IA 50266 515-225-7000; FAX: 515-224-4544	31 1998	Katie Klohs Traci Ellis	Austin Palmer David Leto Gregory Thomas	Yes Yes	Professional recruiting services specialized in accounting, finance, engineering, management, sales & marketing, insurance	www.thepalmergroup.com gthomas@thepalmergroup.com
7	**Manpower Inc. of Des Moines** 505 Fifth Ave., Ste. 100 DM, IA 50309 515-288-6745; FAX: 515-288-8760	24 1953	N/A	Karen Miller	Yes Yes	Temp., temp-to-hire, permanent placement staffing provider of office, accounting, HR, light industrial; assessments; training	www.manpowerdm.com training@manpowerdm.com
8	**Quest Solutions Inc.** 1200 Valley West Dr., Ste. 100 WDM, IA 50266 515-223-4161; FAX: 515-223-0526	21 1999	Darrin Dreyer	Ron Schmitt Darrin Dreyer Steve Larson	Yes Yes	Information technology consulting	www.quest-info.com rjschmitt@quest-info.com
9	**Jacobson Staffing** 1321 E. Euclid Ave. DM, IA 50316 515-265-6171	18 1998	N/A	Frank Tursi	No Yes	Contract staffing for light industrial, administrative and logistics	www.jacobsonco.com travis.foltz@jacobsonco.com
10	**Robert Half Technology** 801 Grand Ave., Ste. 2950 DM, IA 50309 515-282-6876; FAX: 515-244-5613	17 1948	Carri Parton	Mark Hammond Chris Parker Meredith Carle	Yes Yes	Software developers, project managers, database specialists, infrastructure specialists, help desk	www.rht.com mark.hammond@rht.com
11	**PharmServ Staffing** 5870 Merle Hay Rd., PO Box 346 Johnston, IA 50131 515-334-4293; FAX: 515-334-5023	15 2006	Shondalette Adams	Felix Gallagher	No Yes	We provided temporary and long-term pharmacist staffing solutions for pharmacies of all practice settings through out Iowa.	www.pharmservstaffing.com fgallagher@pharmservstaffing.com
12	**Midwest Search Group LLC** 13375 University Ave., #303 Clive, IA 50325 515-453-2314; FAX: 515-453-2315	12 2000	Julie Blassl	Jim Bruno Joe Steer John Blanchard	Yes N/A	Permanent placements for accounting & finance, banking, mortgage and information technology	www.midwestsearchgroup.com info@midwestsearchgroup.com
12	**USA Staffing** 3921 NE 14th St. DM, IA 50313 515-266-6700; FAX: 515-266-8802	12 1995	Jean Mesler	Steve Risius Jodi McGonigle Bruce Moore	No Yes	Complete staffing specializing in industrial, construction, CDL drivers, hospitality & clerical	www.usaorganization.com steve@usastaffing.com
13	**Aerotek** 4200 Corporate Dr., Ste. 100 WDM, IA 50266 515-273-4010; FAX: 515-273-4011	10 1983	Chris Smith	Chris Smith	Yes Yes	Specialized recruiting and staffing	www.aerotek.com
13	**Spindustry Staffing** 1370 NW 114th St., Ste. 300 DM, IA 50325 515-225-0920; FAX: 515-225-1785	10 2006	Angela Culbertson	Stephen Fry Steve Tommingo Martin Katz	Yes Yes	Professional information technology recruiting, staffing and consulting	www.spindustrystaffing.com mkatz@spindustrystaffing.com
14	**Midwest Professional Staffing LLC** 13375 University Ave., Ste. 303 Clive, IA 50325 515-453-9575; FAX: 515-453-2315	9 2005	Angela Essink	Bill Raine	Yes Yes	Temporary, temp-to-hire and direct hire in accounting & office administration; also information technology staffing	www.midwestprofessionalstaffing.com info@midwestprofessionalstaffing.com
15	**WorkSource** 1231 12th St., Ste. 216 WDM, IA 50265 515-225-4355; FAX: 515-225-4084	8 2005	Missy Flippin	Nancy Parli	No Yes	Temporary, trial-to-hire, professional direct hire, light and clerical, hospitality & specialty	www.worksourcestaff.com nancy@worksourcestaff.com
