

2012
BOOK OF LISTS





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CONTENTS

LISTS

Accounting Firms	105	Hotel & Motel Conference Centers	165
Advertising Agencies	154	Insurance Brokerages & Agencies	125
Agribusinesses	92	Internet Service Providers	150
Airlines	50	Investment & Wealth Advisors	119
Appraisers	65	Landscape Architectural Firms	71
Architectural Firms	68	Law Firms	60
Attractions	52	Life Insurance Companies	122
Auto Dealers	51	Long Distance Carriers	143
Banks	110	Manufacturers	91
Business Consultants	158	Mechanical & Electrical Contractors	75
Business Organizations	130	Medical Clinics	40
Caterers	168	Metropolitan Planning Organization Communities	30
Colleges & Universities	48	Minority-Owned Businesses	135
Commercial Printers	152	Mortgage Lenders	116
Commercial Property Management Firms	86	Nonprofit Organizations	33
Commercial Real Estate Firms	82	"Number One" List	10
Computer Hardware & Software Companies	146	Office Buildings & Complexes, Largest	137
Computer Networking Companies	149	Office Equipment & Supply Companies	142
Computer Training Companies	148	Office Interiors Firms	140
Conference Centers (Non-Hotel)	163	Oldest Businesses	133
Construction Companies	76	Professional Associations	129
Construction Projects	80	Property & Casualty Insurance Companies	124
Credit Unions	109	Property Values, Top Assessed	65
Delivery Services	157	Public Officials, Highest Paid	32
Developers	66	Public Relations Firms	156
Employers (Non-Government), Largest	131	Publicly Held Companies	132
Employment Search & Temporary Placement Firms	161	Radio Stations	64
Engineering Firms	72	Recycling & Waste Firms	58
Executive Coaches	160	Residential Real Estate Firms	90
Executive Suites	139	Retirement & Care Communities	42
Foundations	36	Shopping Centers	54
Golf Courses & Country Clubs	56	Telecommunication Equipment Companies	144
Graphic Arts	153	Television Stations	63
Health & Fitness Organizations	46	Trade Houses & Vendors	153
HMOs/IPAs/ODSs/PPOs/POSSs	44	Travel Agents	50
Homebuilders	88	Web Site Developers	151
Home Health Care Providers	44	Wireless Phone Companies	143
Home Remodelers	90	Women-Owned Businesses	136
Hospitals	38		



EDITORIAL

Advertiser Index	176
Best of Des Moines	14
Calendar	17
Cover Artist Recognition	2
Forty Under 40	94
Index	170
Market Facts: Flex	104
Market Facts: Industrial	102
Market Facts: Intro	97
Market Facts: Office	100
Market Facts: Retail	98
Profiling: Accounting Leaders	106
Profiling: Banking Leaders	114
Profiling: Insurance Leaders	128
Profiling: Mayors	31
Profiling: Mortgage Leaders	118
Sponsors Recognition	6
Tab Sponsors Recognition	8
Welcome Letter	4
Women of Influence	96

PLEASE NOTE 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.



PHOTO BY DUANE TINKEY

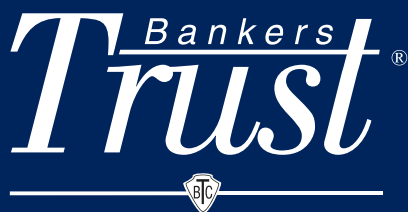
The Gift
Bronze, 9" x 8" x 8"

On the cover

For California sculptor jd Hansen each sculpture is based on a strong, initial concept that is deeply personal. This initial concept is defined and focused through extensive writing and built upon to create a piece that is emotional but subdued. The piece is built up and then slowly stripped of anything that isn't necessary, revealing the primitive essence of the subject. The artist's sculptures are graphic, but not cold; simple, but truly complex. Each of jd's pieces are sculpted in hot wax over metal armature, then cast into bronze.

jd Hansen studied at The Art Center College of Design in Pasadena, CA and is represented by many gallery across the U.S. including Moberg Gallery in Des Moines, Iowa. Her work can be seen at the Davis Brown Tower, the Village of Ponderosa and in the new World Food Prize Hall of Laureates.

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WELCOME

THE ESSENCE OF BUSINESS IS CONNECTING PEOPLE WHO ARE BUYING WITH PEOPLE WHO ARE SELLING, AND THAT'S WHAT THE BOOK OF LISTS IS ALL ABOUT.

Like other business journals across the country, we invest considerable time and effort throughout the year pulling together data about Greater Des Moines that helps you make smart connections with the right people at the right companies. And determining that right contact requires more than a telephone book or chamber of commerce directory; you need intelligence on company size, ranking within an industry, specialty areas offered, the top executives and more.

You'll find it here. In fact, we often hear from savvy newcomers that the Book of Lists becomes a mandatory part of their starter kit for breaking into this marketplace.

About the Content

As always, we deliver the market facts and industry-specific lists you've come to rely on. This year's edition contains 77 lists that are divided into easy-to-find, tabbed categories for quick navigation – Community & Calendar of Events, Development, Finance and Business Services. And because business in Des Moines has always been about whom you know, we've also indexed almost 2,700 names alphabetically at the back of the book along with photo profiles of mayors and leaders in key categories.

About the Cover

A reference guide disguised as a coffee-table book, the Book of Lists cover is carefully created to wrap the data in a beautiful package. This year's cover features a Duane Tinkey photograph of a piece of art ("The Gift") by award-winning sculptor jd Hansen. Hansen is a nationally acclaimed artist familiar to many in Des Moines through her public art commissions at the Davis Brown Tower ("Yesterday"), Ponderosa Development ("Birdman") and, most recently, the World Food Prize Foundation ("The Planting").

Hansen writes that she strives to "capture the bare essence of a human experiencing the moment

she is in at that time.....to cover the gamut of human existence in a snippet of space and time."

About the people who make it possible

Amanda Jordan returned to Business Publications Corp. Inc. this year in her new role as Book of Lists Editor. In that capacity, she works year-round on the Book of Lists and does the real heavy lifting. Her attention to detail and commitment to meeting deadlines make working with her a pleasure. Of course, a project this size clearly requires a team effort and wouldn't be possible without the rest of the Business Record staff. We thank them for their hard work and diligence.

A special thank you to Suku Radia and Bankers Trust Co., who continue to support the project through the role of presenting sponsor and host for the unveiling party each year. They make this resource guide possible, along with our corporate sponsors: the Community Foundation of Greater Des Moines, Colorfx Inc. and Knapp Properties.

We also want to acknowledge CBRE/Hubbell Commercial for its generosity in making its annual survey information available for our Market Facts.

In Print, In Excel and Online

The Book of Lists data is available in its traditional print edition and online at www.BusinessRecord.com/bol using newer page-turn e-viewing. Lists are also available for purchase in Excel format - perfect for generating mailing lists, creating sales contacts or sorting companies by a variety of information. For more information, go online or call Customer Service at (515) 288-3336.

Thank you for being a reader of the Business Record. The Book of Lists is part of your subscription, and we trust it plays a role in your continued success. As always, we dedicate the Book of Lists to you - the Greater Des Moines business community - whose stories we are proud to tell.



Janette Larkin
Janette Larkin,
Publisher



Connie Wimer
Connie Wimer,
Chairman



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

2012 BOOK OF LISTS

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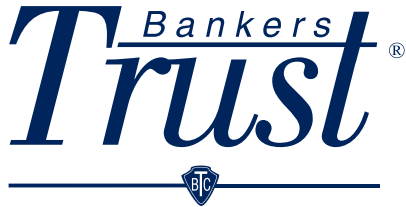
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SUKU RADIA,
President & CEO

We are pleased to be the presenting sponsor once again for the Book of Lists, an invaluable resource that provides insight into our community. The lists include the businesses that create jobs to help our economy thrive and the organizations and institutions that enhance our knowledge, health, safety, comfort and happiness. All play an essential role in the economic, cultural and social vitality of central Iowa.

At Bankers Trust, we are proud to be a dynamic, forward-looking banking partner for individuals, businesses and institutions. We are a steadfast supporter of efforts to improve and enrich the communities where we do business, and a champion of diversity and respect for the individual when dealing with the public and our nearly 500 employees.

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For more information, visit us online at www.bankerstrust.com.

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*President, Colorfx/
Rock Communications
& Managing Partner,
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partner with clients to deliver an unsurpassed level of quality, service and value. Through its sister company, Catchfire Media, the company also serves its clients with the integration of social media with traditional media practices.

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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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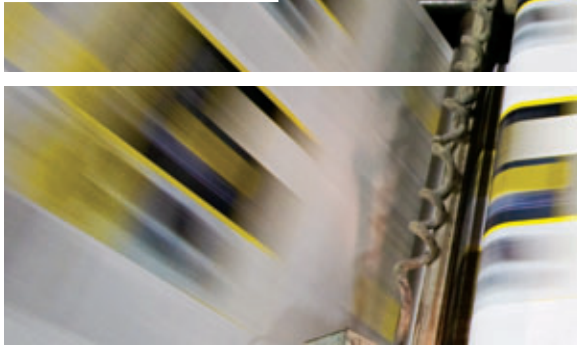
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The Community Foundation works to build endowment funds that benefit the community forever and helps donors create personal legacies. As a community leader, the

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.

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Development Tab



The City of West Des Moines is a growing city of over 56,000 residents with a daytime population in excess of 126,500 people due to the many jobs and shopping opportunities available. The City is positioning itself to grow even more as the nation continues to recover from

the recession and existing companies begin to expand, add new locations, and entrepreneurs launch new businesses.



STEVE GAER,
Mayor

The City of West Des Moines, winner of the Business Record's 2011 City Government Most Conducive to Business award, recently completed a new economic development

marketing plan to complement its economic development plan. Positioned, Perfectly...™ is the tagline chosen by the City to summarize our position for exceptional business growth and high quality of life.

The new economic development marketing plan will be utilized to market the City to our 5 targeted industries: Advanced Manufacturing/Logistics; Life Sciences; Retail/Hospitality; Financial Services; Information Technology. Part of our economic development marketing plan included the creation of a one-stop shop website devoted exclusively to economic development.

Visit www.PositionedPerfectly.com to learn more.

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Business Services Tab



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JOEL DUNCAN,
President & CEO

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ADVERTISING AGENCIES	Strategic America	6600 Westown Pkwy. WDM, IA 50266 515-453-2000; Fax: 515-224-4181	Capitalized Ad Billings in 2010	www.strategicamerica.com mschreurs@strategicamerica.com
AGRI-BUSINESS	Pioneer Hi-Bred	7000 N.W. 62nd St. Johnston, IA 50301 515-535-3200; 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	2010 Attendance	www.prairiemeadows.com
AUTO DEALERS	Karl Chevrolet Inc.	1101 S.E. Oralabor Rd. Ankeny, IA 50021 515-299-4300; Fax: 515-964-0845	Total Local Staff	www.karlchevrolet.com
BANKS	Bank of America	317 Sixth Ave., Ste. 200 DM, IA 50309 515-235-7211; Fax: 515-235-7009	Total Deposits in DM Market	www.bankofamerica.com
BUSINESS CONSULTANTS	ADP (Automatic Data Processing)	4900 University Ave. WDM IA 50266 515-280-8100	Number of Local FT Employees	www.adp.com
BUSINESS ORGANIZATIONS	Ankeny Area Chamber of Commerce	210 South Ankeny Blvd. Ankeny, IA 50023 515-964-0685	Number of Members	www.ankeny.org jcooper@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.rock-com.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
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COMPUTER HARDWARE AND SOFTWARE COMPANIES	Windstream Communications	3620 S.W. 61st St., Ste. 300 DM, IA 50321 515-558-8500	Number of Local FT Employees	www.windstream.com
COMPUTER NETWORKING COMPANIES	Windstream Communications	3620 S.W. 61st St., Ste. 300 DM, IA 50321 515-558-8500	Number of Local FT Employees	www.windstream.com
COMPUTER TRAINING COMPANIES	Sumtotal Systems	4600 Westown Pkwy., Ste. 301 WDM, IA 50266 515-222-9903; Fax: 515-222-5920	Number of Local FT Employees	www.sumtotalsystems.com
CONFERENCE CENTERS (NON-HOTEL)	Hy-Vee Hall	730 Third St. DM, IA 50309 515-564-8000; Fax: 515-864-8001	Total Square Feet of Meeting Space	www.iowaeventscenter.com
CONSTRUCTION COMPANIES	The Weitz Co.	5901 Thornton Ave. DM, IA 50321 515-246-4700; Fax: 515-246-4799	Local Construction Volume in 2010	www.weitz.com
CONSTRUCTION PROJECTS	Mary Greeley Medical Center - renovations and additions by JE Dunn	Ames	Estimated Cost	
CREDIT UNIONS	Veridian Credit Union	5910 University DM, IA 50266 319-236-5600	Total Assets as of June 2011	www.veridiantcu.org
DELIVERY SERVICES	Spee-Dee Delivery	710 S.E. 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 515-223-4500; Fax: 515-223-7235	Total SF or Property Owned in Central IA	www.rreality.com rupprecht.tom@rreality.com
EMPLOYMENT SEARCH & TEMPORARY PLACEMENT FIRMS	Alliance Technologies	420 Watson Powell Jr. Way DM, IA 50309 515-245-7777; Fax: 515-245-7730	Number of Local FT Employees	www.alliancetechnologies.net lampinj@alliancetechnologies.net
ENGINEERING FIRMS	Snyder & Associates Inc.	2727 S.W. 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@iowaCollegeFoundation.org
GRAPHIC ARTS	Vernon Graphics & Promotions	604 W. 4th St. N. Newton, IA 50208 641-792-9000	Number of Local FT Employees	www.vernoncompany.com promotions@vernoncompany.com
HEALTH AND FITNESS ORGANIZATIONS	YMCA of Greater Des Moines	101 Locust St. DM, IA 50309 515-282-9622; Fax: 515-471-8558	Number of Local FT Employees	www.dnymca.org metro@dnymca.org
HOMEBUILDERS	Hubbell Homes	6900 Westown Pkwy. WDM, IA 50266 515-276-2349; Fax: 515-276-2520	Total Value of Completed Homes in 2010	www.hubbellhomes.com rachel.flint@hubbellrealty.com
HOME HEALTH CARE PROVIDERS	Ultimate Nursing Services	6750 Westown Pkwy., #115A, WDM 515-280-2160; Fax: 515-225-4044	Number of Registered Nurses	www.ultimatenursing.com tuckera@upsi.net
HOME REMODELERS	United Services of Des Moines Inc.	3150 S.E. Gateway Dr., Ste. A Grimes, IA 50111 515-986-4442; Fax: 515-986-3940	Number of Local FT Employees	www.restore4u.com info@restore4u.com
HOSPITALS	Mercy Medical Center - Des Moines	1111 Sixth Ave. DM, IA 50314 515-247-3121; Fax: 515-643-8498	Number of Licensed Beds	www.mercydesmoines.org

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great care depends on a strong foundation.

Words simply cannot express the value or impact of the individuals, businesses and foundations who so kindly support the Iowa Health—Des Moines hospitals and clinics. Their generosity makes it possible for the Iowa Health Foundation to touch the lives of our community through numerous enhancements to our hospitals and clinics.

Since 1980, the Iowa Health Foundation has been working hard to generate resources for the advancement of healthcare throughout the greater Des Moines area. Together with the help of donors, we support and promote services provided through Iowa Methodist, Iowa Lutheran, Blank Children's, Methodist West, Taylor House Hospice and Stoddard Cancer Center.



iowahealthfoundation.org



We love to see smiles!

The Salvation Army helps keep families together and in their own homes and we love the smiles that result. We help prevent homelessness by helping families with...

- ▶ Rent, mortgage and utility assistance
- ▶ Infant needs, including formula and diapers
- ▶ Food from two DMARC food pantries

Please help us continue to prevent homelessness in Des Moines by sending your tax-deductible contribution to --

The Salvation Army • Box 933 • Des Moines, IA 50304



DOING THE MOST GOOD™

For more information, call Arvid Huisman, Development Director, at 515-282-3599.

(Listed alphabetically by list name)

List	Number One	Address Phone; Fax	Ranked By	Website Email
HOTEL AND MOTEL CONFERENCE CENTERS	Hotel Fort Des Moines	1000 Walnut St. DM, IA 50309 515-243-1161; Fax: 515-243-4317	Total Square Feet of Meeting Space	www.hotelfortdesmoines.com
INSURANCE BROKERAGES AND AGENCIES	Marsh U.S. Consumer	12421 Meredith Dr. Urbandale, IA 50398 515-365-6055	Number of Local FT Employees	www.marshconsumer.com
INTERNET SERVICE PROVIDERS	CenturyLink	925 High St., 9S9 DM, IA 50309 515-286-6606; Fax: 515-286-6128	Number of Local FT Employees	www.centurylink.com Tim.White@centurylink.com
INVESTMENT & WEALTH ADVISORS	Midwest Region Business Cent./ 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
LARGEST EMPLOYERS (NON-GOVERNMENT)	Wells Fargo & Co.	666 Walnut St. DM, IA 50309 515-245-3131	Number of Local FT Employees	www.wellsfargo.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	Total Assets for Year Ended 12/31/10	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	Number of Local FT Employees	www.principal.com
LONG DISTANCE CARRIERS	CenturyLink	925 High St., 9S9 DM, IA 50309 515-286-8121; Fax: 515-286-8007	Number of Local FT Employees	www.centurylink.com
MANUFACTURERS	John Deere Des Moines Works	825 S.W. Irvindale Dr. Ankeny, IA 50023 515-289-1350	Number of Local FT Employees	www.johndeere.com
MECHANICAL/ELECTRICAL CONTRACTORS	The Waldinger Corporation	2601 Bell Ave. DM, IA 50321 515-284-1911; Fax: 515-323-5150	Number of Local FT Employees	www.waldinger.com wendy.gray@waldinger.com
MINORITY-OWNED BUSINESSES	Keystone Electrical Manufacturing Co.	2511 Bell Ave. DM, IA 50321 515-283-2567; Fax: 515-283-0418	Number of Local FT Employees	www.keystoneemc.com keystone@keystoneemc.com
MORTGAGE LENDERS	Wells Fargo Home Mortgage	One Home Mortgage Campus DM, IA 50328 515-213-4183	Total Dollar Volume Closed in 2010	www.wellsfargo.com
NONPROFIT ORGANIZATIONS	Lutheran Services in Iowa (LSI)	3125 Cottage Grove Ave. DM, IA 50311 515-274-4946	2011 Budget for Central Iowa	www.LSlowa.org LSI@LSlowa.org
OFFICE BUILDINGS AND COMPLEXES, LARGEST	Country Club Office Plaza	Jordan Creek Pkwy. & Vista Dr. WDM, IA 50266 515-223-4500; Fax: 515-223-7235	Total Leasable SF	www.rreality.com byus.kate@rreality.com
OFFICE EQUIPMENT/ SUPPLY COMPANIES	IKON Office Solutions, a Ricoh company	1820 N.W. 118th St., Ste. 100 Clive, IA 50325 515-327-6220; Fax: 515-327-6235	Number of Local FT Employees	www.ikon.com bill.morton@ricoh-usa.com
OFFICE INTERIORS FIRMS	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 12/31/10	www.chubb.com
PROPERTY VALUES, TOP ASSESSED	Nationwide Mutual Insurance Co.		Adjusted assessed value of real estate in 2010	
PUBLIC OFFICIALS, HIGHEST PAID	Rob Denson		Salaries	
PUBLIC RELATIONS FIRMS	Flynn Wright	501 S.W. Seventh St., Ste. J DM, IA 50309 515-243-2845; Fax: 515-243-6351	Capitalized PR Revenue in 2010	www.flynnwright.com aflynn@flynnwright.com
RECYCLING AND WASTE FIRMS	Waste Management of Iowa Inc.	201 S.E. 18th St. DM, IA 50317 515-265-5267	Number of Local FT Employees	www.wm.com dmassey1@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 irweb@iowarealty.com
RETIREMENT/CARE COMMUNITIES	Wesley Acres, a WesleyLife Community	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
TELECOMMUNICATION EQUIPMENT COMPANIES	CenturyLink	925 High St., 9S9 DM, IA 50309 515-286-6606; Fax: 515-286-6128	Number of Local FT Employees	www.centurylink.com Tim.White@centurylink.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	International Travel Associates	4800 Westown Pkwy., #140 WDM, IA 50266 515-326-3851	Number of Agents	www.flyita.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	U.S. Cellular	12020 Ridgmont Dr. Urbandale, IA 50322 515-249-4381; Fax: 515-334-6061	Number of Local FT Employees	www.uscellular.com
WOMEN-OWNED BUSINESSES	Ultimate Nursing Services	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



Committed

to the environment and future



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.

Waste Connections provides solid waste collection, transfer, disposal and recycling services. We serve more than two million residential, commercial and industrial customers from a network of operations in 29 states.

Contact us and find out what we can do together for the environment.



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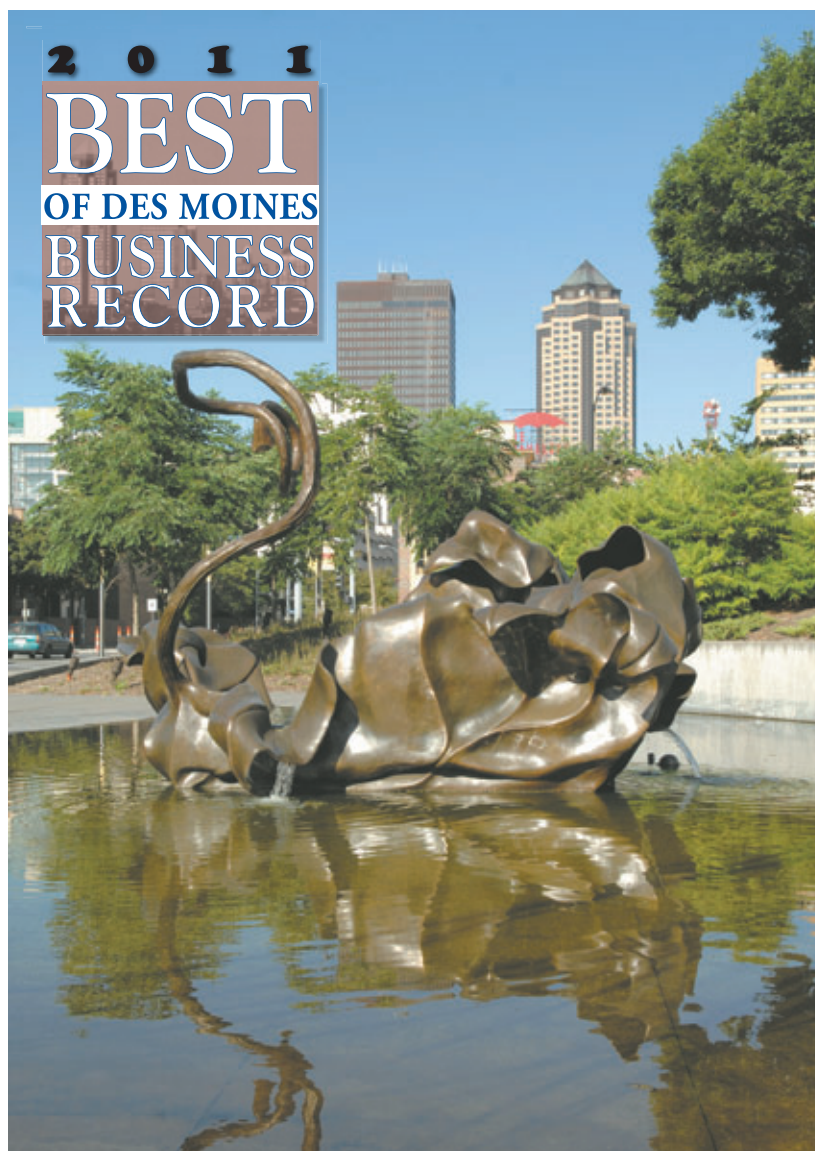
**BEST CITY GOVERNMENT
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BEST SOCIAL MEDIA COMPANY
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YOU can make a difference as a **Des Moines Connector!**

Are you on a board?

Do you belong to a club or association?

Are you serving on a committee?

If so, you may be a **Des Moines Connector!**

In the last six months, more than 75% of national and regional conventions and sporting events in Greater Des Moines were booked because of a local connection.

One of the most important assets in securing a meeting or event in Des Moines is having a **Des Moines Connector** – a local resident who is involved. Will you be our connection to millions of new dollars pouring into our community?



Contact us with your connection!
SeeDesMoines.com/dmconnectors

EXPERIENCE THE GOOD TIMES!



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At Iowa Radiology our commitment is to provide you state of the art technology, professional expertise, and patient focused care. Expect a personal approach with convenient scheduling and locations and comfortable outpatient settings.

Our team of radiologists are respected for their compassion and communication skills with patients and referring physicians. We also have a number of physicians with specialties or fellowships in breast imaging, body imaging, interventional, musculoskeletal, pediatric and neurological radiology for the most precise interpretation. All radiologists are board certified and all equipment is ACR (American College of Radiology) accredited. We are proud to serve you.

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William Heggen, M.D.
Stuart Lehr, M.D.
Christopher Waddell, D.O.

Breast Imaging

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

Body Imaging

Paul Keller, M.S., M.D.
Brad King, D.O.
Robert McCleary, M.D.
John Rizzi, M.D.
Marvin Walker, D.O.

Angiography and Interventional

Olaf Kaufman, M.D., Ph.D
David Lacey, M.D.
Andrew Nish, M.D.
Pamela Sigmund, PA-C

Musculoskeletal

James Choi, M.D.

Neuroradiology

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

Pediatric

Amy Dahl, M.D.

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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Make Greater Des Moines greater.

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.



Board of Directors

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 2012



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

The Community Foundation of Greater Des Moines presents the 2012 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 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 \$179 million and administers over 850 charitable funds created by Iowans. Through Community Foundation grantmaking programs and donor funds, \$30 million was granted to charitable causes in 2010. 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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www.desmoinesfoundation.org

JANUARY 2012

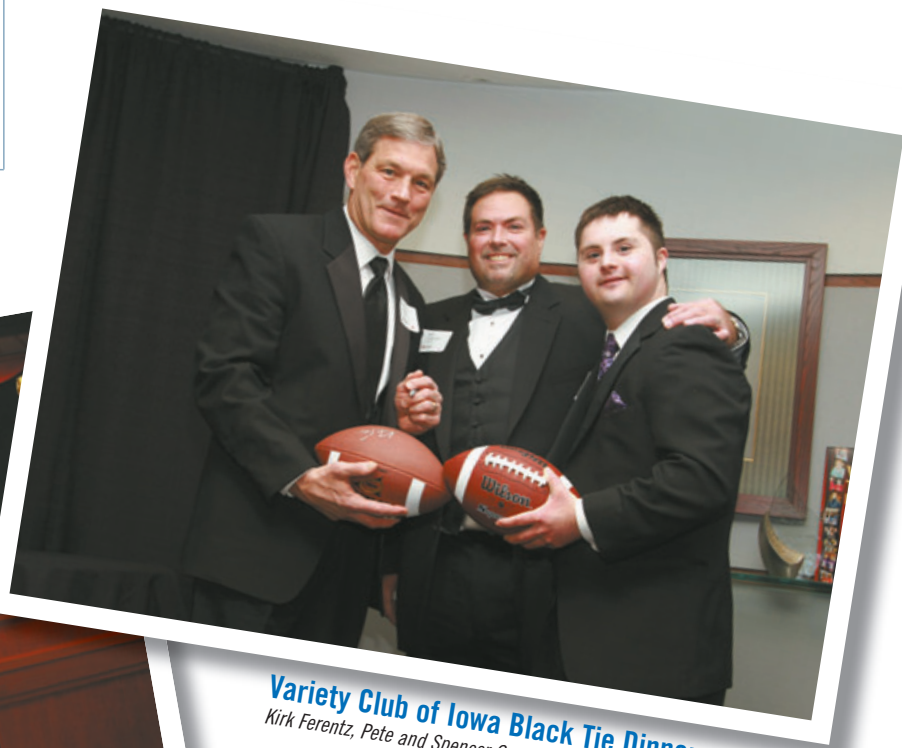


Visit our community calendar at www.businessrecord.com

Su	M	T	W	Th	F	S
1 New Year's Day	2	3 • Iowa Caucus	4	5	6	7 • Carlisle Chamber Annual Dinner
8 • Des Moines Metro Opera Todd Thomas in Concert	9 • Partnership Annual Legislative Reception	10 • Business Record Book of Lists Unveiling Party	11	12	13 • Variety the Children's Charity Black Tie Affair	14
15	16 Martin Luther King Jr. Day	17	18 • Partnership Annual Dinner	19 • Smart Talk Connected Conversations – Jane Goodall	20	21
22 • I'll Make Me a World in Iowa Embracing Excellence Gala	23	24 • Easter Seals Iowa Legislative Reception	25	26	27 • Norwalk Chamber Annual Dinner • Leukemia and Lymphoma Beast Feast	28 • I'll Make Me a World in Iowa Celebration Day • John Stoddard Rally Against Cancer
29	30	31				



John Stoddard Rally Against Cancer
Alissa McKinney and Dennis Linderbaum



Variety Club of Iowa Black Tie Dinner
Kirk Ferentz, Pete and Spencer Cartwright



www.desmoinesfoundation.org

FEBRUARY 2012



Visit our community calendar at www.businessrecord.com

Su	M	T	W	Th	F	S
			1 <ul style="list-style-type: none"> Business Record Economic Forecast Luncheon 	2 Groundhog Day	3 <ul style="list-style-type: none"> American Heart Association Wear Red Day 	4 <ul style="list-style-type: none"> DM Symphony: An American Salute, 2/4-2/5 Bravo Gala
5	6	7	8	9 <ul style="list-style-type: none"> Ankeny Area Chamber Annual Dinner Des Moines Metro Opera Singing on Tap! 	10 <ul style="list-style-type: none"> American Heart Association Heart Ball 	11
12 Lincoln's Birthday	13	14 Valentine's Day	15	16 <ul style="list-style-type: none"> Iowa High School Wrestling State Tournament, 3/16-3/18 	17 Des Moines Metro Opera Wine and Food Showcase	18 <ul style="list-style-type: none"> MS Society Taste of Generosity
19	20 President's Day	21 Mardi Gras <ul style="list-style-type: none"> Smart Talk Connected Conversations – Arianna Huffington "Fat Tuesday" – Hoyt Sherman & Salisbury House 	22 Ash Wednesday Washington's Birthday	23	24 <ul style="list-style-type: none"> Easter Seals Crop for Camp Sunnyside 	25
26	27 <ul style="list-style-type: none"> Iowa High School Girl's Basketball Tournament, 2/27- 3/2 	28				



American Heart Association Heart Ball
 Odell McGhee and Jacquie Easley

Hawthorne Hill An Angel's Touch
 Charlie Strawn, Kim Reynolds, Annie and Doug Strawn



www.desmoinesfoundation.org

MARCH 2012



Visit our community calendar at www.businessrecord.com

Su	M	T	W	Th	F	S
				1 <ul style="list-style-type: none"> Man & Woman of the Year Kick-Off American Red Cross Heroes of the Heartland 	2 <ul style="list-style-type: none"> Children & Families of Iowa's Kidsfest, 3/2-3/4 	3
4 <ul style="list-style-type: none"> American Lung Association Fight For Air Climb 	5 <ul style="list-style-type: none"> Boy's Basketball State Tournament, 3/5-3/10 Variety Club of Iowa Telethon, 3/5-3/10 	6 <ul style="list-style-type: none"> American Lung Association Fight For Air Walk 	7	8	9	10 <ul style="list-style-type: none"> DM Symphony: Barbar & Tchaikovsky, 3/10-3/11
11 Daylight Savings Time begins	12	13	14	15 <ul style="list-style-type: none"> Celebrity Night bowling Big Brothers Big Sisters Bowl for Kids' Sake at Plaza Lanes 	16	17 St. Patrick's Day <ul style="list-style-type: none"> Go for the Green – Girl Scouts 100th Year Celebration
18	19	20 Spring begins	21	22	23	24
25	26	27 <ul style="list-style-type: none"> Business Record Forty under 40 	28 <ul style="list-style-type: none"> Smart Talk Connected Conversations - Frances Mayes 	29 <ul style="list-style-type: none"> Goodwill Annual Awards Banquet 	30 <ul style="list-style-type: none"> WDM Chamber: The Big Deal Childserve Bubble Ball 	31 <ul style="list-style-type: none"> Young Women's Resource Center Sit On It!



Young Women's Resource Center Sit On It!
 Brian Walsh and Melynda DeCarlo



Des Moines Pastoral Counseling Center Women Helping Women Luncheon
 Erin Zimmerman, Janet Crocker, Aimee O'Leary and Linda Threlkeld



www.desmoinesfoundation.org

APRIL 2012



Visit our community calendar at www.businessrecord.com

Su	M	T	W	Th	F	S
1 April Fool's Day	2	3	4	5	6 Good Friday	7 Passover begins • Ballet Des Moines Wizard of Oz
8 Easter Sunday	9	10	11	12 • Des Moines Metro Opera Mozart's Eugene Onegin Preview	13 • House of Mercy Gala	14 • ARL Raise Your Paw Auction Benefit • DM Symphony: Dvorak & Superman, 4/14-4/15 • AIDS Project Annual Walk/Run
15	16	17 Tax Day • Smart Talk Connected Conversations – Melissa Stockwell	18 • Business Record Commercial Real Estate Trends & Issues Forum	19	20 • Character Counts in Iowa All Star Evening • Des Moines Metro Opera Ruby Ball	21 • Iowa Speedway 8K "Where the Rubber Meets the Road" benefiting Progress Industries
22 Earth Day	23 • United Way Live United Recognition • Community Foundation Celebration Luncheon & Report to the Community	24	25 Administrative Professionals Day	26 • Drake Relays, 4/26-4/28	27	28 • DM Playhouse The Gong Show
29	30					



Community Foundation's 2011 Celebration Luncheon & Report to the Community
Allison Fleming, Sheila Kinman and Robert Riley Jr.



Ballet Des Moines Alice in Wonderland performance
Emma Hasanusta and Maggie Ellerbroek



www.desmoinesfoundation.org



Su	M	T	W	Th	F	S
		1 May Day	2	3	4	5 Cinco de Mayo <ul style="list-style-type: none"> • YESS Duck Derby • Rebuilding Together Day • March of Dimes March for Babies • My Angel Foundation CARE 5K/10K
6	7	8	9 <ul style="list-style-type: none"> • Partnership Annual Washington, D.C. Trip, 5/9-5/11 	10 <ul style="list-style-type: none"> • Botanical Center Patron's Party 	11 <ul style="list-style-type: none"> • Botanical Center Spring Luncheon 	12 <ul style="list-style-type: none"> • DM Symphony Season Finale • ARL Angie Anderson Memorial Dog Walk & Fido Fest • ChildServe Run, Walk, & FUN 4 the Kids • Arthritis Walk • Ruth Habor Walk for Life
13 Mother's Day	14	15	16	17	18	19 <ul style="list-style-type: none"> • Children & Families in Iowa Boys Will Be Boys Event • Walk MS Des Moines • Leukemia & Lymphoma Society Man & Woman of the Year Grand Finale Gala • Hy-Vee Fishing Derby
20 <ul style="list-style-type: none"> • Botanical Center Pedal to Petals Bike ride 	21	22	23	24	25	26
27 <ul style="list-style-type: none"> • Every Family Rocks! Family Music Festival presented by Employee & Family Resources 	28 Memorial Day <ul style="list-style-type: none"> • Principal Charity Golf Classic, 5/28-6/3 	29	30 <ul style="list-style-type: none"> • Ronald McDonald House Golf Outing 	31		



Leukemia & Lymphoma Society Friends of Friends Hosted by Paragon IT Professionals
JD and Nichole Hartung



Des Moines Arts Festival Preview Celebration
Chris Reidel King, Pat McFarland and Stephen King



www.desmoinesfoundation.org

JUNE 2012



Visit our community calendar at www.businessrecord.com

Su	M	T	W	Th	F	S
					1	2
3	4	5	6	7 • Winefest Prima Dinners	8 • Winefest Sips & the City	9 • Winefest Grand Tasting
10	11 • Bishop Drum Golf Tournament	12	13 • CFUM Score Fore Kids Golf Tournament	14 Flag Day	15 • Raise the Flag for Higher Education James B. Morris scholarship Extravaganza	16 • Des Moines Start! Heart Walk
17 Father's Day	18	19	20 Summer begins	21	22 • DM Metro Opera 40th Ann. Season, 6/22-7/15 • Des Moines Arts Festival, 6/22-6/24 • Interrobang Film Festival, 6/22-6/24	23 • Easter Seals Iowa Walk with Me • Flower Power 5K to benefit Des Moines Botanical Center
24	25	26	27	28 • On With Life Golf Outing & Auction	29	30



On With Life's 5th Annual Golf Outing and Silent Auction
Dr. Tom Carlstrom and Barb Carlstrom



Civic Center of Greater Des Moines Founders Night
Angela and Terry Gallagher, Sara and Pat Mack



www.desmoinesfoundation.org



Su	M	T	W	Th	F	S
1 • Metro Arts Jazz in July 7/1-7/31	2	3 • DM Symphony Yankee Doodle Pops	4 Independence Day	5	6	7
8	9	10	11 • Des Moines Metro Opera Stars of Tomorrow	12	13	14 • Blue Ribbon Foundation Corndog Kickoff
15	16	17	18	19 • Easter Seals Iowa Camp Sunnyside Regatta	20 Ramadan • Children & Families of Iowa's Ladies Invitational	21 • DM Playhouse Honoring Playhouse Legends
22 • RAGBRAI, 7/22-7/28	23	24	25	26	27	28
29	30	31				



I Have a Dream Foundation Sweet Dreams
 Back Row: Ted Stuart, Dave Discher, Bill Kimberley, Rick Bach, Andy Hensen, Steve Whitty, Brennan Buckley, Paula O'Brien, Fred Hubbell, Kari Hensen. Front Row: Kathy Stuart, Nancy Vernon, Emily Hamilton, Becky Moomey, Priscilla Gilbert, Charlotte Hubbell, Barb Grefe, Joan Middleton



Easter Seals Iowa Regatta
 John Forsyth and Blake Sheehy



www.desmoinesfoundation.org

AUGUST 2012



Visit our community calendar at www.businessrecord.com

Su	M	T	W	Th	F	S
			1	2	3 • AIDS Project of Central Iowa STARS Red Party	4 • Des Moines Area Religious Council's Bow Ties & Bowls
5	6	7	8	9 • Business Record Women of Influence • Iowa State Fair, 8/9-8/19	10 • Rock in Prevention Golf Classic	11
12	13	14	15	16	17	18 • Children & Families of Iowa's Tango Event
19	20	21	22	23	24 • Science Center of Iowa's Annual Fundraising Event & Auction	25
26	27	28	29	30	31	



Bow Ties & Bowls Gala
Kelly Sparks and Chuck Kuba



www.desmoinesfoundation.org

SEPTEMBER 2012



Visit our community calendar at www.businessrecord.com

Su	M	T	W	Th	F	S
						1
2	3 Labor Day	4	5	6	7	8
9	10 • ChildServe Golf FORE! the Kids!	11	12	13	14	15
16 Rosh Hashanah	17	18	19	20	21 • Zoobilation, Blank Park Zoo	22 Fall begins
23	24	25 Yom Kippur	26	27	28	29
30						



Children and Families of Iowa Panera Princess Party
Meredith Ekberg and Aengel Hardi



**Community Foundation of Greater Des Moines
Scottsdale Party**
Jim and Patty Cownie, Mary Lou and Ray Barton



www.desmoinesfoundation.org

OCTOBER 2012

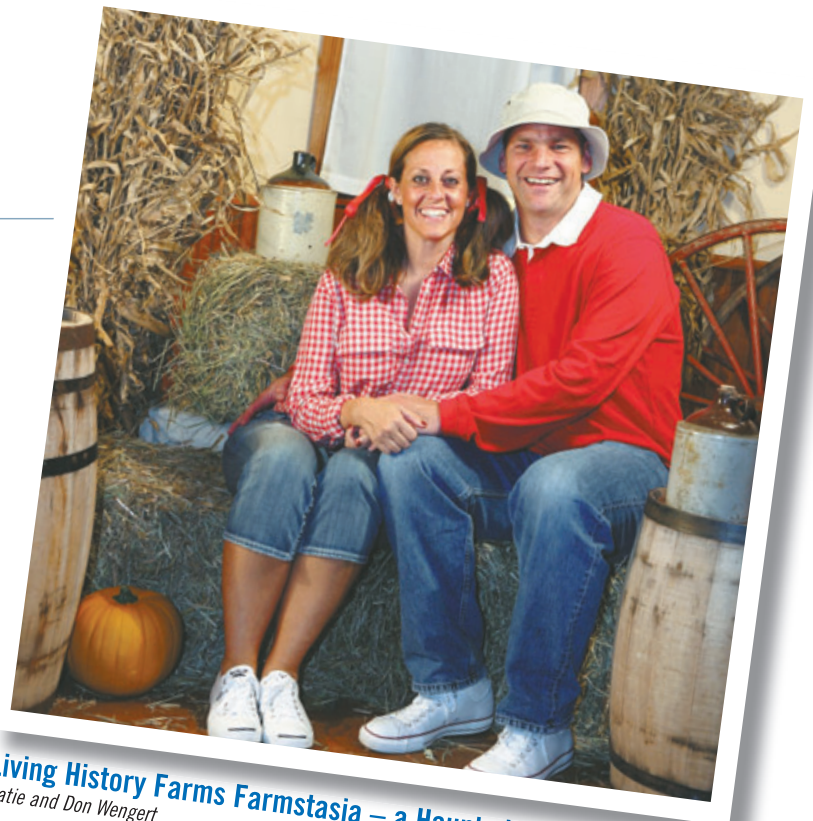


Visit our community calendar at www.businessrecord.com

Su	M	T	W	Th	F	S
	1	2	3	4	5 • World Food Festival, 10/5-10/7	6 • NAMI Iowa Walk
7	8 Columbus Day	9	10	11	12	13 • Living History Farms Farmstasia Gala
14	15	16 Boss' Day	17	18	19	20
21 • IMT Des Moines Marathon	22	23	24	25	26 • DM Playhouse Hollywood Halloween	27 • Arthritis Foundation Bone Bash • Susan G. Komen Race for the Cure
28	29	30	31 Halloween			



Des Moines Art Center Vault
Tina Dahl and Wicker Van Orsdel



Living History Farms Farmstasia – a Haunted Hoedown
Katie and Don Wengert



www.desmoinesfoundation.org

NOVEMBER 2012

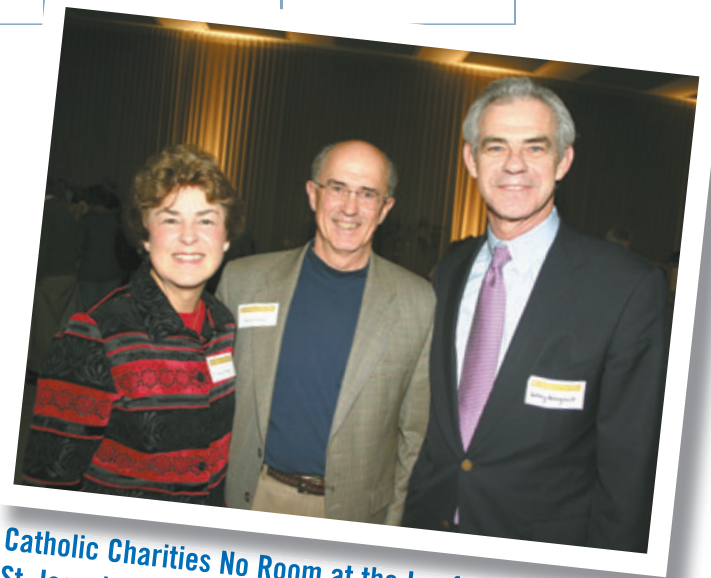


Visit our community calendar at www.businessrecord.com

Su	M	T	W	Th	F	S
				1	2	3 • Bras for the Cause
4 Daylight Savings Time ends	5	6 Election Day	7	8	9 • Salvation Army Red Kettle Campaign Kickoff, 11/9 -12/24	10
11 Veteran's Day • Children & Families of Iowa's Holiday Classic	12 Veteran's Day (observed)	13	14	15 • Ruth Harbor Annual Fundraising Banquet	16 • Botanical Center Champagne and Chocolate Celebration	17
18 • Make a Wish Foundation Tour de Lights	19	20 • Make a Wish Foundation Jolly Holiday Lights, 11/20-1/1/13 • Festival of Trees and Lights Gala	21 • Festival of Trees and Lights, 11/21-11/25	22 Thanksgiving	23	24
25	26	27	28	29	30 • Catholic Charities No Room at the Inn, 11/30-12/2 • Catholic Charities Fundraising Reception	



Special Olympics Iowa Super Plunge
Todd Cook, Kyler Prunty and Jamie Boersma



Catholic Charities No Room at the Inn fundraiser for St. Joseph Emergency Family Shelter
Chris and Dennis Christy and Gerry Neugent



www.desmoinesfoundation.org

DECEMBER 2012



Visit our community calendar at www.businessrecord.com

Su	M	T	W	Th	F	S
						1
2	3	4	5	6	7 • Ballet Des Moines, The Nutcracker, 12/7-12/9	8 Hanukkah, 12/8-12/16 • Jingle Bell Run/Walk for Arthritis
9	10	11	12	13	14	15
16	17	18	19	20	21	22 Winter begins
23	24 Christmas Eve	25 Christmas Day	26 Kwanza, 12/26-12/31	27	28	29
30	31 New Year's Eve • Guide One ImaginEve!					