16	**Executive Resources Ltd.** 3708 75th St. Urbandale, IA 50322 515-287-6880	7 1982	N/A	Bob Gates	Yes No	Employer-paid employment agency	www.executiveresources.com info@executiveresources.com
16	**Robert Half Finance & Accounting** 801 Grand Ave., Ste. 2950 DM, IA 50309 515-244-4414; FAX: 515-244-5613	7 1948	Stacey Singleton	Michael Gremmer Stacey Singleton Judy Billings	Yes No	Our clients benefit from our more than six decades of experience in matching highly skilled professionals	www.roberthalf.com stacey.singleton@rhi.com
17	**Accountemps** 801 Grand Ave., Ste. 2950 DM, IA 50309 515-282-8367; FAX: 515-244-5613	6 1975	Stacey Singleton	Michael Gremmer Stacey Singleton	No Yes	Accountemps is the world's first and largest specialized temporary staffing company for accounting, finance and bookkeeping	www.accountemps.com stacey.singleton@rhi.com
17	**Action Staffing Services Inc.** 103 3rd St. SW, Ste. 300 DM, IA 50309 515-264-6876; FAX: 515-266-3732	6 2004	Barbara Hooper	Barbara Hooper Linda Raney	Yes Yes	Temporary and career placement, temp-to-hire	www.actionstaffingservices.com barb@actionstaffingservices.com
17	**Mid America Search** 1089 Jordan Creek Pkwy., Ste. 108 WDM, IA 50266 515-225-1942; FAX: 515-225-3941	6 1974	N/A	Deb Murray	N/A N/A	Retained and contingent personnel searches	www.midamericasearch.com info@midamericasearch.com
17	**Office Team** 801 Grand Ave., Ste. 2950 DM, IA 50309 515-244-2500; FAX: 515-244-5613	6 1948	Stacey Singleton	Michael Gremmer Stacey Singleton Susie Artis	No Yes	OfficeTeam is the world's leading staffing service specializing in the placement of highly skilled office and administrative	www.officeteam.com stacey.singleton@rhi.com
17	**Volt Workforce Solutions** 2900 100th St., Ste. 203 Urbandale, IA 50322 515-224-6132; FAX: 515-270-0876	6 1950	N/A	Nick Reddin Dan Sorenson	N/A Yes	Temp, temp to hire, direct placement, RPO services	www.volt.com desmoines@volt.com
18	**Adecco** 3636 Westown Pkwy., Ste. 110 WDM, IA 50266 515-327-6200; FAX: 515-327-6023	5 1988	N/A	Deanna Dunn	Yes Yes	All specialties	www.adeccousa.com deanna.dunn@adeccona.com
18	**Drake Staffing and Search Groups** 3810 Ingersoll Ave. DM, IA 50312 515-244-9999; FAX: 515-244-9915	5 1992	Rachel Rice	Charles Drake Kendra Hughes Allison Samson	Yes Yes	Executive recruiting; also temp & temp-to-hire for clerical & light industrial needs throughout the Metro area	www.drakestaffing.com admin@drakestaffing.com
18	**Hamilton Group** 4090 Westown Pkwy. WDM, IA 50266 515-457-7900	5 1972	Tom Hamilton	Tom Hamilton, Jr. Terry Lebo	Yes N/A	Executive search, succession planning, employment testing, applicant mgmt. software & pre-employment background screening	www.HamiltonAssociates.com
18	**Portico HR** 2910 Westown Pkwy., Ste. 106 WDM, IA 50266 515-221-3233; FAX: 515-221-3236	5 2005	N/A	Katie Roth	Yes Yes	Temporary, temp-to-hire, direct placement	www.porticohr.com info@porticohr.com
18	**Pro Staff** 3330 Westown Pwky., Ste. 13 WDM, IA 50266 515-267-0566; FAX: 515-267-0664	5 1982	N/A	Betsy Bauman K'La Novencido	Yes Yes	Temporary and permanent placement for administrative, finance & accounting, technical, contract and contract-to-hire	www.prostaff.com klanovencido@prostaff.com