Blank Children's Hospital Festival of Trees and Lights Gala
Michele and Ed Brown



Community Foundation of Greater Des Moines Holiday Social
J. Barry Griswell and Kyle Krause



www.desmoinesfoundation.org

METROPOLITAN PLANNING ORGANIZATION COMMUNITIES

(Listed alphabetically)

City Address Phone; Fax	Population	FT Staff	Budget for 2011/2012	City Manager Economic Development Director Public Works Director	Mayor Council	Web Site E-mail
Altoona 407 8th St. S.E. Altoona, IA 50009 515-967-5136; FAX: 515-967-0842	14,541	76	\$41,362,571	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	45,582	203	\$107,048,043	Carl M. Metzger Curtis Brown 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. N.E. Bondurant, IA 50035 515-967-2418; FAX: 515-967-5732	3,860	9	\$6,421,195	Mark J. Arentsen	Keith Ryan Curt Sullivan, Eric Boatwright, Amy Bogaards, Jerry Fischer	www.cityofbondurant.com info@cityofbondurant.com
Carlisle 195 N. First Carlisle, IA 50047 515-989-3224; FAX: 515-989-4395	3,876	22	\$8,715,224	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 N.W. 114th St. Clive, IA 50325 515-223-6220; FAX: 515-457-3091	15,447	106	\$43,549,388	Dennis Henderson Doug Ollendike Bart Weller	Scott Cirksena Eric Klein, Steve Brody, John Edwards, Philip Tuning, 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	203,433	1,717	\$543,422,523	Richard A. Clark Terrance Vorbrich, interim William Stowe	Frank Cownie Chris Coleman, Bob Mahaffey, Christine Hensley, Halley Griess, Skip Moore, Brian Meyer	www.dmgov.org info@dmgov.org
Grimes 101 N.E. Harvey Grimes, IA 50111 515-986-3036; FAX: 515-986-3846	7,500	15	\$19,328,672	Kelley Brown Brian Bueth 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	17,278	90	\$37,302,343	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 204 Center Ave. N Mitchellville, IA 50169 515-967-2935; FAX: 515-967-2631	2,302	10	\$1,962,700	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	8,945	47	\$12,655,246	Mark W. Miller Chris Nosbisch Tim Hoskins	Doug Pierce David Murillo, Michael Leto, Eric Delker, Frank Curtis, James Thayer	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	8,570	41	\$12,517,024	Don Sandor Ben Champ Gary Patterson	Mike Richardson Melissa Garrett, Donovan Howard, Raian Hanson, Bill Lack, Len Murray	www.ci.pleasant-hill.ia.us smahannah@ci.pleasant-hill.ia.us
Polk City 112 3rd St. Polk City, IA 50226 515-984-6233; FAX: 515-984-6177	3,418	18	\$6,456,165	Gary Mahannah John Calhoun Mike Schulte	Gary Heuertz Tim Rhoades, Robert Mordini, David Dvorak, Dan Lane, Ron Anderson	www.polkcit.org snickles@polkcit.org
Urbandale 3600 86th St. Urbandale, IA 50322 515-278-3900; FAX: 515-331-6755	39,463	185	\$69,284,898	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	13,790	68	\$53,799,726	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 515-222-3610; FAX: 515-222-3638	56,609	333	\$140,885,060	Greg L. Sparks Clyde Evans Bret Hodne	Steven K. Gaer Charles Schneider, Russ Trimble, Jim Sandager, Ted Ohmart	www.wdm.iowa.gov cityinfo@wdm.iowa.gov
Windsor Heights 1133 66th St. Windsor Heights, IA 50324 515-279-3662; FAX: 515-279-3664	4,960	28	\$12,033,997	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

Development friendly

Reasonable land prices

515-210-8442 | www.polkcit.org

Lowest city tax rate in Iowa (town over 2500)

18th lowest consolidated tax rate of ANY city over 2500

Saylorville Lake
Big Creek State Park

Tournament Club of Iowa
Jester Park



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 114 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.



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, DART Commissioner, Greater Des Moines Convention & Visitors Bureau board of directors, BRAVO board of directors, Face It Together.



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.



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 and Warren County Economic Development Corp. President of the Iowa League of Cities. Also past chair of Metropolitan Advisory Council and Mid-Iowa Association of Local Governments.



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, Cirksena was Clive Citizen of the Year.



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.



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.



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.



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.



MIKE RICHARDSON PLEASANT HILL

- **Year Elected:** 2011
- **Career:** Casey's General Stores Inc.
- **Education:** Madison Memorial High School, Madison WI.

■ **Community involvement:** Board member of Keep Iowa Beautiful.



GARY HEURTZ 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.



ROBERT ANDEWEG URBANDALE

- **Year elected:** 2009
- **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.



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.



STEVEN K. GAER WEST DES MOINES

- **Year elected:** 2007
- **Career:** Chief operating officer and general counsel with R&R Realty Group
- **Education:** University of Kentucky and Drake University Law School

■ **Community involvement:** Steven currently serves on the following boards: Greater Des Moines Partnership, Choose Des Moines Communities, Metropolitan Planning Organization, Civic Center of Greater Des Moines, West Bancorporation and West Bank, and County Assessor Conference (Polk, Dallas and Warren).



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.

HIGHEST PAID PUBLIC OFFICIALS (CITY, SCHOOLS, COUNTY)

(Ranked by salaries)

Rank	Name	Title	Jurisdiction	Salary FY 2012 (7/1/11)	Salary FY 2011 (7/1/10)	% Change
1	Rob Denson	President	DMACC	\$248,500	\$232,000	6.4%
2	Dr. Gregory Schmunck	Medical Examiner	Polk County	\$217,907	\$217,819	0%
3	Nancy Sebring	Superintendent	Des Moines Public Schools	\$206,178	\$206,178	0%
4	Dr. Peter Ansingh	Superintendent	WDM Community Schools	\$200,000	N/A	N/A
5	Richard Clark	City Manager	City of Des Moines	\$198,177	\$198,177	0%
6	Kim Linduska	Executive VP, Academic Affairs	DMACC	\$189,102	\$181,409	4.7%
7	Clay Guthmiller	Superintendent	Johnston Community Schools	\$181,107	\$177,556	2.0%
8	Dr. Matthew Wendt	Superintendent	Ankeny Community Schools	\$176,513	\$170,544	3.4%
9	Dr. Dave Wilkerson	Superintendent	Waukee Community Schools	\$173,298	\$168,687	2.7%
10	Doug Stillwell	Superintendent	Urbandale Community Schools	\$169,540	\$150,404	11.3%
11	John Sarcone	County Attorney	Polk County	\$166,926	\$166,036	0%
12	Doug Williams	VP, Business Services	DMACC	\$166,608	\$159,830	4%
13	William Stowe	Asst. City Manager/Public Works Director	City of Des Moines	\$166,121	\$160,892	3.1%
14	Carl Metzger	City Manager	City of Ankeny	\$165,069	\$161,200	2%
15	Jeffrey Lester	Corporate Counsel	City of Des Moines	\$155,000	N/A	N/A
15	Greg Sparks	City Manager	City of West Des Moines	\$155,000	N/A	N/A
16	Allen McKinley	Deputy City Manager	City of Des Moines	\$154,296	\$140,981	9%
17	AJ Johnson	City Manager	City of Urbandale	\$154,204	\$145,000	6%
18	Dennis Henderson	City Manager	City of Clive	\$153,441	\$151,922	1%
19	Judy Bradshaw	Police Chief	City of Des Moines	\$151,700	\$146,925	3%
20	Donald M. Tripp	Parks & Recreation Director	City of Des Moines	\$150,390	\$146,656	3%
21	Lawrence McDowell	Deputy City Attorney II	City of Des Moines	\$146,613	\$141,565	3%
22	Larry Hulse	Assistant City Manager	City of Des Moines	\$144,550	\$140,000	3%
23	Raymond M. Blasé	Bureau Chief, County Attorney	Polk County	\$141,887	\$140,482	1%
23	Steven Foritano	Bureau Chief, County Attorney	Polk County	\$141,887	\$140,482	1%
23	Nan Horvat	Bureau Chief, County Attorney	Polk County	\$141,887	\$140,482	1%
23	Michael B. O'Meara	First County Attorney, Civil	Polk County	\$141,887	\$140,482	1%
23	Frank Severino	Bureau Chief, County Attorney	Polk County	\$141,887	\$140,482	1%
23	Daniile Voogt	Bureau Chief, County Attorney	Polk County	\$141,887	\$140,482	1%
24	Mark Godwin	Deputy City Attorney I	City of Des Moines	\$141,613	\$137,155	3%
25	Richard Scieszinski	City Attorney	City of West Des Moines	\$139,926	\$139,926	0%
25	Jody Smith*	Deputy City Manager	City of West Des Moines	\$139,926	\$151,183	-8%
26	Kathleen Vanderpool	Deputy City Attorney I	City of Des Moines	\$139,637	\$132,600	5%
27	Joseph Robbins	Controller	DMACC	\$138,473	\$135,413	2.2%
28	William McCarthy	Sheriff	Polk County	\$138,142	\$136,774	2.2%
29	Greg Martin	VP, Information Solutions	DMACC	\$137,867	\$134,820	2.2%
30	Jeb Brewer	City Engineer	City of Des Moines	\$135,013	\$132,275	2%
31	Sandra Tryon	Executive Director, HR	DMACC	\$136,017	\$133,011	2.2%
32	Mary Chapman	VP, Community & Workforce Partnerships	DMACC	\$135,891	\$132,888	2.2%

*Smith served a year ago as Interim City Manager

NONPROFIT ORGANIZATIONS

(Ranked by 2011 budget for Central Iowa)

Rank	Name Address Phone; Fax	2011 Budget	Year Est. Local FT Employees	Executive Director Board Chair Office/Purchasing Manager	Type of Work or Charity	Website Email
1	Lutheran Services in Iowa (LSI) 3125 Cottage Grove Ave. DM, IA 50311 515-274-4946	\$37,383,000	1864 188	Doug Johnson Connie Spitzack Marcie James	Child abuse prevention, mental health, disability services, home health, refugee services, crisis intervention, skill building	www.LSlowa.org LSI@LSlowa.org
2	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
3	ChildServe 5406 Merle Hay Rd. Johnston, IA 50131 515-727-8750; FAX: 515-737-8757	\$33,148,621	1928 400	Lloyd Vander Kwaak John Temple Marshall Porter N/A	Not-for-profit that partners with families & communities to help children with special healthcare needs lead great lives	www.childserve.org
4	Four Oaks 2600 72nd St. Urbandale, IA 50322 515-261-3719; FAX: 866-290-5565	\$28,800,000	1973 24	Mike Qureshi Diane Ramsey N/A	Statewide agency focused on child welfare, juvenile justice & behavioral health to help kids become successful adults	www.fouroaks.org lpritchard@fouroaks.org
5	United Way of Central Iowa 1111 Ninth St., Ste. 100 DM, IA 50314 515-246-6500; FAX: 515-246-6522	\$24,500,000	1918 47	Shannon Cofield Steve Chapman Fran O'Grady	Mission: To improve lives by uniting the caring power of our community	dhonold@unitedwaydm.org
6	Planned Parenthood of the Heartland 1171 Seventh St. DM, IA 50305 515-280-7004; FAX: 515-280-9525	\$24,000,000	1934 210	Jill June Loree Miles N/A	Family planning and reproductive health care, education and advocacy	www.ppheartland.org questions@ppheartland.org
7	HCI Care Services (formerly Hospice of Central Iowa) 2910 Westown Pkwy., Ste. 200 WDM, IA 50266 515-274-3400; FAX: 515-274-1137	\$22,770,800	1978 155	Norene Mostkoff Charles Cutler 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
8	YMCA of Greater Des Moines 101 Locust St. DM, IA 50309 515-282-9622; FAX: 515-471-8558	\$21,000,000	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.dnymca.org metro@dnymca.org
9	Orchard Place 2116 Grand Ave. DM, IA 50312 515-287-9610; FAX: 515-287-9695	\$18,000,000	1886 326	Brock Wolff Mic Jurgens Scott Heldt	Orchard Place is a leading provider of mental health and behavioral services for children and youth in the state of Iowa	www.orchardplace.org nbobo@orchardplace.org
10	American Red Cross, Central Iowa Chapter 2116 Grand Ave. DM, IA 50312 515-243-7681; FAX: 515-244-8012	\$16,000,000	1916 28	Leslie Schaffer Richard Bergez N/A	Disaster relief & preparedness education	www.desmoines-redcross.org
11	Civic Center of Greater Des Moines 221 Walnut St. DM, IA 50309 515-246-2300; FAX: 515-246-2305	\$14,098,391	1979 30	Jeff Chelesvig Mary Stier Chris Browning	A private not-for-profit corporation celebrating over 30 years of presenting the performing arts	CivicCenter.org info@civiccenter.org
12	Goodwill Industries of Central Iowa 4900 N.E. 22nd St. DM, IA 50313 515-265-5323; FAX: 515-265-0645	\$14,080,559	1955 104	Marlyn McKeen Donna Miller N/A	Employment, education and skill training services	www.dmgoodwill.org marlynm@dmgoodwill.org
13	Progress Industries 5518 N.W. 88th St. Johnston, IA 50131 515-557-1810; FAX: 515-557-1809	\$12,000,000	1979 80	Dan Skokan Doyle Geri Shelly Nesheim	Provides residential & vocational services for people with disabilities	www.progressindustries.org
14	Children & Families of Iowa 1111 University Ave. DM, IA 50314 515-288-1981; FAX: 515-288-9109	\$11,900,000	1888 213	Dr. Gloria Gray John Finn Lynsey Oster Paige Winzenburg	Human services, domestic violence services, safe homes, early childhood development, teen programs, mental health services	www.cfiowa.org contactus@cfiowa.org
15	Visiting Nurse Services of Iowa 1111 Ninth St., Ste. 320 DM, IA 50314 515-288-1516; FAX: 515-288-0437	\$11,700,000	1908 119	Dave Discher Kathy Zehr N/A	Home health nursing, health and human services for children/families across Iowa, corporate wellness	www.vnsia.org daved@vnsia.org
16	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 with mental illness including mental health therapy, transitional housing & community outreach programs	www.eyerlyball.org earlk@eyerlyball.org
17	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
18	Easter Seals Iowa 401 N.E. 66th Ave. DM, IA 50313 515-309-1300; FAX: 515-289-1281	\$8,500,000	1926 107	Sherril R. Nielsen Jennifer Gribble 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
19	Link Associates 4301 N.E. 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
19	The Homestead 1625 Adventureland Dr., Ste. B Altoona, IA 50009 515-967-4369; FAX: 515-957-3380	\$8,000,000	1994 130	Steve Muller Matthew Haney LuAnn Markley	We develop and implement innovative solutions for people with autism	www.thehomestead.org info@thehomestead.org
20	On With Life Inc. 715 S.W. Ankeny Rd. Ankeny, IA 50023 515-289-9600; FAX: 515-965-1186	\$7,600,000	1987 98	Julie Fidler Dixon Dr. Vilija Tarvydas N/A	On With Life is a non-for-profit, continuum of specialty, brain injury rehabilitation services, from inpatient to the community	www.onwithlife.org info@onwithlife.org
21	Employee & Family Resources 505 Fifth Ave., Ste. 930 DM, IA 50309 515-471-2310; FAX: 515-288-4534	\$6,864,854	1964 76	Tammy Hoyman John Schreurs 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
22	Candeo 6950 N.E. 14th St., Ste. 36 Ankeny, IA 50023 515-289-4781; FAX: 515-289-4787	\$5,600,000	1993 125	Marcy Davis Mike Snyder Julie Klocke	Human services	www.candeiowa.org candeo@candeiowa.org
23	House of Mercy 1409 Clark St. DM, IA 50314 515-643-6500; FAX: 515-643-6598	\$5,437,000	1988 90	Todd C. Beveridge Dr. Barbara Hodne Lynn McCormick	Transitional/permanent housing, child care, adolescent grp living outpatient addiction treatment, other human service programming	www.houseofmercydesmoines.org tbeveridge@mercydesmoines.org
24	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 Sue Lundstrom	A world-class museum noted for its architecture, acclaimed collection of modern and contemporary art, school, restaurant	www.desmoinesartcenter.org info@desmoinesartcenter.org
25	Greater Des Moines Habitat for Humanity 2341 Second Ave. DM, IA 50303 515-471-8686; FAX: 515-284-5559	\$5,000,000	1986 34	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
25	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	Art Whittmack Matthew Mouw 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
26	Special Olympics Iowa 551 S.E. Dovetail Rd. Grimes, IA 50111 515-986-5520; FAX: 515-986-5530	\$4,300,000	1968 14	Mark Reed Elaine Hieber Dana Van Roekel	Sports training and competition for youth and adults with intellectual disabilities, serving athletes in all 99 counties of Iowa	www.soiowa.org

(continued on page 34)

(Ranked by 2011 budget for Central Iowa)

Rank	Name Address Phone; Fax	2011 Budget	Year Est. Local FT Employees	Executive Director Board Chair Office/Purchasing Manager	Type of Work or Charity	Website Email
27	Blank Park Zoo Foundation 7401 S.W. Ninth St. DM, IA 50315 515-285-4722; FAX: 515-974-2590	\$4,200,000	1966 40	Mark Vukovich Matt Fryar Gwen Parks	Management and operations of the Blank Park Zoo	www.blankparkzoo.com info@blankparkzoo.com
28	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
29	Animal Rescue League of Iowa 5452 N.E. 22nd St. DM, IA 50313 515-473-9101; FAX: 515-262-2612	\$3,400,000	1926 50	Tom Colvin Carol Griglione N/A	The ARL is the state's largest animal shelter, serving over 20,000 animals each year from all corners of the state	www.arl-iowa.org arl@arl-iowa.org
30	Youth Homes of Mid-America 7225 N.W. 58th Johnston, IA 50131 515-276-3473; FAX: 515-278-4329	\$3,380,888	1943 65	Ron Stehl Brian Meng Kathy Melby	Children and family social service agency	www.yhma.org youthhomes@yhma.org
31	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
32	Variety - The Children's Charity 505 Fifth Ave., Ste. 310 DM, IA 50309 515-243-4660; FAX: 515-243-5873	\$2,800,000	1937 4	Sheri McMichael Bill Boyd Rita Myers	Provides funding for nonprofit children's agencies serving children	www.varietyiowa.com stateoffice@varietyiowa.com
33	Polk County Housing Trust Fund 108 Third St., Ste. 350 DM, IA 50309 515-282-3233; FAX: 515-282-8444	\$2,720,000	1995 3	Eric Burmeister Victoria Facto Carol Duncan	Affordable Housing	www.pchtf.org
34	Youth Emergency Shelter & Services 918 S.E. 11th St. DM, IA 50309 515-282-9377	\$2,650,668	1973 45	Stephen Quirk Derek Stocking N/A	Nearly 1,000 children, newborn through 17, find 24 hour emergency shelter & support each year at YESS when home isn't an option	www.yessiowa.org infocus@yessiowa.org
35	Boy Scouts of America, Mid-Iowa Council 1659 E. Euclid Ave. DM, IA 50316 515-266-2135; FAX: 515-265-4143	\$2,600,000	1916 22	Robert Hopper Steve Sypal Cindy Day	Character building, youth development	www.mid-iowacouncilbsa.org mid-iowa@bsaemail.org
36	Make-A-Wish Foundation of Iowa 3024 104th St. Urbandale, IA 50322 515-334-2636; FAX: 515-334-2638	\$2,500,000	1987 7	Rob Kelly Tony Rogers Rob Kelly	Grant wishes to Iowa children with life-threatening medical conditions	www.iowa.wish.org robk@iowa.wish.org
36	National MS Society 8187 University Blvd., Ste. B Clive, IA 50325 515-270-6369	\$2,500,000	1945 4	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
37	Catholic Charities 601 Grand Ave. DM, IA 50309 515-244-3761; FAX: 515-237-5070	\$2,443,819	1924 20	Nancy Galeazzi Paul Rupprecht N/A	Social service agency serving people of all faiths through direct service, empowerment and advocacy	www.CatholicCharitiesdm.org tradke@dmdiocese.org
38	Living History Farms 11121 Hickman Rd. Urbandale, IA 50322 515-278-5286; FAX: 515-278-9808	\$2,400,000	1970 23	Ruth Haus Terry Garner Jen Albers	Living History Farms is an interactive outdoor museum connecting people of all ages to Midwestern rural life experiences	www.LivingHistoryFarms.org info@lhf.org
39	Des Moines Symphony Orchestra & Academy 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	Performances of the world's greatest classical music and music education provided by professional musicians	www.dmsymphony.org info@dmsymphony.org
40	Des Moines Metro Opera 106 West Boston Ave. Indianola, IA 50125 515-961-6221; FAX: 515-961-8175	\$2,063,771	1973 6	Michael Egel Bruce Hughes Chari Kruse	Performing arts	www.desmoinesmetroopera.org dmmo@dmmo.org
41	Leukemia & Lymphoma Society 8033 University Blvd. DM, IA 50325 515-270-6169; FAX: 515-270-5392	\$1,890,000	1949 6	Melanie Schmidt Brown BJ Knapp Marie Gwinn	LLS is the world's largest voluntary health organization dedicated to funding blood cancer research, education & patient services	www.lls.org/ia melanie.brown@lls.org
42	Food Bank of Iowa 2220 E. 17th St. DM, IA 50316 515-564-0330; FAX: 515-564-0331	\$1,868,230	1982 12	Carey Miller Major General (ret) John Tymeson N/A	Alleviating hunger through food distribution, education and partnership	www.foodbankiowa.org foodbankiowa@foodbankiowa.org
43	Des Moines Community Playhouse 831 42nd St. DM, IA 50312 515-277-6261; FAX: 515-277-8019	\$1,857,000	1919 12	John Viars Darca Boom Rod McCullough	Community theater producing 12 shows annually, plus extensive theatre education department and volunteer opportunities	www.dmplayhouse.com info@dmplayhouse.com
44	Des Moines Area Religious Council and Move the Food 3816 36th St., Ste. 202 DM, IA 50322 515-770-5155	\$1,700,000	1952 7	Sarai Schnucker Rice, Rev. Brendan Comito Terri Speirs	Interfaith dialogue, education, food assistance, emergency childcare, emergency rent and utilities	
44	The Nature Conservancy in Iowa 303 Locust St., Ste. 402 DM, IA 50309 515-244-5044; FAX: 515-244-8890	\$1,700,000	1951 7	Sean McMahon Lee Schoenewe Laura Norian	Conservation organization working globally to protect ecologically important lands and waters for nature and people	www.nature.org iowa@tnc.org
45	Great Ape Trust of Iowa 4200 S.E. 44th Ave. DM, IA 50322 515-243-9367	\$1,500,000	2002 6	William M. Fields Ted Townsend Susan McKee	Non-invasive scientific research of culture, language, tools and intelligence and conservation of great apes in the wild	www.GreatApeTrust.org asetka@greatapetrust.org
46	America's Family Coaches 2540 106th St., Ste. 101 DM, IA 50322 515-334-7482; FAX: 515-334-7486	\$1,250,000	1994 8	Gary Rosberg Jerry Foster Kim Vocolka	The Rosbergs address the needs of marriages today with coaching through conferences, audio programs and interactive resources	www.americasfamilycoaches.com angela@afcoaches.com
47	Rock in Prevention 7628 Hickman Rd. DM, IA 50324 515-255-0635	\$1,222,000	1990 3	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
48	AIDS Project of Central Iowa 711 E. Locust St. DM, IA 50309 515-284-0245; FAX: 515-282-7787	\$1,200,000	1991 16	Jordan Selha Karen Derry N/A	Provide direct care services to HIV + Iowans; help reduce the number of new HIV infections; deflate HIV stigma	
48	Boys & Girls Clubs of Central Iowa 1031 Office Park Rd., Ste. 1 WDM, IA 50265 515-262-5695; FAX: 515-262-0904	\$1,200,000	1963 13	Jodie Warth Brian Deimerly Tim Rittgers	Youth development services	www.bgcci.org cstockdale@bgcci.org
49	Prevent Child Abuse Iowa 505 Fifth Ave., Ste. 900 DM, IA 50309 515-244-2200; FAX: 515-280-7835	\$1,040,000	1975 5	Stephen E. Scott Margi Weiss 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@pcaiaowa.org
50	Character Counts in Iowa 1213 25th St. DM, IA 50311 515-271-1910	\$1,000,000	1997 8	J. Scott Raecker Robert Ray Cheri McDaniel	Teaching civility in Central Iowa through character development	www.charactercountsiniowa.org info@charactercountsiniowa.org
51	Young Women's Resource Center 818 Fifth Ave. DM, IA 50309 515-244-4901; FAX: 515-243-5073	\$995,839	1978 14	Heather Soener Nichola Schissel Sarah Graham	The Young Women's Resource Center provides gender-specific services and programs to young women ages 10-21 in Central Iowa	www.ywrc.org ywrc@ywrc.org
52	Big Brothers Big Sisters of Central Iowa 9051 Swanson Blvd. Clive, IA 50325 515-288-9025; FAX: 515-288-6191	\$961,127	1967 16	Althea Holcomb Tim Minard Lisa Majors	Donor and volunteer supported organization proven to help vulnerable children succeed through one-to-one mentoring relationships	www.bbbsia.org info@bbbsia.org

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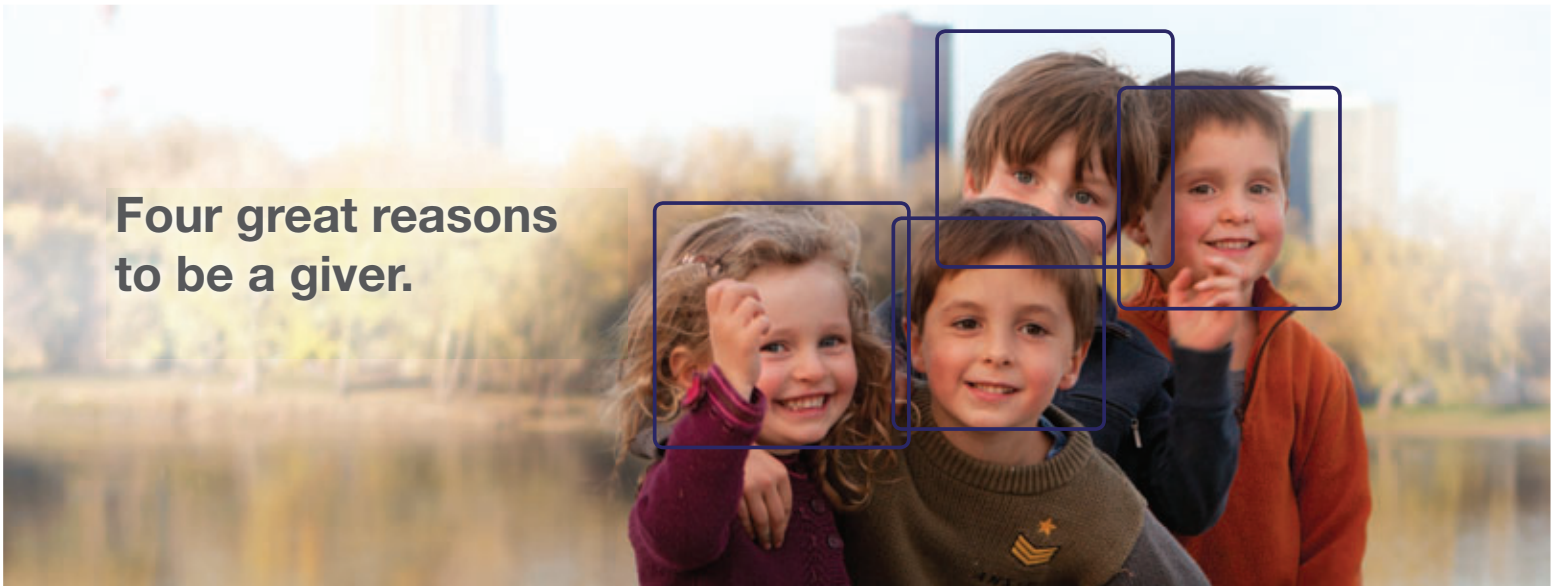


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NONPROFIT ORGANIZATIONS

(continued from page 34)

(Ranked by 2011 budget for Central Iowa)

Rank	Name Address Phone; Fax	2011 Budget	Year Est. Local FT Employees	Executive Director Board Chair Office/Purchasing Manager	Type of Work or Charity	Website Email
53	Salisbury House & Gardens 4025 Tonawanda Dr. DM, IA 50312 515-274-1777; FAX: 515-274-0184	\$932,826	1993 8	Mark Heppner Michael Simonson N/A	42-room historic house museum with extensive collections of art, antiques & literature; open for tours, events & public programs	www.salisburyhouse.org contactus@salisburyhouse.org
54	Des Moines Arts Festival 700 Locust St., Ste. 100 DM, IA 50309 515-286-4950; FAX: 515-286-4942	\$870,000	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 info@desmoinesartsfestival.org
55	Central Iowa Shelter & Services 205 15th St. DM, IA 50309 515-284-5719	\$750,000	1992 10	Tony Timm Jess Vilsack Tony Timm	Provide free shelter and meals to homeless adults regardless of physical or emotional conditions.	www.centraliowashelter.org TonyTimm@qwestoffice.net
56	Hawthorn Hill - New Directions Shelter & The Home Connection 3001 Grand Ave. DM, IA 50312 515-283-1911; FAX: 515-244-9752	\$645,500	1978 10	Tim Shanahan Mark Joos 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
57	America Heart Association 1111 9th St., Ste. 280 DM, IA 50314 515-246-3278	\$600,000	1949 7	Brooke Foster Edward Brown Lori Cliff	Our mission is to build healthier lives by preventing, treating and defeating these diseases — America's No. 1 and No. 3 killers	www.heart.org/desmoines alexson.calahan@yahoo.com
57	Children's Cancer Connection 1221 Center St., Ste. 12 DM, IA 50309 515-243-6239; FAX: 515-243-5232	\$600,000	1988 4	Mark Slocum Dr. Braxton Pulley Channon Timm	Enhancing the quality of life for children & families affected by childhood cancer by providing education, recreation and support	www.ChildrensCancerConnection.org Info@ChildrensCancerConnection.org
58	Arthritis Foundation 2600 72nd St., Ste. D DM, IA 50322 515-278-0636; FAX: 515-278-2603	\$550,000	1954 3	Marzia Puccioni Cathy Beaman Tim Weber N/A	Nonprofit health organization	http://iowa.arthritis.org info.ia@arthritis.org
58	March of Dimes 2910 Westown Pkwy., Ste. 301 WDM, IA 50266 515-243-2244; FAX: 515-243-9254	\$550,000	1938 4	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
59	Beacon of Life Program for Women In Transition 1717 Woodland Ave. DM, IA 50314 515-244-4713	\$450,000	1980 4	Joan Ellis Brooke A. Benschoter Robbin Frey	Since 1980, the Beacon has provided a haven from Des Moines streets for homeless women	www.beaconoflifedm.com beaconoflife@qwestoffice.net
60	Camp Hertko Hollow Inc. 101 Locust St. DM, IA 50309 515-471-8523; FAX: 515-288-2423	\$440,000	1968 2	Ann Dekker Wolf Troy Norman Ann Dekker Wolf	Provide a diabetes educational and recreational camping program for youth between the ages of 6-18 who have diabetes	www.camphertkohollow.com a.wolf@camphertkohollow.com
61	Des Moines "I Have a Dream" Foundation 2507 University Ave. DM, IA 50311 515-271-1976; FAX: 515-271-1975	\$433,850	1990 4	Emily Hamilton Steve Whitty Carol Reynolds	Motivate and empower at-risk children to reach goals through long-term educational support and college tuition assistance	www.desmoinesdreams.org
62	Rebuilding Together Greater Des Moines 1111 Ninth St., #265 DM, IA 50314 515-284-7403; FAX: 515-244-4439	\$418,400	1995 1	Kimberly Hansen Peter Diliberti Kimberly Hansen	Local nonprofit organization dedicated to helping low-income homeowners, through home renovation and repair	www.rebuildingdm.org khansen@rebuildingdm.org
63	The ALS Association, Iowa Chapter 6165 N.W. 86th St., Ste. 205 Johnston, IA 50131 515-727-1677; FAX: 515-727-1601	\$380,000	2003 3	Jason D. Lee Steve Stahly N/A	Provide compassionate care and support services to Iowans affected by ALS (Lou Gehrig's Disease), create a world without ALS	www.alsaiowa.org info@alsaiowa.org

FOUNDATIONS

(Ranked by year established)

Rank	Name Address Phone; Fax	Year Est.	Top 3 Local Executives	Affiliation	Top 3 Contributors/Patrons/ Corporations	Website Email
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	Marzia Puccioni Cathy Beaman	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 w/National Standards for U.S. Community Foundations	N/A	www.desmoinesfoundation.org info@desmoinesfoundation.org
4	Mercy Foundation 411 Laurel St., Ste. 2250 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	Mid-Iowa Health Foundation 3900 Ingersoll Ave., Ste. 104 DM, IA 50312 515-277-6411	1984	Suzanne Mineck Denise Swartz	N/A	N/A	
8	Iowa Architectural Foundation 400 Locust, Ste. 100 DM, IA 50309 515-244-1888	1989	Kristin McHugh-Johnston	N/A	N/A	www.iowaarchfoundation.org
9	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
10	The Wellmark Foundation 1331 Grand Ave., Station 3W751 DM, IA 50309 515-376-4819; FAX: 515-376-9082	1991	Matt McGarvey	The Wellmark Foundation	Wellmark BlueCross/BlueShield	www.wellmark.com/foundation mcgarvey@wellmark.com
11	Des Moines Public Library Foundation 1000 Grand Ave. DM, IA 50309 515-248-6402; FAX: 515-248-6405	1998	Robert Montana	Des Moines Public Library	N/A	www.dmpl.org RMontana@dmpl.org
12	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
13	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

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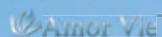


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Rank	Name Address Phone; Fax	Licensed Beds Staffed Beds Admissions 2010 Occupancy Rate	Operating Revenue	Top 5 Specialties	Doctors Licensed Nurses	Year Est.	Top Local Executives	Website Email
1	Mercy Medical Center - Des Moines including Mercy Medical Center - West Lakes and Mercy Franklin Center 1111 Sixth Ave. DM, IA 50314 515-247-3121; FAX: 515-643-8498	802 650 36,870 49	\$705,609,000	Heart/vascular/surgical care, cancer/oncology services, birthing, emergency, neurology, orthopaedics	800 1,824	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 34,723 66	\$650,961,000	Orthopaedics, pediatrics, cancer care, heart/vascular care, trauma/emergency care, behavioral health	1,002 1,437	1901	Eric Crowell David Stark Dr. Steve Stephenson	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	257 257 2,771 53	\$14,245,076	Primary care, mental health, nursing home, internal medicine, surgery, rehabilitation, palliative care	53 238	1934	Donald C. Cooper	www.centraliowa.gov lisa.christie@va.gov
4	Broadlawns Medical Center 1801 Hickman Rd. DM, IA 50314 515-282-2449; FAX: 515-282-8874	200 90 17,310 80	\$100,000,000	Podiatry, OB/GYN, mental health care services, family health care, primary health care/pediatrics	78 185	1924	Jody Jenner	www.BroadlawnsMedicalCenter.org mstier@broadlawns.org

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Address
Phone

Altoona Family Care Center
2720 8th St. S.W. 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

Child Health Specialty Clinics
3000 S.W. 14th St. DM
515-288-1399

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

Des Moines University Clinic
3200 Grand Ave. DM
515-271-1700

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

Family Physicians at Prairie Trail
215 S.W. State St., Ste. 200 Ankeny
515-964-6999

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 Dr., Ste. 300 Clive
515-226-9810

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

La Clinica
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/Urgent Care
1300 Des Moines St., Ste. 110 DM
515-643-0833

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

Name
Address
Phone

Mercy Gerhart Medical Clinic
215 S.W. Walnut Ankeny
515-964-7965

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

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 S.W. Ninth St. DM
515-643-9400

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

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

Mercy Waukee Medical Clinic
25 W. Hickman Rd. Waukee
515-643-7000

Mercy West Family Practice/Urgent Care
1601 N.W. 114th St. DM
515-222-7000

Merle Hay Family Medicine/Urgent Care
4020 Merle Hay Rd., Ste. 100 DM
515-278-0949

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

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

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

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

Roosevelt Family Medicine
4116 University Ave. DM
515-274-1518

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

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

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

Walnut Creek Pediatrics
1271 8th St., Ste. 100 WDM
515-224-4993

Waukee Clinic
30 E. Hickman Rd. Waukee
515-987-3447

West Des Moines Family Physicians
6010 Mills Civic Pkwy., Ste. 200 WDM
515-224-9666

West Grand Medical Associates
119 19th St., Ste. 106 WDM
515-226-0112

*Not all clinics are listed

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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)	Website Email
1	Wesley Acres, a WesleyLife Community 3520 Grand Ave. DM, IA 50312 515-271-6500; FAX: 515-271-6522	288 95	13 8 18	124 1947	WesleyLife Craig Johnson Rita Nims	Varies	N/A	www.wesleylife.org
2	Edgewater, a WesleyLife Community 9225 Cascade Ave. WDM, IA 50266 515-978-2400; FAX: 515-978-2552	239 77	N/A 18 8	104 2009	WesleyLife Janet Simpson Glenda Ubben	Varies	N/A	www.wesleyedgewater.org info@wesleyedgewater.org
3	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. Cindi McNair Theresa Arlaud	N/A	0	www.deerfieldrc.com
4	Calvin Community 4210 Hickman Rd. DM, IA 50310 515-277-6141; FAX: 515-271-0933	200 180	1 8 19	175 1965	Non Profit Eldred Kingery N/A	N/A	N/A	info@calvincommunity.org
5	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. Kara Bernsee Greg Ernst	Varies	0	www.woodlandscreek.com
6	Bishop Drumm Care Center 5837 Winwood Dr. Johnston, IA 50131 515-270-1100; FAX: 515-276-1714	150 98	15 25 25	240 1939	Bishop Drumm Ret. Center Inc. Heather Rehmer Heather Rehmer	\$156.76	N/A	
7	Fountain West Health Center 1501 Office Park Rd. WDM, IA 50265 515-223-1223; FAX: 515-223-6345	140 81	N/A 11 16	132 1975	Colby Properties Inc. Dan Donohue N/A	Varies by level	N/A	www.fountainwest.com
8	The Lodge of Ashworth 909 Ashworth Rd. WDM, IA 50265 515-224-4898; FAX: 515-222-0414	136 N/A	N/A 0 0	26 1985	Colby Properties Dirk Roghair N/A	N/A	N/A	www.lodgeofashworth.com info@lodgeofashworth.com
9	University Park Nursing & Rehab 233 University Ave. DM, IA 50314 515-284-1280; FAX: 515-284-0127	133 94	N/A 13 11	118 2000	Pinnacle Healthcare Ronald Osby Angie McCleish	N/A	N/A	universityparkdsm.com ron.osby@pcitexas.net
10	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	N/A	www.luthercareservices.org
11	Kennybrook Village 200 S.W. Brookside Dr. Grimes, IA 50111 515-986-9925	100 N/A	N/A 0 0	0 2011	Scenic Development, LLC Tim Jordison N/A	N/A	N/A	www.kennybrookvillage.com info@kennybrookvillage.com
12	Sunny View Care Center 410 N.W. Ash Dr. Ankeny, IA 50023 515-964-1101; FAX: 515-964-7276	94 95	12 6 7	58 1972	Ankeny Healthcare Enterprise Carl Koedam N/A	\$95.67	0	
13	Valley View Village 2571 Guthrie Ave. DM, IA 50317 515-265-2571; FAX: 515-265-3044	79 90	N/A 13 9	120 1963	Elim Care/Valley View Village Brad Cole Shelly Barryhill	\$203	N/A	www.elimcare.org
14	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 Milkies Tina Barton	Varies	0	www.careinitiatives.org smikies@careinitiatives.org
15	Mill-Pond Retirement Community 1201 S.E. Mill Pond Ct. Ankeny, IA 50021 515-964-2273	60 98	N/A 14 6	65 1995	Presbyterian Homes & Services Allison Bass N/A	N/A	N/A	www.mill-pond.org
16	Arbor Springs of West Des Moines 7951 E.P. 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	N/A	www.arborsprings.org info@arborsprings.org
17	Vintage Hills Retirement Community 604 E. Hillcrest Ave. Indianola, IA 50125 515-961-1924; FAX: 515-961-1956	46 19	N/A 1 0	10 2010	Local Investors Brenda Colvin Melissa Casner	N/A	N/A	www.VintageHillsRC.com info@vintagehillsrc.com
18	Scottish Rite Park 2909 Woodland Ave. DM, IA 50312 515-274-4614; FAX: 515-274-6049	41 N/A	N/A 5 3	80 1973	N/A Daniel J. Boor N/A	N/A	N/A	scottishritepark.com lopie@scottishritepark.com