EMPLOYMENT SEARCH & TEMPORARY PLACEMENT FIRMS

(Ranked by number of local full-time employees)

(continued from page 161)

Rank	Name Address Phone; Fax	Local FT Employees Year Est.	Office/Purchasing Manager	Top 3 Local Executives	Executive Search Services Temporary Placement Services	Services Offered	Web site E-mail
18	**Remedy Intelligent Staffing (5 Iowa locations)** 1200 Valley West Dr., Ste. 105 WDM, IA 50266 515-225-4000; FAX: 515-225-9670	5 1999	N/A	Clint Martin	Yes Yes	Temporary, temp-to-hire, direct hire, skill assessments, clerical, light industrial and professional	www.remedystaff.com br4ia@remedystaff.com
19	**Kelly Services** 400 Locust St., Ste. 250 DM, IA 50309 515-282-0264; FAX: 515-243-6948	4 1946	N/A	Susan Sheber	Yes Yes	Call center technology, direct hire recruiting and temporary staffing	www.kellyconnect.com 2611@kellyservices.com
20	**Axis Human Capital Inc.** 275 Venture Dr. Waukee, IA 50263 515-897-5627; FAX: 515-987-6241	3 2004	N/A	Chris McLinden	Yes No	A national, full-service, permanent search and recruitment firm	www.axishumancapitalinc.com axishumancapital@earthlink.net
20	**Career Search Associates Inc.** 13523 University Ave., Ste. 200 Clive, IA 50325 515-440-5600; FAX: 515-440-0963	3 1989	Deb Strable	Tammy Cline	Yes No	Executive search	www.careersearchassoc.com careers@careersearchassoc.com
20	**Francis & Associates** 6923 Vista Dr. WDM, IA 50266 515-221-9800; FAX: 515-221-9806	3 1993	Hollie Welch	Karen Novak Swalwell Dwaine Francis	Yes No	Retained executive search	www.fa-search.com info@fa-search.com
20	**HireQuality Solutions** 8711 Windsor Pkwy., Ste. 5 Johnston, IA 50131 515-331-9020; FAX: 515-331-2199	3 2006	Sarah Towns	Nan Boland Mike Vander Woude	N/A N/A	Full service placement firm specializing in accounting, finance, office administration, human resources, IT and sales	www.hirequalitysolutions.com nan@hirequalitysolutions.com
20	**Iowa Career Connection** 100 E. Grand Ave., Ste. 140 DM, IA 50309 515-282-5823; FAX: 515-288-2184	3 2000	Al Fering	Al Fering Miles Morrow	Yes No	Permanent and contract placement specializing in accounting, engineering and human resources.	www.iowacareerconnection.com fering@iowacareerconnection.com
20	**Nursefinders** 7100 University Ave. Windsor Heights, IA 50324 515-225-3800; FAX: 515-225-7143	3 1974	N/A	Tonya Penrod	No Yes	Temporary staffing: RNs, LPNs, CNAs	www.nursefinders.com mike.adams@nursefinders.com
20	**RN Eyler Associates Inc.** PO Box 65638 WDM, IA 50265 515-245-4244	3 1973	N/A	Richard N. Eyler	N/A N/A	Retainer search	N/A rneyler@msn.com
20	**Spherion Inc.** 2500 Westown Pkwy., Ste. 305 WDM, IA 50266 515-225-7991; FAX: 515-225-5613	3 1946	N/A	Roy Krause Sue Bergen	No Yes	Direct placement and staffing	www.spherion.com
21	**Agra Placements Ltd.** 8345 University Blvd., Ste. 6 Clive, IA 50325 515-225-6563; FAX: 515-225-7733	1 1974	N/A	Dale Brcka	Yes N/A	Placement services from executive to entry level in the agribusiness industry	www.agraplacements.com
21	**Hedlin Ag Enterprises** PO Box 1235 Ankeny, IA 50021 515-964-7997; FAX: 515-964-7977	1 1975	Kevin Drury	Kevin Drury	Yes N/A	Retained executive search and consulting for ag-related companies and associations	www.hedlinag.com kdrury@hedlinag.com
21	**Pro Search Inc.** 3240 Ashworth Rd. Waukee, IA 50263 515-987-8024; FAX: 515-987-8182	1 1997	Connie Newlin	Connie Newlin, Ms.	Yes No	Executive, professional, technical, and administrative recruiting services	N/A cnewlin@prosearch1.com





CONFERENCE CENTERS (NON-HOTEL)

(continued on page 164)

(Ranked by total square feet of meeting space)

Rank	Name Address Phone; Fax	Total SF of Meeting Space	Banquet Seating Capacity Reception Seating Capacity Theater-Style Seating Capacity Parking Capacity	Special Services or Features	General Manager Facility Owner	Web site E-mail
1	**Hy-Vee Hall** 730 Third St. DM, IA 50309 515-564-8000; FAX: 515-564-8001	100,000	6,270 6,270 8,737 1,300	Connected to Vets Auditorium, offering additional meeting & exhibit space. Skywalk access to downtown attractions.	Matt Homan Polk County	www.iowaeventscenter.com mhoman@iowaeventscenter.com
2	**Polk County Convention Complex** 501 Grand Ave. DM, IA 50309 515-564-8000; FAX: 515-564-8001	60,000	2,620 2,620 4,500 1,300	National reputation for quality service and attention to detail; 27 flexible meeting rooms and spacious lobbies	Matt Homan Polk County	www.iowaeventscenter.com mhoman@iowaeventscenter.com
3	**Des Moines Botanical and Environmental Center** 909 Robert D. Ray Dr. DM, IA 50316 515-323-6290; FAX: 515-309-2484	25,000	N/A 225 300 150	Wireless Internet, A/V equipment available for rent	Dawn Goodrich N/A	www.botanicalcenter.com botanicalcenter@botanicalcenter.com
3	**State Historical Museum** 600 E. Locust St. DM, IA 50319 515-281-5111; FAX: 515-242-6498	25,000	500 500 240 400	Wireless Internet throughout, Baratta's catering, sound system	N/A State of Iowa	www.iowahistory.org historicalmuseum@iowa.gov
4	**7 Flags Events Center** 2100 NW 100th St. Clive, IA 50325 515-278-8888; FAX: 515-278-8097	24,000	1,500 1,500 2,800 2,000	2 stages, VIP areas, green room, audio and visual capabilities, full-service bar and concessions, wireless Internet	Jesse Peters Frank Santana	www.7flags.com 7flags@7flags.com
5	**Iowa State Fairgrounds** E 30th and E University Ave., PO Box 57130 DM, IA 50317 515-262-3111; FAX: 515-262-6906	16,000	10,500 15,000 16,500 10,000	For 11 days in August it's a fairgrounds. For the other 354 it is Iowa's most flexible event center.	Gary Slater Iowa State Fair	www.iowastatefair.org cbaker@iowastatefair.org
6	**The Meadows Events and Conference Center** 1 Prairie Meadows Dr. Altoona, IA 50009 515-967-1000; FAX: 515-967-1312	15,468	800 1,000 1,200 2,600	Catering, service staff, non-smoking facility, beautiful space	Kevin McDonald Prairie Meadows Racetrack and Casino	www.prairiemeadows.com kevin.mcdonald@prairiemeadows.com
7	**Des Moines Social Club** 1408 Locust St. DM, IA 50309 515-288-3672	12,000	350 175 200 45	Full bar, theatrical lighting/sound, 5 meeting areas, break-out rooms, affordable prices, entertainment & food	Marnie Strate Zachary Mannheimer	www.desmoinessocialclub.org zmannheimer@desmoinessocialclub.org
8	**Hy-Vee Conference Center** 5820 Westown Pkwy. WDM, IA 50266 515-267-2892; FAX: 515-559-2512	11,747	750 600 1,400 306	Spacious modern facility with fine cuisine. Private facility with state-of-the-art audio visual capabilities.	Kevin Jurasek Hy-Vee Inc.	www.hy-veecc.com mscanlon@hy-vee.com
9	**Science Center of Iowa & Blank IMAX** 401 W. Martin Luther King Jr. Pkwy. DM, IA 50309 515-274-6868; FAX: 515-274-3404	10,000	200 1,000 300 200	SCI offers full service catering, flexible menus and unique experiences that can only be found at SCI	N/A Science Center of Iowa	www.sciowa.org info@sciowa.org, events@sciowa.org
10	**Forte Event & Conference Center - div. of AllPlay** 615 Third St. DM, IA 50309 515-333-5050; FAX: 515-244-3049	9,000	500 450 550 80	Full service catering, valet, attached full service sports bar & entertainment facility, near Wells Fargo Arena	Eric Hatfield AllPlay	www.fortedm.com
11	**Jester Park Lodge** 11407 NW Jester Park Dr. Granger, IA 50109 515-323-5300; FAX: 515-323-5354	7,000	N/A 258 300 100	Scenic woodland location with deck overlooking Saylorville Lake, catering services, nearby great outdoor recreation	Christiani's Catering Polk County Conservation	www.jesterparklodge.com kami.rankin@polkcountyiowa.gov
12	**Foxboro Conference Center** 6165 NW 86th St. Johnston, IA 50131 515-727-1600	6,500	375 450 400 150	Full service catering, audio visual, wireless Internet, expert event planning specialists	Kevin D Harris Foxboro LLC	www.foxborobusiness.com kevin@foxborobusiness.com
13	**Lotus Moments Event Center** 2134 E. Grand Ave. DM, IA 50317 515-333-4628; FAX: 515-265-7937	6,000	280 280 300 40	Newly renovated with tons of extras included. We stock our own tables, chairs, center pieces, linens & audio equip.	Renatta Bolen Rok Investments	www.lotusmomentsevent.com renatta@lotusmoments.com
14	**The Temple for Performing Arts** 1011 Locust St. DM, IA 50309 515-244-2582; FAX: 515-244-6843	5,200	350 600 500 100	Magnificent building: Fresco ceilings, stone paintings, stained glass windows and skylights, hardwood dance floor	Michael LaValle Harry and Pam Bookey	www.templeforperformingarts.com dmeccatering@embassyclub.com
15	**Drake University Olmsted Center** 2507 University Ave. Olmsted Center DM, IA 50311 515-271-3987; FAX: 515-271-4664	5,000	450 450 450 100	Catering service, AV service, wireless Internet, summer housing	Mark Dylo Drake	www.drake.edu reservations@drake.edu
16	**Embassy Club West** 520 Market St., Village of Ponderosa WDM, IA 50266 515-244-2582	4,000	350 500 400 150	Private dining club, large banquet facility, patio receptions and private pond	Michael LaValle LADCO Development	www.embassyclub.com dmeccatering@embassyclub.com
17	**Commerce Park Conference Center** 13001 University Ave. Clive, IA 50325 515-224-9861; FAX: 515-224-0305	3,500	240 400 350 200	State-of-the-art technology	Andrew Dorr DeWaay Capital Management	www.DeWaay.net info@dewaay.net
18	**Des Moines Club** 666 Grand Ave., Ste 3400 DM, IA 50309 515-244-1413; FAX: 515-244-6843	3,428	200 300 250 0	Panoramic view of downtown DM from 33rd & 34th floors of Ruan Center; private dining, large & small banquet rooms.	Michael LaValle Ruan Corp.	www.embassyclub.com dmeccatering@embassyclub.com
19	**Hoyt Sherman Place** 1501 Woodland Ave. DM, IA 50309 515-244-0507; FAX: 515-237-3582	2,860	150 150 1,252 125	Variety of meeting spaces in beautiful historic setting with artwork, sculpture, etc. Exceptional theater acoustics	Carol Pollock Hoyt Sherman Place Foundation	www.hoytsherman.org