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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 2011 Doctors in Central IA	Corporate Affiliation	Top Executive	Year Certified	Website Email
Coventry Health Care of Iowa Inc. 4320 114th St. Urbandale, IA 50322 515-225-1234; FAX: 515-226-8954	Yes Yes Yes Yes Yes	33,000 2,060	Coventry Health Care Inc.	Charles R. Stark	1985	www.chciowa.com
Delta Dental of Iowa 9000 Northpark Dr. Johnston, IA 50131 515-261-5500	N/A N/A N/A Yes Yes	789,000 1,450	Delta Dental Plans Association	Donn Hutchins	1970	www.deltadentalia.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 1089 Jordan Creek Pkwy., Ste. 320 WDM, IA 50266 800-669-1830; FAX: 888-250-1758	Yes No No Yes Yes	120,000 1,400	UnitedHealthcare United Health Group	Dan Kueter	1998	www.uhc.com and uhcrv.com ia_marketing_requests@uhc.com
Wellmark 1331 Grand Ave. DM, IA 50309 515-376-4870	Yes No No Yes Yes	1,125,000 6,000	Wellmark Inc.	John D. Forsyth	1939	www.wellmark.com greenecm@wellmark.com
Wellmark Health Plan of Iowa Inc. 1331 Grand Ave. DM, IA 50309 515-376-4870	Yes No No No Yes	265,000 6,400	Wellmark Inc.	Tim Weber	1997	www.wellmark.com greenecm@wellmark.com

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

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	Website Email
1	Ultimate Nursing Services 6750 Westown Pkwy., #115A WDM, IA 50266 515-280-2160; FAX: 515-225-4044	530 672	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	450 520	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	HCI Care Services (formerly Hospice of Central Iowa) 2910 Westown Pkwy., Ste. 200 WDM, IA 50266 515-274-3400; FAX: 515-274-1137	92 155	1978	Norene Mostkoff	Hospice, palliative & private home care, pain/symptom mgmt., family svcs., spiritual/grief support	Yes	www.hospiceofcentraliowa.org info@hospiceofcentraliowa.org
5	Iowa Home Care 2500 University Ave. WDM, IA 50266 515-222-9995	75 350	2003	Kim Weber Steve Weber	Medical and non medical home health services	Yes	www.iowahomecare.com
6	Visiting Nurse Services of Iowa 1111 Ninth St., Ste. 320 DM, IA 50314 515-288-1516; FAX: 515-288-0437	65 119	1908	Dave Discher	Home health nursing, health and human services for children/families across Iowa, corporate wellness	Yes	www.vnsia.org daved@vnsia.org
7	Mercy Hospice 1055 Sixth Ave., Ste. 200 DM, IA 50314 515-643-8400; FAX: 515-643-0975	35 45	1986	Dave Vellinga	In-home hospice services, 12-bed hospice facility (Mercy Hospice-Johnston)	Yes	www.mercydesmoines.org
8	WesleyLife Community Services 944 18th St. DM, IA 50314 515-288-3334; FAX: 515-288-4740	20 200	2004	Bryan Sanders	Home care, hospice, Meals on Wheels, adult day services, immunization programs, volunteer services	Yes	www.wesleylife.org wcs@wesleyservices.org
9	Nurse Force Inc. 2900 Westown Pkwy., Ste. 200 WDM, IA 50266 515-224-4566; FAX: 515-224-1707	17 40	1987	Sherri Lange Terri Stanley Laura Grage	Home health care, staffing service	Yes	www.nurseforce.com terri@nurseforce.com
10	Iowa Hospice 5650 N.W. Johnston Dr., Ste. E Johnston, IA 50131 515-276-6696; FAX: 515-276-6730	15 65	2005	Rick W. Breuss, III Dee Hiveley	Hospice	Yes	www.iowa-hospice.com breussr@iowa-hospice.com
11	Lutheran Services in Iowa Home Health Care 3116 University Ave. DM, IA 50311 515-277-1658; FAX: 515-271-7453	13 63	1995	Doug Johnson	Skilled nursing services, physical, occup. & speech therapy, home health aides, homemaker; respite	Yes	www.lsiowa.org
12	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
13	Scottish Rite Park 2909 Woodland Ave. DM, IA 50312 515-274-4614; FAX: 515-274-6049	5 80	1973	Daniel J. Boor	Independent living, residential living, skilled nursing, memory support and resort style amenities	Yes	scottishritepark.com lopie@scottishritepark.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

* 2011 Book of Lists information



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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	Website Email
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	The Y is the nation's leading nonprofit committed to strengthening communities through youth development, healthy living and social responsibility	www.dymymca.org metro@dymymca.org
2	Aspen Athletic Clubs 10930 Hickman Rd. Clive, IA 50325 515-278-2582; FAX: 515-278-0762	200 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 mail@aspenathletic.com
3	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.prairielifitness.com dhudson@wdm.prairielifitness.com
4	Kosama 1300 100th St., Ste. 2000 Clive, IA 50325 515-490-1320	128 2010 16	Bob Kral Nate Malloy Cory Pohlman	Fitness, nutrition program for every BODY, 8 week session, overall experience to be state of the art, safe, effective, and fun	kosama.com clive@kosama.com
5	7 Flags Fitness & Racquet Club 2100 N.W. 100th St. Clive, IA 50325 515-278-8888; FAX: 515-278-8097	60 1987 3	Frank Santana	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 2	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
6	Stroke Detection Plus 2407 S.W. 9th St. DM, IA 50315 515-244-3080	45 12 1	Scott McGlothlen John Montgomery	We are a full-service, one top shop for on site employee wellness for any size of company or organization; we detect risk for stroke, vascular, cancer and much more	www.strokedetectionplus.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	
8	Gym F/X 418 Sixth Ave., Ste. 110 DM, IA 50309 515-288-1111; FAX: 515-244-4689	15 2006 1	Joe Tewell	Upscale training facility for adults: 24/7, juice bar, locker rental, laundry service, cardio machines, free weights, machine weights, custom *Fit training systems	
8	Suites of 800 Locust Health Club & Spa 800 Locust St. DM, IA 50309 515-288-5800; FAX: 515-224-1718	15 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
9	Farrell's eXtreme Bodyshaping 5954 Ashworth Rd. WDM, IA 50266 515-224-1822	14 1989 38	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.extremebodyspacing.com
10	The Orange Planet 5650 Metro East Dr. Pleasant Hill, IA 50327 515-261-0030	10 2008 1	David Charleston	Full-service athletic club, personal training, basketball skills, sports, karate, boxing, running, childcare, group fitness, locker rooms, wireless cafe and events	www.TheOrangePlanet.com info@theorangeplanet.com
11	Lakeside Fitness and Tanning 4400 E. University Ave. Pleasant Hill, IA 50327 515-265-2399; FAX: 515-265-2491	9 1999 3	Joe Tewell	Dotfit, nutrition programs, fitness profiles, personal training, sports conditioning, fat loss training, machines, free weights, small group training	www.fitnessworld24hour.com joelakeside@hotmail.com
12	Max Muscle 1300 N.W. 100th St., Ste. 3000 Clive, IA 50325 515-327-1629; FAX: 515-222-2615	6 2008 1	Joey Boyens Kari Boyens	Sports nutrition, diet and weight loss, protein, vitamins and minerals, endurance and energy, nutritional consultations, customized meal plans	MaxMuscleDesMoines.com maxmusclesdesmoines@gmail.com
13	The Batter's Box 1300 Metro East Dr., Ste. 126 Pleasant Hill, IA 50327 515-262-5511; FAX: 515-262-2392	5 2009 1	Clay Tarbell	Baseball and softball training, indoor batting cages, indoor soccer, lessons, clinics, camps	www.thebattersboxdm.com
14	Urban Effects Medspa, Inc. 2480 Berkshire Pkwy., Ste. B Clive, IA 50325 515-987-5188; FAX: 515-987-8152	4 2011 1	Janet M. Calhoun Susan L. Cross	Cosmetic & medical skin care & weightloss; BOTOX and dermal fillers, professional spa services and products: facials, peels, LED therapy, massage, waxing, body wraps	www.urbaneffectsmespa.com JCalhoun@urbaneffectsmespa.com
15	Climb Iowa 3605 S.E. Miehle Dr. Grimes, IA 50111 515-986-2565	3 2008 1	Aaron Stevens Matthew Creason Diane Bridgewater	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
15	The Body Project 5650 Metro East Dr. Pleasant Hill, IA 50327 515-371-2583	3 2005 1	Tim Ives	Personal fitness training for weight loss, sports, speed and agility, coaching for distance runners	www.bodyprojectiowa.com timives@bodyprojectiowa.com
16	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, group fitness, flexibility work, Youth in Motion	www.goalsinmotionfitness.com
17	Kapatiran Suntukan Martial Arts 4930 Franklin Ave. DM, IA 50310 515-255-9698	1 2011 1	Jay M. Carstensen	Aneh Palu Kali-Silat and Lung Quai Yi Pai (a non-classical gung fu) as well as Personal Survival Tactics	www.ksma.us/desmoines.html jay@ksma.us



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COLLEGES & UNIVERSITIES

(Ranked by number of full-time students for fall 2011)

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	Website Email
1	Iowa State University 100 Enrollment Services Building Ames, IA 50011 800-262-3810; FAX: 515-294-9592	25,311 1,740	89	17:01 24.9	\$3,204 \$3,811	1858 Public	Steven Leath Elizabeth Hoffman Warren Madden	www.iastate.edu
2	University of Iowa 101 Jessup Hall Iowa City, IA 52242 319-335-3500; FAX: 319-335-3560	24,733 2,195	96	16:01 25.3	\$3,883 \$4,375	1847 Public	Sally Mason P. Barry Butler Douglas K. True	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	7,219 1,493	13	18:01 20.12	\$131/per 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 515-271-2169; FAX: 515-271-3798	3,202 275	87	13:01 27	\$28,250 \$8,410	1881 N/A	David Maxwell Susan Wright Victoria Payseur	www.drake.edu admission@drake.edu
5	Des Moines University 3200 Grand Ave. DM, IA 50312 515-271-1400	1,837 113	83	16:01 N/A	Varies N/A	1898 Private	Angela Walker Franklin, Ph.D. Karen McLean, Ph.D. Mark Peiffer	www.dmu.edu webmaster@dmu.edu
6	Grand View University 1200 Grandview Ave. DM, IA 50316 515-263-6024; FAX: 515-263-2974	1,801 173	40	14:01 20.9	\$10,324 \$3,498	1896 ELCA Lutheran	Kent L. Henning Dr. Mary Elizabeth Stivers Adam Voigts	www.grandview.edu admissions@grandview.edu
7	Grinnell College 1103 Park St. Grinnell, IA 50112 800-247-0113; FAX: 641-269-4800	1,640 164	99	9:01 N/A	\$19,625 \$4,667	1846 none	Raynard Kington Paula Smith Karen Voss	www.grinnell.edu askgrin@grinnell.edu
8	Central College 812 University Pella, IA 50219 877-462-3687; FAX: 641-628-5316	1,600 89	81	16:1 24	\$13,707 \$4,568	1853 Reformed Church in America	Mark Putnam Mary Strey Margaret Tungseth	www.central.edu admission@central.edu
9	Simpson College 701 North C St. Indianola, IA 50125 800-362-2454; FAX: 515-961-1498	1,400 210	40	14:01 N/A	\$13,784 \$3,982	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	900 17	14	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	861 45	1	19:1 21	\$4,500 (3 terms Sept- May) \$1300(room)	1921 Independent, not-for- profit, 4-year college	Nancy Williams M. Susan Cigelman Terry Wilson	www.aib.edu admissions@aib.edu
12	Mercy College of Health Sciences 928 6th Ave. DM, IA 50309 515-643-6715; FAX: 515-643-6698	507 112	7	11:01 21	\$6,950 \$2,300	1995 Catholic Health Initiatives	Barbara Q. Decker Brian P. Tingleff Thomas D. Leahy	www.mchs.edu admisssions@mchs.edu
13	Upper Iowa University 5000 Westown Pkwy., Ste. 200 WDM, IA 50266 515-225-1800; FAX: 515-225-1919	500 N/A	0	18:01 —	N/A N/A	1857 Private, nonprofit, satellite campus	Dr. Alan Walker Dr. William Duffy Jeff Klunenberg	www.uui.edu desmoines@uui.edu
13	William Penn University- College for Working Adults 6000 Westown Pkwy., Ste. 100 WDM, IA 50266 515-225-4144; FAX: 515-225-1825	500 130	40	7:01 N/A	\$285/credit hour N/A	1996 Quaker	Dr. Ann Fields Dr. Ron Johnson Marge Welch	www.willampennu.com kirpalanic@wmpennu.edu
14	Vatterott College 7000 Fleur Dr. DM, IA 50321 515-309-9000; FAX: 515-309-0366	375 N/A	0	12:01 N/A	Varies by program N/A	1997 N/A	Pamela Bell Joy Jasper Melinda Ver Steegt	www.vatterott-college.edu adm@vatterott-college.edu
15	Viterbo University* 4949 Westown Pkwy., Ste. 195 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

* 2011 Book of Lists information

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AIRLINES

(Ranked by total passengers through Aug. 2011)

Rank	Name	No. Passengers Through Aug. 2011	Total Passengers Year-Ago	% Change	Market Share	Nonstop Flights	Website Phone
1	Delta Airlines	187,946	182,817	3%	31%	Atlanta, Cincinnati, Detroit, Memphis, Minneapolis, Wash. D.C.	www.delta.com 1-800-221-1212
2	United Airlines	186,240	185,700	0%	29%	Denver, Chicago O'Hare, Houston, Newark	www.united.com 1-800-864-8331
3	American Airlines	109,867	113,250	-3%	17%	Chicago and Dallas	www.americanairlines.com 1-800-223-5436
4	Allegiant Air	50,746	60,359	-16%	8%	Las Vegas, Los Angeles, Orlando, Tampa Bay-St. Petersburg	www.allegiantair.com 1-702-505-8888
5	Frontier	43,876	19,526	125%	8%	Milwaukee, Denver	www.frontierairlines.com 1-800-432-1359
6	US Airways	30,630	28,878	6%	5%	Phoenix	www.usairways.com 1-800-428-4322
7	Air Tran/Sky West Airlines	17,339	16,615	4%	2%	Milwaukee, Orlando	www.airtran.com www.skywest.com 1-800-247-8726
8	Charters	2,110	2,310	-9%	0%	N/A	

TRAVEL AGENTS

(Ranked by number of agents)

Rank	Name Address Phone; Fax	# of Agents	Year Est.	Owner	Office Manager	Specialty Packages	Website Email
1	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
2	Travel & Transport 2957 100th St., Ste. 3 Urbandale, IA 50322 515-243-5083	9	1946	Employee owned	Teresa Fletcher	Corporate	www.TandT.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	
3	Travelflo Group 1025 Ashworth Rd., Ste. 508 WDM, IA 50265 515-222-1977; FAX: 515-222-1585	8	1991	Management team	N/A	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	5	1997	Kathleen K. Stahl	Becky Frost	International	kathleen@stahltravel.com
5	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
5	Great Southern Travel 6260 Mills Civic Pkwy. WDM, IA 50266 515-223-7474; FAX: 515-223-7722	3	2010	Corporation	Beth Newhard	Specializing in cruises, tours, honeymoons and family vacations	www.greatsoutherntravel.com
6	Advantage Travel & Event Planning 1645 N.W. 104th St. Clive, IA 50325 515-225-2567; FAX: 515-225-2780	1	2006	Jeri Hammen	N/A	Vacation planning, corporate meeting & event planning, group travel/incentive trips	www.advantagetraveliowa.com jhammen@advantagetraveliowa.com
6	Odyssey Travel & Convention Services Inc. 319 Eighth St. S.W. Altoona, IA 50009 515-967-3646; FAX: 515-967-0794	1	1993	Norma Bettis	Norma Bettis	All travel packages	normabettis@msn.com
6	Travel Services Unlimited 6423 Carpenter Windsor Heights, IA 50324 515-282-5100	1	1987	Dick Treman Nancy Chavannes	Nancy Chavannes	Mexico, Caribbean, Europe	dsmvacations.com nchavannes@yahoo.com

Rank	Name Address Phone; Fax	Local Staff Staff in Service	Year Est.	Office/Purchasing Manager	Top 3 Local Executives	Manufacturer(s) Represented	Website Email
1	Karl Chevrolet Inc. 1101 S.E. Oralabor Rd. Ankeny, IA 50021 515-299-4300; FAX: 515-964-0845	350 51 116	1978	N/A	Carl Moyer Bret Moyer Elgene Frank	General Motors/Chevrolet	www.karlchevrolet.com
2	Willis Auto Campus 2121 N.W. 100th St. DM, IA 50325 515-253-9600; FAX: 515-253-9813	260 70 150	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	169 30 36	1974	Tracy Crowell	Dan Boettcher Jerry Bill	Chrysler, Dodge, Jeep, Ram	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	N/A	Gene Gabus Jim Bintner	Ford	www.gabusford.com sales@charlesgabus.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	Bob Brown Chevrolet Inc. 4224 Merle Hay Rd. DM, IA 50310 515-278-7800; FAX: 515-278-7771	148 40 94	1961	Ken Backes	Matt Brown	Chevrolet, authorized service provider for Saturn	www.bobbrownchevy.com
7	Dewey Ford 3055 S.E. Delaware Ave. Ankeny, IA 50021 515-289-4949; FAX: 515-289-4950	120 25 45	1967	N/A	Dan Boettcher	Ford	www.deweytube.com tshoop@deweyford.com
8	Stivers Ford Lincoln 1450 E. Hickman Waukee, IA 50263 515-987-3697; FAX: 515-987-0163	98 25 45	2006	Lisa Kifer	Scott Politte	Ford, Lincoln	www.stiversfordia.com db@stiversonline.com
9	Smart Honda 11206 Hickman Rd. DM, IA 50325 515-253-3040; FAX: 515-727-1519	91 30 61	2009	Karen Speight	Matt Hofmeyer	Honda	www.smarthondadesmoines.com mhofmeyer@smarthondadesmoines.com
10	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 25 50	2007	Krista Beck	Richard Schulte	Acura, Audi, Volkswagen	www.lithia.com rschulte@lithia.com
11	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
12	Bob Brown Buick, Pontiac, GMC Inc. 1405 S.E. Oralabor Rd. Ankeny, IA 50023 515-289-5900; FAX: 515-289-5932	75 31 40	2005	Ken Backes	Matt Brown	Buick, GMC, authorized service provider for Pontiac	www.bobbrowngmc.com
12	Hummel's Nissan 4470 Merle Hay Rd. DM, IA 50309 515-253-0719; FAX: 515-253-0917	75 19 28	1970	Michelle Pearson	Mark Hummel	Nissan	www.hummelnissan.com sales@hummelnissan.com
13	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	Ed Collinet David Dean Dave Rice	Mercedes-Benz, BMW	www.europeanmotorcars.com jtaft@lithia.com
13	Dewey Dodge Jeep 3175 S.E. 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
13	Noble Ford Inc. 2406 N. Jefferson Indianola, IA 50125 515-961-8151; FAX: 515-961-2413	60 15 30	1985	Terri Beedle	Dimaggio Nick Nichols	Ford	www.nobleford.com sales@nobleford.com
14	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
15	Beneventi Chevrolet Inc. 3333 Hwy. 141 Granger, IA 50109 515-999-2575; FAX: 515-999-2282	30 3 10	1932	Teri Mayfield	Don Beneventi Teri Mayfield Bob Mayfield	Chevrolet	www.beneventichevy.com info@benchevy.com
16	Des Moines Motors 4410 Merle Hay Rd. DM, IA 50310 515-270-8100; FAX: 515-270-5824	25 5 7	1979	N/A	Gene Gabus	Noble, Electric Motor Car	www.desmoinesmotors.com

ATTRACTIONS

(Ranked by 2010 attendance)

Rank	Name Address Phone; Fax	2010 Attendance Capacity	FT Employees Year Est.	Office/Purchasing Manager Top 3 Local Executives	Description	Website Email
1	Prairie Meadows Racetrack & Casino 1 Prairie Meadows Dr., I80 Exit 142 Altoona, IA 50009 515-967-1000; FAX: 515-967-1312	2,516,925 11,100	973 1989	Kelly Green Gary Palmer Brian Wessels Ann Atkin	24-hour casino, live horse racing April-October, buffet and steakhouse, concerts, and new hotel opening in March 2012	www.prairiemeadows.com
2	Iowa State Fair E. 30th St. & E. University Ave. P.O. Box 57130 DM, IA 50317 515-262-3111; FAX: 515-262-6906	967,381 Unlimited	N/A 1854	Cindy Lundeen Gary Slater Lori Chappell	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	75 2005	Linda Heck Holly Kjeldgaard Carrie Jackson Chris Connolly	This state of the art facility opened in July 2005, it is home to two professional teams and hosts various events	www.iowaeventscenter.com cconnolly@iowaeventscenter.com
4	Adventureland Park P.O. Box 3355 Altoona, IA 50316 515-266-2121; FAX: 515-266-9831	560,000 N/A	N/A 1973	Dan Bohner Jan Krantz John Krantz Bill Fisher	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	400,000 8,900	50 1948	Sue Lundstrom Jeff Fleming	A world-class museum noted for its architecture, acclaimed collection of modern and contemporary art, school, restaurant	www.desmoinesartcenter.org info@desmoinesartcenter.org
6	Blank Park Zoo 7401 S.W. Ninth St. DM, IA 50315 515-285-4722; FAX: 515-974-2590	380,000 26,000	N/A 1966	Gwen Parks Mark Vukovich	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	Civic Center of Greater Des Moines 221 Walnut St. DM, IA 50309 515-246-2300; FAX: 515-246-2305	335,000 2,755	30 1979	Chris Browning Jeff Chelesvig	A private not-for-profit corporation celebrating over 30 years of presenting the performing arts	CivicCenter.org info@civiccenter.org
8	Science Center of Iowa & Blank IMAX 401 W. Martin Luther King Jr. Pkwy. DM, IA 50309 515-274-6868; FAX: 515-274-3404	300,000 4,000	40 1970	N/A Chris Kramer	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
9	Des Moines Arts Festival 700 Locust St., Ste. 100 DM, IA 50309 515-286-4950; FAX: 515-286-4942	225,000 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 info@desmoinesartsfestival.org
10	Iowa Speedway 3333 Rusty Wallace Dr. Newton, IA 50208 641-791-8000; FAX: 641-792-8728	201,000 25,000	N/A 2006	Debb Smith Doug Fritz Stan Clement Chuck Spicer	Premier racing and entertainment venue	www.iowaspeedway.com info@iowaspeedway.com
11	Living History Farms 11121 Hickman Rd. Urbandale, IA 50322 515-278-5286; FAX: 515-278-9808	121,000 N/A	23 1970	Jen Albers Ruth Haus	Living History Farms is an interactive outdoor museum connecting people of all ages to Midwestern rural life experiences	www.LivingHistoryFarms.org info@lhf.org
12	State Historical Museum 600 E. Locust St. DM, IA 50319 515-281-5111; FAX: 515-242-6498	98,000 686+	62 1857	N/A Mary Cownie	Museum, rental, library, administrative offices, store, cafe	www.iowahistory.org
13	Hoyt Sherman Place 1501 Woodland Ave. DM, IA 50309 515-244-0507; FAX: 515-237-3582	75,000 1,250 theater, 225 gallery	8 1877	John Bryan Carol Pollock	1877 mansion, 1907 art gallery with paintings, sculpture, furniture, 1,250-seat historic theater with near-perfect sound	www.hoytsherman.org
14	Des Moines Botanical Center 909 Robert D. Ray Dr. DM, IA 50316 515-323-6290; FAX: 515-309-2484	62,588 1,300	N/A 1979	Julia Johnston Randy Beavers Dawn Goodrich	Public garden	www.botanicalcenter.com botanicalcenter@botanicalcenter.com
15	Des Moines Community Playhouse 831 42nd St. DM, IA 50312 515-277-6261; FAX: 515-277-8019	58,339 399 Mainstage, 244 Children's Thtr	12 1919	Rod McCullough John Viars	Community theater producing 12 shows annually, plus extensive theatre education department and volunteer opportunities	www.dmplayhouse.com info@dmplayhouse.com
16	State Capitol E. Ninth & Grand DM, IA 50319 515-281-5591; FAX: 515-281-8027	58,000 4,000	1 1884	Joan Arnett Gov. Terry Branstad Sen. Jack Kibbie Kraig Paulsen	Iowa State Capitol, home of elected officials	www.legis.state.ia.us
17	John and Mary Pappajohn Sculpture Park Western Gateway Park, 13th St. & Grand Ave. DM, IA 50309 515-277-4405	50,000 Unlimited	N/A 2009	N/A Jeff Fleming	The 4.4-acre park features 26 contemporary sculptures by nationally and internationally renowned artists	www.desmoinesartcenter.org
18	Boone & Scenic Valley Railroad & Museum 225 10th St. Boone, IA 50036 515-432-4249; FAX: 515-432-4253	49,203 Varies by train type	9 1983	Bonnie Logan Fenner Stevenson Wayne Patterson Dean Briley	Educ. railroad museum providing excursion train rides thru DM River Valley, dinner & dessert trains, special events	www.scenic-valleyrr.com
19	Drake Relays Drake Bell Center, 2507 University Ave. DM, IA 50311 515-271-2115; FAX: 515-271-4870	45,000 14,000	2 1910	Joyce Ryerson Brian Brown Sandy Hatfield Clubb David Maxwell	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
20	Salisbury House & Gardens 4025 Tonawanda Dr. DM, IA 50312 515-274-1777; FAX: 515-274-0184	30,000 500	8 1993	N/A Mark Heppner	42-room historic house museum with extensive collections of art, antiques & literature; open for tours, events & public programs	www.salisburyhouse.org contactus@salisburyhouse.org
21	John Wayne Birthplace 216 S. Second St. Winterset, IA 50273 515-462-1044; FAX: 515-462-3289	21,757 15 birthplace, 45 gift shop	N/A 1982	Carolyn L. Farr Joe Zuckschwerdt	Victorian house with memorabilia of John Wayne, including 9-foot-tall statue in honor of Wayne's 100th birthday in 2007	www.johnwaynebirthplace.org director@johnwaynebirthplace.org
22	Terrace Hill 2300 Grand Ave. DM, IA 50312 515-281-7205; FAX: 515-282-7267	8,306 200	N/A 1976	N/A Barbara Filer	Terrace Hill is a National Historic Landmark, the Iowa Governor's residence and a historic house museum	www.terracehill.org meredith.sillau@iowa.gov
23	Jordan House 2100 Fuller Rd. WDM, IA 50265 515-225-1286; FAX: 515-223-1243	3,200 60	N/A 1985	Penny Schiltz Rick Messerschmidt	Victorian home built by James C. Jordan in the 1850s, official site of the National Underground Railroad Network	www.wdmhistoricalsociety.org jordanhouse@dw.com
	AllPlay 615 Third St. DM, IA 50309 515-333-5063; FAX: 515-333-5056	N/A 500	7 2008	N/A Eric Hatfield	Gaming facility and party rental	www.allplaydm.com eric@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	N/A Rick Flatt	Seasonal outdoor activities: Skiing, snowboarding, snow tubing, 9-hole golf course, driving range, go-karts, mini-golf	www.sleepyhollowsports.com

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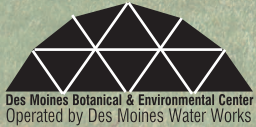


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SHOPPING CENTERS

(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	Website Email
1	Jordan Creek Town Center 101 Jordan Creek Pkwy., Ste. 12518 WDM, IA 50266 515-224-5000; FAX: 515-224-5001	1,700,000	150 8,500	General Growth Properties General Growth Properties General Growth Properties Randy Tension	Dillard's, Younkers, Scheel's All Sports, Century Theatres	www.jordancreektowncenter.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 Abbell Associates Tom Walsh	Target, Younkers, Old Navy, ULTA, Staples, Sears, Kohl's	www.merlehaymall.com
3	Valley West Mall 1551 Valley West Dr., Ste. 400 WDM, IA 50266 515-225-3632; FAX: 515-225-2635	886,000	120 N/A	Watson Centers Inc. Paul Stender Watson Centers Inc. Paul Stender	Younkers, Von Maur, JC Penney	www.valleywestmall.com info@valleywestmall.com
4	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 Dustin Rand	Younkers, Target, Sears	www.shopsouthridgemall.com patrick.beckerdite@macerich.com
5	West Glen Town Center West Glen Ave. & Mills Civic Pkwy., Ste. 402 WDM, IA 50266 515-223-7885; FAX: 515-457-9113	558,000	N/A N/A	West Glen Town Center, LLC Mike Sbrocco West Glen Town Center, LLC 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
6	Water Tower Place Shopping Center 4100 University Ave. WDM, IA 50266 515-277-4000; FAX: 515-277-5976	284,000	N/A N/A	N/A Julie Barnes Buyer's Realty Inc. Jeff Daniels	Best Buy, Cost Plus, Marshall's, Guitar Center, Sports Authority, Office Depot, Dressbarn, Valley West Uniform	www.buyersrealtyinc.com
7	Westridge Shopping Center 10201 University Ave. Clive, IA 50325 515-277-4000; FAX: 515-277-5976	208,000	N/A N/A	N/A Julie Barnes Buyers Realty, Inc. Robert Lydon	Kohl's, Half Price Books, JC Penney Home Store, Factory Card, Fareway, 2nd Wind, Kinkos, Great Western Bank	www.buyersrealtyinc.com info@buyersrealtyinc.com
8	Westowne Shopping Centre 22nd & Westown Pkwy. WDM, IA 50266 515-277-4000; FAX: 515-277-5976	174,906	15 1,187	Gray's Lake Westowne LLC Mike Waddick Buyer's Realty Inc. Dave Little	Gordmans, Michaels, Dollar Tree, Gold's Gym, Firestone Tires, Hooters, Taco Bell, Iowa Pet & Supply	www.buyersrealtyinc.com dlittle@buyersrealtyinc.com
9	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. LC Mary Elwell	Ace Hardware, Dollar Tree, Fareway, Citi Trends	www.dennyelwellcompany.com ahinners@dennyelwellcompany.com
10	Southgate Shopping Center 3221-3411 S.E. 14th St. DM, IA 50320 515-471-4400	154,174	1 749	Emmes Asset Management Emmes Asset Management Terrus Real Estate Group Bill Wright Brian Phillips	Hy-Vee, Dollar General, Aarons Rental, Jay's CD & Hobby, Goodwill, Cici's Pizza, Planet Fitness & Asian City Buffet	www.terrus.com sherri.goode@terrus.com
11	Village Square 5880 Merle Hay Rd. Johnston, IA 50131 515-309-4002	136,517	N/A N/A	Village Square, LLC NAI Ruhl & Ruhl Commercial Co. NAI Ruhl & Ruhl Commercial Co. Brian Erickson	Ace Hardware, State Farm, Farrell's, Frameworks, Rich's Brew, Wells Fargo, Greenbriar, USPO, Hy-Vee, Dance Vision Studio	www.ruhldsm.com
12	Delaware Center I and II 1802 S.E. Delaware Ave. Ankeny, IA 50021 515-964-1587; FAX: 515-964-8749	132,164	N/A N/A	DLE Seven LLC Denny Elwell Co. LC Denny Elwell Co. LC Denny Elwell Co. LC Chris Murray	TJ Maxx, Shoe Carnival, Party City, Okoboji Grill, Game Stop, IA Realty	www.dennyelwellcompany.com ahinners@dennyelwellcompany.com
13	Parkwood Plaza 86th St. & Douglas Ave. Urbandale, IA 50322 515-471-4400	126,369	23 667	Emmes Asset Management Emmes Asset Management Terrus Real Estate Group Bill Wright Brian Phillips	Incredible Pizza, Planet Fitness, Appare, Modern Clips, Whylie Eye & more	www.terrus.com bill.wright@terrus.com
14	Kaleidoscope at The Hub 555-655 Walnut St. DM, IA 50309 515-280-2041; FAX: 515-280-2000	98,000	46 0	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, A Little Bit of Everything Boutiques	www.kathdm.com krista.capp@hubbellrealty.com
15	Eastwood Village Shopping Center Euclid at E. 33rd & Hubbell Ave. DM, IA 50317 515-277-4000	96,265	13 600	Gray's Lake Eastwood LLC Mike Waddick Buyer's Realty Inc. Dave Little	Dahl's Foods, McDonald's, Family Dollar, Community State Bank, H&R Block, Subway, Goodwill	www.buyersrealtyinc.com dlittle@buyersrealtyinc.com
16	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
17	Galleria Power Center 6305 Mills Civic Pkwy. WDM, IA 50266 515-277-4000; FAX: 515-277-5976	86,000	N/A N/A	N/A Julie Barnes Buyers Realty Inc. Harry Wolf	Trader Joe's, TJ Maxx, Famous Footwear, Kirklands, Maurices, Mattress Firm, OfficeMax	www.buyersrealtyinc.com info@buyersrealtyinc.com
18	Stefon Plaza 200 Army Post Rd. DM, IA 50314 515-223-4000; FAX: 515-222-5220	59,000	20 333	Knapp Properties Inc. Knapp Properties Inc. Knapp Properties Inc. Kim Dreher	Iowa Realty, Family Dollar, TM1, Subway, Family Practice Center, Eye Care of Iowa, Great Clips, Curves	www.knappproperties.com manager@knappproperties.com

* 2011 Book of Lists information

(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	Website Email
19	Cobblestone Market 86th & Hickman Rd. Urbandale, IA 50322 515-243-3228; FAX: 515-280-2000	56,233	20 382	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
20	Crossroads Shopping Center 2732 S.E. Delaware Ankeny, IA 50021 515-964-1587	35,125	7 N/A	Woodside Business Park L.C. Chris Murray Denny Elwell Company Denny Elwell Company	Old Chicago, Phillips Floors, Batteries Plus, Massage Heights, Salon Envy	www.dennyelwellcompany.com ahinners@dennyelwellcompany.com
21	The Shoppes at Three Fountains 4520 University Ave. WDM, IA 50266 515-223-4500; FAX: 515-223-7235	34,694	N/A 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
22	Galleria Specialty Center 6630 Mills Civic Pkwy. WDM, IA 50266 515-277-4000; FAX: 515-277-5976	28,000	N/A N/A	N/A Julie Barnes Buyers Realty, Inc. Harry Wolf	Dollar Tree, 2nd Wind, Monterrey, Maid-Rite, Fantastic Sams, Iron Wok, Knock Out Nails	www.buyersrealtyinc.com info@buyersrealtyinc.com
23	Northpark 8651 Northpark Ct. & 8751 Northpark Ct. Johnston, IA 50131 515-309-4002; FAX: 515-309-4040	27,214	N/A N/A	Northpark Real Estate Inv, LLLP N/A NAI Ruhl & Ruhl Commercial Co. Marcus Pitts Mike Carver	Starbucks, Pancho's, Maid-Rite, Great Southern Bank, Nationwide, Bella Salon, Coldstone Creamery	www.ruhldsm.com mpitts@ruhlcommercial.com
24	Leetown Center 2450 E. Euclid Ave. DM, IA 50317 515-285-8880; FAX: 515-285-0577	27,200	N/A N/A	Raccoon Valley Michael Coppola Coppola Enterprises Michael Coppola	West Bank, H&R Block, Great Clips, Dragon House	mcoppola@coppolainc.com
25	Liberty Park Mall 286 Hwy 6 Waukee, IA 50263 515-277-4000; FAX: 515-276-5976	26,750	N/A N/A	N/A Julie Barnes Buyers Realty Inc. Mike Cunningham	Sears Hometown Store, Edward Jones, H&R Block, Kerlhoff Chiropractic, US Army, Waukee Pet Salon, Kreative Styles, Philly's Plaza Cleaners, Sidetrack Pub	www.buyersrealtyinc.com info@buyersrealtyinc.com
26	Fleur Marketplace 4521 Fleur Dr. DM, IA 50321 515-285-8880; FAX: 515-285-0577	26,500	N/A N/A	Coppola Enterprises Michael Coppola Coppola Enterprises Michael Coppola	Starbucks, Hy-Vee, Walgreens, Fleur Cinema & Cafe, Great Clips, Visual Impact Tanning	mcoppola@coppolainc.com
27	Indian Hills 100th & University Clive, IA 50321 515-243-3228; FAX: 515-280-2000	20,000	6 123	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
28	Boston Commons 3100 Merle Hay Rd. DM, IA 50310 515-277-4000; FAX: 515-277-5976	19,375	N/A N/A	N/A Julie Barnes Buyers Realty, Inc. Robert Lydon	Dollar General, EZMoney, Tires Plus, Yoly's Salon	www.buyersrealtyinc.com info@buyersrealtyinc.com
29	Shops at Roosevelt 833 42nd St. DM, IA 50312 515-964-1587; FAX: 515-964-8749	18,683	N/A N/A	Shops at Roosevelt LC Denny Elwell Co. Denny Elwell Co. Mary Elwell	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
30	East Town Plaza 1228 E. 14th St. DM, IA 50316 515-277-4000; FAX: 515-277-5976	18,560	N/A N/A	N/A Julie Barnes Buyers Realty, Inc. Jeff Daniels	E-Z Money, Home Zone, Whyie Eye Care, Spay Clinic, Thai Flavors, Cafe Fuzion, Supreme Cuts	www.buyersrealtyinc.com info@buyersrealtyinc.com
31	Galleria North Neighborhood Center 6305 Mills Civic Pkwy. WDM, IA 50266 515-277-4000; FAX: 515-277-5976	17,375	N/A N/A	N/A Julie Barnes Buyers Realty Inc. Harry Wolf	Starbucks, Huntington Learning Ctr, Lasik Plus, NYC Pizza, Running Room, Scottrade, Union State Bank, US Cellular	www.buyersrealtyinc.com info@buyersrealtyinc.com
32	Delaware Square 2401 S.E. Tones Dr., Ste. 17 Ankeny, IA 50021 515-964-1587	16,059	3 N/A	Woodside Business Park Denny Elwell Co. Denny Elwell Co. Chris Murray	Buffalo Wild Wings, Sports Clips, Me 'N Mommy to Be	www.dennyelwellcompany.com ahinners@dennyelwellcompany.com
33	Springwood Center 225 S.E. Oralabor Rd. Ankeny, IA 50021 515-964-1587; FAX: 515-964-8749	14,393	N/A N/A	Elwell Inc. Denny Elwell Co. LC Denny Elwell Co. LC Denny Elwell Co. LC Chris Murray	China Moon, Copy Shop, Simply Tantastic, State Farm, William Penn University	www.dennyelwellcompany.com ahinners@dennyelwellcompany.com
34	Southdale Shopping Center S.E. 14th St. & McKinley St. DM, IA 50320 515-309-1700	13,644	18 500	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
35	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
36	Vista Centre 7205 Vista Dr. WDM, IA 50266 515-223-4500; FAX: 515-223-7235	10,110	N/A 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	Website Email
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: \$32 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 S.W. 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 N.W. Towner Dr. Grimes, IA 50111 515-986-3221; FAX: 515-986-9527	Blue tees 72.0/128	1991 Public 27/Par-36 per 9	\$34-\$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, 2-Lady Invitational	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	1897 Private 36/73	\$85	Scott Howe	1999 US Senior Open, 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	73.5/131	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 news@echovalleycc.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, pool, locker rooms, 3 dining facilities, banquet/ event facility	www.glenoaksc.com membership@glenoaksc.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 N.W. Beaver Dr. Johnston, IA 50131 515-278-4711; FAX: 515-278-4714	71.3/132	1900 Private 18/72	Contact golf shop	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 N.W. 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	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. Panorama, IA 50216 800-879-1917; FAX: 641-755-2163	71.6/130	1971 Public 18/72	\$32-42	John Dinnebieer John Dinnebieer	N/A	Conference center with restaurant & lounge, lodging on site (hotels & townhomes), snackbar	www.lakepanoramational.com jdinnebieer@pga.com
Otter Creek Golf Course 4100 N.E. Otter Creek Dr. 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	18 holes w/cart: \$40.50 WD; 18 holes w/cart \$51 WE	Curt Ingham Kevin Beard	Iowa Girls State Championships, USGA Publinks Qualifier	Driving range, PGA professionals, banquet facilities, full-service bar and grill	www.ottercreekankeny.com cingham@ankenyiowa.gov
Terrace Hill Golf Course 8700 N.E. 46th Ave. 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 Amateur	Outing pavilion, snack bar, practice range, pro shop, tee times 7 days of the week	www.golfhills.com terracehillsgc@aol.com
The Briarwood Club of Ankeny 3405 N.E. 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.briarwoodclubofankeny.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 \$52	Trevis Manning Trevis Manning	4-Person Scramble 8' Cup Tournaments, Legacy Ryder Cup	GPS, bentgrass fairways, tees, greens, pro shop, practice facility, clubhouse with banquet	www.thelegacygolfclub.com tm@thelegacygolfclub.com
Toad Valley Golf Course Inc. 237 N.E. 80th St. Runnells, IA 50237 515-967-9575; FAX: 515-967-0828	69.1/114	1973 Public 18/71	18 holes and cart: \$39	Jason Brady Allison George	O'Donnell Open, Operation First Response, Polar Bear Open	Driving range, full snack bar, 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 \$47 M -TH /\$54 F - Sun	Josh Kuha	Principal Charity Classic Qualifier, Golfing for Miracles and various TCI club events	Championship golf, banquets, meetings, wedding & 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	Austin Leachman Cole Stenger Roger A. Freerksen	N/A	Pro shop, snack bar, clubhouse, driving range, pool, banquet facilities	www.urbandalegolf.com office@urbandalegolf.com
Wakonda Club 3915 Fleur Dr. DM, IA 50321 515-285-4962	72.0	1922 Private 18/72	\$85-weekdays, \$105-weekends	David P. Schneider Brian Terhark	Blazer Day, Member/Member, Wakonda Cup	Driving range, short game practice facility, world class food & beverage, tennis	www.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
Woodland Hills Golf Course 620 N.E. 66th Ave. DM, IA 50313 515-289-1326; FAX: 515-289-3733	67.9/114	1928 Public 18/72	18 holes w/ cart: \$35 WD; \$39 WE	Ken Norland Curt Chenoweth Ken Norland	Ryder Cup, Couples Twilight Finale, Iowa/Iowa State Tournament	18-Hole, playable for all skill levels, new driving range, perfect for golf outings	www.golfwoodlandhills.com ken.norland@hubbellgolf.com

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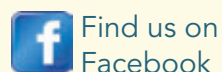
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RECYCLING & WASTE FIRMS

(Ranked by number of local full-time employees)

Rank	Name Address Phone; Fax	Local FT Employees	Amount of Material Recycled in 2010 (tons)	Year Est.	Top 3 Local Executives	Products Recycled	Website Email
1	Waste Management of Iowa Inc. 201 S.E. 18th St. DM, IA 50317 515-265-5267	100	N/A	1974	Dave Massey Carrie Spencer	Cardboard, newspaper, office paper, clear glass, plastic, tin, aluminum, fluorescent bulbs, e-waste, batteries, etc.	www.wm.com dmassey1@wm.com
2	Greenstar Recycling 2742 E. Market DM, IA 50317 515-265-1208; FAX: 515-262-2209	63	N/A	1979	Kelley McReynolds Letha Larson Gary McLain	Paper, aluminum, plastics, commercial single stream, residential single stream, glass, cardboard	GreenstarRecycling.com Kelley.McReynolds@greenstarrecycling.com
3	Metro Waste Authority 300 E. Locust St., Ste. 100 DM, IA 50309 515-244-0021; FAX: 515-244-9477	60	60,310	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
4	Waste Connections of Iowa Inc. 4705 N.E. 22nd St. DM, IA 50313 515-265-7374; FAX: 515-265-0356	47	N/A	1976	Karla Stessman Mark Bennett Greg Boyce	Glass, cardboard, tin/metal, newspaper, office paper, plastics	www.wcnx.org Karlas@wasteconnections.com
5	Phoenix Renewable Resources 10626 Justin Dr. Urbandale, IA 50322 515-323-5888; FAX: 515-309-0313	38	106,000	2004	Anthony J. Colosimo Robert J. Colosimo Chris Reynolds	All C&D material, rock, shingles, wood, biomass fuel production plant	www.phoenixrecycling.net acolosimo@phxrr.com
6	International Paper Recycling 2800 Dixon St. DM, IA 50316 515-265-0889; FAX: 515-265-6690	35	50,000	1900	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@paper.com
7	Recycling Inc. 201 S.E. Sixth St. DM, IA 50309 515-243-1696; FAX: 515-243-8068	20	25,000	2001	Tom Mihalovich	All fiber material, plastic, metal, co-mingled commercial & glass	www.recyclinginc.com tmihalovich@recyclinginc.com
8	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



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Rank	Name Address Phone; Fax	# of Local Lawyers Local FT Staff	Location of Offices (Cities)	Year Est.	Top 3 Local Executives	Areas of Practice	Website Email
1	Nyemaster, Goode, West, Hansell & O'Brien P.C. 700 Walnut St., Ste. 1600 DM, IA 50309 515-283-3100; FAX: 515-283-3108	86 69	Des Moines, Ames, Cedar Rapids	1918	Rick Neumann Michael Thrall Greg Wilcox	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	79 106	Des Moines, West Des Moines	1929	Sharon K. Malheiro Scott M. Brennan Steven L. Nelson	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 515-242-2400; FAX: 515-283-0231	52 35	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 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	46 32	Des Moines	1888	John H. Bunz 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 515-243-4191; FAX: 515-246-5808	42 40	Des Moines	1917	Mark L. Tripp Denny M. Dennis Todd A. Strother	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	35 39	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	Hopkins & Huebner P.C. 2700 Grand Ave., Ste. 111 DM, IA 50312 515-244-0111; FAX: 515-244-8935	34 35	Des Moines, Adel, Davenport	1974	R. Ronald Pogge Barbara A. Hering	Full service firm, including workers' compensation, liability or insurance defense, employment law, mediation	www.hhlawpc.com jtunning@hhlawpc.com
9	Dickinson, Mackaman, Tyler & Hagen P.C. 699 Walnut St., Ste. 1600 DM, IA 50309 515-244-2600; FAX: 515-246-4550	33 22	Des Moines, Quad Cities (Davenport), Washington, D.C.	1936	Bridget R. Penick Richard A. Malm Howard O. Hagen	General civil practice including employment, business, banking, litigation, real estate, intellectual property, taxation	www.dickinsonlaw.com info@dickinsonlaw.com
10	Brick, Gentry, Bowers, Swartz & Levis P.C. 6701 Westown Pkwy., Ste. 100 WDM, IA 50266 515-274-1450; FAX: 515-274-1488	27 47	West Des Moines	1983	Paul A. Drey Thomas J. Levis Clifford S. Swartz	General, civil and trial practice, administrative	www.brickgentrylaw.com
11	Grefe & Sidney PLC 500 E. Court Ave., Ste. 200 DM, IA 50309 515-245-4300; FAX: 515-245-4452	24 19	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 39	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	17 13	Des Moines	1924	Jack Hilmes	General practice	www.finleylaw.com info@finleylaw.com
15	Dorsey & Whitney LLP 801 Grand Ave., Ste. 3900 DM, IA 50309 515-283-1000; FAX: 515-283-1060	15 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
15	Duncan, Green, Brown & Langeness P.C. 400 Locust St., Ste. 380 DM, IA 50309 515-288-6440; FAX: 515-288-6448	15 9	Des Moines	1993	Brent (Chris) Green Gregory R. Brown James B. Langeness	General practice	www.DuncanGreenLaw.com
16	McKee Voorhees & Sease PLC 801 Grand Ave., Ste. 3200 DM, IA 50309 515-288-3667; FAX: 515-288-1338	14 26	Des Moines	1924	Jeffrey D. Harty Heidi S. Nebel R. Scott Johnson	Intellectual property, patents, trademarks, copyrights, licensing & litigation	www.ipmvs.com patatty@ipmvs.com
16	Sullivan & Ward P.C. 6601 Westown Pkwy., Ste. 200 WDM, IA 50266 515-244-3500; FAX: 515-244-3599	14 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	LaMarca & Landry P.C. 1820 N.W. 118th St., Ste. 200 DM, IA 50325 515-225-2600; FAX: 515-225-8581	13 30	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
17	Parrish, Kruidenier, Dunn, Boles, Gribble, Parrish, Gentry & Fisher 2910 Grand Ave. DM, IA 50312 515-284-5737; FAX: 515-284-1704	13 34	Des Moines	1975	Alfredo Parrish	Trial practice, criminal defense, personal injury, employment law, family law, appeals and litigation	www.parrishlaw.com shill@parrishlaw.com

(continued on page 62)



FRONT (L-R): WAYNE WILSON, MIKE DEEGE, JOHN DOLLAR, BACK (L-R): STEVE DESPOTOVICH, JODY BAUER, SCOTT RIEMENSCHNEIDER

LEADERS IN LAW



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(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	Website Email
18	Peddicord, Wharton, Spencer, Hook, Barron & Wagmen 6800 Lake Dr., Ste. 125 WDM, IA 50266 515-243-2100; FAX: 515-243-2132	12 30	Des Moines	1965	Roland Dale Peddicord Jack Wharton	Trial litigation, medical malpractice, product liability, workers' comp., insurance defense	www.peddicordwharton.com
19	Parker, Simons & McNeill PLC 5400 University Ave. WDM, IA 50266 515-225-5410; FAX: 515-225-4686	11 8	West Des Moines	1943	Edward G. Parker Robert A. Simons David A. McNeill	General civil practice, emphasis on insurance	
19	Simpson, Jensen, Abels, Fischer & Bouslog, P.C. 604 Locust St., Ste. 222 DM, IA 50309 515-288-5000; FAX: 515-288-7718	11 6	Des Moines	1910	Lyle L. Simpson Gary Fischer	Business/Corporate, general civil litigation, real estate, estate planning, probate, tax, administrative law, family law	www.iowafirm.com kwamberg@dreherlaw.com
20	Wasker, Dorr, Wimmer & Marcouiller P.C. 4201 Westown Pkwy., Ste. 250 WDM, IA 50266 515-283-1801; FAX: 515-283-1802	10 17	West Des Moines	1992	Fred L. Dorr	General civil practice, real estate, government relations	www.wdwm.net lawfirm@wdwm.net
21	Hanson, Bjork & Russell LLP 604 Locust St., Ste. 317 DM, IA 50309 515-244-0177; FAX: 515-244-8258	9 4	Des Moines, Johnston	1921	Thomas Dean Hanson Alan H. Bjork Barry A. Russell	General & trial practice, probate, real estate, employment, workers' compensation, criminal	www.hbr-law.com ldennis@hbr-law.com
22	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 nfranklin@bevinglaw.com
22	Lillis O'Malley Olson Manning Pose & Van Dike LLP 317 Sixth Ave., Ste. 300 DM, IA 50309 515-243-8157; FAX: 515-243-3919	8 7	Des Moines	1917	William Lillis Michael O'Malley Eugene E. Olson	Real estate, probate, zoning, corporate, employment	www.lillisomalley.com
23	Coppola, McConville, Coppola, Hockenber & Scalise P.C. 2100 Westown Pkwy., Ste. 210 WDM, IA 50265 515-453-1055; FAX: 515-453-1059	6 3	West Des Moines	1993	Charles A. Coppola Harlan B. Hockenber Richard O. McConville	Criminal, personal injury, medical malpractice, real estate, corporate, probate, litigation	www.csmclaw.com hdhockenber@csmclaw.com
23	Elverson, Vasey & Peterson LLP 700 Second Ave. DM, IA 50309 515-243-1914; FAX: 515-243-2235	6 5	Des Moines	1989	Todd Elverson Jon Vasey Greg Peterson	Corporate and business, insurance defense, family law, social security, bankruptcy, personal injury, wills, probate	www.evplp.com todd.elverson@elversonlaw.com
23	McEnroe, Gotsdiner, Brewer, & Steinbach P.C. 1701 48th St., Ste. 100 WDM, IA 50266 515-267-9000; FAX: 515-267-8100	6 6	West Des Moines	1998	Murray B. Gotsdiner	General practice, corp., real estate, bankruptcy, personal injury, criminal, probate, domestic relations, products liability	www.mcenroelaw.com
23	Wilson, Deege, Dollar, Despotovich & Riemenschneider 1601 22nd St., Ste. 300 WDM, IA 50266 515-327-1000	6 6	West Des Moines	1996	Wayne I. Wilson J. Michael Deege	Wills, trusts, probate, estate planning, real estate, tax	www.iowawillsprobate.com
24	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
25	Kemp Sease & Dyer Attorneys and Counselors at Law 604 Locust St., Ste. 500 DM, IA 50309 515-883-2222; FAX: 515-883-2233	4 0	Des Moines	2010	Christopher Kemp Matthew Sease Jonah Dyer	General civil litigation, family law, criminal defense, personal injury, estate planning	www.kempseasedyer.com jdyer@kempseasedyer.com
25	Weinhardt & Logan 2600 Grand Ave., Ste. 210 DM, IA 50312 515-244-3100; FAX: 515-288-0407	4 1	Des Moines	2011	Mark E. Weinhardt Holly Logan	Complex civil litigation, white collar crime	www.weinhardtlogan.com lkreutzman@weinhardtlogan.com
26	Dickey & Campbell 301 E. Walnut St., Ste. 1 DM, IA 50309 515-288-5008; FAX: 515-288-5010	3 4	Central Iowa	2007	Gary Dickey, Jr. Angela Campbell	Criminal defense, immigration, civil litigation, government relations	www.dickeycampbell.com gary@dickeycampbell.com
26	Galligan & Reid P.C. 300 Walnut St., Ste. 5 DM, IA 50309 515-282-3333; FAX: 515-282-0318	3 4	Des Moines	1980	Brian P. Galligan Timm W. Reid Joseph M. Galligan	Medical malpractice, personal injury, product liability	www.galliganlaw.com bgalligan@galliganlaw.com
26	Goodman & O'Brien, P.C. 1501 42nd St., Ste. 300 WDM, IA 50266 515-267-8600; FAX: 515-224-2075	3 3	West Des Moines	2001	Jeffrey L. Goodman Marcy A. O'Brien Ryan C. Holtgraves	General civil trial practice including construction law, products liability, design defect and insurance defense litigation	jeff@golawpc.com
27	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.brownsco.com bsl@brownsco.com
27	Herrick, Langdon & Langdon 666 Walnut St., Ste 1550 DM, IA 50309 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	herricklangdonlaw@dw.com
28	Melinda Ellwanger, P.L.L.C. 3412 Southern Hills Dr. DM, IA 50321 515-988-5622	1 1	Des Moines	2009	Melinda Ellwanger	Offers legal services to other lawyers/law firms; research/writing, appellate practice, litigation preparation	mellwanger@yahoo.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	Website Email
ABC 5 3903 Westown Pkwy. WDM, IA 50266 515-457-9645; FAX: 515-457-1034	50	1950	Russ Hamilton Scott Frederick Teresa Fuquey Erin Nanke Kelly Beeck	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 P.O. Box 6450 Johnston, IA 50131 515-242-3100; FAX: 515-242-4113	99	1969	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 19 500 S.W. 7th, Ste. 300 DM, IA 50309 515-243-2323; FAX: 515-289-2323	20	2000	Ted Stephens N/A Dean Fisher David Presler	Tony Hoffman	CW/THIS/My Network TV 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	29	1983	Mike Wilson Rod Peterson Carissa Bochman Carolyn Lawrence	Brady Kinman Jamey Elliot Craig Crile	FOX Des Moines, IA	State Fair parade, MDA Telethon, Home Sweet Home show, The Auto Mall	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 N/A	N/A	Ion Media Networks West Palm Beach, FL	N/A	www.ionline.tv marshatheis@ionmedia.com
WHO-HD Channel 13 1801 Grand Ave. DM, IA 50309 515-242-3500; FAX: 515-242-3743	100	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



LEADERS IN LAW

FRONT ROW (L-R): DANIEL L. MANNING, WILLIAM J. LILLIS, EUGENE E. OLSON
BACK ROW (L-R): MICHAEL W. O'MALLEY, JOEL B. TEMPLEMAN, BRIDGET O'MALLEY KAUTZKY, ADAM C. VAN DIKE, CHRISTOPHER R. POSE



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Association - Central Iowa, Central Iowa Shelter & Services, Variety - The Children's Charity in Iowa, Shriners Crippled Children's Hospital, Youth Homes of Mid-America, Greater Des Moines Regional Arts Council (Bravo), YMCA of Greater Des Moines, Christmas on Us, Hope Ministries and Diocese of Des Moines ■

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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	Website Email
KASI (AM) 514 Main St. Ames, Iowa 50010 515-232-1430; FAX: 515-232-1439	15 3	1948	Adults 25-54 1430 News/Talk Clear Channel Communications	Carol Kisling Mel Crippen Buffy Peters Carol Kisling	www.1430kasi.com
KAZR (FM) 1416 Locust Ave. DM, Iowa 50309 515-280-1350; FAX: 515-280-3011	60 15	1997	Men 18-49 103.3 Active Rock Saga Communications Inc.	Jeff Delvaux Ryan Patrick Geneva Walker Zac Henderson	www.lazer1033.com
KBGG (AM) 4143 109th St. Urbandale, Iowa 50322 515-331-9200; FAX: 515-331-9292	31 50	1998	Men 18+ 1700 All sports Cumulus Media, Inc.	Terry Peters R.W. Smith Sharon Beninato Michael Hope	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 Tony Tarbox Elizabeth Peters Carol Kisling	www.kccq.com carolkisling@clearchannel.com
KDRB (FM) 2141 Grand Ave. DM, Iowa 50312 515-245-8900; FAX: 515-245-8902	85 15	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	31 50	1978	Adults 25-54 94.9 Classic Rock Cumulus Media Inc.	Terry Peters Adam Carlson Sharon Beninato Michael Hope	www.kggo.com
KHKI (FM) 4143 109th St. Urbandale, Iowa 50322 515-331-9200; FAX: 515-331-9292	31 50	1994	Adults 18-49 97.3 New Country Cumulus Media, Inc.	Terry Peters Drew Von Ahnen Sharon Beninato Michael Hope	www.973thehawk.com
KIOA (FM) 1416 Locust St. DM, Iowa 50309 515-280-1350; FAX: 515-280-3011	10 2	1988	Adults 35-64 93.3 Oldies Saga Communications Inc.	Jeff Delvaux Tim Fox Geneva Walker Pam Washington	www.kioa.com
KJYY (FM) 4143 109th St. Urbandale, Iowa 50322 515-331-9200; FAX: 515-331-9292	31 50	1980	Adults 25-54 92.5 Country Cumulus Media, Inc.	Terry Peters RW Smith Sharon Beninato Terry Peters	www.kjyy.com
KKDM (FM) 2141 Grand Ave. DM, Iowa 50312 515-245-8900; FAX: 515-245-8902	85 15	1999	Adults 18-34 107.5 Contemporary Hits Clear Channel	Joel McCrea Greg Chance Pam Lee Bill Wells	www.kkdm.com
KLTI (FM) 1416 Locust St. DM, Iowa 50309 515-280-1350; FAX: 515-280-3011	8 1	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	1 4	1988	Adults 35-54 940 Christian Music Saga Communications Inc.	Jeff Delvaux Isaac Slings Geneva Walker Pam Washington	www.praise940.com
KPTL (FM) 2141 Grand Ave. DM, Iowa 50312 515-245-8900; FAX: 515-245-8906	85 15	2006	Adults 25-54 106.3 Adult Album Alternative Clear Channel Communications	Joel McCrea Greg Chance Pam Lee Bill Wells	www.capital1063.com
KPUL (FM) 33365 335th St. Waukee, Iowa 50263 515-987-9995; FAX: 515-987-9808	1 7	1993	Adults 18-34 99.5 Adult Christian Rock Positive Impact Media	Dave Nadler Rachel Leigh 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	2 2	1935	Adults 45+ 1350 Adult Saga Communications Inc.	Jeff Delvaux Isaac Slings Geneva Walker Pam Washington	www.1350krnt.com
KSTZ (FM) 1416 Locust St. DM, Iowa 50309 515-280-1350; FAX: 515-280-3011	26 3	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) P.O. Box 160 Norwalk, Iowa 50211 515-223-1150; FAX: 515-981-0840	4 25	1948	Adults 25-54 1150 AM Catholic Talk St. Gabriel Communications	Mike Peters Mike Peters Matthew Phelps Mike Peters	www.kwky.com info@kwky.com
KWQW (FM) 4143 109th St. Urbandale, Iowa 50322 515-331-9200; FAX: 515-331-9292	31 50	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 15	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	85 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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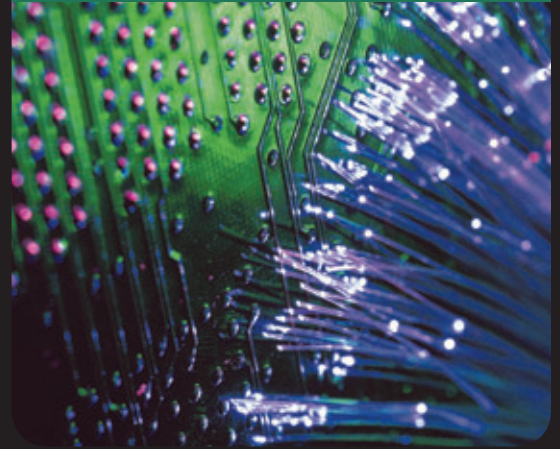
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TOP ASSESSED PROPERTY VALUES IN POLK COUNTY*

(Ranked by adjusted assessed value of real estate in 2011)

Rank	Name	Adjusted Assessed Value
1	Nationwide Mutual Insurance Co.	\$169,929,240
2	Wellmark Inc.	\$118,680,000
3	Principal Mutual Life Insurance Co.	\$103,618,400
4	Polk County	\$102,909,000
5	Principal Life Insurance Co.	\$68,021,200
6	Valley West Mall	\$67,650,000
7	Pioneer Hi-Bred Co.	\$53,696,350
8	Deere Credit Services Inc.	\$52,120,000
9	Wells Fargo Financial Inc.	\$47,617,480
10	Mid-America Investment Co.	\$47,135,900
11	Deerfield Retirement Community Inc.	\$43,630,000
12	Target Corp.	\$40,620,500
13	IFBF Property Management Inc.	\$40,250,700
14	Employers Mutual Casualty Co.	\$37,906,570
15	Wells Fargo Financial Inc.	\$36,692,600
16	William C. Knapp LC	\$31,686,360
17	Hubbell Realty Co.	\$31,482,550
18	Ruan Center Corp.	\$29,660,000
19	LB Properties X LLC	\$28,950,000
20	1776 Westlakes Parkway LC	\$28,780,000
21	West Glen I LLC	\$27,440,100
22	Lexington TNI Des Moines LP	\$26,857,000
23	Water Tower Place Shopping Center LC	\$26,766,100

Rank	Name	Adjusted Assessed Value
24	Marsh I LLC	\$26,760,000
25	Menard Inc.	\$26,517,800
26	Homemakers Plaza Inc.	\$25,950,000
27	Mercy Medical Plaza Ltd.	\$25,448,290
28	Aurora Business Park I LLC	\$25,290,000
29	Wedum Walnut Ridge LLC	\$25,260,000
30	Deere & Co.	\$23,428,000
31	Menard Inc.	\$22,732,200
32	Adventurelands/Amer Inc.	\$21,968,000
33	Merle Hay Mall	\$21,884,000
34	Wal-Mart Stores Inc.	\$21,762,000
35	Airport Commerce Park LC	\$21,514,000
36	Mediacom Communications Corp.	\$21,135,100
37	Graham Group Inc.	\$21,023,200
38	Hy-Vee Fodd Stores Inc.	\$20,781,200
39	Casey's Retail Co.	\$20,641,200
40	Meredith Corp.	\$20,187,700
41	Alltoona Economic Development Corp.	\$20,065,800
42	Merle Hay Mall Ltd.	\$20,062,000
43	Casey's Marketing Co.	\$19,891,000
44	Mansions at Hemingway LLC	\$19,810,000
45	Principal Life Insurance Co.	\$19,693,550
46	Foods Inc.	\$19,684,400

*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	2010 Appraisal %: % Commercial % Residential % Other	\$500,000+ \$3-\$500,000 \$1-\$300,000	Website Email
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	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%	300 50 50	www.caiowa.com patschulte@caiowa.com
2	Frandsen & Associates LC 666 Walnut St., Ste. 1801 DM, IA 50309 515-247-0040; FAX: 515-247-0044	6 MAI, CCIM	1995	Ted Frandsen	100% N/A N/A	N/A N/A N/A	www.frandsenandassociates.com frandsenassociates@qwestoffice.net
3	BCC Advisers 1707 High St. DM, IA 50309 515-282-8019; FAX: 515-282-0325	5 ASA, CPA/ABV, CVA, CFF, AVA, MBA, JD	1988	Steven G. Jacobs Alan D. Ryerson Gregory L. Weber	N/A N/A N/A	N/A N/A N/A	www.bccadvisers.com steve@bccadvisers.com
3	CB Richard Ellis/Valuation and Advisory Services 1055 Jordan Creek Pkwy., Ste. 210 WDM, IA 50266 515-273-3380; FAX: 515-273-3399	5 MAI, CCIM	2002	Chris Jenkins	100% N/A N/A	N/A N/A N/A	www.cbre.com/chris.jenkins chris.jenkins@cbre.com
3	Central Iowa Appraisers Inc. 2400 86th St., Ste. 4 DM, IA 50322 515-270-0495; FAX: 515-270-0852	5 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
3	HDH Advisors, LLC 1601 22nd St., Ste. 400 WDM, IA 50266 515-225-3796; FAX: 515-225-0149	5 ASA, CVA, ABV	2007	Duane Tolander Chad Hoekstra	N/A N/A 100%	55 N/A N/A	www.hdhadvisorsllc.com dtolander@hdhadvisorsllc.com
3	Iowa Appraisal and Research Corporation 719 Midland Building, 206 Sixth Ave. DM, IA 50309 515-283-0146; FAX: 515-283-0558	5 MAI	1958	Fred Lock	N/A N/A N/A	N/A N/A N/A	www.iowaappraisal.com fredlock@iowaappraisal.com
3	Swaim Appraisal Services 3932 Aspen Dr. WDM, IA 50265 515-221-1044; FAX: 515-221-1337	5 N/A	1978	Mike Swaim	0% 100% 0%	N/A N/A N/A	www.swaimappraisal.com mikecswaim@swaimappraisal.com
4	Nelsen Appraisal Associates, Inc. 10580 Justin Dr. Urbandale, IA 50322 515-276-0021; FAX: 515-276-9303	4 MAI, CCIM	2007	Gene F. Nelsen Ranney Ramsey Jennifer Babb	100% N/A N/A	250 50 20	www.Nelsenappraisal.com Gene@nelsonappraisal.com
4	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	davefellman@profappraisers.com
5	MCRE.US McRoberts & Associates LLC Commercial Real Estate Valuation & Advisory Services 5024 Willow Dr., Ste. 100 DM, IA 50327 515-264-8400; FAX: 515-864-0089	1 MAI, ASA	1985	Kevin J. McRoberts	99% 1% N/A	52 N/A N/A	www.MCRE.US info@mcre.us; kjm@mcre.us
5	The Olson Group 4610 153rd St. Urbandale, IA 50323 515-265-1650; FAX: 515-265-9967	1 MSA, CCRA, CREA	1991	Michael D. Olson	95% N/A 5%	100 75 25	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 2010		Type of Space by %	Top 3 Central IA Projects	Website Email
					Projects Completed	Projects Broken in			
1	R&R Realty Group/ Development Services Corp. 1225 Jordan Creek Pkwy., Ste. 200 WDM, IA 50266 515-223-4500; FAX: 515-223-7235	5,208,872	1985 96 1	Tom Rupprecht	N/A N/A		60% office, 30% warehouse, 9% multi-family, 1% retail	Country Club Office Plaza, Three Fountains Office Park, Aurora Business Park	www.rreality.com rupprecht.tom@rreality.com
2	Hubbell Realty Co. 6900 Westown Pkwy. WDM, IA 50266 515-243-3228; FAX: 515-280-2000	3,552,000	1856 147 2	Rick Tollakson Steve Niebuhr Krista Capp	10 16		60% commercial 40% multi unit housing	Grimes Business Park, Riverpoint Business Park, Lakeview Medical Park	www.hubbellrealty.com
3	Denny Elwell Co. LC 2401 S.E. Tones Dr., Ste. 17 Ankeny, IA 50021 515-964-1587; FAX: 515-964-8749	2,000,000	1986 24 N/A	Chris Murray	N/A N/A		Retail/flex	Metro North Business Park, Delaware Centre, 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	1,933,626	1992 61 1	William C. Knapp, II Gerry Neugent	1 5		73% office/warehouse, 27% retail	Parks Area Family Physicians, Galleria at Jordan Creek Town Center, Grimes Area Clinic	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	1,830,000	1970 9 0	Dave Hansen	N/A N/A		35% flex, 34% warehouse, 22% retail, 9% office	Interstate Business Park, Meredith West	www.SignatureRES.com
6	Buyer's Realty Inc. 3101 Ingersoll Ave. DM, IA 50312 515-277-4000; FAX: 515-277-5976	1,703,343	1979 6 N/A	Ronald L. Daniels Abe M. Wolf	0 0		Retail	Galleria at Jordan Creek, West Ridge Shopping Center, Water Tower Shopping Center	www.buyersrealtyinc.com wendy@buyersrealtyinc.com info@buyersrealtyinc.com
7	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	5 4		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
8	Mid-America Group 1401 50th St., Ste. 105 WDM, IA 50266 515-224-8810; FAX: 515-224-3503	1,500,000	1961 49 N/A	Carolyn Helmlinger	1 0		59% office, 41% industrial	Regency West, Westridge Office Parks, Northpark Business Center	www.MidAmericaGroup.com JReeves@MidAmericaGroup.com
9	Hurd Real Estate Services Inc. 2000 Fuller Rd. WDM, IA 50265 515-225-1102; FAX: 515-225-1381	1,100,000	1981 5 N/A	Richard Hurd Richie Hurd	3 4		N/A	Jordan Creek Plaza, 1271 8th Street, Grand Junction Center	www.hurdrealty.com richie.hurd@hurdrealty.com
10	Anderson Properties 3011 Justin Dr. Urbandale, IA 50322 515-270-6104; FAX: 515-278-9082	560,000	1984 9 N/A	Mark Anderson Bill Anderson	0 0		40% industrial, 44% retail, 16% office	Northwest Corporate Park, N.W. Urbandale Dr. Ashland Point, 100th St. retail	www.andersonproperties.com frontdesk@andersonproperties.com
11	Hatch Development Group 1312 Locust St. DM, IA 50309 515-243-4675; FAX: 515-244-2002	416,000	2002 11 0	Jack Hatch Ryan Galloway Sonja Roberts	0 N/A		80% housing/ residential, 20% commercial	East Village Square, Woodland Ave Brickstone, Chamberland Historic Renovation	www.hatchdevelopment.com jack@hatchdevelopment.com
12	Ryan Cos. US Inc. 1501 50th St., Ste. 100 WDM, IA 50266 515-309-8500; FAX: 515-309-8550	273,600	1938 50 9	Brad Schoenfelder Jana Morgan	1 N/A		50% office, 50% retail	Delta Dental, Pioneer Hi-Bred Laboratory, John Deere Credit	www.ryancompanies.com
13	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
14	Kimberley Development Corp. 2785 N. Ankeny Blvd., Ste. 22 Ankeny, IA 50023 515-963-8335; FAX: 515-963-0457	106,800	1978 14 N/A	William B. Kimberley Mary Suhr	0 1		75% office/retail, 25% warehouse	N/A	www.kimdev.com Info@Kimdev.com
15	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 Jake Christensen	0 0		90% office, 10% retail	100 Court, Warrior Place	www.terrus.com
16	Three-Sixty Group 5625 Mills Civic Pkwy., Ste. 101 WDM, IA 50266 515-457-8178; FAX: 515-457-8194	10,000	2008 2 0	Tim Walpole Randy Bray	3 4		10% office, 40% retail, 50% other	Summercrest Hills, Mercy Clinics - Indianola	www.three-sixtygroup.com tim@three-sixtygroup.com randy@three-sixtygroup.com

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ARCHITECTURAL FIRMS

(Ranked by number of local licensed architects)

Rank	Name Address Phone; Fax	Local Licensed Architects Local Support Staff LEED-Accredited Professionals	Year Est.	Office/Purchasing Manager Top 3 Local Executives	Architectural Services Offered	Recent Projects	Website Email
1	RDG Planning & Design 301 Grand Ave. DM, IA 50309 515-288-3141; FAX: 515-288-8631	34 39 33	1965	Judi Brown Al Oberlander Davis Sanders Phil Hodgins	Architecture, engineering, planning, interiors, lighting, landscape architecture, public art, graphic design	World Food Prize HQ, Wellmark HQ, Iowa State Capitol restoration, ISU Rec. facilities expansion, Mercy ER department, Valley High School Addition	www.rdgusa.com
2	SVPA Architects 1466 28th St., Ste. 200 WDM, IA 50266 515-327-5990; FAX: 515-327-5991	10 25 8	1953	Dan Cross Scott A. Hatfield Steven E. Gray B. Vitus Bering	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
3	OPN Architects 100 Court Ave., Ste. 100 DM, IA 50309 515-309-0722; FAX: 515-309-0725	9 10 11	1979	Diane Curran Terry Gebard Richard Seely Dan Thies	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
3	Substance Architecture 1300 Walnut St., Ste. 201 DM, IA 50309 515-243-4407; FAX: 515-243-4692	9 10 10	2001	Tim Hickman Paul Mankins Tim Hickman Todd Garner	Architecture, interiors, planning	Dos Rios Restaurant, Principal Riverwalk Pavilion, Jasper Winery, Big City Burgers & Greens, DART Transit Hub	www.substancearchitecture.com info@substancearchitecture.com
4	Brooks Borg Skiles Architecture Engineering LLP 317 Sixth Ave., Ste. 400 DM, IA 50309 515-244-7167; FAX: 515-244-3813	8 31 6	1895	Shannon Sandvig Robert Hedgepeth Susan Oltrogge John Gardner	Architecture, engineering, planning, interiors	Iowa Corr Inst for Women, EMC Hub Tower ren., UNI Sabin, VA Medical, U of I Chemistry, Jefferson Telephone expansion, Algona Community Center	www.bbsae.com
4	FEH Associates Inc. 604 E. Grand Ave. DM, IA 50309 515-288-2000; FAX: 515-288-1999	8 7 4	1898	Denny Sharp Rick Snyder John Karmann	Architecture, planning, interiors, structural engineering	Carroll Public Library, Grand View Univ. Student Center, Spaulding Elem School, Webster City High School, Salon W, WebFilings Corporate Office	www.fehassociates.com dennys@fehdm.com
5	BNIM Architects 1301 Locust St., Ste. E DM, IA 50309 515-974-6462; FAX: 816-783-1501	7 0 9	1970	Tom Hilton Rod Kruse	Architecture, planning + urban design, interiors, workplace, landscape architecture, sustainable consulting	IUB/OCA State Office Building; Stuit Hall Renovation, Visual Arts Building (w/ SHA), both University of Iowa; Troxel Hall Auditorium, Iowa State	www.bnim.com
5	Design Alliance 14225 University Ave., Ste. 110 Waukee, IA 50263 515-225-3469; FAX: 515-225-9649	7 2 3	1947	Jerry Purdy Jerry Purdy David Harrison Bob Ridgway	Architectural services for public, private and institutional projects	Iowa Correctional Institute for Women, Des Moines Airport rental car facility and various assisted living projects	www.designallianceinc.com
5	DLR Group 6200 Aurora Ave., Ste. 210W DM, IA 50322 515-276-8097; FAX: 515-252-0514	7 12 9	1966	Eric Beron Eric Beron Jim Huse Vince Ward	Architecture, engineering, planning, interiors	Iowa Judicial Branch, Ankeny Prairie Trail & Centennial High School, Bettendorf, DC- G, Gilbert, Nevada & Urbandale Schools, DMACC Health Science	www.dlrgroup.com ward@dlrgroup.com
5	FRK Architects + Engineers 2600 Westown Pkwy., Ste. 340 WDM, IA 50266 515-223-5100	7 9 3	1923	David A. Briden	A professional architectural- engineering firm serving a variety of clients throughout the state of Iowa	Southeast Polk High School, Johnston Timber Ridge Elementary, Waukee Theater Arts Center, Norwalk Auditorium & Stadium Complex, Clinton HS	www.frk-ae.com frk@frk-ae.com
6	INVISION Architecture 303 Watson Powell Jr. Way, Ste. 200 DM, IA 50309 515-633-2941; FAX: 515-633-2942	6 18 8	1945	Annette Miller Mark Nevenhoven Jill Goedken Steve King	Architecture, planning, interior design, graphic design	Mercy Pediatric renovation, Greenfield Opera House, Muscatine Fire Station, U of I Dental Science Bldg Ph 2, ISU CVM Small Animal Hospital	www.invisionarch.com
6	Shive-Hattery Inc. 1601 48th St., Ste. 200 WDM, IA 50266 515-223-8104; FAX: 515-223-0622	6 80 16	1970	Anne Cameron Mike Kammerer James Lee Russ Schroeder	Architecture, interior design, master planning	Mary Greeley Medical Center addition/ renovation, Decatur County Hospital Replacement Facility, Panora City Hall/ EMS Station, IA DAS Renovations	www.shive-hattery.com shivedm@shive-hattery.com
6	Wells + Associates 756 Ninth St. DM, IA 50309 515-327-0007; FAX: 515-327-0077	6 4 3	1926	Jeanine Nielsen Douglas A. Wells Jamie Malloy Wil Worthington	Architecture, interior design, energy, environmental consulting	Lovejoy Elementary School, Roosevelt High School, Senior Housing, Churches	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 11 10	1983	Amy Darling Daryl Metzger Rob Smith	Architecture, interiors, planning, feasibility studies, digital modeling	ISU Reiman Gardens Conservatory, MidAmerican Energy State Fair Exhibit, Josephs Jewelry WDM, YMCA Men's Transitional Housing, CISS shelter	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 4 0	1966	Jim Grundmeier Steve Moore Larry Moore Doug Sharp	Architectural design, community land planning, landscape design, 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	Neumann Monson Architects 505 Fifth Ave., Ste. 850 DM, IA 50309 515-339-7800	5 0 3	1977	Pam Devine William Anderson Kevin Monson Tim Schroeder	Architecture, interior design, structural engineering, sustainable design, planning	Des Moines Municipal Services Center Master Plan	www.neumannmonson.com marketing@neumannmonson.com
8	Baldwin White Architects PC 3939 Grand Ave. DM, IA 50312 515-255-3939; FAX: 515-255-2208	4 1 2	1983	Judi Burgess Tom Baldwin Kevin White	Architecture, planning, interior design	Iowa Ortho, Windsor Heights Comm. Center, Wellmans WDM, Drake Univ., Iowa State Univ., Hill Plastic Surgery, Jackson Elem, IA Army National Guard	www.baldwinwhite.com kwhite@baldwinwhite.com
8	Durrant 510 E. Locust St., Ste. 200 DM, IA 50309 515-309-0945; FAX: 515-309-0944	4 9 3	1933	Connie Balius- Haakinson Michael S. Lewis	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
8	HLKB Architecture 500 E. Locust, Ste. 300 DM, IA 50309 515-288-9536; FAX: 515-288-5186	4 4 3	1961	Kirk V. Blunck Stephen Knowles	Architecture, interiors, planning, commercial, institutional, residential	Des Moines Art Center, First United Methodist Church-Burlington, Crane Building renovation-Des Moines	www.hlkb.com arch@hlkb.com
9	ASK Studio 3716 Ingersoll Ave., Ste. A DM, IA 50312 515-277-6707; FAX: 515-277-7768	3 1 6	2006	Linda Webster Michael J. Kastner Brent A. Schipper	Architecture, interiors, planning	Butler House addition, Gold Star Museum, Collegiate United Methodist Church, Home to Stay Housing	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 5 2	2002	Sandi Wattier Gregory E. Wattier David A. Voss	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 650 South Prairie View Dr., Studio 103 WDM, IA 50266 515-288-4821	3 3 4	1876	Chuck Overton Chip Overton	Architects, interiors, planners, constructors - commercial, cultural, entertainment — design & planning	State of Iowa, Merle Hay Mall, Polk County Office remodel, Iowa State Fair, Heartland Inn, Karl Chevrolet, Fairground planning — various fairs	www.k-o.com design@k-o.com

(continued on page 70)



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Drake University Turner Jazz Center
Photo: Jacob Sharp