CONFERENCE CENTERS (NON-HOTEL)

(continued from page 163)

(Ranked by total square feet of meeting space)

Rank	Name Address Phone; Fax	Total SF of Meeting Space	Banquet Seating Capacity Reception Seating Capacity Theater-Style Seating Capacity Parking Capacity	Special Services or Features	General Manager Facility Owner	Web site E-mail
20	**Blank Park Zoo** 7401 SW Ninth St. DM, IA 50315 515-285-4722; FAX: 515-974-2590	1,560	150 120 144 250	Meetings in a zoological environment. Meeting rooms overlooking a tropical avairy.	Laura Holtman Blank Park Zoo	www.blankparkzoo.com info@blankparkzoo.com sales@blankparkzoo.com
21	**Living History Farms** 2600 111th St. Urbandale, IA 50322 515-278-5286; FAX: 515-278-9808	1,305	50 50 50 50	Unique, modern, partially in-ground facility with domed meeting room, windows overlooking a deck and farm pond	Debby Canfield Living History Farms	www.lhf.org scheduling@lhf.org
22	**Salisbury House & Gardens** 4025 Tonawanda Dr. DM, IA 50312 515-274-1777; FAX: 515-274-0184	861	60 65 100 80	Salisbury House works with the Des Moines Embassy Club, Gateway Market & Catering and Christiani's Catering	Mark Heppner Salisbury House Foundation	www.salisburyhouse.org contactus@salisburyhouse.org

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IOWA EVENTS CENTER

HOTEL & MOTEL CONFERENCE CENTERS

(continued on page 166)

(Ranked by total square feet of meeting rooms)