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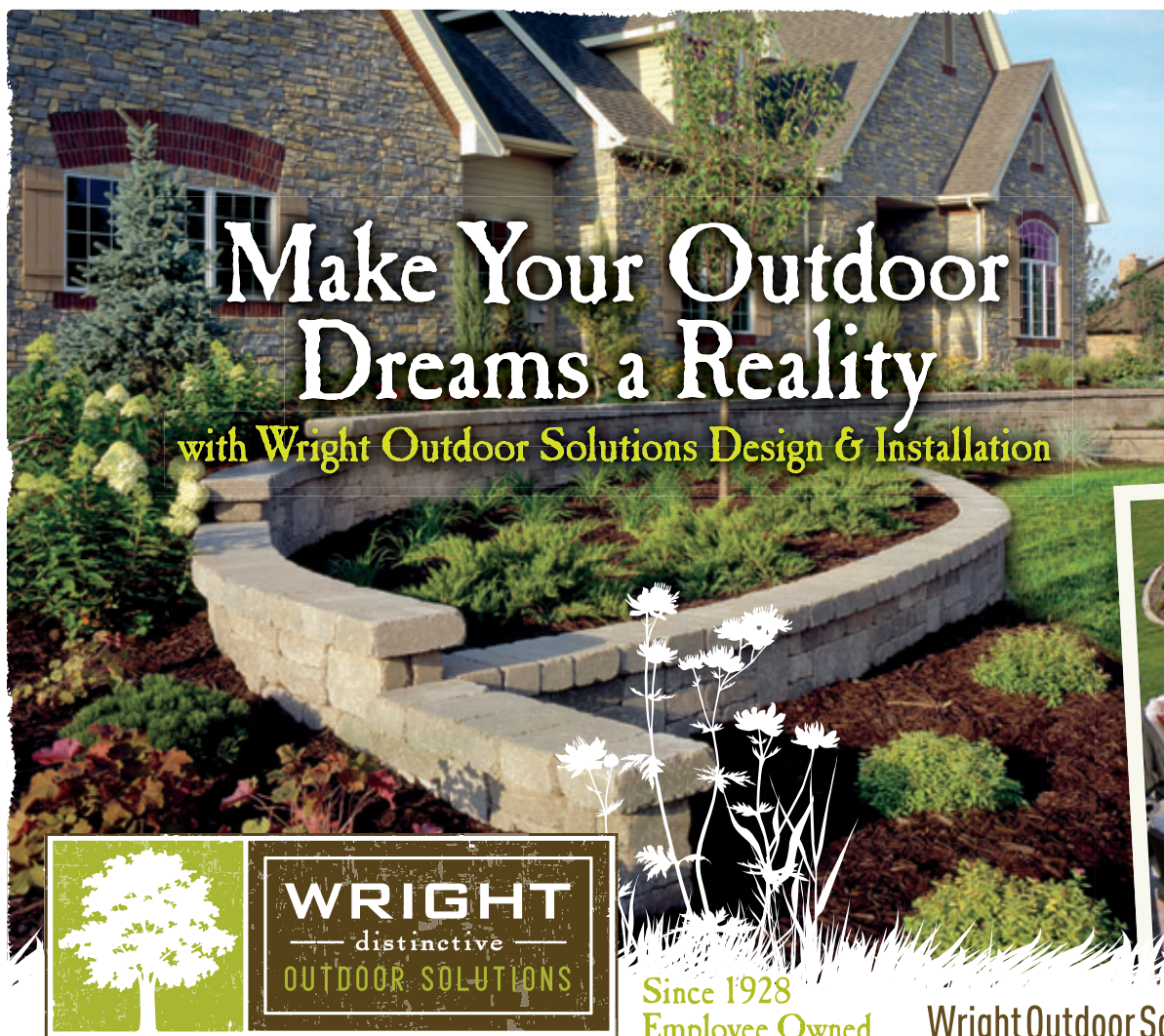
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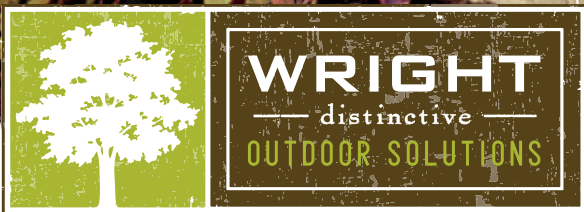
(Ranked by number of local licensed architects)

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	Website Email
1	RDG Planning & Design 301 Grand Ave. DM, IA 50309 515-288-3141; FAX: 515-288-8631	13 39 33	1965	Judi Brown	Al Oberlander Davis Sanders Phil Hodgin	DSM S.E. Connector Corridor, WDM Valley View Park, Nollen Plaza Improvements	www.rdgusa.com
2	Confluence 1300 Walnut St., Ste. 200 DM, IA 50309 515-288-4875; FAX: 515-288-8359	5 7 4	1998	Lori Miller	Brian Clark Chris Della Vedova	DART Transit Facility, 86th St. Corridor Clive, U of I Pappajohn Biomedical Bldg, Lower East Village Marketplace Master Plan	www.thinkconfluence.com lmiller@thinkconfluence.com
2	Landscape Architectural Consultants Inc. 2400 86th St., Unit 12 DM, IA 50322 515-276-9898; FAX: 515-276-7084	5 15 3	1996	Marty Dostalick	Edward Arp Marty Dostalick Bart Turk	Adventureland Waterpark, HP 2 Warehouse, Grandview Golf Clubhouse	www.ceclac.com mail@ceclac.com
3	Snyder & Associates Inc. 2727 S.W. Snyder Blvd. Ankeny, IA 50023 515-964-2020; FAX: 515-964-7938	4 157 3	1977	Sherri Moore	David Moeller Mark Wandro	Simpson College Track & Field, ISU Recreation Fields, Altoona Soccer Complex	www.snyder-associates.com
4	Civil Design Advantage 3405 S.E. Crossroads Dr., Ste. G Grimes, IA 50111 515-369-4400; FAX: 515-369-4410	3 26 1	2003	N/A	Gary Reed R. Dean Roghair Michael Brooner	Pearson Park - City of WDM, Main Street Streetscape - City of Ames, Blank Park Zoo Projects	www.civildesignadvantage.com
4	Shive-Hattery Inc. 1601 48th St., Ste. 200 WDM, IA 50266 515-223-8104; FAX: 515-223-0622	3 80 16	1970	Anne Cameron	Mike Kammerer Craig Erickson Russ Schroeder	Douglas Ave. Beautification Study, Railroad Ave., Kemin Industries 2017 Campus Planning	www.shive-hattery.com shivedm@shive-hattery.com
5	Dunbar/Jones PLC 3520 Beaver Ave., Ste. D1 DM, IA 50310 515-280-8026	2 0 N/A	1982	Greg Jones	Gregory Jones	Rudney Residence, Fairfield; Oskaloosa Skate Park; Ingersoll Streetscape	www.dunbarjones.com gjon@sdunbarjones.com
5	Genus Landscape Architects 325 East 5th St. DM, IA 50309 515-284-1010; FAX: 515-284-5050	2 4 2	2005	N/A	Brett Douglas	ISU Farm House Lane, U of I Golf Facility, Walnut Street Functional Program	www.genus-la.com bdouglas@genus-la.com
6	BCDM Architects 100 Court Ave., Ste. 204 DM, IA 50309 515-283-2085; FAX: 515-283-2088	1 1 2	1976	Kevin Strehle	Trevor Huffaker Jim Dennell	Hiawatha Town Center Master Plan, Carver Elementary School	www.bcdm.net mbenck@bcdm.net
6	OPN Architects 100 Court Ave., Ste. 100 DM, IA 50309 515-309-0722; FAX: 515-309-0725	1 10 11	1979	Diane Curran	Terry Gebard Richard Seely Dan Thies	Veterans Mem. Audit. West Plaza, Delta Dental Office Hdqtrs, Keokuk Rand Park Pavilion	www.opnarchitects.com opri@opnarchitects.com marketing@opnarchitects.com
6	SVPA Architects 1466 28th St., Ste. 200 WDM, IA 50266 515-327-5990; FAX: 515-327-5991	1 25 8	1953	Dan Cross	Scott Hatfield Steven Gray B. Vitus Bering	West Marshall MS, Carlisle Track Replacement, Simpson Blank Performing Arts addn	www.svpa-architects.com design@svpa-architects.com
6	Ted Lare Design Build Inc. 2701 Cumming Ave. Cumming, IA 50061 515-981-1073; FAX: 515-981-1074	1 55 N/A	1982	Melissa Lare	Ted Lare Jean Lare Bobby Rushing	Please call our office for a list of referrals	www.tedlaredesignbuild.com tedsgardens@tedsgardens.com
6	Wright Outdoor Solutions Inc. 8000 Raccoon River Dr. WDM, IA 50266 515-987-0800; FAX: 515-987-0801	1 100 0	1928	N/A	Shane Churchill	King Pavilion (ISU), Microsoft Data Center, Urbandale Middle School	www.wrightoutdoorsolutions.com info@wrightoutdoorsolutions.com



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ENGINEERING FIRMS

(Ranked by number of local licensed engineers)

Rank	Name Address Phone; Fax	Local Licensed Engineers Total Local Staff LEED-Accredited Professionals	Year Est.	Office/Purchasing Manager Top 3 Local Executives	Engineering Practice & Specialties Offered	Top 3 Projects in Central IA	Website Email
1	Snyder & Associates Inc. 2727 S.W. Snyder Blvd. Ankeny, IA 50023 515-964-2020; FAX: 515-964-7938	52 157 3	1977	Sherri Moore David N. Moeller Mark F. Wandro	Municipal, transportation, water resources, structural, land dev. survey, landscape architecture	High Trestle Trail, Vets Auditorium Renovation, Magazine & Cherry Street	www.snyder-associates.com
2	Veenstra & Kimm Inc. 3000 Westown Pkwy. WDM, IA 50266 515-225-8000; FAX: 515-225-7848	34 64 N/A	1961	Jodi L. Bellizzi H. R. Veenstra, Jr.	Civil engineering, water, wastewater, stormwater, transportation, structural, surveying, landscape	Waukee University Blvd., WRA Interceptor Sewer, Aksarben Village neighborhood sewage separation	www.veenstrakimm.com vk@v-k.net
3	Foth Infrastructure & Environment LLC 8191 Birchwood Ct., Ste. L Johnston, IA 50131 515-251-2583; FAX: 515-254-1642	22 45 N/A	2003	Paul Van Calster Patrick Kueter Nicholas Kuhn Doug Ernst	Specializing in transportation, traffic, roadways, bridges, aviation and environmental engineering	NW 62nd Avenue - Johnston, Cascade Avenue - West Des Moines, Sanitary Sewer Improvements - Boone	www.foth.com
4	HR Green, Inc. 5525 Merle Hay Rd., Ste. 200 Johnston, IA 50131 515-278-2913	19 47 2	1988	N/A Dan Lovett	Transportation, water, governmental services, energy, senior living	Jackson Basin Pump Station, Northeast 36th Street and I-35 Interchange, SW Connector	www.hrgreen.com
4	Shive-Hattery Inc. 1601 48th St., Ste. 200 WDM, IA 50266 515-223-8104; FAX: 515-223-0622	19 79 16	1970	Anne Cameron Mike Kammerer James Lee Russ Schroeder	Civil, mechanical, electrical, structural, building envelope, commissioning	Grand Ave. reconstruction, DSM Schools mechanical upgrades, IA DAS engineering projects	www.shive-hattery.com shivedm@shive-hattery.com
5	FOX Engineering Associates Inc. 414 S. 17th St., Ste. 107 Ames, IA 50010 515-233-0000; FAX: 515-233-0103	17 37 N/A	1993	N/A Keith L. Hobson Jean E. Sheets John M. Gade	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 tl@foxeng.com
6	KJWW Engineering Consultants P.C. 2882 106th St. DM, IA 50322 515-334-9906; FAX: 515-334-9908	15 43 10	1961	Rhonda Bisom Scott Bowman Andrew Thielen	MEP, structural/technology engineering; medical equipment planning, lighting, LEED, acoustics	Wellmark Blue Cross and Blue Shield, Carver Hawkeye Arena, Veterans Memorial Auditorium renovation	www.kjww.com
7	Barker Lemar Engineering Consultants 1801 Industrial Cir. WDM, IA 50265 515-256-8814; FAX: 515-256-0152	8 60 N/A	1995	Ted Rumph Mike Barker Tracy Lemar Tim Buelow	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 tkerns@barkerlemar.com
7	Bartlett & West 6919 Vista Dr. WDM, IA 50266 515-440-2856; FAX: 515-440-2858	8 14 1	1951	Casey Patton Brian Hoellein Casey Patton	Civil engineering, water, wastewater, streets, land development, surveying, structural eng., GIS	St. Charles sewer system, Marshalltown 13th street box culvert	www.bartwest.com
7	Civil Engineering Consultants Inc. 2400 86th St., Unit 12 DM, IA 50322 515-276-4884; FAX: 515-276-7084	8 18 3	1969	Marty Dostalick Jerry P. Oliver Edward H. Arp Patrick J. Shepard	Civil engineering, land surveying, landscape architecture & land planning	Hewlett Packard 2, Adventureland waterpark, Boy Scouts HQ	www.ceclac.com mail@ceclac.com
7	Stanley Consultants Inc. 100 Court Ave., Ste. 300 DM, IA 50309 515-246-8585; FAX: 515-246-8617	8 12 0	1989	Dan Fullerton Dan Fullerton	Municipal, transportation, water/wastewater, structural, environmental, construction admin/observ.	Principal Riverwalk, DM; Cedar River Parkway Improvements, Waverly; Dam Reconstruction, Waverly	www.stanleygroup.com fullertondaniel@stanleygroup.com
7	Terracon Consultants Inc. 600 S.W. 7th St., Ste. M DM, IA 50309 515-244-3184; FAX: 515-244-5249	8 48 N/A	1965	N/A Jeff Magner Michael Sampson Dennis Sensenbrenner	Geotechnical, environmental, construction testing, special inspection, wetland, asbestos services	Mitchellville Prison, WRA Improvement Projects, Valley High School	www.terracon.com jlmagner@terracon.com
8	Brooks Borg Skiles Architecture Engineering LLP 317 Sixth Ave., Ste. 400 DM, IA 50309 515-244-7167; FAX: 515-244-3813	7 31 6	1895	Shannon Sandvig Robert Hedgepeth Susan Oltrogge John Gardner	Mechanical and electrical engineering	IA Corr. Inst. for Women, VA Medical, IA State Capitol renovations, Meredith Data Center	www.bbsae.com
8	McClure Engineering 8101 Birchwood Ct., Ste. D Johnston, IA 50131 515-964-1229; FAX: 515-964-2370	7 21 N/A	1956	Jeffrey S. Schug Jeffrey S. Schug Terry Lutz	Civil engineering	70th and Merle Hay Road, Johnston; Days Run, Urbandale; TCI, Polk City	www.mecresults.com jschug@mecresults.com
9	Bishop Engineering Co. Inc. 3501 104th St. Urbandale, IA 50322 515-276-0467; FAX: 515-276-0217	6 17 N/A	1959	Julie Bishop Charles J. Bishop Joel Romey David Bentz	Civil engineering & land surveying	Ballard Huxley High School, Norwalk Athletic Complex, Waukee Elementary	www.bishopengr.com jabishop@bishopengr.com
9	Bluestone Engineering LLC 9119 Northpark Dr. Johnston, IA 50131 515-727-0700; FAX: 515-727-0777	6 13 3	2004	Lisa Severino Rich Larson Dennis Forinash Tom Foldes	Mechanical, electrical, technology, fire protection	Mercy Hosp-Peds Remod; Ft Des Moines Senior Housing; Greenfield Comm Ctr; Sumner Replacement Hosp	www.bluestonepme.com bluestone@bluestonepme.com
9	Brown Engineering Co. 5525 Meredith Dr., Ste. D DM, IA 50310 515-331-1325; FAX: 515-331-1375	6 10 1	1936	Terry L. Martin Terry L. Martin Robert H. Sieh	Structural, mechanical, electrical, environmental, investigations	Several electric utility projects, IDOT modern rest areas, industrial projects	BrownEngCo@aol.com
9	Kirkham Michael Consulting Engineers 11021 Aurora Ave. Urbandale, IA 50322 515-270-0848; FAX: 515-270-1067	6 16 N/A	1946	Richard D. Herrick Richard D. Herrick	Municipal, civil, water/wastewater treatment & distrib. transportation, building/bridge structural	City of Des Moines SE Connector	www.kirkham.com
9	MODUS 1717 Ingersoll Ave., Ste. 111 DM, IA 50309 515-251-7280; FAX: 515-251-7349	6 19 7	1963	N/A Justin C. Doyle Harry C. Doyle Michael J. Brocka	Mechanical and electrical consulting engineers	UIHC Ambulatory Clinical Care Facility, Des Moines Franklin Library, 900 West Capitol	www.modus-eng.com tpalmer@modus-eng.com
9	Shuck-Britson Inc. 2409 Grand Ave. DM, IA 50312 515-243-4477; FAX: 515-243-4479	6 14 0	1966	N/A Timothy J. Monson Steven M. Kunz	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
10	AECOM 500 S.W. 7th St., Ste. 301 DM, IA 50309 515-244-1470; FAX: 515-244-4803	5 10 0	1979	N/A Steven J. Eaton	Planning, design and construction support of aviation, highway and bridge projects	MLK Parkway arch bridge, MLK and Fleur intersection, Mulberry Street extension and facilities	www.aecom.com
10	Allender Butzke Engineers Inc. 3660 109th St. Urbandale, IA 50322 515-252-1885; FAX: 515-252-1888	5 30 N/A	1992	Hamid Feiz Milt Butzke Harry Allender Dave Logemann	Geotechnical, construction materials testing, IBC special inspection, environmental site assessments	Wellmark Headquarters, Mercy Medical Center West Lakes, HP Building, Des Moines Airport Runway	www.abengineers.com mbutzke@abengineers.com

(continued on page 74)

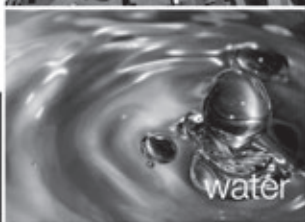


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(Ranked by number of local licensed engineers)

Rank	Name Address Phone; Fax	Local Licensed Engineers Total Local Staff LEED-Accredited Professionals	Year Est.	Office/Purchasing Manager Top 3 Local Executives	Engineering Practice & Specialties Offered	Top 3 Projects in Central IA	Website Email
10	Civil Design Advantage 3405 S.E. Crossroads Dr., Ste. G Grimes, IA 50111 515-369-4400; FAX: 515-369-4410	5 28 1	2003	N/A Gary L. Reed R. Dean Roghair Michael Brooner	Civil, land development, municipal, landscape architecture, surveying & planning	Downtown Streetscape, City of Ames; Middletown Reserve Center, IA Nat. Guard; Birdland Levee, USACE	www.civildesignadvantage.com
10	Farris Engineering 10636 Justin Dr. DM, IA 50322 515-331-0981; FAX: 515-331-0982	5 17 2	1967	N/A Jim Popma	Commercial & industrial MEP, tech. eng., fire protection eng., LEED design, qualified commissioning	Pella Christian High School, DMS Fire Training Facility, Des Moines Air Port Car Rental Facility	www.farris-usa.com
10	HDR Engineering Inc. 300 E. Locust St., Ste. 210 DM, IA 50309 515-280-4940; FAX: 515-280-4955	5 10 N/A	1917	N/A Brian Bakke Andrew McCoy Aleksander Nelson	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
10	Landmark Engineering Group Inc. 2873 104th St. Urbandale, IA 50322 515-221-1322; FAX: 515-221-1005	5 5 1	1977	Dan DeCamp Dan DeCamp	Engineering for land development, civil & municipal engineering, survey, planning and transportation	Pinewood Glen Plat 3, Michael's Landing drainage improvements, Monsanto warehouse	www.landgroup.biz daniel.decamp@landgroup.biz
11	MSA Professional Services Inc. 1555 S.E. Delaware Ave., Ste. F Ankeny, IA 50021 515-964-1920; FAX: 515-964-4003	4 17 1	1962	Tammy Gjersvik Jason Miller Justin Vogel Doug DeBolt	Municipal, water, wastewater, transportation engineering	Ottumwa Bridge, Baxter Green Storm Water System, Leon Wastewater Treatment System	www.msa-ps.com tgjersvik@msa-ps.com
11	Raker Rhodes Engineering LLC 520 42nd St., Ste. 300 DM, IA 50312 515-277-0275	4 12 1	2006	Erik Raker Erik Raker John Rhodes	Structural engineering	ISU Football Training Facility, Scoreboard at Jack Trice Stadium, Central Academy Renovations (DMPS)	www.rakerrhodes.com eraker@rakerrhodes.com
12	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	Dianna Cooper Bradley R. Cooper Keven J. Crawford	Residential & commercial subdivisions, commercial site plan design, land surveying	Aviva USA, S. Maple Grove (WDM), Village at Jordan Creek	bcooper@cooper-crawford.com
12	DLR Group 6200 Aurora Ave., Ste. 210W DM, IA 50322 515-276-8097; FAX: 515-252-0514	3 17 9	1966	Eric Beron Eric Beron Jim Huse Vince Ward	Mechanical, electrical, civil, structural, lighting design & technology design	DMACC Health Sciences, Ankeny Prairie Trail and Centennial High School	www.dlrgroup.com vward@dlrgroup.com
12	Engineering Resource Group Inc. 2413 Grand Ave. DM, IA 50312 515-288-4823; FAX: 515-288-3660	3 8 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, Glynn Village subdivision	www.ergcorp.com erg@ergcorp.com
12	Geotechnical Services Inc. 10607 Aurora Ave. DM, IA 50322 515-270-6542; FAX: 515-270-1911	3 12 N/A	1973	N/A Michael T. Lustig	Geotechnical engineering, soil borings, inspections, construction testing, geo-environmental service	City of Des Moines Fire Station No.1, St Thomas Aquinas Catholic Church, DMACC Perry Career Center	www.gsinetwork.com mlustig@gsinetwork.com
13	Dennis & Magnani Structural Consultants P.C. 525 S.W. Fifth St., Ste. D DM, IA 50309 515-243-5522; FAX: 515-282-5829	2 4 N/A	1976	Elizabeth J. Smith Randy J. Magnani	Structural engineering	River Point Lofts, Mercy Medical Center PEDS Remodel, Newman Catholic School Tornado Safe Room	randy@structuralconsultantspc.com
13	Olsson Associates 11035 Aurora Ave. Urbandale, IA 50322 515-331-6517; FAX: 515-331-6518	2 8 N/A	1956	N/A 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
14	Criterion-White Engineers 6165 N.W. 86th St. Johnston, IA 50131 515-727-1702; FAX: 515-276-1087	1 1 1	1999	N/A Kendall W. White	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.criterion-white.com kwhite@criterion-white.com
14	Thiele Geotech Inc. 3405 S.E. Crossroads Dr., Ste. C Grimes, IA 50111 515-986-3013	1 3 0	1996	N/A Marc Casteel	Geotechnical engineering, environmental and construction materials testing	N/A	www.thielegeotech.com mcasteel@thielegeotech.com
14	URS Corp.* 1200 Valley West Dr., Ste. 206-04 WDM, IA 50265 515-284-5500; FAX: 515-284-5300	1 2 0	1956	Brian K. Wight Steven Cox	Environmental compliance and remediation, railroad services, transportation planning and design	Ames Intermodal Facility, Statewide Transit Plan, Des Moines Public School	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	Website Email
1	The Waldinger Corporation 2601 Bell Ave. DM, IA 50321 515-284-1911; FAX: 515-323-5150	420 10 1906	N/A	Tom Koehn	Yes Yes	Full-service mechanical, sheet metal and electrical contractor	www.waldinger.com wendy.gray@waldinger.com
2	Baker Electric Inc. 111 Jackson Ave. DM, IA 50315 515-288-6774; FAX: 515-288-2226	350 N/A 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 515-262-4000; FAX: 515-266-1025	300 9 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 5 1920	Joe Baker	David Stroh Tom Mass	Yes Yes	Designers and builders of sustainable solutions for facilities and processes	www.wolin.com info@wolin.com
5	ABC - Electrical Contractors LLC 10540 Hickman Rd. DM, IA 50325 515-270-6400; FAX: 515-270-9559	125 1 1959	Patina R. Hoyka	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 S.E. Enterprise Dr. Grimes, IA 50111 515-986-5411; FAX: 515-986-5499	75 N/A 1986	N/A	Mark Brockway Ryan Brockway	Yes No	Full service mechanical, sheet metal and roofing	www.brockwaymechanical.com info@brockwaymechanical.com
6	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
7	Innovative Mechanical Services 613 S.E. Magazine Rd. Ankeny, IA 50021 515-964-7215; FAX: 515-964-4298	61 N/A 1992	N/A	Rod Heston	Yes Yes	Electrical, mechanical service, design and installation	
8	A.J. Allen Mechanical Contractors Inc. 320 S.E. Sixth St. DM, IA 50309 515-697-3500; FAX: 515-697-3501	60 2 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	Commonwealth Electric Co. of the Midwest 1530 Second Ave. DM, IA 50306 515-288-5783; FAX: 515-288-0841	60 1 1987	N/A	T. Michael Price	No Yes	Electrical contracting services and 24-hour electrical maintenance services	www.commonwalthelectric.com
9	Stroh Corp. 5000 Park Ave. DM, IA 50321 515-244-8177; FAX: 515-288-9567	55 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.strohc corp.com miller@strohc corp.com
10	Air-Con Mechanical Corp. 3121 S.E. 14th St. DM, IA 50320 515-243-5500; FAX: 515-243-0126	45 1 1983	James M. Shaffer	James M. Shaffer Carolyn A. Shaffer James M. Shaffer, Jr.	Yes No	Commercial/industrial heating, air conditioning, plumbing, bldg automation controls, maintenance, service & repair	www.airconmechanical.com
11	Heartland Heating & Cooling LLC 3155 S.E. Miede Dr., Ste. 1 Grimes, IA 50111 515-986-5007	42 N/A 2003	N/A	Mike Nelson Dave Volante	Yes No	Geo-thermal, in-floor heat, fireplaces, service and replacement, new construction, commercial	www.heartlandheating.com info@heartlandheating.com
12	Biermann Electric 512 Elm St. DM, IA 50309-4728 515-255-3137; FAX: 515-255-7804	40 N/A 1922	Michael Biermann	Gary Cornelius James Friend	No Yes	Design/Build: data/comm., commercial, industrial, data centers, high voltage, lighting design, value engineering	garycornelius@biermannelectric.com
13	Webster Electric Inc. 495 S.E. Alices Rd., # B Waukee, IA 50263 515-987-4949	23 N/A 1985	N/A	Mike Webster Larry Webster	No Yes	Electrical contractor	
14	Dorrian Heating & Cooling Inc. 25750 U Ave. Waukee, IA 50263 515-987-4310; FAX: 515-987-1551	18 0 1976	Mony Petersen	Don Dorrian, Jr.	Yes No	Heating, cooling, geothermal, fireplaces	www.dorrianheating-cooling.com
15	Greens Appliance, Heating & Cooling 1450 N.E. 69th Pl., Ste. 51 Ankeny, IA 50021 515-323-0680; FAX: 515-323-0683	17 N/A 1958	Linda and Dan Sprague	Linda and Dan Sprague	Yes N/A	HVAC sales & service, appliance repair service	www.greensahc.com linda@greensahc.com
16	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	ballelectric@aol.com
16	Best Heating, Cooling & Electric Inc. 3900 E. 14th St., Ste. 5 DM, IA 50313 515-262-8055; FAX: 515-262-5153	12 N/A 2007	Brad Diech	Jason Mickle Brad Diech	Yes Yes	Electric, heating, air conditioning	www.besthce.com customercare@besthce.com

CONSTRUCTION COMPANIES

(Ranked by local construction volume in 2010)

Rank	Name Address Phone; Fax	Local Construction Volume in 2010	Year Est. Local FT Employees LEED-Accredited Professionals	Areas of Specialty	Top 3 Projects in Central IA	Office/Purchasing Manager Top 3 Local Executives	Website Email
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 Memorial Auditorium	LuAnne Nielsen Mike Tousley	www.weitz.com iowa@weitz.com
2	J E Dunn Construction 5959 Village View Dr., Ste. 100 WDM, IA 50266 515-698-4400; FAX: 515-288-3099	\$106 million	1929 23 10	General construction, construction management, design/build	ISU Vet Med Phase II, UIHC Ambulatory Clinic, Mary Greeley Med Ctr.	N/A Shannon Baird Grant Taylor	www.jedunn.com Shannon.baird@jedunn.com
3	Ryan Cos. US Inc. 1501 50th St., Ste. 100 WDM, IA 50266 515-309-8500; FAX: 515-309-8550	\$105 million	1938 50 9	Design/build, office, retail, industrial, hospitality, medical	Delta Dental, Pioneer, John Deere	N/A Brad Schoenfelder Jana Morgan	www.ryancompanies.com
4	Neumann Brothers Inc. 1435 Ohio St. DM, IA 50314 515-243-0156; FAX: 515-243-0165	\$100 million	1912 30 3	General construction, design/build, restoration, industrial	World Food Prize, N. Smith Fed. Bldg., Vets Memorial (C. Rapids)	N/A Marshall G. Linn, III Michael G. Simpson Ted Brackett	www.neumannbros.com build@neumannbros.com
5	Stahl Construction 2961 100th St., Ste. 2 Urbandale, IA 50322 515-244-5770; FAX: 952-931-9941	\$79.7 million	1981 5 2	General contractor, construction management, design/build	Ankeny Centennial H.S., Urbandale Middle School, ISU Biorenewables Lab	N/A Scott Everson Paul Perzichilli Bill Harger	www.stahlconstruction.com info@stahlconstruction.com
6	Henning Construction Co. Inc. 5800 Merle Hay Rd. Johnston, IA 50131 515-253-0943; FAX: 515-253-0942	\$68 million	1924 98 2	Ag/food processing, feed mills, hotels, intl. const. mgmt.	Sara Lee, NRP, Daybreak Foods	N/A Jeff Charlson Alan Koch	www.henningconstruction.com akoch@webild.com
7	Graham Construction Co. 421 Grand Ave. DM, IA 50309 515-244-1279; FAX: 515-244-7421	\$67 million	1981 100 11	Healthcare construction, design/build, construction management	Pioneer Mendel Greenhouse, Broadlawn Medical Center, Kent Campus Ctr.	Jane Rohr Steve Hauschilt Mark Hasek	www.grahamconstruction.com ktubbs@grahamconstruction.com
8	Construction Services Inc. 1225 Jordan Creek Pkwy., Ste. 210 WDM, IA 50266 515-223-4518; FAX: 515-333-5125	\$50 million	2000 14 1	Construction management, integrated design	Ankeny High School, Waukee Public Works, Perry Ctr for Performing Arts	N/A Steve Bennett	www.csireults.com bennett.steve@csireults.com
9	Larson & Larson Construction LLC 10703 Justin Dr. DM, IA 50322 515-727-5000; FAX: 515-727-5001	\$48.4 million	1999 18 2	General contractor with negotiated and design/ build projects	Iowa Veterans Home, Roosevelt High School renovation, Central Campus	Tammy Van Horsen-Post Jeff Larson Brent Cooper	www.larsonandlarson.com jl Larson@larsonandlarson.com
10	Hubbell Construction Services 6900 Westown Pkwy. WDM, IA 50266 515-243-3228; FAX: 515-280-2027	\$45 million	2006 16 1	Design/build, construction management, general contractor	Riverpoint Lofts, Fort DM Senior Housing, Iowa Health Clinic	N/A Steve Niebuhr	www.hubbellconstructionservices.com steve.niebuhr@hubbellrealty.com
11	Opus Design Build 1200 35th St., Ste. 206-11 WDM, IA 50266 515-440-1482	\$40.5 million	2006 1 1	Design/build, construction management	HP Warehouse - Des Moines, IA National Guard Reserve Center	N/A Jeff Smith	www.opus-group.com
12	Septagon Construction Co. 2950 S.E. Gateway Dr. Grimes, IA 50111 515-986-7313; FAX: 515-986-7309	\$30 million	1948 31 1	Design/build general contractor & construction management	Woodward Water Treatment Plant, Winterset CSD, Vetter Equipment	Heather Krenz Brad Leonard	www.septagon.com bleonard@septagon.com
13	Rochon Corp. of Iowa Inc. 3401 106th St. Urbandale, IA 50322 515-278-9446; FAX: 515-278-9767	\$29.2 million	1998 12 0	General contracting, design/build, construction management	DC-G Middle School, Fisher Elementary School, Harding Middle School	Louise Rorebeck Matt Stence Terry Pearce	www.rochoncorpofiowa.com mstence@rochoncorpofiowa.com
14	Koester Construction Co. Inc. 3050 S.E. Enterprise Dr., Ste. A Grimes, IA 50111 515-986-5500; FAX: 515-986-5503	\$25 million	1985 30 4	Multi-family, historic rehabilitation, senior housing, warehouse	Southview Senior Apts, Christ the King Apts, High Street Brickstone	N/A Paul Koester Jack Daugherty	www.koestercon.com koester@koester.cc
15	Hansen Co. Inc. 5665 Greendale Rd., Ste. A Johnston, IA 50131 515-270-1117; FAX: 515-270-3829	\$24 million	1979 18 2	General contracting, construction management, design/build	New Hope Church, IPERS, Businessolvers	Bob Curl Craig Hansen Craig Faber Tony Garcia	www.hansencompany.com Craigf@hansencompany.com
16	Dean Snyder Construction Co. 5151 S.E. Rio Ct. Ankeny, IA 50021 515-289-0720; FAX: 515-289-0725	\$22 million	1958 35 1	General contractor, design/build, construction management	DSM North High School, DSM Fire Dept. Training & Logistics Facility	Nate Carney Don Snyder Dale Snyder David Snyder	www.deansnyderconst.com natec@deansnyderconst.com
16	Edge Commercial LLC 3155 S.E. Miede Dr., Ste. 2 Grimes, IA 50111 515-986-2229; FAX: 515-986-2239	\$22 million	2008 28 1	General contractor, construction management, design/build	Regional Medical Ctr., Hoover HS renovation, Parks Area Health Clinic	Doyle Scott Ward Phifer Jason Ceretti DJ Opdahl	www.edgeco-usa.com wphifer@edgeco-usa.com
17	Nelson Construction & Development 1045 76th St., Ste. 2000 WDM, IA 50266 515-457-9000; FAX: 515-221-2995	\$20 million	1999 10 0	General contracting, construction management, historical rehab	e300, Hawkeye Transfer, Hyatt Place Hotel	N/A Mike Nelson	www.nelsonconstruct.com
18	Downing Construction Co. 2500 West Second Ave. Indianola, IA 50125 515-961-5386; FAX: 515-961-0468	\$19.8 million	1966 24 3	General contractor, construction management, design/build	Vintage Hills - Summercrest & Prairie Trail, Mercy Indianola Clinic	Leigh A. Beltz Denis L. Frischmeyer	www.downingconstruct.com denisf@downingconstruct.com
19	Pinnacle Construction Group LLC 12951 University Ave., Ste. D Clive, IA 50325 515-223-7710; FAX: 515-223-7731	\$18.6 million	2005 12 0	Design/build, construction management, general contracting	Shops at Merle Hay, Rolling Green Village, Syrvet	Lisa Hutt Shane E. Madison Lisa Hutt	www.pinnacleconstructiongrp.com smadison@pinnacleconstructiongrp.com



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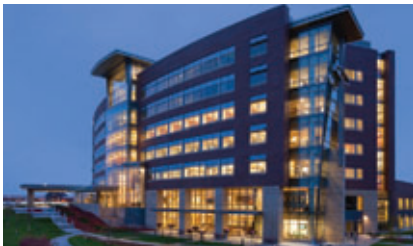
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(Ranked by local construction volume in 2010)

Rank	Name Address Phone; Fax	Local Construction Volume in 2010	Year Est. Local FT Employees LEED-Accredited Professionals	Areas of Specialty	Top 3 Projects in Central IA	Office/Purchasing Manager Top 3 Local Executives	Website Email
20	Venter Spooner Inc. 6500 N.W. 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 Daniel Venter Kevin Spooner	dventer@venterspooner.com
21	BallTeam Construction LLC 2900 Westown Pkwy. WDM, IA 50265 515-440-4544; FAX: 515-457-8265	\$14 million	2011 8 2	General construction and construction management	Bob Brown Chevrolet, Great Western Bank - Prairie City, Exile Brewery	N/A Bob Soddors	www.buildwithball.com rball@buildwithball.com
22	Breiholz Construction Co. 202 Des Moines St. DM, IA 50309 515-288-6077; FAX: 515-288-6335	\$13 million	1946 25 1	Commercial, religious, industrial, historical restoration	DM Airport Terminal A&C, Wesley Acres, Huxley multipurpose	Patrick Deal Steve Ferguson John Stroud	www.breiholz.com stevef@breiholz.com
23	CPMI 300 E. Locust St., Ste. 300 DM, IA 50309 515-244-1166; FAX: 515-244-5040	\$8 million	1970 12 N/A	Construction mgmt., design/build, development, gen. contracting	ISU Curtis Hall, Indian Hills Comm. College, Grandview Golf Course	N/A Richard Janssen Susan Jones Bryan Bertrand	www.cpmi.com
24	Erickson Building Contractors 2453 106th St. Urbandale, IA 50322 515-252-1510; FAX: 515-252-1788	\$4 million	1955 5 0	Commercial, residential, multi-family	Wade Dental	Debbie Brant Brian Balmer	www.ericksonbuilders.com bbalmer@ericksonbuilders.com
25	Firstcall 3910 S.E. Capitol Cir. Grimes, IA 50111 515-986-9300	\$3.9 million	1992 17 0	Fire damage, water damage, mold remediation, remodeling	St. Vincent DePaul addition, many insurance restoration projects	Jan Henderkott Scott R. Cierzan Carol J. Cierzan Jeff Ellis	www.firstcalliowa.com
26	Munro Construction Co.* 5530 N.W. 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	N/A Pat Munro	www.munroconstruction.com
27	Mr. Fix It and Remodelworks! 606 S.E. Boone Dr Waukee, IA 50263 515-987-5501	\$750,000	1996 6 0	Remodeling, carpentry, plumbing, electrical, basement finishing	Kitchen remodels at various residences (can supply names if requested)	Annette Fields Larry R. Lyon	www.mrfixitandremodelworks.com Larry@MrFixItandRemodelworks.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 Date
1	Mary Greeley Medical Center - Renovations and Additions Ames	\$107 million	250,000 SF	Mary Greeley Medical Center	Shive Hattery	J E Dunn Construction	Jun 2015
2	Summercrest Hills Northeast corner of Hwy 65/69 and Hillcrest Ave. Indianola	\$100 million	7,000,000 SF	SHDC LLC., a joint venture of Downing Construction Inc. and Three-Sixty Group	Snyder & Associates	Downing Construction Co. Snyder & Associates Inc.	N/A
3	Biosystems Engineering Facility Phase II Ames	\$54 million	100,000 SF	Iowa State University	OPN Architects	The Weitz Co.	Dec 2013
4	West Des Moines Community Schools - Valley High School Phase II 3650 Woodland Ave. WDM	\$52.8 million	353,000 SF	West Des Moines Community Schools	RDG Planning & Design	The Weitz Co.	Sep 2013
5	Ankeny Centennial High School 2220 N.W. State St. Ankeny	\$44.15 million	283,355 SF	Ankeny Community School District	DLR Group	Stahl Construction	May 2013
6	Veterans Memorial Auditorium - Renovation 833 5th Ave. DM	\$32.55 million	120,000 SF	Polk County	OPN Architects	The Weitz Co.	Jan 2012
7	Pioneer Hi-Bred Office & Laboratory Johnston	\$32.5 million	200,000 SF	Ryan Cos. US Inc.	OPN Architects	Ryan Cos. US Inc.	Jan 2012
8	ISU College of Veterinary Medicine - Small Animal Hospital Ames	\$27.6 million	133,388 SF	State of Iowa Board of Regents	INVISION Architecture	J E Dunn Construction	Jun 2012
9	Pioneer Mendel Greenhouse Expansion 7000 N.W. 62nd Ave. Johnston	\$27.5 million	148,500 SF	Pioneer Hi-Bred International	Simonson & Associates Architects LLC	Graham Construction Co.	Jan 2012
10	Prairie Meadows Racetrack & Casino Hotel 1 Prairie Meadows Dr. Altoona	\$27.06 million	135,000 SF	Prairie Meadows Racetrack & Casino	Cities Edge Architects	The Weitz Co.	Dec 2011
11	Neil Smith Federal Building - Interior Renovation 210 Walnut St. DM	\$26 million	259,000 SF	GSA	Substance Architecture	Neumann Brothers Inc.	Mar 2012
12	Des Moines Building 405 Sixth Ave. DM	\$25 million		Nelson Construction & Development Foutch Brothers	GE Wattier Architecture Inc.	Nelson Construction & Development	Mar 2013
13	World Food Prize 100 Locust St. DM	\$24 million	46,000 SF	The World Food Prize Foundation	RDG Planning & Design	Neumann Brothers Inc.	Dec 2011
14	Broadlawn Medical Center Phase I & II 1801 Hickman Rd. DM	\$21.3 million	95,000 SF	Broadlawn Medical Center	Shive Hattery	Graham Construction Co.	Jan 2012
15	DART Central Station 620 Cherry St. DM	\$15.68 million	42,750 SF	Des Moines Area Regional Transit	Substance Architecture	The Weitz Co.	Jul 2012
16	Principal Financial Group Data Center Upgrade Johnston	\$13.3 million	8,500 SF	Principal Financial Group	RDG Planning & Design	Ryan Cos. US Inc.	Jun 2012
17	Urbandale Middle School - Additions & Renovations 7701 Aurora Ave. Urbandale	\$12.51 million	68,000 SF	Urbandale Community School District	DLR Group	Stahl Construction	Feb 2012
18	Pioneer Krug Office Expansion 7000 N.W. 62nd Ave. Johnston	\$12.5 million	50,000 SF	Pioneer Hi-Bred International	Simonson & Associates Architects LLC	Graham Construction Co.	Mar 2012
19	Fleming Building Renovation DM	\$12 million	102,000 SF	ND 22 Fleming LLC	GE Wattier Architecture Inc.	Nelson Construction & Development Hansen Co. Inc.	Oct 2012
19	Kent Campus Center 701 North C St. Indianola	\$12 million	54,700 SF	Simpson College	SVPA	Graham Construction Co.	Oct 2012
19	Bob Brown Chevrolet Urbandale	\$12 million	100,000 SF	Bob Brown Auto	Shiffler Associates Architects PLC	BallTeam Construction LLC	May 2012
20	Capital City Fruit Highway 28 Norwalk	\$11.4 million	82,000 SF	Capital City Fruit	OPN Architects	The Weitz Co.	Mar 2012
21	Riverpoint Lofts 340 S.W. 7th St. DM	\$10 million	95,000 SF	Hubbell Realty Co.	Shiffler Associates Architects PLC	Hubbell Construction Services	Dec 2011
21	Central Iowa Shelter and Services DM	\$10 million	42,000 SF	Central Iowa Shelter and Services	Architects Smith Metzger	Neumann Brothers Inc.	Sep 2012
22	Fred Maytag II Scout Center 6123 Scout Trail DM	\$8.8 million	23,650 SF	Mid-Iowa Council - Boy Scouts of America	SVPA	Graham Construction Co.	Sep 2012
23	New Hope Assembly of God Urbandale	\$8.5 million	52,000 SF	New Hope Assembly	SVPA Architects	Hansen Co. Inc.	Aug 2012
24	Des Moines Fire Department Training & Logistics Facility DM	\$8.1 million	54,000 SF	City of Des Moines	OPN Architects	Dean Snyder Construction Co.	Aug 2012
25	Vintage Hills at Prairie Trail 1410 S.W. Magazine Rd. Ankeny	\$7.4 million	40,000 SF	Ankeny Senior Housing, LLC.	Civil Design Advantage	Downing Construction Co.	Mar 2012
26	Ames Intermodal Transportation Facility 129 Hayward Ave. Ames	\$7.3 million	112,500 SF	Ames Transit Agency	Neumann Monson Architects	The Weitz Co.	Jun 2012
27	Walnut Creek Campus 815 8th St. WDM	\$7.2 million	75,000 SF	West Des Moines Community Schools	SVPA Architects	The Weitz Co.	Aug 2012
28	East Union Pre-K & Multi Purpose Additions 1916 High School Dr. Afton	\$7 million	38,000 SF	East Union Community Schools	RDG	Construction Services Inc.	Nov 2011
29	Cedarbrooke Place 2503 Cedar St. Norwalk	\$6 million	70,000 SF	Hubbell Realty Co.	Wells + Associates	Hubbell Construction Services	Dec 2011
30	The Cottages at Johnston Commons 5814 Northglenn Dr., Ste. B Johnston	\$5.9 million	29,000 SF	Hubbell Realty Co.	Wells + Associates	Hubbell Construction Services	Dec 2011
31	Crane Building Artist Lofts 1440 Walnut St. DM	\$5.1 million	40,000 SF	Metro Plains	HLKB Architecture	Koester Construction Co. Inc.	Dec 2012
32	Mercy Indianola Medical Clinic 308 E. Scenic Valley, Summercrest Hills Indianola	\$4 million	22,000 SF	Mercy Clinic	SVPA Architects	Downing Construction Co.	Jan 2012
33	St. Thomas Aquinas Catholic Church Phase 2 Corner of Hwy 92 and R63 Indianola	\$3.5 million	15,000 SF	St. Thomas Aquinas Catholic Church	SVPA Architects	Downing Construction Co.	Jan 2012
34	Exile Brewing Company 1514 Walnut St. DM	\$2.5 million	30,000 SF	Exile LLC	GE Wattier Architecture Inc.	BallTeam Construction LLC	N/A
35	Woodward Water Treatment Plant South 9th St. Woodward	\$2.44 million	6,000 SF	City of Woodward	Veenstra and Kimm	Septagon Construction Co.	Dec 2011
	Iowa Health Indianola Clinic 301 E. Hillcrest Dr. Indianola	N/A	10,000 SF	Iowa Health Systems	Simonson & Associates Architects LLC	Downing Construction Co.	Jan 2012

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(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	Website Email
1	Terrus Real Estate Group 616 10th St. DM, IA 50309 515-471-4400; FAX: 515-280-5200	37 130	2000	Amy Palmer	Randy Minear Chad Rasmussen Jake Christensen	Brokerage, property mgmt, investment consulting & development, construction & energy mgmt, receivership	www.terrus.com
2	CBRE/Hubbell Commercial 6900 Westown Pkwy. WDM, IA 50266 515-224-4900; FAX: 515-221-6652	36 5	1856	Lauren Brown	Kyle Gamble Rick Tollakson	Full service global commercial real estate company assisting owners, investors and occupiers	www.cbrehc.com kyle.gamble@cbre.com
3	People's Co. 1300 50th St., Ste. 106 WDM, IA 50266 515-961-0247; FAX: 515-961-3376	30 6	1972	N/A	Steve Bruere Kalen Eastwood Travis Moulton	Investment properties, development ground, brokerage, new construction, lot sales, property mgmt.	www.peoplescompany.com
4	Iowa Realty Commercial 3501 Westown Pkwy. WDM, IA 50266 515-222-0000; FAX: 515-453-5430	20 1	1997	Sarah Nielsen	Kevin Crowley Brad Hickok Jason Lozano	Commercial brokerage services: office, industrial, retail, land, investments, development, REO services	www.iowarealtycommercial.com bhickok@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	20 6	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 Company 1701 48th St., Ste. 111 WDM, IA 50266 515-309-4002; FAX: 515-309-4040	19 10	1862	Julie Mankel	Kurt Mumm	Brokerage, global corporate services, property management, build to suit, receivership, consulting	www.ruhldsm.com
6	Ferguson Commercial Real Estate Services 1840 N.W. 118th St., Ste. 100 Clive, IA 50325 515-440-0400; FAX: 515-440-0500	10 2	1999	Valerie Cadwell	Darin Ferguson	Full service brokerage and leasing services, investments, 1031 exchanges, property management	www.fergusoncres.com darin@fergusoncres.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	www.smartmgt.com 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	Ronald L. Daniels Abe M. Wolf	Retail and office commercial real estate	www.buyersrealtyinc.com wendy@buyersrealtyinc.com info@buyersrealtyinc.com
7	Hertz Real Estate Services 415 South 11th St. Nevada, IA 50201 515-382-1500; FAX: 515-382-3762	8 4	1946	Judy Farthing	Randy Hertz Marv Huntruds Jerry Lage	Land, farm and commercial property; brokerage; management and appraisal	www.hfmgt.com rhertz@nev.hfmgt.com
8	Denny Elwell Co. LC 2401 S.E. Tones Dr., Ste. 17 Ankeny, IA 50021 515-964-1587; FAX: 515-964-8749	7 13	1986	N/A	Chris Murray	Lease, sales, build to suit, property management	www.dennyelwellcompany.com ahinners@dennyelwellcompany.com
8	Stanbrough Realty Company, LLC 10888 Hickman Rd., Ste. 3B Clive, IA 50325 515-334-3345; FAX: 515-334-3346	7 3	1960	Abigail Dellaca	Jeff D. Stanbroug Eric J. Grubb Abigail Dellaca	Brokerage, property management, development, consulting, joint ventures	www.stanbroughrealty.com jeff@stanbroughrealty.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	American Home Sales 2020 Grand Ave., Ste. 900 WDM, IA 50265 515-221-1200; FAX: 515-221-3800	4 5	1972	N/A	John N. McRoberts Susan Vujnovich	Development, brokerage, property management, real estate investment	www.americanhomesales.net john@americanhomesales.net
10	The York Cos. 28187 Prospect Ave. Adel, IA 50003 515-267-1040; FAX: 515-993-3918	4 2	1997	Deb York	Randy York Deb York Michael J. Meggison	Apartment sales, commercial real estate consulting, appraisal ordering & review, property tax protest	yorkco1@aol.com
11	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 & leasing, property management, investment, construction, development	www.HansenRES.com TroyH@hansencompany.com
11	Hurd Real Estate Services Inc. 2000 Fuller Rd. WDM, IA 50265 515-225-1102; FAX: 515-225-1381	3 1	1981	N/A	Richard Hurd Richie Hurd	Development, investment, brokerage	www.hurdrealty.com richie.hurd@hurdrealty.com
11	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	
11	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
11	The Cross Corp. 2400 86th St., Ste. 10 Urbandale, IA 50322 515-331-8030; FAX: 515-331-8037	3 0	1981	N/A	Ron Cross	Commercial real estate brokerage	rcross2a@cs.com

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11	Valley Realty 4800 Mills Civic Pkwy., Ste. 205 WDM, IA 50265 515-314-0266; FAX: 515-440-1618	3 1	1995	Ralph Pantoga	Ralph Pantoga	Commercial real estate, consulting and investing	valleyreal8t@aol.com
12	Alliance Realty Co. 7405 University Ave., Ste. 3 Clive, IA 50325 515-277-0000; FAX: 515-277-9311	2 3	1989	Tom Yule	Tom Yule Jim Shipley	Full-service property management, commercial real estate, brokerage, property acquisition	arco7@qwestoffice.net
12	Campney Commercial LLC 1444 N.W. 124th Ct. Clive, IA 50325 515-267-1234; FAX: 515-273-1033	2 1	1979	Scott Campney	Jim Campney Scott Campney	Commercial real estate brokers & developers, commercial/investment property exchanges	www.cigroup.com scampney@cigroup.com
12	Commercial Realty Services 1444 N.W. 124th Ct. DM, IA 50325 515-273-1022; FAX: 515-273-1023	2 0	1996	Michael Erickson	Arnold Erickson	Brokerage & investments	www.cigroup.com merickson@cigroup.com
12	Forget Properties 4214 Fleur Dr., Ste. 13 DM, IA 50321 515-223-0019; FAX: 515-440-1685	2 5	1974	Christine Clark	Norman Forget Arnold Forget Linda Forget	Commercial rentals	www.forgetmgt.com info@forgetmgt.com
12	Hatten Land Co. 1719 All-State Ct. WDM, IA 50265 515-633-9414; FAX: 515-633-9415	2 1	2000	Sharon Hatten	Mike Hatten	Industrial buildings, commercial lots, development land	www.hattenland.com mike@hattenland.com
12	LADCO Asset Management 590 Market St. WDM, IA 50266 515-278-8505; FAX: 515-278-8510	2 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	S Management Group Inc., Member C I Group 1444 N.W. 124th Ct. DM, IA 50325 515-273-1008; FAX: 515-273-1009	2 3	1998	Debra Kastantin	Robin Seiser	Commercial real estate investment, brokerage, property management, development	www.cigroup.com
13	Alpha One Commercial Real Estate P.O. Box 944 Ankeny, IA 50021 515-964-9411; FAX: 515-964-9416	1 1	1998	Dave Vance	Dave Vance	Tenant & buyer representations, listing services, site selection and consulting	www.alphaoneonline.com alphaone@netins.net
13	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	sbrower@mchsi.com
13	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.	
13	Davis Realty P.O. Box 65160 WDM, IA 50265 515-249-5994; 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
13	Fleetwood Commercial Real Estate Services 4700 Westown Pkwy., Ste. 102 WDM, IA 50266 515-224-8761; FAX: 515-224-8794	1 0	2009	N/A	Dean Weitenhagan	Lease vs. purchase analysis, lease renegotiation, investment analysis and general brokerage services	dean@fleetwoodcres.com
13	MCRE.US / McRoberts & Associates LLC 5024 Willow Dr., Ste. 100 DM, IA 50327 515-264-8400; FAX: 515-864-0089	1 1	1985	N/A	Kevin J. McRoberts	Commercial real estate counseling, valuation appraisal, advisory and transaction management	www.MCRE.US info@mcres.us; kjm@mcres.us
13	Morse Retail Realty Inc. 1444 N.W. 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
13	The Bettendorf Co. 1444 N.W. 124th Ct. 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
13	The Norman Co. LC 4010 University Ave. DM, IA 50311 515-283-9355; FAX: 515-255-6101	1 1	1992	N/A	Tom Norman	Tenant & buyer representation, consulting, 1031 exchanges	
13	The Siedenburgh Group 1250 N.W. 128th St., Ste. 220 Clive, IA 50325 515-223-6222; FAX: 515-224-6777	1 2	1998	Peggy Hutchinson	Douglas A. Siedenburgh	Brokerage, consulting and development	www.siedenburgh.com dougs@siedenburgh.com
13	Three-Sixty Group 5625 Mills Civic Pkwy., Ste. 101 WDM, IA 50266 515-457-8178; FAX: 515-457-8194	1 1	2008	Tim Walpole	Tim Walpole Randy Bray	Development, acquisition, brokerage, consulting	www.three-sixtygroup.com tim@three-sixtygroup.com, randy@three-sixtygroup.com
13	Ward Commercial Realty, Member C I Group 1444 N.W. 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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COMMERCIAL PROPERTY MANAGEMENT FIRMS

(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	Website Email
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 Jake Christensen	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	Hubbell Realty Co. 6900 Westown Pkwy. WDM, IA 50266 515-243-3228; FAX: 515-280-2000	5,445,000 68	147 1856	Rick Tollakson Steve Niebuhr Krista Capp	Office, medical office, retail, industrial, flex and apartments	Full-service property management services: leasing, facilities maintenance, GL accounting, etc.	www.hubbellrealty.com
4	NAI Ruhl & Ruhl Commercial Company 1701 48th St., Ste. 111 WDM, IA 50266 515-309-4002; FAX: 515-309-4040	4,000,000 39	23 1862	Kurt Mumm	Office, retail, industrial, residential	Property management, maintenance, consulting, tax protest	www.ruhldsm.com
5	Conlin Properties Inc. 319 Seventh St., #500 DM, IA 50309 515-246-8016; FAX: 515-246-8015	3,800,000 143	81 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 tedw@conlinproperties.com
6	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	www.smartmgt.com smartmgt@gmail.com
7	Knapp Properties Inc. 4949 Westown Pkwy., #200 WDM, IA 50266 515-223-4000; FAX: 515-222-5220	2,982,140 65	61 1992	William C. Knapp, II Gerry Neugent	Commercial	Full-service property mgmt., construction mgmt., leasing, associations	www.knappproperties.com kim@knappproperties.com
8	Ferguson Property Management Services 1840 N.W. 118th St., Ste. 100 Clive, IA 50325 515-440-0900; FAX: 515-440-0500	1,934,097 15	1 2001	Darin Ferguson	Industrial, flex, retail, office	Full-service property management, facilities maintenance, leasing and accounting services	www.fergusonres.com darin@fergusonres.com
9	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, medical office, retail, industrial, mixed-use	Full-service property management, construction management, marketing & leasing, development	www.ladcoassetmanagement.com info@ladcodevelopment.com
10	Denny Elwell Co. LC 2401 S.E. Tones Dr., Ste. 17 Ankeny, IA 50021 515-964-1587; FAX: 515-964-8749	1,349,731 53	24 1986	Chris Murray	Office, retail, flex, warehouse, development ground	Property management, brokerage, development and general contracting services	www.dennyelwellcompany.com ahinners@dennyelwellcompany.com
11	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	Kate Cline	Capital Square Building - office and retail space	Leasing and Management	
12	Ryan Cos. US Inc.* 1501 50th St., Ste. 100 WDM, IA 50266 515-309-8500; FAX: 515-309-8550	460,446 4	50 1938	Brad Schoenfelder Jana Morgan	Office, retail, mixed-use, industrial	Full-service property management, building services, construction and development services	www.ryancompanies.com
13	Iowa Realty Commercial 3501 Westown Pkwy. WDM, IA 50266 515-222-0000; FAX: 515-453-5430	304,849 22	6 1997	Kevin Crowley Brad Hickok Jason Lozano	Office, industrial, retail	Property, facilities, receivership & construction mgmt., lease admin., relocation services	www.iowarealtycommercial.com bhickok@iowarealtycommercial.com
14	Hansen Real Estate Services 5665 Greendale Rd., Ste. A Johnston, IA 50131 515-270-9166; FAX: 515-270-3829	232,509 17	2 2009	Troy W. Hansen Andy Vis	Commercial office, retail, industrial, flex & residential	Property management, maintenance, accounting services, brokerage, construction, development	www.HansenRES.com TroyH@hansencompany.com
15	Perennial Property Management Services 696 18th St. DM, IA 50314 515-244-4418; FAX: 515-244-2002	212,228 5	6 2002	Sonja Roberts	Office and apartments	Property management	www.perennialproperties.com sonjaroberts@mchsi.com
16	Stanbrough Property Management 1840 N.W. 118th St., Ste. 110 Clive, IA 50325 515-331-2200; FAX: 515-331-2201	200,000 6	1 2001	Dan Stanbrough	Office, retail	Complete property management services including consulting, accounting and leasing	www.stanbrough.com dan@stanbrough.com
17	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	arco7@qwestoffice.net

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estate venture a
success the entire
region will admire.*

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PROPERTIES, INC.

Rank	Name Address Phone; Fax	Total Value of Completed Homes in 2010	Homes Built in 2010 Homes Sold in 2010	Price Range	Local FT Employees LEED-Accredited Professionals	Year Est.	Top 3 Local Executives	Website Email
1	Hubbell Homes 6900 Westown Pkwy. WDM, IA 50266 515-276-2349; FAX: 515-276-2520	\$56,000,000	263 298	\$129,000 - \$549,000+	15 3	1998	Rick Tollakson Michael Marinangeli	www.hubbellhomes.com rachel.flint@hubbellrealty.com
2	Kimberley Development Corp. 2785 N. Ankeny Blvd., Ste. 22 Ankeny, IA 50023 515-963-8335; FAX: 515-963-0457	\$16,655,803	70 58	\$200,000 - \$1,500,000	14 N/A	1978	William B. Kimberley Mary Suhr	www.kimdev.com Info@Kimdev.com
3	Classic Builders 2005 S. Ankeny Blvd., Ste. 400 Ankeny, IA 50023 515-965-7876	\$16,000,000	90 78	\$400,000+	6 N/A	2004	Seth Moulton Josh Moulton	www.classicbuildersiowa.com
4	Meadowbrook Builders P.O. Box 607 Ankeny, IA 50021 515-979-0022	\$9,500,000	51 45	\$165,000 - \$295,000	N/A N/A	2008	Cliff McClure Matt McClure Dave Casady	sjdud@mchsi.com
5	Dallenbach Larson Development, LLC 5721 Merle Hay Rd. Johnston, IA 50131 515-249-0440; FAX: 515-276-4156	\$8,088,000	21 0	\$200,000 - \$2,000,000	2 0	1988	Steve Dallenbach John Larson	www.dallenbachlarson.com dallenbachlarson@gmail.com
6	Pinnacle Residential/Elite Homes by Pinnacle 12951 University Ave., Ste. D Clive, IA 50325 515-223-7710; FAX: 515-223-7731	\$7,000,000	11 13	\$200,000 - \$5,000,000	12 0	2005	Shane E. Madison Rick Ross Lisa Hutt	www.pinnacleconstructiongrp.com smadison@pinnacleconstructiongrp.com
7	Savannah Homes 800 S. 50th St., Ste. 101 WDM, IA 50265 515-221-2333; FAX: 515-221-4680	\$6,900,000	45 32	\$159,900 - \$200,000	3 N/A	1996	Ted Grob	www.savannahhomesia.com bldrone@aol.com
8	TS Construction Inc. 3905 S.E. Grimes Blvd., Ste. C Grimes, IA 50111 515-986-0300; FAX: 515-986-0720	\$4,488,950	6 6	\$300,000 - \$1,000,000+	1 N/A	1998	Tom Stevens	www.tsconst.com tstevens@tsconst.com
9	Marquis Builders 2806 S.E. Peachtree Dr. Ankeny, IA 50021 515-965-0063; FAX: 515-965-0163	\$3,300,000	17 17	\$150,000+	5 N/A	1999	Nate Miller	www.marquisbuilders.com nmiller@marquisbuilders.com
10	Eller Builders Corp. 12916 Wilden Cir. Urbandale, IA 50323 515-276-5553; FAX: 515-276-2273	\$3,000,000	5 5	\$500,000 - \$2,000,000	3 N/A	1978	Gaylen Eller Kevin Vander Zwaag Bret Perman	www.ellerbuilders.com gayleneller@aol.com
10	K and V Homes Inc. 2105 S.E. 37th St., Ste. D Grimes, IA 50111 515-252-9989; FAX: 515-252-9989	\$3,000,000	4 4	\$250,000 - \$1,000,000	2 N/A	1997	Colin King Dean Vogel	www.kandvhomes.com colin@kandvhomes.com dean@kandvhomes.com
11	Gratias Construction Inc. 1350 N.W. 138th St., Ste. 500 Clive, IA 50325 515-226-1901; FAX: 515-223-8912	\$2,700,000	2 3	\$330,000 - \$900,000	4 N/A	1972	Tom Gratias LaDonna Gratias	
12	Quail Valley Homes 1563 N.W. 75th St. Clive, IA 50325 515-771-4202	\$2,500,000	10 10	\$200,000 - \$350,000	1 N/A	1983	Jim Emery	www.quailvalleyhomes.com quailvalleyhomes@mchsi.com
13	Village Classic Homes LC 1350 N.W. 138th, Ste. 500 Clive, IA 50325 515-267-1497; FAX: 515-223-8912	\$2,200,000	5 6	\$250,000 - \$420,000	3 N/A	1998	Al Wille Tom Gratias Jenny Gratias Wille	
14	Country Classic Homes LC 1350 N.W. 138th St., Ste. 500 Clive, IA 50325 515-221-8699; FAX: 515-223-8912	\$2,100,000	4 10	\$180,000 - \$250,000	3 N/A	1994	Tom Gratias Al Wille Craig Gratias	
15	Hawkeye Homes of Iowa LLC 120 S.W. 5th St., #101 DM, IA 50309 515-202-3030; FAX: 515-309-2245	\$1,260,000	7 7	\$180,000 - \$225,000	1 N/A	2000	Bradley H. Stanbrough	www.stanbroughhomebuilders.com brad@stanbrough.com
16	Beal Development Corp. 2121 Greene St., Ste. B27 Adel, IA 50003 515-993-4799; FAX: 515-993-4798	\$1,000,000	2 2	\$450,000 - \$550,000	2 N/A	1993	Donald M. Beal, Jr. Brenda Kelloway	dmbear@mchsi.com
17	Truview Enterprises Inc. 5503 Glen Oaks Pt. WDM, IA 50266 515-202-8439	\$700,000	3 3	Approx. \$3,000,000	3 0	1997	Chad Hutchinson	www.truviewhomes.com
18	Generation Green Builders 3521 Beaver Ave. DM, IA 50310 515-453-6196; FAX: 515-453-6195	\$400,000	1 1	\$250,000 - \$500,000	1 N/A	2009	Matt Thomas Connolly	www.generationgreenbuilders.com mconnolly@iowarealty.com
18	Kelly Custom Homes 805 S.E. Finch Cir. Waukee, IA 50263 515-205-1172	\$400,000	1 1	\$400,000+	1 N/A	2004	Cade M. Kelly	kellycustomhomes@yahoo.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	achesoninc@hotmail.com
	Denton Homes 31870 Timber Ridge Tr. Waukee, IA 50263 515-987-6024	N/A	N/A N/A	Varies	N/A N/A	2005	Scott Denton Stephanie Denton	www.dentonhomesiowa.com build@dentonhomesiowa.com
	Jerry's Homes Inc. 3301 N.W. 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
	Marean Construction LC 1910 S. Ninth Ln. WDM, IA 50265 515-287-1413; FAX: 515-287-1414	N/A	N/A N/A	\$280,000 - \$1,500,000	N/A N/A	1955	Don Marean Greg Marean Kevin Marean	www.mareanconstruction.com
	Silent Rivers Design + Build 9205 Swanson Blvd. Clive, IA 50325 515-266-6702; FAX: 515-334-0664	N/A	0 0	Varies	10 2	1993	Chaden Halfhill Stacie Phillips Marc Black	www.silentrivers.com chaden@silentrivers.com
	Tom Connolly Homes Inc. 4707 N.W. 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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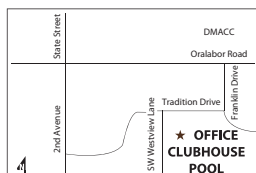
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RESIDENTIAL REAL ESTATE FIRMS

(Ranked number of active licensed agents)

Rank	Name Address Phone; Fax	Active Licensed Agents Local Support Staff	Total Value of Homes Sold in 2010	Year Est.	Office/Purchasing Manager	Top 3 Local Executives	Flat Fee Broker	Website Email
1	Iowa Realty Co. Inc. 3501 Westown Pkwy. WDM, IA 50266 515-453-6222; FAX: 515-453-5786	755 113	\$1.4 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 2, 1401 50th St., Ste. 105 WDM, IA 50266 515-224-8810; FAX: 515-224-3666	225 45	N/A	1988	Lynn Steele	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	110 5	\$167.6 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	59 9	\$187 million	1990	Mary L. Godwin	Mary L. Godwin Donald W. Godwin, Jr. Joe Kirk, 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	25 5	N/A	2000	Megan Schieberl	Doug Burnett	No	www.burnettrealty.net info@burnettrealty.net
6	RE/MAX Innovations 126 W. Ashland Ave. Indianola, IA 50125 515-962-5555; FAX: 515-962-5560	16 1	\$18.7 million	2008	Misty Soldwisch	Misty Soldwisch	No	www.Innovations-Realty.com admin@innovations-realty.com
7	Hunziker & Associates Realtors 1255 N. Ankeny Blvd., Ste. 101 Ankeny, IA 50023 515-963-8618; FAX: 515-963-8619	15 2	N/A	1952	Cindy Gordon	Barb Wiedenman	No	www.hunzikerrealty.com cindy.gordon@hunziker.com
7	People's Co. 1300 50th St., Ste. 106 WDM, IA 50266 515-961-0247; FAX: 515-961-3376	15 6	\$20 million	1972	N/A	Steve Bruere Kalen Eastwood Travis Moulton	No	www.peoplescompany.com
8	Madison County Realty 65 Jefferson St. Winterset, IA 50273 515-462-3120; FAX: 515-462-3015	10 1	\$11.7 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	8 3	\$12 million	1994	N/A	Thomas Franklin Robert Doheny	Yes	www.dsm.nextgenerationrealty.com robd@nextgenerationrealty.com
	Darwin Smith Realty LLC 1039 Sunset Dr. Norwalk, IA 50211 515-981-5131; FAX: 515-981-5158	N/A 1	N/A	1963	Jon Niemeyer	Jon Niemeyer	No	www.DarwinSmithRealty.com info@darwinsmithrealty.com

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	Website Email
1	United Services of Des Moines Inc. 3150 S.E. Gateway Dr., Ste. A 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	Firstcall 3910 S.E. Capitol Cir. Grimes, IA 50111 515-986-9300	17 0 1992	Residential & commercial remodeling & restoration	Scott R. Cierzan Carol J. Cierzan Jeff Ellis	Basement finishes, room additions, whole house remodels, commercial finishout, commercial additions, insurance restorations	www.firstcalliowa.com
3	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	
4	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
5	Silent Rivers Inc. 9205 Swanson Blvd. Clive, IA 50325 515-266-6702; FAX: 515-334-0664	10 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	Mr. Fix It and Remodelworks! 606 S.E. Boone Dr. Waukee, IA 50263 515-987-5501	6 0 1996	Kitchen & bath - or any room that needs an update	Larry R. Lyon	Design work and installation of cabinets, lights, sinks, toilets, showers, tile, custom cabinetry	www.mrfixitandremodelworks.com Larry@MrFixItandRemodelworks.com
7	Case Handyman & Remodeling 5904 Ashworth Rd. WDM, IA 50266 515-222-2273	5 N/A 2009	Full service residential remodeling	Ben Trannel	Kitchens, baths, basements, windows & doors, decks, designer on staff	www.casedesmoines.com ben@casedesmoines.com
8	Dallenbach Larson Development, LLC 5721 Merle Hay Rd. Johnston, IA 50131 515-249-0440; FAX: 515-276-4156	2 0 1988	Design / Build	Steve Dallenbach John Larson	Full remodels, additions, entertainment centers, home theaters, etc.	www.dallenbachlarson.com dallenbachlarson@gmail.com
9	Great Plains Design Build 2122 37th St. DM, IA 50310 515-681-6831	1 N/A 2004	Residential & commercial	Chris Brown	From remodeling projects to new construction for residential or commercial properties	greatplainsbuilders@hotmail.com
9	Koenig Construction 1301 S.W. Third St. Ankeny, IA 50023 515-971-7715; FAX: 515-965-0449	1 N/A 1988	General and commercial	Randall L. Koenig	Basements, remodel, siding, decks, windows & doors, additions, repairs	randylkoenig@yahoo.com

MANUFACTURERS

(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	Website Email
1	John Deere Des Moines Works 825 S.W. Irvinedale Dr. Ankeny, IA 50023 515-289-1350	1,900	1947	Deere & Co. Moline, IL	John Teeple	Agricultural equipment	www.johndeere.com
2	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, TN	Ken Allen Larry McCormick Norvel Smith	Agricultural tires	www.firestoneag.com contact@firestoneag.com
3	MidAmerican Energy Co. 666 Grand Ave. DM, IA 50309 515-242-4300; FAX: 515-242-4236	953	1884	MidAmerican Energy Holdings Co. Des Moines, IA	Bill Fehrman	Energy & complementary services	www.midamericanenergy.com info@midamerican.com
4	DeeZee Manufacturing* 1572 N.E. 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
5	The Wittern Group Inc. 8040 University Blvd. Clive, IA 50325 515-274-3641; FAX: 515-274-4228	550	1931	N/A N/A	Art Wittern Heidi Chico John Bruntz	Automated dispensing and controlled access equipment manufacture and design	www.wittern.com contact@wittern.com
6	Pine Ridge Farms LLC 1800 Maury St. DM, IA 50317 515-266-4100; FAX: 515-266-9889	540	2004	N/A N/A	John Stadler Justin Hanlon Ben Coult	Pork products	www.pineridgefarmspork.com
7	Titan Tire Corp. 2345 E. Market St. DM, IA 50317 515-265-9200; FAX: 515-265-9301	500	1994	Titan Intl. Inc. Quincy, IL	Maurice M. Taylor William E. Campbell Jim J. Allen	Manufacture of ag and off road tires, brakes and actuators	www.titan-intl.com sales@titan-intl.com
8	Des Moines Register & Tribune 715 Locust St. DM, IA 50309 515-284-8000; FAX: 515-284-8287	413	1849	Gannett Co. Inc. McLean, VA	Laura Hollingsworth Susan Patterson Plank Rick Green	Newspaper publishing	www.desmoinesregister.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 Jeff Hurst Kevin Gordon	Turbine engine fuel delivery systems	www.goodrich.com
9	Tone's Spices, a division of ACH Food Co. Inc. 2301 S.E. Tone's Dr. Ankeny, IA 50021 515-965-2711; FAX: 515-965-2802	400	1873	ACH Food Company, Inc. Memphis, TN	Doug Aldridge Bill Nelson	Spices, herbs, seasonings, dry mixes	www.spiceadvice.com
10	Anderson Erickson Dairy Co. 2420 E. University Ave. DM, IA 50317 515-265-2521; FAX: 515-263-6301	350	1930	Anderson Erickson Dairy Co. Des Moines, IA	James W. Erickson Miriam Erickson Brown Warren Erickson	Fluid milk, cottage cheese, yogurts, juice, sour cream, dips	www.aedairy.com aedairy@aedairy.com
10	EFCO Corp. 1800 N.E. Broadway DM, IA 50313 515-266-1141; FAX: 515-313-4422	350	1934	N/A N/A	Al Jennings Curt Bennethum Martin Howes	Forming Systems for concrete construction	www.efcoforms.com jean.jeffries@efcoforms.com
11	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
12	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
13	Vernon Graphics & Promotions One Promotion Place, 604 W. 4th St. N. Newton, IA 50208 641-792-9000	170	1902	The Vernon Company Newton, IA	William F. Vernon Chris Vernon	Promotional products, large format sign graphics, corporate identity, integrated fulfillment service	www.vernoncompany.com promotions@vernoncompany.com
14	Tension Envelope Corp. 2100 E. 17th St. DM, IA 50306 515-266-3181; FAX: 515-266-2232	160	1924	Tension Envelope Corp. Kansas City, MO	Richard Schloerb	Custom envelope manufacturing	www.tension.com rschloerb@tension.com info@tension.com
15	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
15	Ryko Solutions, Inc. 1500 S.E. 37th St. Grimes, IA 50111 515-986-3700; FAX: 515-986-3621	150	1973	N/A N/A	Dean Cheramie Steven L'Heureux	Automated vehicle washing systems	www.ryko.com sales@ryko.com
16	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.i2tech.com
17	Eagle Iron Works 129 E. Holcomb Ave. DM, IA 50313 515-243-1123; FAX: 515-243-8214	115	1872	N/A N/A	Andrew Krantz Richard Allen	Sand, gravel & ore processing equipment and large foundry	www.eagleironworks.com
18	Sticks Inc. 3631 S.W. 61st St. DM, IA 50321 515-246-8361; FAX: 515-244-1836	78	1992	N/A N/A	Sarah Grant Rachel Eubank	Handcrafted furniture, accessories, sculptural art, public art and commercial installations	www.sticks.com reubank@sticks.com

* 2011 Book of Lists information

(continued on page 92)

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	Website Email
19	Graphic Packaging 2201 Bell Ave. DM, IA 50321 515-286-4518; FAX: 515-286-4501	75	1961	Graphic Packaging Marietta, GA	Brett Eager	Plastic bags & film	www.graphicpkg.com
20	Keystone Electrical Manufacturing Co. 2511 Bell Ave. DM, IA 50321 515-283-2567; FAX: 515-283-0418	70	1964	N/A N/A	Frederick V. Buie	Manufacture protection and control relay panels and medium-voltage switch gear for the electric utility industry	www.keystoneemc.com keystone@keystoneemc.com
21	Harvest Innovations 1210 N. 14th St. Indianola, IA 50125 515-962-5063	40	1999	N/A N/A	Barry Nadler Dr. Noel Rudie Dr. Wilmot Wijeratne	Soybean and natural grain food ingredients	www.harvest-innovations.com
22	Grace Label 6201 Watrous Ave. DM, IA 50321 515-256-2000; FAX: 515-256-2001	35	1975	N/A N/A	Steven Grace	Pressure sensitive labels, roll-fed packaging	www.gracelabel.com
23	Corn Belt Window & Door 109 S.E. 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
23	Insta-Pro International 4043 120th St. Urbandale, IA 50323 515-254-1260; FAX: 515-276-5749	19	1961	Heartland Agripartners LLC West Des Moines, IA	Kevin Kacere	Ag equipment, extrusion, oil press technology	www.insta-pro.com info@insta-pro.com
24	PharmTech International 10100 Douglas Ave. Urbandale, IA 50322 515-254-1290; FAX: 515-254-1354	15	1961	Dynamite Marketing Inc. Meridian, ID	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	Website Email
1	Pioneer Hi-Bred 7000 N.W. 62nd St. Johnston, IA 50301 515-535-3200; FAX: 515-334-4415	2,500	1926 Yes	Brent Stewart	Paul Schickler	Crop inputs for worldwide agriculture	www.pioneer.com
2	John Deere Des Moines Works 825 S.W. Irvindale Dr. Ankeny, IA 50023 515-289-1350	1,900	1947 Yes	N/A	John Teeple	Agricultural machinery	www.johndeere.com
3	Firestone Agricultural Tire Co.* Second Ave. & Hoffman Ln. DM, IA 50313 515-243-1211; FAX: 515-283-1610	1,500	1945 No	N/A	Ken Allen Larry McCormick Norvel Smith	Agricultural tires	www.firestoneag.com contact@firestoneag.com
4	Pine Ridge Farms LLC 1800 Maury St. DM, IA 50317 515-266-4100; FAX: 515-266-9889	540	2004 Yes	Chris Blumenstein	John Stadler Justin Hanlon Ben Coult	Pork products	www.pineridgefarmspork.com
5	Kemin Industries 2100 Maury St. DM, IA 50306 515-559-5100; FAX: 515-559-5232	340	1961 Yes	Bob Minkler	R.W. Nelson Dr. Christopher Nelson Libby Nelson	Antioxidants, enzymes, mold inhibitors, anti-microbials, direct-fed microbials, organic trace minerals and more	www.kemin.com erin.hockman@kemin.com
6	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
7	Darling International Inc. 601 S.E. 18th St. DM, IA 50317 515-265-0381; FAX: 515-265-8960	100	1933 Yes	Tom Radke	Larry Angotti	Recycling	www.darlingii.com
7	Heska Corp. 2583 S.E. 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
8	Davis Equipment Corp. 5225 N.W. 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
9	Harvest Innovations 1210 N. 14th St. Indianola, IA 50125 515-962-5063	40	1999 Yes	Jim Boes	Barry Nadler Dr. Noel Rudie Dr. Wilmot Wijeratne	Soybean and natural grain food ingredients	www.harvest-innovations.com
10	Insta-Pro International 4043 120th St. Urbandale, IA 50323 515-254-1260; FAX: 515-276-5749	19	1961 Yes	Joanne Nikles	Kevin Kacere	Ag equipment, extrusion, oil press technology	www.insta-pro.com info@insta-pro.com
11	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
12	FEC Solutions 3121 Dean Ave. DM, IA 50317 515-537-4000; FAX: 515-265-4163	7	2006 Yes	John Eubank	Joe Riley Nicholas Sikes Todd Nicklaus	Co-product marketing & solutions, technology development, equipment sourcing, process improvement, value add processing	www.fecolutions.com jpriley@fecolutions.com
13	Decision Innovation Solutions 3315 109th St., Ste. B Urbandale, IA 50322 515-864-6077	4	2007 Yes	Spencer Parkinson	Spencer Parkinson Merlin Siefken Ryan Drollette	Information Research-stochastic modeling data analysis, and economic research for private & public entities	www.decision-innovation.com info@decision-innovation.com
14	Darr Land Development LLC 1699 Warren Ave. Norwalk, IA 50211 515-707-9244	2	2003 Yes	Bob Darr	Bob Darr	We assist our clients to find the highest and best use for their land to maximize return on investment	

* 2011 Book of Lists information



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Erin Olson-Douglas
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Craig Patterson
Partner, Campbell/Patterson
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Bankers Trust Co.



Tony Rogers
Chief financial officer,
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Megan Ruble
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Blue Cross and Blue Shield



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operations, Foster Group Inc.



Paul Secord
Director of development,
Drake University



Bridget Shapansky
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Nicole Shumate
Executive director,
Paws & Effect



Tiffany Spinner
Director of donor relations,
Children's Cancer Connection



John Stineman
President,
Strategic Elements LLC



Kristin Tague
Lead organization
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Principal Financial Group Inc.



Wendy Wall
Fraud claims manager,
Wells Fargo & Co.



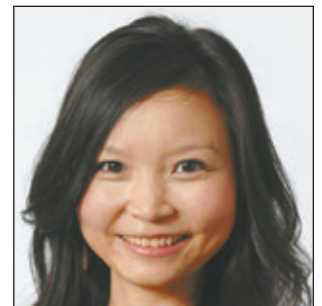
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Vice president of commercial
banking,
West Bank



Neal Westin
Attorney and shareholder,
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Emily Williams-Bouska
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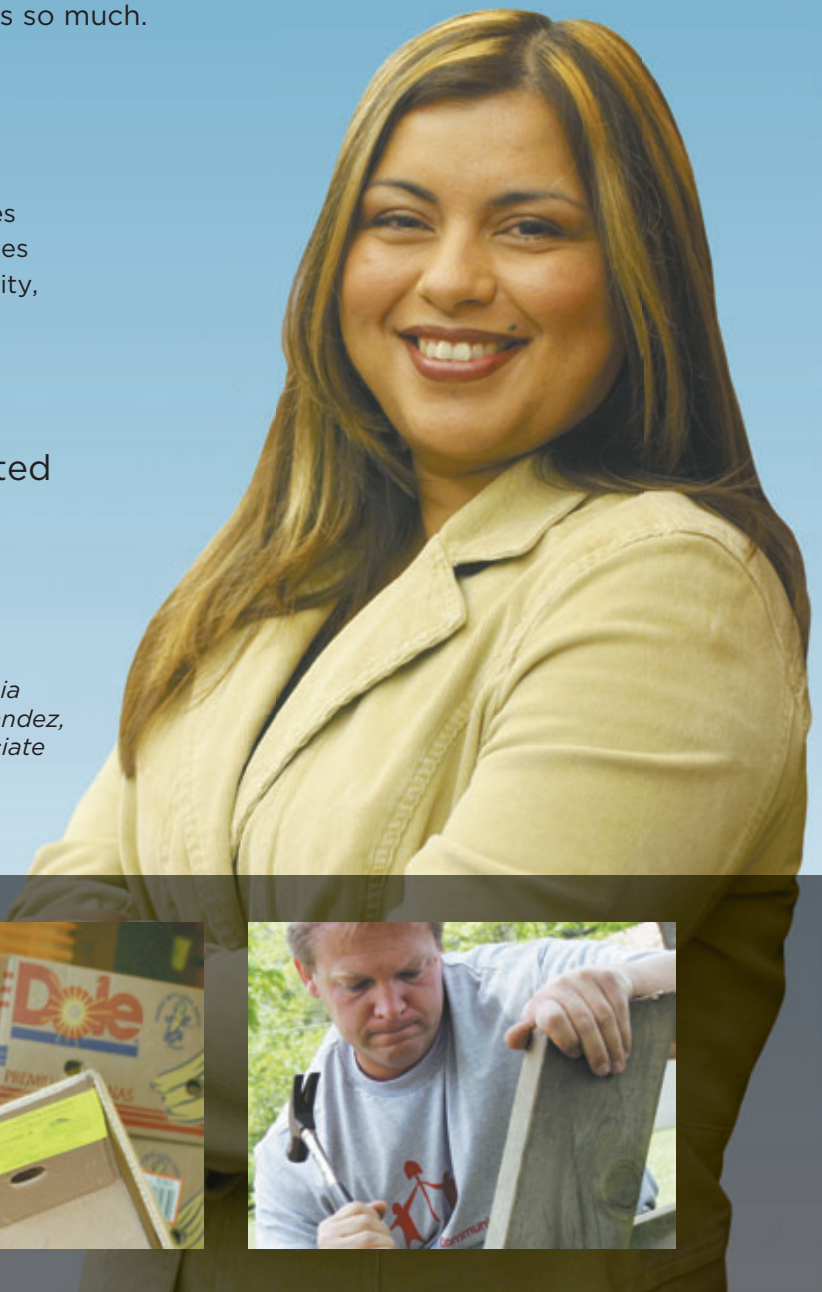
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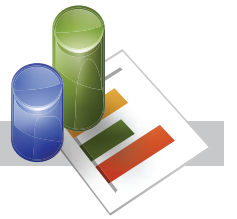
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MARKET FACTS

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 determined by geographic market area within the Greater Des Moines metropolitan area.

Thank you to CBRE/Hubbell Commercial and Frandson & Associates, who have been conducting this survey for 14 years. The 2011 market survey contains information collected during the first quarters of 2009, 2010 and 2011.

SUBMARKET BOUNDARIES

Central Business District (CBD)

Includes the Western CBD and the East Village, extending west to Martin Luther King Jr. Parkway and east to East 14th Street.

Western Suburbs

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

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.