Rank	Name Address Phone; Fax	Total Mtg Room SF # Mtg Rooms Total Mtg Room Capacity	# of Rooms # of Suites Price Range	Year Opened Local FT Employees	Owner General Manager Marketing/Sales Manager Office/Purchasing Manager	Conference Center Amenities	Web site E-mail
1	**Hotel Fort Des Moines** 1000 Walnut St. DM, IA 50309 515-243-1161; FAX: 515-243-4317	32,000 21 1000	235 55 $119-$139	1919 150	Jeff Hunter Paul Rottenberg Christopher Diebel Rosemary Schira N/A	3 restaurants (brew pub, French, breakfast), complimentary shuttle transportation, downtown skywalk system, complimentary wireless Internet	www.hotelfortdesmoines.com rschira@ohospitality.com
2	**Adventureland Inn** 3200 Adventureland Dr., PO Box 3355 Altoona, IA 50009 515-265-7321; FAX: 515-265-3506	29,732 11 1,000	187 26 $119-$249	1973 45	Jan Krantz Matthew Krantz Joseph Formaro Joseph Formaro	Wireless Internet, 3 indoor pools, 2 hot spas, playful water features, swim-up bev. & snack bar, 2 arcades, gift shop, 2 restaurants, room service	www.adventurelandpark.com
3	**Des Moines Marriott Downtown** 700 Grand Ave. DM, IA 50309 515-245-5500; FAX: 515-245-5567	25,130 15 2,790	417 6 $99-$239	1981 167	City Center Development Terry McLane Cindy Roberts N/A	Restaurant, lounge, room service, indoor pool, sauna, skywalk, health club, beauty salon, business center, airport shuttle, Starbucks kiosk	www.desmoinesmarriott.com
4	**Sheraton West Des Moines** 1800 50th St. WDM, IA 50266 515-223-1800; FAX: 515-223-0894	23,000 16 2,025	285 58 $99-$299	1987 175	John Q. Hammons Dan Withrow Tara McFarling Debbie Young	Business center, high speed & wireless Internet, concierge lounge, 2 restaurants, indoor pool	www.sheraton.com/westdesmoines dan.withrow@jqh.com
5	**Holiday Inn - Airport** 6111 Fleur Dr. DM, IA 50321 515-287-2400; FAX: 515-287-4811	20,000 18 650	216 8 $89-$135	1975 40	Fleur de Lis Motor Inns Larry Scott Barb Reynolds Loretta Durden	Full catering, free wireless Internet, business center, 24-hr. comp. airport shuttle, downtown weekday business shuttle, pool, Whirlpool	www.holiday-inn.com/dsm-airport info@holidaydsm.com
6	**Gateway Hotel and Conference Center** 2100 Green Hills Dr. Ames, IA 50014 515-292-8600; FAX: 515-268-2224	16,650 12 850	187 2 $79-$149	1978 65	Gateway Center Ltd. Jean McBreen Curt Miller N/A	Executive center, down comforters, feather pillows, full service restaurant, high speed wireless Internet, CD players	www.gatewayames.com CurtM@gatewayames.com
7	**Embassy Suites on the River** 101 E. Locust St. DM, IA 50309 515-559-0084; FAX: 515-244-2537	16,000 15 1,500	234 234 $119-$319	1991 90	Atrium Holdings LLC Greg Pedersen Jeff A. Spence N/A	Complimentary manager's reception & full cooked-to-order breakfast, 2-room suites, 24-hr biz center, free shuttle, 24-hr fitness center, indoor pool	www.desmoines.embassysuites.com dsmdn_ds@hilton.com
8	**Holiday Inn Hotel & Suites - Des Moines Northwest** 4800 Merle Hay Rd. DM, IA 50322 515-278-4755; FAX: 515-278-2846	12,600 18 750	198 38 $92-$359	2006 50	Kinseth Hospitality Cos. Mike Heffling Troy Thompson Sharon Flanagan	Flexible meeting space with updated sound system, wireless high-speed Internet & creative on & off-premise catering. Professional event planning.	www.holidayinn.com/desmoinesia desmoinesnorth@kinseth.com
9	**Renaissance Des Moines Savery Hotel** 401 Locust St. DM, IA 50309 515-244-2151; FAX: 515-244-1228	12,450 8 250	211 29 $109-$259	1919 136	Choa Hospitality Rick Gaede Barbara Eslick N/A	Complimentary high-speed wireless service throughout hotel, club level & lounge, extensive fitness center, downtown on the skywalk	www.renaissancesavery.com renaissancesavery@shanercorp.com
10	**West Des Moines Marriott** 1250 Jordan Creek Pkwy. WDM, IA 50266 515-267-1500; FAX: 515-223-1687	12,000 9 300	219 38 $99-$209	1997 74	Inland Group Lisa Tuller Laura A. Warner Selena Dorwart	Complimentary wireless high-speed Internet, airport shuttle, indoor 20-yd. lap pool, sauna, fitness center, CK's Steakhouse and Fountains Lounge	www.marriott.com/dsmwd l.warner@concordhotels.com
11	**Hilton Garden Inn - Urbandale** 8600 Northpark Dr. Johnston, IA 50131 515-270-8890; FAX: 515-727-4949	10,000 6 350	148 5 $79-$179	2004 20	Orchestrate Management II LLC Jennifer Appenzeller Rosemary Schira N/A	Full service catering and event planning, complimentary Internet, free parking, easy access to I-80/35	www.desmoinesurbandale.gardeninn.com jennifer.appenzeller@hilton.com
11	**Stoney Creek Inn & Conference Center** 5291 Stoney Creek Ct. Johnston, IA 50131 515-559-2008; FAX: 515-559-2016	10,000 9 450	165 47 $109-$250	2002 25	Jim Thompson Leroy Mains Stacy Henrichsen Mark Creger	Wireless and wired Internet access, audio/visual equipment, full service catering, professional sales staff to assist with the details	www.stoneycreekinn.com
12	**Holiday Inn Downtown at Mercy Campus** 1050 Sixth Ave. DM, IA 50314 515-283-0151; FAX: 515-288-1339	9,892 8 400	251 2 $86-$134.95	1988 50	Bob Conley Gene Caleb Tresa Vedder Joe Conley	Complimentary parking, indoor pool, downtown airport shuttle, restaurant, lounge, fitness center, free wireless Internet	www.dsm-downtown.holiday-inn.com holidayinn@mchsi.com
13	**Des Moines Airport Hotel by Best Western** 1810 Army Post Rd. DM, IA 50315 515-287-6464; FAX: 515-287-5818	8,497 8 450	140 6 $79-$179	2001 20	REDJ Enterprises Inc. David Howard Gina Johnson Jill Madonia	Full-service hotel and conference center with free breakfast buffet, free 24-hr shuttle, free Wi-Fi, indoor pool, restaurant/bar	www.bestwestern.com/desmoinesairport sales@bwdesmoines.com
14	**Ramada Tropics Resort and Conference Center** 5000 Merle Hay Rd. DM, IA 50322 515-278-0271; FAX: 515-276-8172	8,000 8 475	165 0 $69-$250	2009 30	Century Hospitality John Sullivan Rossie Williamson Hallie Durnavich	Full catering, biz center, fitness room, guest laundry, limo services, restaurant, 2 lounges, free parking, free Wi-Fi, indoor water park, arcade	www.ramada.com Rossie@ramadatropicsresort.com
15	**Quality Inn & Suites Event Center** 929 Third St. DM, IA 50309 515-282-5251; FAX: 515-282-6871	6,700 8 550	140 15 $99.95-$189.95	1971 30	Ackerman Investment Co. Brian Bocken Crystal Wheeler Scott Galyen	Free hot breakfast, free parking, free high-speed Internet, Choice Privileges Reward Program, catering on property, restaurant/lounge, business center	www.discovermidwesthotels.com

HOTEL & MOTEL CONFERENCE CENTERS

(continued from page 165)

(Ranked by total square feet of meeting rooms)

Rank	Name Address Phone; Fax	Total Mtg Room SF # Mtg Rooms Total Mtg Room Capacity	# of Rooms # of Suites Price Range	Year Opened Local FT Employees	Owner General Manager Marketing/Sales Manager Office/Purchasing Manager	Conference Center Amenities	Web site E-mail
16	**Courtyard by Marriott - Ankeny** 2405 SE Creekview Dr. Ankeny, IA 50021 515-422-5555; FAX: 515-422-5500	6,000 6 300	119 5 $99-$200	2008 20	Kinseth Hospitality Co. Steve Peters Cheryl Jass N/A	Flexible meeting space, complimentary wireless high-speed Internet access throughout hotel, state-of-the-art sound & audio visual system	www.kinseth.com; www.marriott.com
17	**Holiday Inn & Suites** 6075 Mills Civic Pkwy. WDM, IA 50266 515-309-3900; FAX: 515-309-3019	4,500 3 300	137 20 $139-$299	2008 20	Heart of America Restaurants & Inns Scott Math Scott Math N/A	State-of-the-art AV, programmable lighting, multi in-floor data and pwr, indoor & outdoor pre-function, catering by Johnny's Italian Steakhouse	www.heartofamericahotels.com/holidayinn&suites
18	**Baymont Inn & Suites Airport Conference Center** 6221 SW Army Post Rd. DM, IA 50321 515-285-0654; FAX: 515-287-4124	4,000 5 250	103 9 $75-$150	1998 8	Annett Holdings Inc. Mike Brockman Char Markley Kathy Gordon	Coffee pot, hair dryers, iron & board, pool, fitness center (15 pieces of equip.), sauna, Whirpool, deluxe hot breakfast, business center, free Wi-Fi,	www.baymontdsmairport.com mikebr@tmctrans.com
19	**Best Western - Metro North** 133 SE Delaware Ave. Ankeny, IA 50021 515-964-1717; FAX: 515-964-8781	3,110 4 240	113 2 $69.95-$139.95	1999 25	Dr. Mark Menadue Lori Wilson Barb Breer N/A	High-speed Internet, easy access off Interstate 35 Exit 92	www.bestwestern.com
20	**Budget Inn & Suites** 5220 NE 14th St. DM, IA 50313 515-265-5611; FAX: 515-265-1669	3,000 5 150	103 3 $49-$199	1968 10	Prasad Inc. Mani Patel Mani Patel Mani Patel	Indoor swimming pool & Jacuzzi, restaurant & lounge	www.budgetinn-dm.com
20	**Hilton Garden Inn West Des Moines** 205 S. 64th St. WDM, IA 50266 515-223-0571; FAX: 515-223-0581	3,000 4 80	131 34 $109-$189	2006 25	North Plains Management Glenn O'Connell Fay Sullivan N/A	Indoor pool, Jacuzzi, kiddy pool, fitness center, full-service restaurant, lounge, free wireless Internet, coffeemakers, microwaves, in-room fridges	www.westdesmoines.stayhgi.com
21	**Drury Inn & Suites West Des Moines** 5505 Mills Civic Pkwy. WDM, IA 50266 515-457-9500; FAX: 888-457-3022	2,490 5 120	180 52 $99-$129	2008 35	Drury Inns Inc. Kim Biery Sherry Jones Kim Biery	Hot breakfast, free long distance calls and wireless high-speed Internet, complimentary evening beverage & hot food	www.druryhotels.com/properties/desmoines.cfm sherry.jones@druryhotels.com
22	**Comfort Suites at Living History Farms** 11167 Hickman Rd. Urbandale, IA 50322 515-276-1126; FAX: 515-276-8969	1,936 2 110	0 101 $109-$139	1992 35	Heart of America Restaurants & Inns Jason Nash Scott Math Jason Nash	Free wireless Internet access, deluxe continental breakfast, indoor pool and whirlpool, award winning IA Machine Shed right next door	www.hoari.com
23	**Days Inn at Walnut Creek** 1258 Eighth St. WDM, IA 50265 515-223-1212; FAX: 515-223-1235	1,700 2 40	70 1 $69-$89	1973 10	West Capital Eighth LC Dave Dixon Tresa Vedder N/A	Indoor pool, lounge, complimentary breakfast, cable TV with HBO, complimentary wireless Internet	www.walnutcreekinn.net walnutcreek1258@aol.com
24	**The Suites of 800 Locust** 800 W. Locust St. DM, IA 50309 515-288-5800; FAX: 515-244-1718	1,600 2 75	51 4 $129-$525	2000 25	Bradie Knapp Weeter Bradie Weeter Bradie Weeter Diane Freeman	6,000-SF health spa, full American breakfast, wired & wireless Internet, Cosmopolitan Lounge, room service	www.800locust.com BWeeter@800locust.com
25	**Radisson Hotel Airport** 6800 Fleur Dr. DM, IA 50321 515-285-7777; FAX: 515-256-0000	1,450 3 45	100 8 $99-$209	1998 35	Heart of America Restaurants & Inns Jeff Smith Sara Coen Marsha Spears	Complimentary high-speed Internet access, hot breakfast at Johnny's, house drink, iron/ironing board, in-room safe	www.hoari.com jsmith@hoari.com
26	**Hampton Inn - West Des Moines** 7060 Lake Dr. WDM, IA 50266 515-223-4700; FAX: 515-221-1010	1,325 2 50	135 4 $109-$159	1996 10	North Central Group Ryan Hansen N/A Ben Webber	Newly renovated 2007, H Honors, wireless Internet access, business center, hot breakfast buffet, manager's reception, indoor pool/hot tub, fitness ctr	www.desmoineswest.hamptoninn.com
27	**SpringHill Suites by Marriott West Des Moines** 1236 Jordan Creek Pkwy. WDM, IA 50266 515-223-9005; FAX: 515-223-9058	1,166 1 80	97 97 $89-$149	2005 14	Concord Hospitality Enterprises Inc Jessica Hill Mandee Sheesley Jessica Hill	Complimentary hot breakfast, complimentary wireless high-speed Internet, complimentary airport shuttle, indoor pool, whirlpool, fitness center	www.marriott.com/dsmsh jessica.hill@concordhotels.com
28	**Hyatt Place Des Moines Downtown** 418 6th Ave. DM, IA 50309 515-282-5555; FAX: 515-282-5552	1,125 3 140	93 7 $109-$159	2010 10	418 Hospitality LLC Cheryl Hayes Jenny Harris N/A	24/7 food & beverage service, Gallery Cafe, complimentary Wi-Fi, high-tech meeting space, pool, 24-hour fitness center, Hyatt Grand beds in all rooms	www.desmoineshyattplace.com
29	**Towneplace Suites by Marriott** 8800 Northpark Dr. Johnston, IA 50131 515-727-4066; FAX: 515-331-0302	1,001 3 40	0 118 $99-$129	2007 20	Orchestrate IV LLC Rusty Barker Christopher Diebel N/A	Free wireless Internet access. 24-hour business center	www.towneplacesuites.com rusty.barker@marriott.com
30	**Country Inn & Suites-Des Moines West** 1350 NW 118th St. Clive, IA 50325 515-223-9254; FAX: 515-223-9327	1,000 2 100	104 59 $89-$145	1998 10	CSM Lodging LLC Tom Murray Mark Johnson Tom Murray	Large indoor pool, whirlpool, exercise room, free deluxe continental breakfast, free high-speed Internet in guest rooms, business center	www.countryinns.com/cliveia cx_desm@countryinns.com