South

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

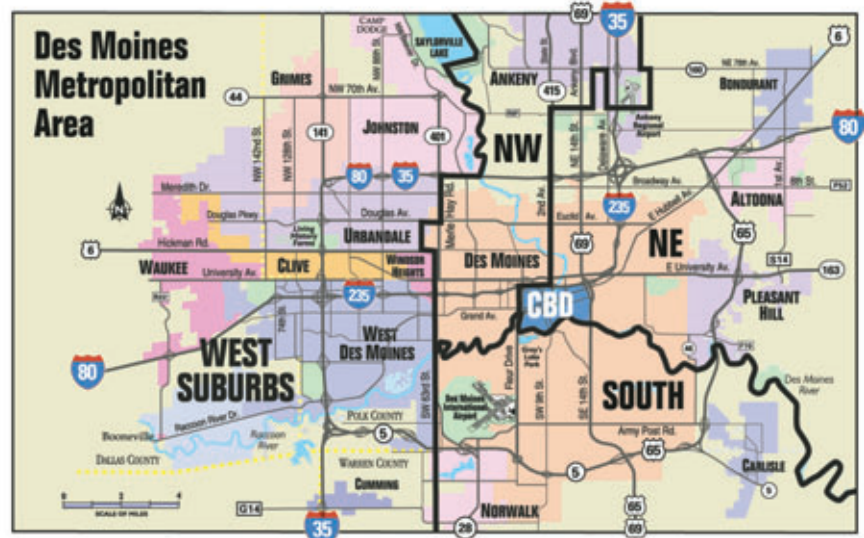
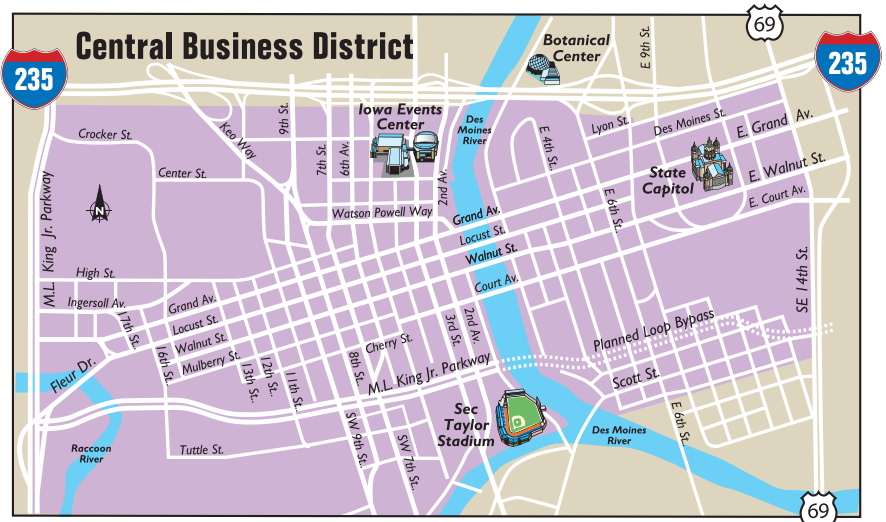
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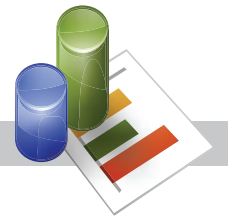
Evaluated separately.

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.





RETAIL

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

Regional Malls

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

Merle Hay Mall has completed its 50,000 SF renovation project, which converted some space to include outdoor entrances for a handful of retailers. As a result of the renovation, the number of stores has

decreased. However, occupancy increased from 2010 to 2011.

Valley West Mall also experienced a slight increase in occupancy, while occupancy at Jordan Creek Town Center has remained unchanged.

Southridge Mall continues to indicate the lowest occupancy of the four malls. During 2011, anchor tenant JC Penney closed its Southridge store. The impact of that tenant loss will be reflected in next year's market survey, but early projections indicated that the loss would drop mall occupancy to 68 percent.

REGIONAL SHOPPING CENTER OCCUPANCY

Center	Inventory (SF)			Total Stores			Occupancy		
	2009	2010	2011	2009	2010	2011	2009	2010	2011
Merle Hay Mall	1,163,000	1,163,000	1,163,000	135	135	131	86.0%	86.0%	93.5%
Southridge Mall	891,000	891,000	891,000	119	119	119	77.8%	76.6%	79.2%
Valley West Mall	910,000	910,000	910,000	132	132	132	90.5%	91.0%	92.0%
Jordan Creek Town Center	979,000	979,000	979,000	138	138	138	97.2%	98.0%	98.0%
GREATER DES MOINES TOTAL	3,943,000	3,943,000	3,943,000	524	524	520	88.0%	88.0%	91.0%

Source: Frandson & Associates and CBRE/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 with retail bays smaller than 20,000 SF. The Greater Des Moines market experienced a marked slow down of new inventory over the past year. Less than

30,000 SF of new space was added during the past year, and all of the new development occurred in the Western Suburbs submarket. 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		
	2009	2010	2011	2009	2010	2011
Western Suburbs	3,453,634	3,517,545	3,545,693	168	171	174
CBD	112,000	112,000	112,000	2	2	2
Northwest Des Moines	713,573	713,573	713,573	47	47	47
Northeast Des Moines	768,759	791,595	791,595	35	39	39
South Des Moines	616,938	616,938	616,938	31	31	31
Ankeny	605,738	605,738	605,738	32	32	32
GREATER DES MOINES TOTAL	6,270,642	6,357,389	6,385,537	315	322	325

Source: Frandson & Associates and CBRE/Hubbell Commercial.

NEIGHBORHOOD AND COMMUNITY CENTER OCCUPANCY

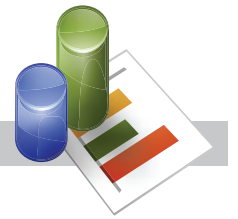
	2009	2010	2011
Western Suburbs	74.6%	73.4%	73.0%
CBD	84.6%	47.1%	64.6%
Northwest Des Moines	85.6%	83.7%	85.0%
Northeast Des Moines	74.4%	78.8%	80.0%
South Des Moines	71.1%	70.7%	63.4%
Ankeny	81.0%	80.2%	80.3%
GREATER DES MOINES TOTAL	76.4%	75.3%	75.0%

Source: Frandson & Associates and CBRE/Hubbell Commercial.

NEIGHBORHOOD AND COMMUNITY CENTER ABSORPTION

Total (SF)	2009	2010	2011
Western Suburbs	7,422	5,467	6,478
CBD	(2,856)	(42,000)	19,600
Northwest Des Moines	15	(13,558)	9,276
Northeast Des Moines	63,886	51,820	9,499
South Des Moines	(41,248)	(2,468)	(45,036)
Ankeny	24,530	(4,846)	606
GREATER DES MOINES TOTAL	51,749	(5,585)	423

Source: Frandson & Associates and CBRE/Hubbell Commercial.



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		
	2009	2010	2011	2009	2010	2011
Western Suburbs	4,754,873	4,909,725	4,909,725	63	64	64
CBD	0	0	0	0	0	0
Northwest Des Moines	428,431	447,926	447,926	10	10	10
Northeast Des Moines	1,464,904	1,611,042	1,611,042	20	21	21
South Des Moines	1,302,093	1,302,093	1,302,093	20	20	20
Ankeny	1,280,270	1,280,270	1,280,270	18	18	18
GREATER DES MOINES TOTAL	9,230,571	9,551,056	9,551,056	131	133	133

Source: Frandson & Associates and CBRE/Hubbell Commercial.

Occupancy and Events

Overall big box occupancy increased slightly from 95.1% in 2010 to 95.4% in 2011. Most of the submarkets were relatively stable, with little change occurring. The South Des Moines submarket experienced the largest gain in occupancy as the result of Planet Fitness occupying the vacant former Big Lots space on SE 14th Street. Some of the other changes that occurred during the past survey year included:

- The Stein Mart store on Valley West Drive became vacant. This 66,400 SF building was partially back-filled with an indoor children's entertainment center.

- Fareway occupied nearly 50,000 SF of space in the Westridge Shopping Center.

These two events offset each other in terms of occupancy and absorption within the Western Suburbs submarket.

BIG BOX RETAIL OCCUPANCY

Total (SF)	2009	2010	2011
Western Suburbs	95.3%	96.1%	96.2%
CBD	N/A	N/A	N/A
Northwest Des Moines	90.2%	91.6%	91.6%
Northeast Des Moines	97.9%	93.7%	93.7%
South Des Moines	91.7%	92.1%	94.0%
Ankeny	97.5%	97.2%	97.0%
GREATER DES MOINES TOTAL	95.3%	95.1%	95.4%

Source: Frandson & Associates and CBRE/Hubbell Commercial.

Absorption

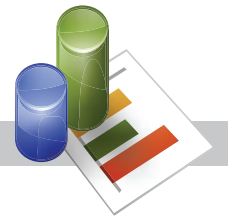
This chart summarizes absorption for the 12-month periods ending on the first quarters of 2009, 2010 and 2011.

Absorption of big box retail space was positive in the Greater Des Moines market, with 27,089 SF absorbed during the past year. As mentioned previously, this is largely due to the occupancy of previously vacant space in the Western Suburbs and South Des Moines submarkets.

BIG BOX RETAIL ABSORPTION

Total (SF)	2009	2010	2011
WESTERN SUBURBS	164,159	186,852	4,910
CBD	N/A	N/A	N/A
NORTHWEST DES MOINES	(4,284)	23,855	0
NORTHEAST DES MOINES	92,829	75,405	0
SOUTH DES MOINES	7,813	5,208	24,740
ANKENY	42,523	(3,841)	(2,561)
GREATER DES MOINES TOTAL	303,040	287,479	27,089

Source: Frandson & Associates and CBRE/Hubbell Commercial.



OFFICE ENTIRE MARKET INTRODUCTION

The entire market segment includes competitive and noncompetitive office space in Classes A, B and C. This survey provides office inventory, occupancy and absorption analysis for the first quarters of 2009, 2010 and 2011.

2011 Office Inventory

Since the first quarter of 2010, the overall market added over 1,000,000 square feet of new office space, driven by both Wellmark and Aviva USA. Wellmark has added nearly 600,000 SF in the CBD while Aviva USA added nearly 345,000 SF to the Western Suburbs sub-market. Both companies vacated

space from multiple locations. This increase in new owner occupied inventory, which is fully occupied space, provides stability to the

OFFICE INVENTORY - ENTIRE MARKET 2011

	Western Suburbs	CBD	Northwest Des Moines	Northeast Des Moines	South Des Moines	Ankeny	GREATER DES MOINES TOTAL
Class A	8,492,022	6,484,724	79,296	0	0	16,732	15,072,774
Class B	2,474,687	3,119,784	84,199	121,407	216,773	271,868	6,288,718
Class C	2,243,110	3,262,717	744,934	274,015	235,360	144,201	6,904,337
TOTAL SF	13,209,819	12,867,225	908,429	395,422	452,133	432,801	28,265,829
TOTAL BUILDINGS	339	122	60	25	23	32	601

Source: Frandson & Associates and CBRE/Hubbell Commercial.

overall market but has a significant adverse impact on competitive occupancy.

2011 Office Constructions/Completions

With the exception of Wellmark and Aviva USA, new office construction slowed substantially in the last year. The following bullet points summarize changes during the 2010 to 2011 survey.

- Aviva USA added nearly 345,000 SF to the Western Suburbs submarket.
- Wellmark added nearly 600,000 SF in the CBD.
- Another Class B office building was completed and fully occupied at 1248 8th Street in West Des Moines. This 7,640 SF, two-story office building is comprised of owner occupants and other tenants.
- In Johnston, two new speculative office buildings were added, which collectively add over 25,000 SF of office space. One of these

new offices was occupied by Pioneer Hi-Bred, while the other remained in the initial stage of absorption at the time of this survey.

- Also, in Johnston, a newly constructed building was completed at 8900 Northpark Drive. This single story building contains 24,876 SF and is occupied by Delta Dental.
- A new Class B office containing 14,221 SF was completed at 8553 Urbandale Avenue. This is located east of NW 86th Street in Urbandale, and is occupied by Des Moines Pastoral Counseling Center.
- A new office building in Johnston, east of NW 86th Street on 62nd Avenue, was scheduled to be completed for occupancy by Pioneer Hi-Bred by the end of 2011.

OFFICE OCCUPANCY - ENTIRE MARKET

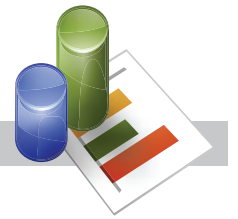
Sub Market	Class A			Class B			Class C			Total SF		
	2009	2010	2011	2009	2010	2011	2009	2010	2011	2009	2010	2011
Western Suburbs	88.7%	89.9%	92.4%	85.0%	81.4%	85.3%	85.4%	84.3%	83.7%	87.4%	87.3%	89.6%
CBD	95.7%	96.0%	89.2%	85.4%	82.7%	79.2%	90.9%	90.0%	88.7%	91.8%	91.0%	86.6%
Northwest Des Moines	88.0%	89.0%	84.0%	91.0%	91.0%	91.0%	82.8%	77.6%	86.8%	84.0%	79.8%	86.9%
Northeast Des Moines	N/A	N/A	N/A	97.9%	97.9%	96.9%	92.6%	92.5%	97.1%	94.3%	94.2%	97.0%
South Des Moines	N/A	N/A	N/A	95.4%	93.2%	94.6%	97.4%	89.2%	88.3%	96.4%	91.1%	91.3%
Ankeny	N/A	100.0%	100.0%	82.5%	84.1%	87.6%	94.8%	89.4%	91.7%	86.8%	86.5%	89.4%
GREATER DES MOINES TOTAL	91.7%	92.5%	91.0%	85.8%	83.0%	83.0%	88.6%	86.9%	87.2%	89.6%	88.9%	88.3%

Source: Frandson & Associates and CBRE/Hubbell Commercial.

OFFICE ABSORPTION - ENTIRE MARKET

Sub Market	Class A			Class B			Class C			Total SF		
	2009	2010	2011	2009	2010	2011	2009	2010	2011	2009	2010	2011
Western Suburbs	(50,050)	319,775	544,554	49,043	(7,340)	135,472	(65,196)	(28,975)	(13,459)	(66,203)	283,460	666,567
CBD	363,589	17,655	134,924	(146,300)	(78,246)	(109,192)	7,185	(29,364)	(42,415)	224,474	(89,955)	(16,683)
Northwest Des Moines	3,965	793	(3,965)	3,621	0	0	(54,380)	(38,737)	68,534	(46,794)	(37,944)	64,569
Northeast Des Moines	N/A	N/A	N/A	2,428	0	(1,214)	7,124	(274)	12,605	9,552	(274)	11,391
South Des Moines	N/A	N/A	N/A	2,601	(4,769)	3,035	4,943	(19,300)	(2,118)	7,544	(24,069)	917
Ankeny	N/A	16,732	0	66,445	4,350	9,515	1,154	(7,787)	3,317	67,599	13,295	12,832
GREATER DES MOINES TOTAL	317,504	354,955	675,513	(22,162)	(86,005)	37,616	(99,170)	(124,437)	26,464	196,172	144,513	739,593

Source: Frandson & Associates and CBRE/Hubbell Commercial.



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 2011, the competitive inventory was 50.1% of the entire office market.

OFFICE INVENTORY - COMPETITIVE MARKET 2011

	Western Suburbs	CBD Core	Northwest Des Moines	Northeast Des Moines	South Des Moines	Ankeny	Greater Des Moines Total
Class A	3,913,058	2,680,231	79,296	0	0	0	6,672,585
Class B	1,876,091	1,586,913	23,150	18,900	94,008	175,928	3,774,990
Class C	1,742,713	1,206,372	490,302	75,440	87,960	111,797	3,714,584
TOTAL SF	7,531,862	5,473,516	592,748	94,340	181,968	287,725	14,162,159
TOTAL BUILDINGS	250	67	38	6	16	26	403

Source: Frandson & Associates and CBRE/Hubbell Commercial.

OFFICE OCCUPANCY - COMPETITIVE MARKET 2011

	Western Suburbs	CBD	Northwest Des Moines	Northeast Des Moines	South Des Moines	Ankeny	Greater Des Moines Total
Class A	83.6%	73.9%	84.0%	N/A	N/A	N/A	79.7%
Class B	81.5%	72.4%	67.4%	80.0%	87.5%	80.8%	77.7%
Class C	81.2%	69.8%	83.6%	90.5%	88.6%	89.3%	78.4%
TOTAL SF	82.5%	72.6%	83.0%	88.4%	88.0%	84.1%	78.8%

Source: Frandson & Associates and CBRE/Hubbell Commercial.

2011 Constructions/Completions

- A new office building was constructed in Urbandale, south of Paragon Park on Meredith Drive. This 30,000 SF building is occupied by Dice, which vacated its previous space.

CURRENT OFFICE LEASE RATES

Building Class	Central Business District Full Service Rate/SF	Other Submarkets Full Service Rate/SF
A	\$17.00 to \$23.00	\$17.50 to \$23.00
B	\$13.00 to \$16.99	\$14.00 to \$17.49
C	Less than \$12.99	Less than \$13.99

Source: Frandson & Associates and CBRE/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. Overall occupancy of competitive office space remained relatively stable compared to last year. Class A competitive space experienced nearly a 5 percent decrease in occupancy. Class C competitive space occupancy increased only slightly.

The impact of Wellmark and Aviva USA occupying their new facilities left a large amount of vacant competitive space in the CBD. Wellmark and Aviva USA jointly vacated approximately 650,000 SF of space in the CBD. All three classes of space have been affected by this shift, and the CBD now has nearly 1,500,000 SF of vacant

space available.

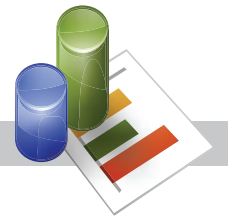
In addition to occupying their new building in the Western Suburbs, Aviva USA moved to 66,000 SF of newly leased competitive space in the Davis Brown Tower in the CBD.

Historically, the shifting of space in the downtown market has been from older buildings to newer ones. Some of the older buildings have been converted to alternative uses such as apartments and a hotel which is a healthy trend.

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.

MARKET FACTS

Industrial



INDUSTRIAL/MANUFACTURING INVENTORY

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

MANUFACTURING INVENTORY

Sub Market	Pre-1970			Post 1970			Total SF			Total Buildings		
	2009	2010	2011	2009	2010	2011	2009	2010	2011	2009	2010	2011
Western Suburbs	1,325,867	1,325,867	1,325,867	1,676,957	1,705,484	1,705,484	3,002,824	3,031,351	3,031,351	59	60	60
CBD	267,661	267,661	267,661	74,710	64,900	64,900	342,371	332,561	332,561	13	12	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	4,404,966	1,571,163	1,584,363	1,584,363	5,983,779	5,996,979	5,989,329	71	72	71
South Des Moines	388,600	388,600	388,600	781,062	810,742	810,742	1,169,662	1,199,342	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	7,748,872	5,123,471	5,185,068	5,185,068	12,879,993	12,941,590	12,933,940	187	188	187

Source: Frandson & Associates and CBRE/Hubbell Commercial.

MANUFACTURING OCCUPANCY

Submarket	Pre-1970			Post 1970			Total		
	2009	2010	2011	2009	2010	2011	2009	2010	2011
Western Suburbs	98.9%	93.0%	92.3%	98.9%	94.7%	94.3%	98.9%	94.0%	93.4%
CBD	85.6%	85.6%	85.6%	86.1%	71.5%	71.5%	85.7%	82.9%	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	98.0%	96.2%	95.9%	98.5%	100.0%	100.0%	98.1%	97.2%	97.0%
South Des Moines	96.0%	96.0%	100.0%	84.5%	85.1%	82.6%	88.3%	88.6%	88.2%
Ankeny	100.0%	100.0%	100.0%	99.6%	99.6%	99.5%	99.8%	99.8%	99.7%
GREATER DES MOINES TOTAL	97.3%	95.3%	95.2%	96.5%	95.5%	94.9%	97.0%	95.4%	95.1%

Source: Frandson & Associates and CBRE/Hubbell Commercial.

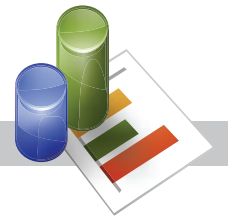
MANUFACTURING ABSORPTION

Sub Market	Pre-1970			Post 1970			Total		
	2009	2010	2011	2009	2010	2011	2009	2010	2011
Western Suburbs	14,585	(78,226)	(9,281)	41,571	(43,417)	(6,822)	56,156	(121,643)	(16,103)
CBD	54,603	0	0	8,069	(17,922)	0	62,672	(17,922)	0
Northwest Des Moines	0	0	0	0	0	0	0	0	0
Northeast Des Moines	17,650	(79,427)	(20,574)	179,989	36,767	0	197,639	(42,660)	(20,574)
South Des Moines	(15,544)	0	15,544	(46,083)	29,944	(20,269)	(61,627)	29,944	(4,725)
Ankeny	0	0	0	0	0	(969)	0	0	(969)
GREATER DES MOINES TOTAL	71,294	(157,653)	(14,311)	183,546	5,372	(28,060)	254,840	(152,281)	(42,371)

Source: Frandson & Associates and CBRE/Hubbell Commercial.

MARKET FACTS

Industrial



2011 Industrial Occupancy and Events

- Overall occupancy of warehouse space in the Des Moines metro declined since the first quarter of 2010 across all submarkets. In the CBD, the trend of older warehouse buildings changing use continued. The largest changes in occupancy occurred in the CBD. More than 275,000 SF have been removed from the Pre-1970 warehouse inventory as four buildings are being converted to residential use or demolished.

- In the Northeast Des Moines submarket a newly constructed office/warehouse has been delivered, which contains 22,110 SF. This is located on Industry Drive, which is north of 58th Avenue

and east of Northeast 14th Street.

- A new warehouse was completed at 1710 DeWolf Street in the Northeast Des Moines submarket. This building contains 38,856 SF and is fully occupied by a single user.

- Also in the Northeast Des Moines submarket, a warehouse categorized in the Post-1970 warehouse inventory, has been removed from the survey. This building, which contains 97,404 SF, has been purchased by the Des Moines School District, and will no longer be surveyed since it is now owned by a government entity.

WAREHOUSE INVENTORY

Sub Market	Pre-1970			Post 1970			Total SF			Total Buildings		
	2009	2010	2011	2009	2010	2011	2009	2010	2011	2009	2010	2011
Western Suburbs	1,347,993	1,347,993	1,347,993	7,253,889	7,266,945	7,281,295	8,601,882	8,614,938	8,629,288	187	188	189
CBD	2,066,188	1,997,028	1,715,900	206,065	206,065	206,065	2,272,253	2,203,093	1,921,965	64	62	58
Northwest Des Moines	793,979	793,979	793,979	520,086	520,086	520,086	1,314,065	1,314,065	1,314,065	71	71	71
Northeast Des Moines	4,387,897	4,426,029	4,426,029	7,813,943	7,905,837	7,869,399	12,201,840	12,331,866	12,295,428	239	242	243
South Des Moines	1,629,974	1,596,438	1,596,438	1,851,324	1,851,324	1,851,324	3,481,298	3,447,762	3,447,762	56	55	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	10,497,641	10,433,077	10,151,949	20,220,032	20,324,982	20,302,894	30,717,673	30,758,059	30,454,843	682	683	681

Source: Frandson & Associates and CBRE/Hubbell Commercial.

WAREHOUSE OCCUPANCY

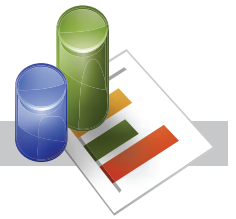
Sub Market	Pre-1970			Post 1970			Total		
	2009	2010	2011	2009	2010	2011	2009	2010	2011
Western Suburbs	97.5%	94.6%	93.2%	91.1%	92.2%	92.4%	92.1%	92.6%	92.6%
CBD	67.9%	62.8%	60.2%	94.2%	90.0%	90.0%	70.3%	65.4%	63.4%
Northwest Des Moines	84.3%	80.3%	79.6%	96.9%	97.2%	97.8%	89.3%	87.0%	86.8%
Northeast Des Moines	80.7%	83.1%	83.7%	97.0%	96.3%	92.0%	91.1%	91.5%	89.0%
South Des Moines	97.3%	97.2%	91.5%	97.4%	99.5%	96.9%	97.4%	98.5%	94.4%
Ankeny	92.4%	100.0%	96.1%	97.4%	98.3%	95.0%	96.9%	98.5%	95.1%
GREATER DES MOINES TOTAL	83.5%	83.1%	82.2%	94.9%	95.3%	93.1%	91.0%	91.2%	89.5%

Source: Frandson & Associates and CBRE/Hubbell Commercial.

WAREHOUSE ABSORPTION

Sub Market	Pre-1970			Post 1970			Total		
	2009	2010	2011	2009	2010	2011	2009	2010	2011
Western Suburbs	59,312	(39,092)	(18,872)	77,585	91,830	27,793	136,897	52,738	8,921
CBD	(185,864)	(148,808)	(221,162)	(7,006)	(8,655)	0	(192,870)	(157,463)	(221,162)
Northwest Des Moines	42,635	(31,759)	(5,558)	22,364	1,560	3,121	64,999	(30,199)	(2,437)
Northeast Des Moines	(201,843)	136,997	26,556	303,269	33,796	(373,474)	101,426	170,793	(346,918)
South Des Moines	(24,450)	(34,227)	(90,997)	(12,959)	38,878	(48,134)	(37,409)	4,651	(139,131)
Ankeny	(11,408)	20,642	(10,593)	92,690	23,173	(84,966)	81,282	43,815	(95,559)
GREATER DES MOINES TOTAL	(321,618)	(96,247)	(320,626)	475,943	180,582	(475,660)	154,325	84,335	(796,286)

Source: Frandson & Associates and CBRE/Hubbell Commercial.



FLEX SPACE INVENTORY

All of the flex space is considered to be “competitive” space. The occupancy trend of flex space is more office oriented in nature. The majority of flex space is located in the Western Suburbs.

FLEX INVENTORY

Sub Market	Total (SF)			Total Buildings		
	2009	2010	2011	2009	2010	2011
Western Suburbs	3,242,864	3,273,236	3,273,236	90	91	91
CBD	735,885	735,885	735,885	14	14	14
Northwest Des Moines	99,161	99,161	99,161	6	6	6
Northeast Des Moines	586,110	586,110	586,110	21	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	5,323,100	5,353,472	5,353,472	152	153	153

Source: Frandson & Associates and CBRE/Hubbell Commercial.

Flex space defined

These multi-purpose buildings typically contain a better quality façade 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

Overall occupancy of flex space improved since the last survey from 83.6% in 2010, to 85.0% in 2011. Most submarkets experienced improved occupancy since the last survey with the exception of the CBD, which declined from 88.0% in 2010, to 83.7% in 2011.

With the soft economy, no new flex building construction occurred in the Des Moines Metro area market.

Flex Absorption

There was a significant net increase in occupied flex space in the Greater Des Moines market since the first quarter of 2010. Negative absorption occurred in the Ankeny and CBD submarkets, while the remaining submarkets experienced a net gain of occupied space.

The positive absorption was not a single large event, but rather the absorption of space by a number of smaller to medium sized occupiers.

There is ample land available for further flex development; however, the existing occupancy of the current inventory will need to improve before new construction will begin.

FLEX OCCUPANCY

Sub Market	Total (SF)		
	2009	2010	2011
Western Suburbs	89.4%	83.3%	84.6%
CBD	89.1%	88.0%	83.7%
Northwest Des Moines	87.6%	90.6%	98.0%
Northeast Des Moines	79.9%	86.0%	88.0%
South Des Moines	59.1%	60.4%	80.2%
Ankeny	89.1%	88.0%	87.3%
GREATER DES MOINES TOTAL	86.8%	83.6%	85.0%

Source: Frandson & Associates and CBRE/Hubbell Commercial.

FLEX ABSORPTION

Submarket	Total (SF)		
	2009	2010	2011
Western Suburbs	123,229	(172,515)	42,552
CBD	(2,208)	(8,095)	(31,643)
Northwest Des Moines	(7,239)	2,975	7,338
Northeast Des Moines	15,159	35,753	11,722
South Des Moines	(53,171)	3,086	46,999
Ankeny	17,290	(4,639)	(2,952)
GREATER DES MOINES TOTAL	93,060	(143,435)	74,016

Source: Frandson & Associates and CBRE/Hubbell Commercial.

ACCOUNTING FIRMS

(Ranked by number of local full-time employees)

Rank	Name Address Phone; Fax	Local FT Employees Year Est.	Parent Company Location	Top Local Executive Office Manager	Accounting Services Offered	Website Email
1	McGladrey 400 Locust St., Ste. 640 DM, IA 50309 515-284-8660; FAX: 515-284-1545	160 1926	N/A N/A	Rod Foster Kelly Woods	Audit, assurance, tax, business consulting and wealth management	www.mcgladrey.com rod.foster@mcgladrey.com
2	Ernst & Young LLP 801 Grand Ave., Ste. 3000 DM, IA 50309 515-243-2727; FAX: 515-362-7202	107 1949	Ernst & Young LLP New York, NY	Thomas L. Fiepke Sandy Haugen	Assurance, advisory, tax, transaction advisory services, strategic growth markets	www.ey.com
3	Denman & Co. LLP 1601 22nd St., Ste. 400 WDM, IA 50266 515-225-8400; FAX: 515-225-0149	65 1954	N/A N/A	Mark Wackerbarth Robin Webb	Accounting, audit, tax, business consulting, succession planning, business valuation and litigation support	www.denman-cpa.com firm@denman-cpa.com
3	KPMG LLP 666 Grand Ave., Ste. 2500 DM, IA 50309 515-697-1155; FAX: 866-357-8103	65 1955	KPMG International Amsterdam	Jerry Borowick Debra Gray	Audit, tax, advisory and assurance services	www.us.kpmg.com dgray@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	62 1972	Deloitte LLP Wilton, CT	Kim Felker Sherry Dickelman	Audit, tax consulting, assurance and management advisory	www.deloitte.com sdickelman@deloitte.com
5	McGowen, Hurst, Clark & Smith P.C. 1601 West Lakes Pkwy., Ste. 300 WDM, IA 50266 515-288-3279; FAX: 515-280-1490	54 1946	N/A N/A	Robert R. McGowen John Schmidt	Tax, audit, business consulting, succession planning, business valuation and litigation support	www.mhcscca.com rbreuss@mhcscca.com
6	LWBJ, LLP 4200 University Ave., Ste. 410 WDM, IA 50266 515-222-5680; FAX: 515-222-5681	50 1992	N/A N/A	Marvin Debner N/A	Audit & tax services, M&A services, succession & estate planning, valuations	www.lwbj.com info@lwbj.com
7	Clifton Gunderson LLP 2700 Westown Pkwy., Ste. 400 WDM, IA 50266 515-222-4400; FAX: 515-222-4444	45 1960	Clifton Gunderson Milwaukee, WI	Mark Wyzgowski N/A	Accounting, audit, tax, business valuation, business consulting, estate & succession planning	www.cliftoncpa.com Marc.Hollander@cliftoncpa.com
8	Roth & Company P.C. 666 Walnut St., Ste. 1450 DM, IA 50309 515-244-0266	40 1990	N/A N/A	Jerome Carlson Sheila Whalen	Accounting & auditing, tax, IT and business consulting services	www.rothcpa.com jcarlson@rothcpa.com
9	Brooks Lodden P.C. 1441 29th St., Ste. 305 WDM, IA 50266 515-223-7300	35 1984	N/A N/A	Ted Lodden Mary Rodgers	Accounting, auditing, personal and corporate tax, estate tax and financial planning, consulting, valuation	www.brookslodden.com TAL@brookslodden.com
10	Kiesling Associates LLP 7780 Office Plaza Dr. South, Ste. 184 WDM, IA 50266 515-223-0159; FAX: 515-223-5429	34 1952	N/A N/A	Joseph L. Gerot Chad LaBarre	Audit, tax & accounting services, compilation of financial statements and individual cert. audits	www.kiesling.com jgerot@kiesling.com
11	Meriwether, Wilson & Co. PLLC 4500 Westown Pkwy., Ste. 140 WDM, IA 50266 515-223-0002; FAX: 515-223-0430	26 1949	N/A N/A	Susan Chantland Julie Detlefsen	Audits, reviews, tax & accounting services, consulting, payroll/bkbp services and financial planning	www.mwcpcl.com info@mwcpcl.com
12	Gardiner Thomsen P.C. 10555 New York Ave., Ste. 200 DM, IA 50322 515-270-1446; FAX: 515-270-1811	22 1964	N/A N/A	Dennis M. Gardiner Jennifer Theisen	Audit and 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	N/A N/A	Randall Hamilton Linda Wharton	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	N/A N/A	Richard D. Atterbury Linda Ridenour	Audit, accounting, tax, financial & estate planning, business consulting and computer consulting	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	N/A N/A	Don Timmins N/A	Audit, accounting, tax, financial planning, business advisory services, estate, retirement & succession	www.tkjcpa.com
15	Community CPA & Associates Inc. 3816 Ingersoll Ave. DM, IA 50312 515-288-3188; FAX: 515-288-3370	10 1997	N/A N/A	Ying Sa N/A	Audit, tax, accounting, business consultation	www.communitycpa.com CPA@communitycpa.com
15	Cremers Holtzbauer & Nearmyer P.C. 6200 Aurora Ave., Ste. 600W Urbandale, IA 50322 515-274-4804; FAX: 515-274-4807	10 1979	N/A N/A	Dale E. Cremers Jeanne Hummel	Audit, accounting, tax, business consulting, forensic & litigation support services	www.chncpa.com info@chncpa.com
15	Gegner Co. P.C. 9207 Northpark Dr. Johnston, IA 50131 515-727-5700; FAX: 515-727-5800	10 1997	N/A N/A	Norton J. Gegner Trisha Smith	Accounting services, tax business consulting, income tax, audit review compilations	www.gegnercompanycpa.com info@mycpa4tax.com
16	Rhodes, Wieder & Ellis P.C. 2900 Westown Pkwy., Ste. 130 WDM, IA 50266 515-244-9606; FAX: 515-244-9665	9 2008	N/A N/A	Scott D. Rhodes Mary Kunz	Accounting, income tax prep, financial statement services, payroll processing, business consulting, tax planning	www.rwecpa.com scott@rwecpa.com
16	The Vroman Group LLP 6701 Westown Pkwy., Ste. 120 WDM, IA 50266 515-278-4531; FAX: 515-270-4574	9 2005	N/A N/A	Jeffrey J. Vroman Tina Renda	Tax preparation and consulting, accounting services, business and financial consulting	www.vromancpa.com firm@vromancpa.com
17	Coco & Ermels P.C. 925 Ninth St. WDM, IA 50265 515-223-1457; FAX: 515-223-4284	8 1969	N/A N/A	Martin J. Ermels N/A	Business accounting and payroll services, income tax services, IRS negotiations and management services	mermels@cocoermelscpa.com
17	Tarbell & Co. PLC 2130 Grand Ave. DM, IA 50312 515-282-0200; FAX: 515-282-0245	8 1978	N/A N/A	Arvin D. Tarbell Sherry Crall	Business and individual tax preparation, accounting services, tax planning, Quickbooks assistance	www.tarbellcpa.com info@tarbellcpa.com
18	Pittman & Co. LLP 40 Omega Place - 8525 Douglas Ave. DM, IA 50322 515-276-2727; FAX: 515-276-9611	5 1984	N/A N/A	John D. Pittman N/A	Auditing, tax planning & preparation, business planning, estate planning & succession planning	www.pittmancpa.com john@pittmancpa.com
18	The Planners Tax and Accounting Inc. 1012 Grand Ave. WDM, IA 50265 515-224-0149; FAX: 515-224-0481	5 1987	N/A N/A	Richard J. Siron N/A	Tax prep, bookkeeping, payroll processing, financial statements, IRS & state gov. representation	rsiron@plannersgroup.com
19	AMG Tax and Consulting 1025 Ashworth Rd., Ste. 180 WDM, IA 50265 515-221-1100; FAX: 515-223-5436	2 2007	N/A N/A	N/A N/A	Income tax preparation & planning for individuals and small business	jamesagnew@usa.net
19	Jody L. Goode CPA 512 1/2 E. Grand Ave., Ste. 201 DM, IA 50309 515-288-8463; FAX: 515-288-8571	2 2005	N/A N/A	Jody L. Goode Danielle Rethmeier	Tax, accounting and consulting services	www.jodygoodecpa.com jody@jodygoodecpa.com
20	Cyril Ann Mandelbaum CPA 4500 Westown Pkwy., Ste. 125 WDM, IA 50266 515-222-6203; FAX: 515-222-6202	1 1972	N/A N/A	Cyril Ann Mandelbaum N/A	Tax, litigation, support and business valuation	cyril@cyrilmandelbaum.com



RICHARD D. ATTERBURY
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.



THOMAS L. FIEPKE
ERNST & YOUNG LLP

- **Title:** Des Moines Office Managing Partner
- **Education:** B.S., University of Texas Pan American; Master's in Finance, Texas Christian University
- **Areas of expertise:** Insurance and asset management industries, international accounting and reporting, internal control process review/assessment, SEC filings.



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.



ROD FOSTER
MCGLADREY

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



JEROME CARLSON
ROTH & COMPANY, 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.



DENNIS M. GARDINER
GARDINER THOMSEN P.C.

- **Title:** Managing Partner
- **Education:** B.S., Drake University
- **Areas of expertise:** Auditing of agricultural cooperatives and credit unions; over 27 years of experience.



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.



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.



MARVIN DEBNER
LWBJ, LLP

- **Title:** Managing Partner/CEO
- **Education:** Iowa State University
- **Areas of expertise:** Manufacturing, transportation, real estate, agribusiness, mergers & acquisitions structuring, research & dev. strategies, state tax credits.



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.



KIM FELKER
DELOITTE & TOUCHE LLP, DELOITTE TAX LLP

- **Title:** Des Moines Office Managing Partner
- **Education:** B.S., University of Northern Iowa
- **Areas of expertise:** Public & privately held companies in various industries, including financial services & energy; multinational, SEC, due diligence and M&A.



JODY L. GOODE
JODY L. GOODE CPA

- **Title:** Owner
- **Education:** B.S., Buena Vista University
- **Areas of expertise:** 20 years of experience in tax preparation, tax planning, small business consulting & accounting services.

(continued on page 108)



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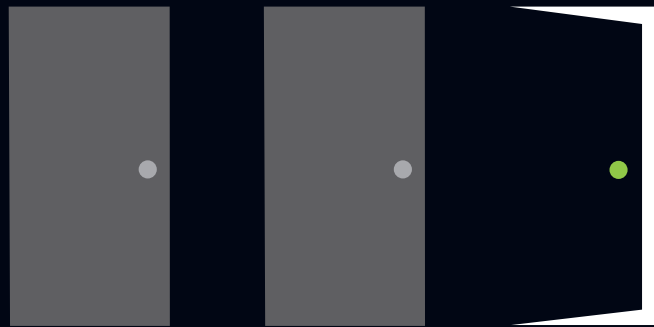
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RANDALL HAMILTON
HAMILTON, JUFFER & ASSOCIATES LLP

- **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.



SCOTT D. RHODES
RHODES, WIEDER & ELLIS P.C.

- **Title:** Managing shareholder
- **Education:** B.A., Simpson College
- **Areas of expertise:** 20+ years experience in individuals & small business services; accounting, financial stmts. consulting, tax planning/ prep & business startups.



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.



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.



TED LODDEN
BROOKS LODDEN P.C.

- **Title:** President
- **Education:** B.S., ISU; MBA, Drake University
- **Areas of expertise:** Wealth planning, business consulting and valuation, tax planning, litigation support, financial planning, financial forensics.



JEFFREY J. VROMAN
THE VROMAN GROUP LLP

- **Title:** Managing partner
- **Education:** B.B.A., University of Iowa
- **Areas of expertise:** Over 20 years of experience working primarily with small to medium sized businesses and their owners on tax planning and business strategies.



CYRIL ANN MANDELBAUM
CYRIL ANN MANDELBAUM CPA

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



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.



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.



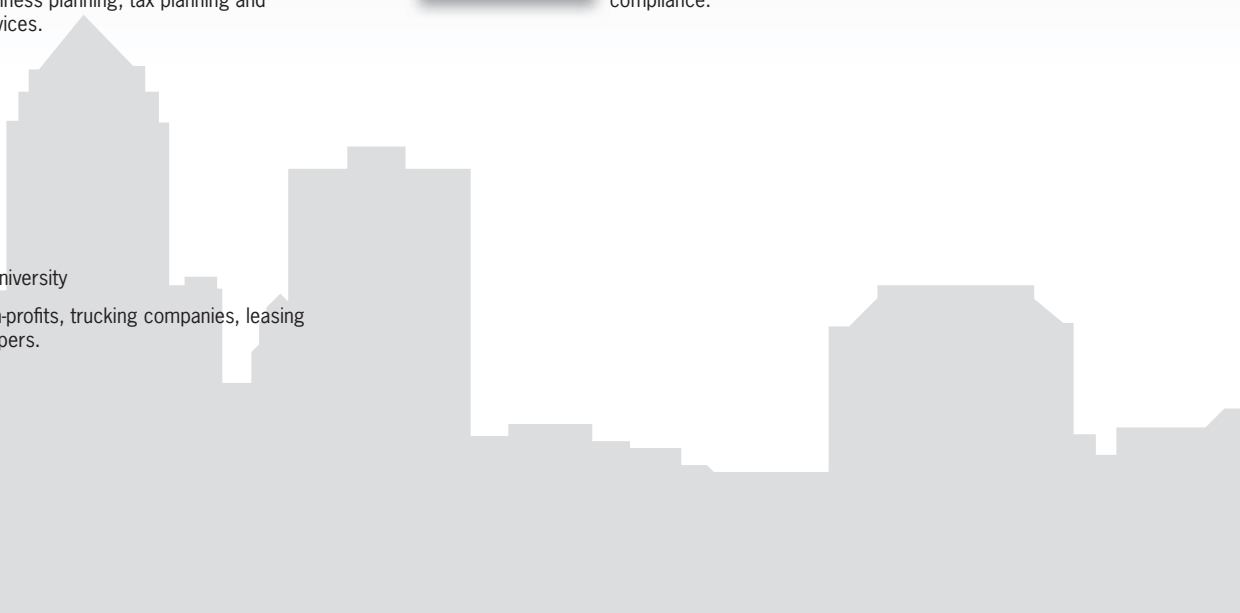
MARK WYZGOWSKI
CLIFTON GUNDERSON LLP

- **Title:** Managing Partner
- **Education:** B.S., Illinois Wesleyan University
- **Areas of expertise:** Mark has more than 20 years of experience in tax including planning, credit consulting, entity selection and compliance.



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.