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CATERERS

(Listed alphabetically)

Name Address Phone; Fax	Owner(s) Owner Phone #	Year Est.	Min/Max Served Price Range Per Person	Catered On/Off Premises	Menu Specialties	Types of Events Catered	Web site E-mail
Baratta's Restaurant and Catering 2320 South Union DM, IA 50315 515-281-4568	Joe Gatto 515-243-4516	1953	15 - 1000 $8-$40	Yes Yes	Our specialty is homemade Italian American Cuisine, we'll gladly customize!	Catering many events from small office lunch to formal sit down dinners	www.barattas.com barattas.cafe@iowa.gov
Canope Capers/Master Griller 142 S. Chestnut Earlham, IA 50072 515-758-2200; FAX: 515-758-2204	Jon Horton 515-250-8525	1981	1 - 5,000 Varies	Yes Yes	Hot dogs to prime rib	All-inclusive	www.mastergriller.com jon@mastergriller.com
Christiani's VIP Catering 1150 SE Diehl Ave. DM, IA 50315 515-287-3169; FAX: 515-285-5576	Larry Christiani Carol Christiani 515-287-3169	1980	50 - 2000 Varies	Yes Yes	Italian American cuisine	Weddings, banquets, company parties, anniversaries, fundraisers	www.christianiscatering.com; www.jesterparklodge.com info@christianiscatering.com
Contemporary Catering 60 School St., P.O. Box 178 Carlisle, IA 50047 515-989-9080; FAX: 515-989-9089	Kent Kearney 515-989-9080	1989	10 - 500 $9.95 - $15.95	Yes Yes	Steaks, seafood, pasta	Weddings and all other events	www.contemporarycateringinc.com
Cyd's Catering LLC 5405 NW 78th Ct. Johnston, IA 50131 515-274-0410; FAX: 515-274-9193	Cyd Mull 515-274-0410	1993	2 - 200 Varies	No Yes	Tapas, prepares for special diets (raw, vegan, gluten-free)	Fundraisers, private dinners, club functions	www.cateringbycyd.com cydney@cateringbycyd.com
Executserve/Catering by John Maher 123 Franklin Ave. DM, IA 50314 515-875-5226; FAX: 515-288-3187	John Maher 515-249-3352	1978	1 - 300 Varies	Yes Yes	Cocktail hors d'oeuvres suppers	Business functions, weddings, coordinator for several area reception venues	www.cateringbyJohnMaher.com jbmexec@aol.com
Flarah's 2815 Beaver Ave. DM, IA 50310 515-277-1935; FAX: 515-277-1937	Erin Van Dorin N/A	2005	Any size $5 - $25	Yes Yes	Full menu including gourmet desserts	Small private parties to corporate grand events	www.flarahs.com order@flarahs.com
Food With Flair Inc. 400 Fourth St. WDM, IA 50265 515-277-7775; FAX: 515-633-2022	Diana Quick 515-277-7775	1982	Unlimited Varies	No Yes	The taste, the presentation and the service. Experience the difference.	Weddings, corporate open houses, private parties, lunches	www.foodwithflair.com foodwithflairinc@aol.com
Gateway Market and Cafe 2002 Woodland Ave. DM, IA 50312 515-422-5108; FAX: 515-422-5125	Orchestrate Hospitality N/A	2006	Minimum order of $40 $7.95 and up	Yes Yes	Gourmet box lunches, or chef-crafted entrees for every occasion	Corporate, social, weddings, or casual gatherings with friends	www.gatewaymarket.com stacy@gatewaymarket.com
Great Caterers of Iowa 1250 NE 56th Pleasant Hill, IA 50317 515-264-8765; FAX: 515-262-6370	Joni Bell 515-264-8765	1996	15 and up Varies	Yes Yes	Covers everything	N/A	www.greatcaterersofiowa.com information@GreatCaterersoflowa.com
In the Bag Catering & Corporate Cuisine 79 University Ave. DM, IA 50314 515-222-9338; FAX: 515-222-9338	Mike Taylor 515-222-9338	1994	Unlimited Varies	No Yes	A wide variety of quality menu options, from cold sandwiches to hot buffets	Corporate	www.inthebag-lunches.com orders@inthebag-lunches.com
Mojos on 86th 6163 NW 86th St. Johnston, IA 50131 515-334-3699; FAX: 515-727-1601	Lori Bosley 515-334-3699	2006	1 - 600 Varies by menu	Yes Yes	Made from scratch food using fresh ingredients from local farmers	Events of every kind. Lunch, dinner, hors d'oeuvres, & custom menus	www.mojoson86th.com catering@mojoson86th.com
Palmers Deli & Market 1300 50th St., Ste. 102 WDM, IA 50312 515-244-3445; FAX: 515-223-6032	Joe Palmer 515-244-3445	1987	1 - 500 and up Varies	Yes Yes	Entrees, hors d'oeuvres, fancy desserts served with classic black-tie style	Business, personal, civic, fundraising, etc.	www.palmersdeliandmarket.com jpalmer@palmersdeliandmarket.com
Taste! To Go, Catering & Events 4700 University Ave. DM, IA 50311 515-277-8646; FAX: 515-277-8646	Emily Gross Andrea Williams 515-277-8646	2004	10 - 2,000 Varies	No Yes	Gourmet menus focused on fresh ideas. We customize menus to fit your taste.	Corporate events & lunches, weddings, cocktail parties, birthday parties	www.tastetogo.net sales@tastetogo.net
Tasteful Dinners 121 SE Shurfine Dr., Ste. 6 Ankeny, IA 50021 515-965-3324; FAX: 515-965-3394	Ric Kerr N/A	2006	Varies Varies	Yes Yes	Farm gourmet - made from scratch with a twist	Business, corporate events, weddings, graduations, parties	www.tastefuldinners.com



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DELIVERY SERVICES

(Ranked by number of local full-time employees)

Rank	Name Address Phone; Fax	Local FT Employees	Year Est.	Office/Purchasing Manager	Top Local Executive(s)	Description of Services	Web site E-mail
1	**Spee-Dee Delivery** 710 SE Creekview Dr. Ankeny, IA 50021 515-964-2283	80	1978	N/A	Ron Watson	Spee-Dee Delivery is a Midwest company providing parcel and LTL services in a 8-state region	N/A www.speedeedelivery.com
2	**King Delivery Service** 101 E. Fifth St. DM, IA 50309 515-243-5269	19	1922	N/A	Jim King, Jr. Jerry King	Local delivery service; hauling practically everything except food	www.kingdelivery.com
3	**J & J Delivery Inc.** 1901 Bell Ave., Ste. 20 DM, IA 50315 515-284-5756	12	1991	Rhonda Minnich	Jason Ayers	Expedited freight company delivering to 48 states (printed materials, skidded freight, etc)	N/A
4	**Capital Express** 1595 NE 69th Pl. Ankeny, IA 50021 515-289-3700	6	1990	N/A	Chet Muehethaler	Statewide delivery service with more than 30 drivers, regional service in 10 Midwestern states	www.capitalbiz.com
5	**Advanced Delivery** 2509 Garden Rd. DM, IA 50321 515-288-8220	5	1989	N/A	Matt Tofanelli	Delivering everything from envelopes to heavy freight	N/A
5	**Royal Delivery** PO Box 621 Mitchellville, IA 50161 515-967-2913	5	2006	Randy Simerson	Randy Simerson Debbie Gunn	Iowa and out-of-state deliveries for a wide range of needs; same-day delivery in Iowa	N/A royaldelivery1@aol.com
6	**Legs on Lease** PO Box 821 Ankeny, IA 50021 515-965-7578	3	1995	N/A	Janet Freel	Smaller deliveries across the Des Moines metro, including business documents and employees' errands & personal assistance	www.legsonlease.com janet@legsonlease.com





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