CREDIT UNIONS

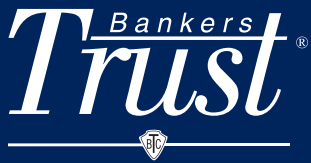
(Ranked by total assets as of June 2011*)

Rank	Name Address Phone	Total Assets June 2011	Total Loans June 2011	Shares and Deposits June 2011	No. Members	CEO	Year Est.	Insured By	Website Email
1	Veridian Credit Union 5910 University WDM, IA 50266 319-236-5600	\$1,875,730,496	\$1,290,120,193	\$1,661,176,640	161,925	Jean Trainor	1934	NCUA	www.veridiancu.org brett_engstrom@jdccu.com
2	Community Choice Credit Union 8404 N.W. 62nd Ave. Johnston, IA 50131 515-334-8100	\$321,104,409	\$265,315,395	\$290,181,045	34,400	Roger Reiser	1953	NCUA	www.comchoicecu.org
3	Greater Iowa Credit Union 1630 22nd St. WDM, IA 50266 515-225-1809	\$273,678,200	\$168,810,632	\$224,020,198	28,816	Steve Hogberg, interim	1932	NCUA	www.greateriowacu.org cumail@greateriowacu.org
4	Premier Credit Union 800 9th St. DM, IA 50309 515-247-5106	\$104,972,149	\$68,713,110	\$95,607,775	13,924	Steve Flamm	1933	NCUA	www.premiercu.org
5	Financial Plus Credit Union 1831 25th St. WDM, IA 50266 515-224-1222	\$89,908,282	\$46,440,673	\$80,700,647	11,814	Dave Cale	1929	NCUA	www.financialpluscu.com
6	Affinity Credit Union 475 N.W. Hoffman Ln. DM, IA 50313 515-288-7225	\$70,429,958	\$38,643,309	\$60,571,128	12,127	Sandra Robinson	1949	NCUA	www.affinitycuia.org
7	First Class Credit Union 2051 Westown Pkwy. WDM, IA 50265 515-282-7363	\$55,985,603	\$32,968,290	\$49,451,651	11,361	Kent Strawn	1925	NCUA	www.gofirstclass.org
8	Des Moines Metro Credit Union 100 University Ave. DM, IA 50314 515-283-4195	\$41,537,624	\$20,290,019	\$35,590,292	5,501	Brent Helin	1938	NCUA	www.dmmcu.org
9	EdCo Community Credit Union 609 38th St. DM, IA 50312 515-274-4100	\$38,863,275	\$12,677,724	\$33,128,972	4,012	Karolyn Wells	1930	NCUA	www.edcocu.com edcocu@aol.com
10	Tradesmen Community Credit Union 1400 2nd Ave. DM, IA 50305 515-243-8735	\$37,174,946	\$23,734,761	\$32,085,345	6,236	Rachel Ballenger	1954	NCUA	www.tradesmenccu.org
11	Midland Credit Union 2891 106th St. Urbandale, IA 50322 515-278-1994	\$36,165,215	\$21,211,612	\$30,344,398	4,480	Becky DeVries	1933	NCUA	www.midlandcu.org
12	Des Moines Police Officers Credit Union 423 E. Court Ave. DM, IA 50309 515-243-2677	\$34,590,220	\$21,717,849	\$29,219,335	2,188	Janet Lintin	1931	NCUA	www.dmpo-cu.org dmpd-cu@workdnet.att.net
13	United Service Credit Union 1212 Pleasant St., Ste. 106 DM, IA 50309 515-241-4412	\$34,335,449	\$11,124,339	\$30,653,932	4,109	Mary Jo Meeks	1955	NCUA	www.unitedservicecu.org
14	Capitol View Credit Union 1000 East Grand Ave. DM, IA 50319 515-725-2167	\$25,293,902	\$18,954,849	\$21,204,959	1,940	Brent Kowalsky	1944	NCUA	www.capview.com
15	Federal Employees Credit Union 210 Walnut St., Ste. 132 DM, IA 50309 515-244-1458	\$18,731,865	\$9,388,774	\$16,768,377	4,282	Michael Whittie	1951	NCUA	www.fecuiowa.org
16	The Cornerstone Credit Union 414 61st St. DM, IA 50312 515-247-7049	\$14,325,617	\$7,462,664	\$12,311,040	4,675	Gary Key	1931	NCUA	www.cornerstonecreditunion.com
17	Polk County Schools Employees Credit Union 3810 66th St. Urbandale, IA 50322 515-276-6083	\$9,719,515	\$4,565,595	\$8,496,873	1,781	Linda Pioch	1960	NCUA	www.polkcountyschoolscu.com
18	Village Credit Union 601 E. Court Ave. DM, IA 50309 515-243-4400	\$8,733,990	\$5,004,814	\$7,339,041	2,082	Debbie Whittie	1967	NCUA	www.villagecu.org
19	EMC Credit Union 700 Walnut St. DM, IA 50306 515-243-6289	\$7,034,752	\$2,081,721	\$6,304,371	1,353	Jennifer Ketchum	1936	NCUA	www.emccreditunion.org
20	Des Moines Fire Department Credit Union 900 Mulberry St. DM, IA 50309 515-288-2521	\$6,310,891	\$3,056,376	\$5,470,710	1,024	Gregg Voegtlin	1931	NCUA	
21	Ashworth Credit Union 1111 Ashworth Rd. WDM, IA 50265 515-267-5367	\$6,014,196	\$1,466,696	\$5,088,796	998	Donna King	1957	NCUA	www.guideone.com
22	USDA Credit Union 210 Walnut St., Rm. 927 DM, IA 50309 515-243-0480	\$4,141,517	\$2,407,086	\$3,505,759	821	Kathy Carlson	1955	NCUA	www.USDACU.org
23	Polk County Credit Union 111 Court Ave., Rm. 110 DM, IA 50309 515-244-8647	\$3,944,722	\$2,361,563	\$3,034,976	866	Dee Rosenbaum	1955	NCUA	www.polkcountycreditunion.com
24	A-E Employees Credit Union 2201 E. University Ave. DM, IA 50317 515-262-7371	\$2,824,833	\$2,037,254	\$2,224,207	913	Lois Gorman	1953	NCUA	www.aecreditunion.com
25	Urbandale Municipal Employees Credit Union 9401 Hickman Rd. Urbandale, IA 50322 515-331-6823	\$1,467,318	\$422,363	\$1,210,882	193	Tim Stovie	1973	NCUA	umminfo@ummscu.org
26	Des Moines Water Works Credit Union 2201 George Flagg Pkwy. DM, IA 50321 515-282-1908	\$1,383,771	\$898,567	\$1,211,509	494	Norma Thompson	1933	NCUA	

*Iowa Credit Union League information

Rank	Name Address Phone; Fax	DM Market Deposits	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	Website Email
1	Bank of America 317 Sixth Ave., Ste. 200 DM, IA 50309 515-235-7211; FAX: 515-235-7009	\$3.4 billion \$945.3 billion	N/A	N/A	N/A	N/A	Bank of America 6 N/A 20.78%	Paul J. Johnson	www.bankofamerica.com
2	Wells Fargo Bank N.A. 666 Walnut St. DM, IA 50309 515-245-3131	\$2.6 billion \$758.5 billion	\$6 billion	N/A	N/A	N/A	Wells Fargo & Co. 23 N/A 16.36%	Scott Johnson Dave Mackaman	www.wellsfargo.com
3	Bankers Trust 453 7th St. DM, IA 50309 515-245-2863; FAX: 515-245-2935	\$1.6 billion \$90 million	\$2.9 billion	\$9.3 million	\$251.5 million	\$5.4 million	Midamerica Financial Corp. 18 420 9.8%	Suku Radia Paul Erickson Don Coffin	www.bankersttrust.com
4	West Bank 1601 22nd St. WDM, IA 50266 515-222-2300; FAX: 515-222-2346	\$849.4 million \$112.9 million	\$1.2 billion	\$9 million	\$124.1 million	\$2.2 million	West Bancorporation Inc. 8 163 5.26%	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: 515-247-4919	\$726.5 million \$197.7 billion	N/A	\$2.2 million	\$32.5 million	N/A	U.S. Bancorp 15 220 4.5%	Michael J. Helak Craig A. Schneider	www.usbank.com michael.helak@usbank.com
6	First American Bank 12333 University Ave. Clive, IA 50325 515-226-9998; FAX: 515-440-9800	\$472 million \$700.2 million	\$1.4 billion	(\$20.7 million)	\$97.4 million	\$19.9 million	Stark Bank Group Ltd. 6 210 2.92%	John M. Hollingsworth Paul A. Waltz Jon T. Ollendick	www.bankfirstamerican.com information@bankfirstamerican.com
7	Community State Bank 817 N. Ankeny Blvd. Ankeny, IA 50023 515-331-3100; FAX: 515-964-1563	\$429.2 million N/A	\$548.7 million	(\$221,268)	\$54.8 million	\$3.1 million	Van Diest Investment Co. 10 182 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	\$422 million \$39 billion	N/A	N/A	N/A	N/A	BancWest Corp. 11 107 2.61%	Jodi Beller Richard Bergez Christine Hensley	www.bankofthewest.com
9	Iowa State Bank 627 E. Locust St. DM, IA 50309 515-288-0111; FAX: 515-243-9838	\$245.6 million N/A	\$294 million	\$3.2 million	N/A	N/A	Iowa State Bank Holding Co. 5 68 1.52%	John C. Burgeson Marsha Kephart David Ringgenberg Larry Cobb	www.iowastatebanks.com CASteen@iowastatebanks.com
10	Earlham Savings Bank 7300 Lake Dr. WDM, IA 50266 515-223-4753; FAX: 515-225-3298	\$223.5 million N/A	\$256.7 million	\$540,045	\$30.5 million	\$63,543	N/A 7 70 1.4%	William W. Hunter Kristie D. Anker James L. Adkins	www.earlhambank.com ebank@earlhambank.com
11	Great Western Bank 10101 University Ave. Clive, IA 50325 515-223-1607; FAX: 515-223-6057	\$167.3 million \$6.1 billion	\$1.6 billion	\$45 million	\$1.2 billion	N/A	National Australia Bank 7 55 1.04%	Doug Bass	www.greatwesternbank.com
12	City State Bank 801 Main St. Norwalk, IA 50211 515-981-4234; FAX: 515-981-0805	\$164.2 million \$29.6 million	\$233.3 million	\$1.2 million	\$21.3 million	(\$140,000)	Albrecht Financial Services 5 51 1.02%	Steve Albrecht George Meinecke Phil Kennedy	www.citystatebank.com
13	Two Rivers Bank & Trust 4500 Westown Pkwy., Ste. 150 WDM, IA 50266 515-223-3500; FAX: 515-331-3312	\$124.6 million \$352.6 million	\$678.7 million	\$1.4 million	\$66.6 million	\$5 million	Two Rivers Financial Group Inc 4 21 0.77%	Jeff Damman William Sullivan William Mullins	www.tworiversbank.com contactus@tworiversbank.com
14	Freedom Financial Bank 1255 Jordan Creek Pkwy. WDM, IA 50266 515-223-1113; FAX: 515-223-0707	\$119.8 million N/A	\$149.7 million	\$778,000	\$16.7 million	N/A	Freedom Holdings Co. 2 18 0.74%	David Hill Jeff Payne Heather Miller	www.freedomfinancialbank.com
15	Northwest Bank 5700 University Ave., Ste. 100 WDM, IA 50266 515-974-4400; FAX: 515-974-4401	\$117.7 million \$575.2 million	\$122.4 million	\$3.9 million	\$70 million	N/A	Northwest Financial Corp. 3 38 0.73%	Donald B. Nickerson Ed Arndorfer Dan Mullenbach Travis Simpson	www.bank-northwest.com dnickerson@bank-northwest.com
16	Charter Bank 5526 N.W. 86th St. Johnston, IA 50131 515-331-2265; FAX: 515-331-3311	\$106.3 million N/A	\$118.2 million	\$753,000	\$10.8 million	\$6,670	Johnston Growth Corp. 3 20 0.66%	Timothy J. Heldt Sharm Sissler J.P. Pearson	www.charterbanker.com
17	Valley Bank 12257 University Ave. Clive, IA 50325 515-453-2265; FAX: 515-457-7830	\$104.8 million \$358.6 million	N/A	N/A	N/A	N/A	River Valley Bancorp. 4 58 0.65%	Dennis Hanson Gary Presnall Chad McDonald	www.valleyb.com
18	Peoples Trust & Savings Bank 12701 University Ave. Clive, IA 50325 515-457-8880; FAX: 515-457-8889	\$103.8 million \$112.4 million	\$258.4 million	\$307,000	\$23.6 million	N/A	Green Circle Investments Inc. 3 29 0.64%	Michael R. Segner Brent G. Johnson Amanda Bryan	www.ptsbank.com

* Values rounded to the nearest decimal



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(Ranked by total deposits in DM Market as of 6/30/2011)

Rank	Name Address Phone; Fax	DM Market Deposits	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	Website Email
19	Bank Iowa 1150 Jordan Creek Pkwy. WDM, IA 50266 515-225-0710; FAX: 515-225-3571	\$103.4 million \$795.5 million	\$1.1 billion	\$4.4 million	\$89.2 million	N/A	Bank Iowa Corp. 3 40 0.64%	Stan L. Honken Darlene Carlson Raymond E. Meister	www.bankiowabanks.com mybank@bankiowabanks.com
20	First Bank 5625 Mills Civic Pkwy. WDM, IA 50266 515-225-2641; FAX: 515-225-8718	\$91.3 million \$0	\$100.8 million	\$214,000	N/A	N/A	FNB Holding 3 22 0.56%	Bill Messerschmidt Rick Messerschmidt Brian Vahle	www.firstbankdm.com contactus@firstbankdm.com
21	MetaBank 418 Sixth Ave., Ste. 205 DM, IA 50309 515-447-4249; FAX: 515-447-4242	\$89.2 million \$928.6 million	\$1.1 billion	\$2.4 million	\$78.1 million	\$377,759	Meta Financial Group Inc. 6 165 0.55%	J. Tyler Haahr Troy Moore Steven Patterson	www.metabank.com bank@bankmeta.com
22	Polk County Bank 5601 Merle Hay Rd. Johnston, IA 50131 515-278-6300; FAX: 515-278-6644	\$85.9 million \$0	\$103 million	N/A	N/A	N/A	Polk County Bancorp. 3 41 0.53%	Robert J. Miller Tom Miller	www.polkcountybank.com
23	Regions Bank 2851 86th St. Urbandale, IA 50322 515-237-8630	\$80.7 million \$98.3 billion	\$553 million	\$2.2 million	N/A	N/A	Regions Financial Corp. 2 N/A 0.50%	Martin Dwyer David Marks Kirk Fulton	www.regions.com
24	Legacy Bank** 502 Eighth St. SW Altoona, IA 50009 515-967-9981; FAX: 515-967-9984	\$76.7 million \$0	N/A	N/A	N/A	N/A	F.S. Bancor Inc. 4 N/A 0.47%	Robert E. Chittenden Brian T. Chittenden	www.banklegacy.com
25	First Federal Savings Bank of Iowa 120 S. 68th St. WDM, IA 50266 515-226-0800; FAX: 515-224-9474	\$67.9 million N/A	\$443.3 million	\$1.3 million	\$48.8 million	\$1.1 million	North Central Bancshares Inc 4 31 0.43%	David M. Bradley Thomas J. Hromatka Jane Funk	www.firstfederaliowa.com ruddyb@firstfederaliowa.com
26	Midwest Heritage Bank** 3580 EP True Pkwy WDM, IA 50265 515-343-5821; FAX: 515-343-5818	\$67.5 million \$62.5 million	N/A	N/A	N/A	N/A	Hy-Vee Corp 6 N/A 0.42%	Tony Kaska Michael Banker	www.mhbank.com customerservice@mhbank.com
27	Union State Bank 6305 Mills Civic Pkwy., Ste. 3121 WDM, IA 50266 515-440-2265; FAX: 515-440-0414	\$66.2 million N/A	\$73.6 million	\$236,169	N/A	N/A	Madison Holding Company 4 24 0.4%	Jeff Nolan Wayne Martens Troy Wright	www.USBIOWA.com
28	Great Southern Bank 6260 Mills Civic Pkwy. WDM, IA 50266 515-422-5136; FAX: 515-422-5135	\$48.1 million \$2.6 billion	\$3.5 billion	\$10.2 million	N/A	N/A	Great Southern Bancorp Inc. 4 15 0.30%	Justine Peebles Mike Smith Evan Wyer	www.greatsouthernbank.com
29	VisionBank of Iowa, an Office of Ames Community Bank 925 Gateway Dr. Grimes, IA 50111 515-986-5746; FAX: 515-986-5764	\$38.9 million \$317.5 million	\$431 million	\$541,000	\$40 million	N/A	Ogden BancShares Inc. 1 12 0.34%	Dan Boes Dave Abram Cara Gregory	www.amescommunitybank.com
30	State Savings Bank 4800 Mills Civic Pkwy., Ste. 100 WDM, IA 50265 515-457-9533; FAX: 515-457-9643	\$33.1 million \$39.4 million	\$92.9 million	\$567,000	\$9.3 million	(\$13,000)	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	\$23.8 million \$641.9 million	\$815.3 million	\$4.2 million	\$89.2 million	\$3.4 million	AT Bancorp 1 14 0.15%	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	\$17.3 million \$23.3 million	N/A	N/A	N/A	N/A	Maximum Bancshares Inc. 1 N/A 0.11%	Bruce D. Greenfield Tim McFarland Rick V. Davis	www.fidelity-bank.com
33	First National Bank Midwest 6205 Mills Civic Pkwy. WDM, IA 50266 515-221-0101; FAX: 515-221-1360	\$4.9 million \$82.2 million	N/A	N/A	N/A	N/A	IT&S of Iowa Inc. 1 6 0.03%	Paul Swenson Brad Sporrer	www.fnbmidwest.com
	Mutual of Omaha Bank*** 5525 Merle Hay Rd., Ste. 290 Johnston, IA 50131 515-270-1540	N/A \$4.3 billion	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	jim.langin@mutualofomahabank.com
	The PrivateBank 4201 Westown Pkwy., Ste. 318 WDM, IA 50266 515-619-6216; FAX: 515-223-6260	N/A \$12 million	\$75 million	\$300,000	N/A	N/A	PrivateBancorp Inc 1 3 N/A	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 2011 Book of Lists information
 *** At the time of this survey, the bank did not have a full-service location in the DM Market

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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.



MICHAEL J. HELAK
U.S. BANK

- **Title:** Regional President
- **Years in banking:** 31
- **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.



PAUL J. JOHNSON
BANK OF AMERICA

- **Title:** Market President
- **Years in banking:** 31
- **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.



KIM A. BUTLER
THE PRIVATEBANK

- **Title:** Managing Director
- **Years in banking:** 26
- **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 Community Leadership Program, On With Life Foundation Board, 2011 Business Record Women of Influence.



TIMOTHY J. HELDT
CHARTER BANK

- **Title:** President & CEO
- **Years in banking:** 31
- **Education:** B.S., Iowa State University; MBA, Drake University
- **Community involvement:**

Johnston Economic Development Corp. board, Iowa Bankers Mortgage Corp. board, Johnston Library Foundation board, Johnston Lions Club, St. James Lutheran Church choir, coached numerous youth sports teams.



SCOTT JOHNSON
WELLS FARGO BANK N.A.

- **Title:** Regional President, Iowa/Illinois
- **Years in banking:** 32
- **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, Iowa Business Council.



JEFF DAMMAN
TWO RIVERS BANK & TRUST

- **Title:** Central Iowa Market President
- **Years in banking:** 21
- **Community involvement:**

Ankeny Area Chamber of Commerce, Ankeny Economic Development Corp., Rotary, Ankeny City Band.



JOHN M. HOLLINGSWORTH
FIRST AMERICAN BANK

- **Title:** Bank President - Senior Lender
- **Years in banking:** 24
- **Education:** B.A., Washington State University
- **Community involvement:**

Big Brothers Big Sisters of Central Iowa, Character Counts of Iowa, Variety Club.



JIM S. LANGIN
MUTUAL OF OMAHA BANK

- **Title:** Senior Vice President
- **Years in banking:** 22
- **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.



DENNIS HANSON
VALLEY BANK

- **Title:** Iowa Regional President
- **Years in banking:** 32
- **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.



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.



RAYMOND E. MEISTER
BANK IOWA

- **Title:** Regional President
- **Years in banking:** 33
- **Education:** B.S., Iowa State University; Graduate School of Banking, University of Wisconsin
- **Community involvement:**

Reciprocity Breakfast Club, Quail Valley 1 Condo Association Board, Iowa State University Alumni Association Finance Committee and Audit Committee, Greater Des Moines Habitat for Humanity, Greater Des Moines Rebuilding Together, St. Francis of Assisi Catholic Church, YESS Duck Derby, West Des Moines Girls Softball Association Board of Directors, Rotary Club, YMCA Board of Directors and Farm Management Consulting.

(continued on page 115)

(continued from page 114)



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 membership committee, youth sports coach.



DONALD B. NICKERSON
NORTHWEST BANK

- **Title:** President
- **Years in banking:** 28
- **Education:** Iowa State University

■ **Community involvement:** WDM Lions Club, Variety Club, WDM and Clive Chamber of Commerce and United Way.



DAVID RINGGENBERG
IOWA STATE BANK

- **Title:** President
- **Years in banking:** 35
- **Education:** B.S., South Dakota State

■ **Community involvement:** Greater Des Moines Partnership, Des Moines Development Corp., former Des Moines Christian School board member.



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. board.



JUSTINE PEEBLES
GREAT SOUTHERN BANK

- **Title:** Branch Manager
- **Years in banking:** 8
- **Education:** DMACC, University of Iowa

■ **Community involvement:** Everybody Wins Iowa volunteer, Youth Emergency Services and Shelter volunteer, American Heart Association Heart Ball co-chair, Wildwood Hills Ranch volunteer, March of Dimes fundraiser. Member of the West Des Moines Leadership Academy and the Phi Theta Kappa Honor Society.



ERIC T. WILSON
AMERICAN TRUST & SAVING BANK

- **Title:** President, Central Iowa Markets
- **Years in banking:** 17
- **Education:** B.A., Iowa State University; M.A., Asbury

■ **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.



DAVE NELSON
WEST BANK

- **Title:** Chairman & CEO
- **Years in banking:** 26
- **Education:** B.A. and MBA, Drake University

■ **Community involvement:** Mr. Nelson is an active participant in many community organizations. He currently serves on the Greater Des Moines Committee, Drake University National Advisory Council and the Iowa Bankers Association board.



SUKU RADIA
BANKERS TRUST

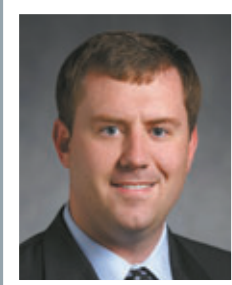
- **Title:** CEO and President
- **Years in banking:** 37
- **Education:** B.S., Iowa State University

■ **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.

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MORTGAGE LENDERS

(Ranked by total dollar volume closed in 2010)

Rank	Name Address Phone; Fax	Total Dollar Volume Closed in 2010*	# 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	Website Email
1	Wells Fargo Home Mortgage One Home Campus DM, IA 50328 515-213-4183	\$1.17 billion	7,234	\$162,217	1852	30%	N/A 20 Larry Goodell	Mike Heid	www.wellsfargo.com
2	Valley Bank 12257 University Ave. Clive, IA 50325 515-453-2265; FAX: 515-457-7837	\$402 million	2,626	\$153,000	1993	32% 2%	17 9 Gary Presnall	Gary Presnall Vicki Davis Jason Kaiman	www.bankatvalley.com
3	Bankers Trust 11111 University Ave. Clive, IA 50309 515-222-5886; FAX: 515-222-5885	\$224.51 million	1,264	\$177,618	1917	15% 7%	25 10 Yvonne Silvers	Suku Radia Don Coffin Kim Downing- Manning	BankersTrust.com
4	First American Bank Home Mortgage 12333 University Ave. Clive, IA 50325 515-440-6921; FAX: 515-440-6999	\$138.66 million	838	\$165,465	1934	40% 2%	12 14 Rex Rohrssen	Chuck Simmons	www.mortgage.bankfirstamerican.com chuck.simmons@bankfirstamerican.com
5	Northwest Bank 5700 University Ave., Ste. 100 WDM, IA 50266 515-974-4400; FAX: 515-974-4401	\$87 million	414	\$210,000	1988	4%	5 4 Carmen Davis	Donald B. Nickerson Ed Arndorfer Travis Simpson	www.bank-northwest.com dnickerson@bank-northwest.com
6	West Bank 1601 22nd St. WDM, IA 50266 515-222-2300; FAX: 515-222-2346	\$62.48 million	348	\$179,552	1893	3% 6.8%	8 5 James W. Glaser	Dave Nelson Doug Gulling Brad Winterbottom	www.westbankiowa.com info@westbankiowa.com
7	Earlham Savings Bank 7300 Lake Dr. WDM, IA 50266 515-223-4753; FAX: 515-225-3298	\$46 million	250	\$200,000	1931	1%	13 N/A Kenneth Flaherty	William W. Hunter James L. Adkins Noah Hunter	www.earlhambank.com ebank@earlhambank.com
8	Community State Bank 817 N. Ankeny Blvd. Ankeny, IA 50021 515-331-3100; FAX: 515-965-1739	\$37.15 million	235	\$158,085	1902	0%	7 3 Aletha Lenz Jennifer Staley	Cade Lindaman Erin Bearden	www.bankcsb.com clindaman@bankcsb.com
9	First Federal Savings Bank of Iowa 120 S. 68th St. WDM, IA 50266 515-226-0800; FAX: 515-224-9474	\$32.66 million	235	\$138,978	1954	0% 10%	3 5 Erik Oleson	David M. Bradley Thomas J. Hromatka Jane Funk	www.firstfederaliowa.com ruddyb@firstfederaliowa.com
10	Peoples Trust & Savings Bank 12701 University Ave. Clive, IA 50325 515-457-8880; FAX: 515-457-8889	\$21 million	120	\$175,000	1917	15% 0%	5 8 Jason Olson Todd Smith	Michael R. Segner Amanda Bryan Brent G. Johnson	www.ptsbank.com
11	Nationwide Advantage Mortgage Co. 1100 Locust St., Dept. 2009 DM, IA 50391 800-356-3442; FAX: 866-350-8894	\$20.21 million	146	\$138,429	1987	11.6% 0%	179 13 Brian Goetzinger	Paul H. Swan Deborah L. Iglehart Robert D. Sherwood	www.nationwideadvantagemortgage.com sherwor@nationwide.com
12	Neighborhood Finance Corp. 1912 Sixth Ave. DM, IA 50314 515-246-0010; FAX: 515-246-0112	\$13.59 million	204	\$66,631	1990	0% 0%	4 N/A N/A	Holly Olson Mark Alberico Patty Cook	www.neighborhoodfinance.org
13	Iowa State Bank 627 E. Locust St. DM, IA 50309 515-288-0111; FAX: 515-243-9838	\$12.4 million	140	\$88,581	1941	4% 0%	3 9 Richard Frye	John C. Burgeson Marsha Kephart David Riggenberg	www.iowastatebanks.com CASteen@iowastatebanks.com
14	Two Rivers Bank and Trust 4320 Westown Pkwy., Ste. 100 WDM, IA 50266 515-223-3500; FAX: 515-223-3517	\$7 million	40	\$175,000	2005	0.1% .13%	1 1 Brian G Jass	Brian G Jass	www.tworiversbank.com bjass@tworiversbank.com
	Bank of America Home Loans 1250 N.W. 128th St., Ste. 120 Clive, IA 50325 515-661-6938; FAX: 515-661-6916	N/A	N/A	N/A	1874	N/A%	1 N/A N/A	N/A	www.bankofamerica.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 lifelong 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 office 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 more than 30 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:** President, Wells Fargo Home Mortgage

■ **Education:** B.A., University of Wisconsin, Whitewater

■ **Finance background:** Heid has more than 25 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 and president in 2011. Heid is a CPA and member of the Mortgage Bankers Association.



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 Vision Bank.



BRIAN G. JASS **TWO RIVERS BANK AND TRUST**

■ **Title:** Assistant VP/Loan Officer

■ **Education:** B.A., Buena Vista University

■ **Finance background:** Brian has 20+ years experience in the banking industry, with 18 years in lending.



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 seven 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.



GARY PRESNALL **VALLEY BANK**

■ **Title:** President

■ **Education:** B.A., University of Northern Iowa

■ **Finance background:** Presnall has over 27 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 14 years.



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:** 26 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

(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	Website Email
1	Midwest Region Business Cent./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	http://www.principal.com/midwest/
2	Investment Advisors Corp. (Broker Dealer) 140 S. 68th St. WDM, IA 50266 515-727-6700; FAX: 515-727-6790	74 14	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	MassMutual Financial Group 1415 28th St., Ste 350 WDM, IA 50266 515-223-6277; FAX: 515-223-6560	53 10	15	1889	Sean R. Stevens	Life insurance, investment products, financial planning	www.massmutual.com seanstevens@financialguide.com
4	Morgan Stanley Smith Barney 801 Grand Ave., Ste. 3800 DM, IA 50309 515-288-6555; FAX: 515-224-5559	39 21	25	1873	James F. Willer Scott R. Frost	Wealth management, financial planning, investments	www.morganstanley.com; www.smithbarney.com
5	Central Financial Group 5959 Village View Dr., Ste. 200 WDM, IA 50266 515-457-1222; FAX: 515-457-1223	25 8	18	1986	Sonja Gonzalez Brad Whitman Merle Boeve	Full service insurance agency offering life insurance, investments, health and property casualty	www.centralfinancialgroup.com sgonzalez@centralfinancial.com
5	Wells Fargo Advisors 4344 Corporate Dr. WDM, IA 50266 515-254-9400; FAX: 515-254-2955	25 14	25	1980	Dave Jones Victoria Nelson Heather Johnson	Investment services	www.wfadvisors.com
6	RBC Wealth Management 1250 N.W. 128th St., Ste. 200 Clive, IA 50325 515-225-4500; FAX: 515-225-4550	24 12	25	1909	Kirk Abrahamson	Wealth management, retirement planning, estate planning	www.rbcwm-usa.com
6	Wells Fargo Advisors 666 Walnut St., N8200-02D DM, IA 50309 515-245-3202	24 16	20	1852	Terry Johnson Jeff Carpenter Joan Perry	Wealth management, financial planning, insurance investments and more	www.wellsfargo.com
7	Franke, Herr & Associates/Ameriprise Financial 2600 Westown Pkwy., Ste. 110 WDM, IA 50266 515-309-0043; FAX: 515-273-3199	20 7	20	1987	Deniz T. Franke Michael Franke Randy Herr	Complete investment & asset management, wealth management and estate planning	Deniz.T.Franke@ampf.com
8	Merrill Lynch 400 Locust St., Ste. 600 DM, IA 50309 515-245-8000	14 4	20	1950	David C. Blake	Wealth management, financial advisory	www.ml.com David_Blake@ml.com
8	Miles Capital, Inc. 1415 28th St., Ste. 200 WDM, IA 50266 515-453-8400	14 12	15	1982	David Miles Greg Boal Jake Anonson	Registered investment advisor offering a broad array of institutional asset management services	www.miles-capital.com info@miles-capital.com
8	US Bank NA - Private Client Group 520 Walnut St. DM, IA 50309 515-245-6221; FAX: 515-245-6363	14 4	17	1890	Debra Minkler Fred Linder Tim P. Heuss	We strive to help individuals and families build, manage, preserve and transfer their wealth	www.usbank.com
9	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
10	DeWaay Capital Management 13001 University Ave. Clive, IA 50325 515-224-9861; FAX: 515-224-0305	12 20	N/A	1987	Don DeWaay	Wealth management, estate & retirement planning, stock market alternatives, tax planning strategies	www.DeWaay.net info@dewaay.net
11	Foster Group Inc. 1001 Grand Ave. WDM, IA 50265 515-226-9000; FAX: 515-224-4970	11 15	22	1989	Reed Rinderknecht Kent Kramer Buck Olsen	Fee-only wealth consulting & portfolio management	www.fostergrp.com info@fostergrp.com
12	Bearence Management Group 1045 76th St., Ste. 4000 WDM, IA 50266 515-327-8450; FAX: 515-327-8457	10 2	18	2005	Tim Papadopoulos Paul Schulte	Investment management, wealth management, 401k, retirement planning and life insurance	www.bearence.com tarbuckle@bearence.com
13	VisionPoint 1601 West Lakes Pkwy., Ste. 200 WDM, IA 50266 515-224-4032; FAX: 515-224-0653	9 6	14	1981	James Mars	Financial planning, wealth management, investment strategies, and retirement plans	www.vpadvisor.com
14	Gremier Financial Group 4140 Grand Ave. DM, IA 50312 515-453-2222; FAX: 515-453-2225	8 12	N/A	1993	Mark Gremier John Gremier Jared Sutton	Financial planning, investment management, insurance, tax and estate planning strategies	www.gremierfinancial.com mark.gremier@ingfp.com
14	Jesse, Keeling & Associates 12247 Stratford Dr. Clive, IA 50325 515-453-9424; FAX: 515-453-9436	8 4	10	1990	Dave Jesse Rich Keeling	Financial planning, banking & cash management, insurance, investments, retirement planning	www.ameriprise.com
14	Raymond James & Associates 1601 West Lakes Pkwy., Ste. 210 WDM, IA 50266 515-226-7890; FAX: 515-440-0818	8 4	N/A	1998	Steve DeVenney Doug Northrop	Investment and financial services	www.raymondjames.com
15	Bankers Trust Wealth Management Group 453 7th St. DM, IA 50309 515-245-2800	7 11	23	2003	Scott Eltjes Chuck Leibold	Asset mgmt.; retirement plan svcs; estate & financial planning; trust & fiduciary svcs; SD trusts	www.btcwealthmanagement.com cleibold@bankerstrust.com
16	Gilbert & Cook Inc. 2670 106th St., Ste. 220 DM, IA 50322 515-270-6444; FAX: 515-270-6446	6 9	N/A	1993	Marlis Gilbert Linda Lundstrom Cook Chris C. Cook	Tailored strategies for complex wealth management issues	www.gilbertcook.com llcook@gilbertcook.com
16	HJN Advisors LLP 666 Grand Ave., Ste. 2400 DM, IA 50309 515-245-3840; FAX: 515-245-3738	6 1	22	2007	Ken Noyce Randall Hamilton Matt Juffer	Wealth management, financial planning, multi generation wealth advisors	http://www.hjnadvisors.com kjensen@hjnadvisors.com
17	Financial Partners Group 4400 Westown Pkwy., Ste. 301 WDM, IA 50266 515-223-9200; FAX: 515-223-3842	5 2	20	2002	Joel C. Magruder Kurt Maher Jason Kirke	Professional financial planning, retirement & income planning, financial education, retirement plans	www.financialpartnersgroup.net jmagruder@financialpartnersgroup.net
17	Syverson Strege & Company 4400 Westown Pkwy., Ste. 405 WDM, IA 50266 515-225-6000; FAX: 515-225-6888	5 12	25	1997	Johne Syverson David Strege	Fee-only financial planning firm offering retirement, estate, philanthropic & investment planning	www.onlyworkforyou.com
18	CAPTRUST Financial Advisors 3001 Westown Pkwy., Ste. 100 WDM, IA 50266 515-657-4100	4 2	N/A	1997	Jim Pierce Jean Duffy Andrew (AJ) Shimp	Retirement plan advisory services, private wealth management, non-qualified executive benefits	www.captrustadvisors.com
18	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	
18	The Bryton Cos. 1466 28th St., Ste. 100 WDM, IA 50266 515-223-1601; FAX: 515-223-9301	4 9	18	1987	David Creighton, Jr.	Life, health & disability insurance, annuities, 401(k), Medicare supplement	www.bryton.com dcreightonjr@bryton.com
19	Commodity Services Inc. 1901 N.W. 92nd Ct., Ste. B Clive, IA 50325 515-251-3100; FAX: 515-251-3133	3 2	25	1992	Ross Carstens	Commodity brokerage	www.commodityservices.com ross@commodityservices.com
19	Compass Financial Services 5015 Grand Ridge Dr., Ste. 200 WDM, IA 50265 515-327-1020; FAX: 515-440-1618	3 5	20	1997	Kurtis S. Pearson	Independent, fee-based firm offering custom-tailored plans and income-focused investment strategies	www.compassiowa.com

(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	Website Email
19	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
19	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 James Beu	Financial planning	www.plannersgroup.com
19	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
20	Agnew Mokosak Group 1025 Ashworth Rd., Ste. 180 WDM, IA 50265 515-223-5404; FAX: 515-223-5436	2 3	18	1990	Frank Mokosak	Preparation for and entry into retirement tax planning services available	www.agnewmokosak.com frank@agnewmokosak.com
20	Ameriprise Advisor Services Inc.* 1089 Jordan Creek Pkwy., Ste. 110 WDM, IA 50266 515-224-1700	2 1	17	1994	N/A	Financial services	
20	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	chartered@johnbadger.com
20	CSB Financial Advisors 817 N. Ankeny Blvd. Ankeny, IA 50023 515-252-1292; FAX: 515-964-1563	2 2	22	1999	Ken Wilson	Financial advisors in all 10 of our metro locations specializing in 401k rollovers and IRAs	www.bankcsb.com kwilson@bankcsb.com
20	McGladrey 400 Locust St., Ste. 640 DM, IA 50309 515-284-8660; FAX: 515-284-1545	2 2	15	1926	Rod Foster	Estate planning, tax, investment advisory, retirement planning, risk assessment, succession planning	www.mcgladrey.com rod.foster@mcgladrey.com
20	The Masters Group 1250 S.W. State St., Ste. E Ankeny, IA 50023 515-964-9671; FAX: 515-964-9672	2 2	20	1993	Tim Hawkins	Expertise in IRA/retirement plan distributions, comprehensive financial planning	www.mastersgroupinc.com
21	AO Wealth Advisory 245 N.E. Venture Dr. Waukee, IA 50263 515-224-7849	1 1	12	2010	Adam Obrecht	Our mission is to help clients maximize what they earn, invest wisely and give generously	www.aowealthadvisory.com aobrecht@aowealthadvisory.com
21	Heartland Investments & Insurance LLC 10546 Justin Dr. Urbandale, IA 50322 515-225-9995; FAX: 515-246-1329	1 2	28	2008	David R. Van Ahn	Specializing in employee benefits for those companies with 20 or less employees	www.heartland-insgroup.com dvanahn@heartland-insgroup.com
21	PCB Investment Center 5601 Merle Hay Rd. Johnston, IA 50131 515-278-6300; FAX: 515-278-6644	1 1	21	2002	Robert J. Miller Tom Miller Peter Way	Investments	www.polkcountybank.com pway@polkcountybank.com
21	Steele Capital Management 5550 Wild Rose Ln., #400 WDM, IA 50266 515-661-6261	1 1	N/A	1946	Marty Smith	Provides superior financial solutions to individuals, businesses and organizations	www.steelecapital.com marty@steelecapital.com
21	Wealth Enhancement Group 1055 Jordan Creek Pkwy., Ste. 224 WDM, IA 50266 515-224-1770	1 2	16	2007	Jim Sandager	Financial, estate & distribution planning, tax strategies, retirement plan consulting and insurance	www.wealthenhancement.com info@wealthenhancement.com
21	Wiley Financial 6165 N.W. 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

* 2011 Book of Lists information



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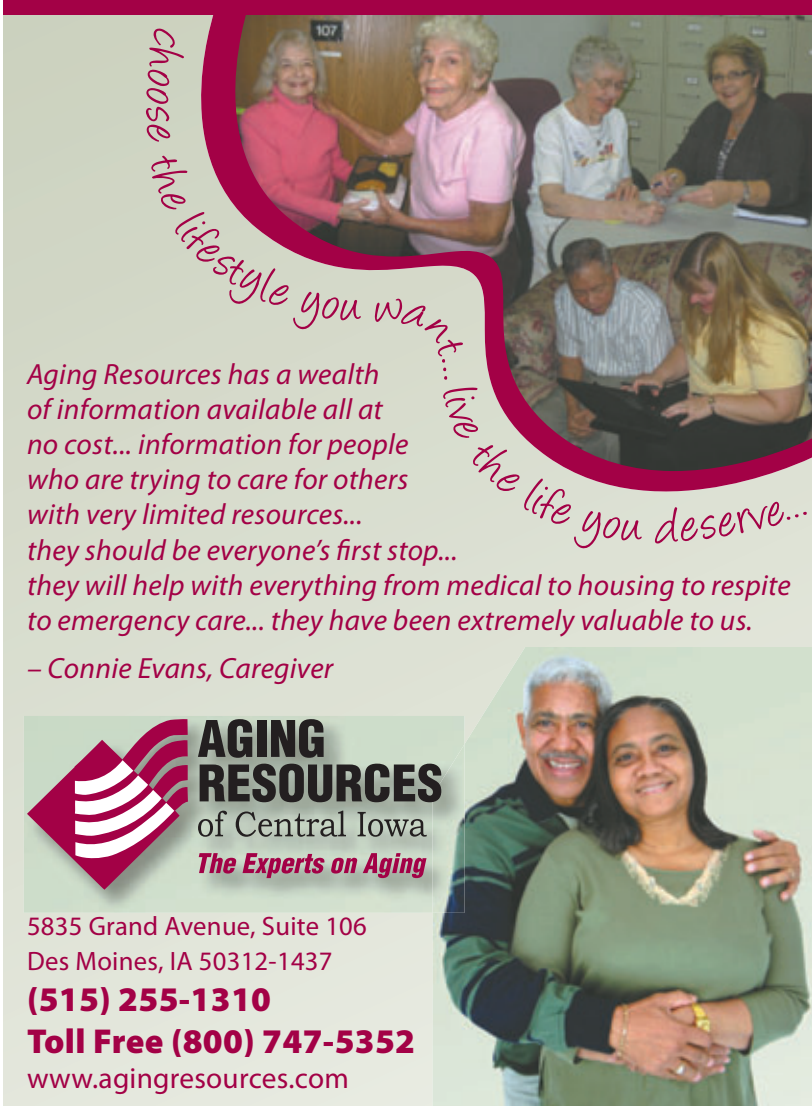
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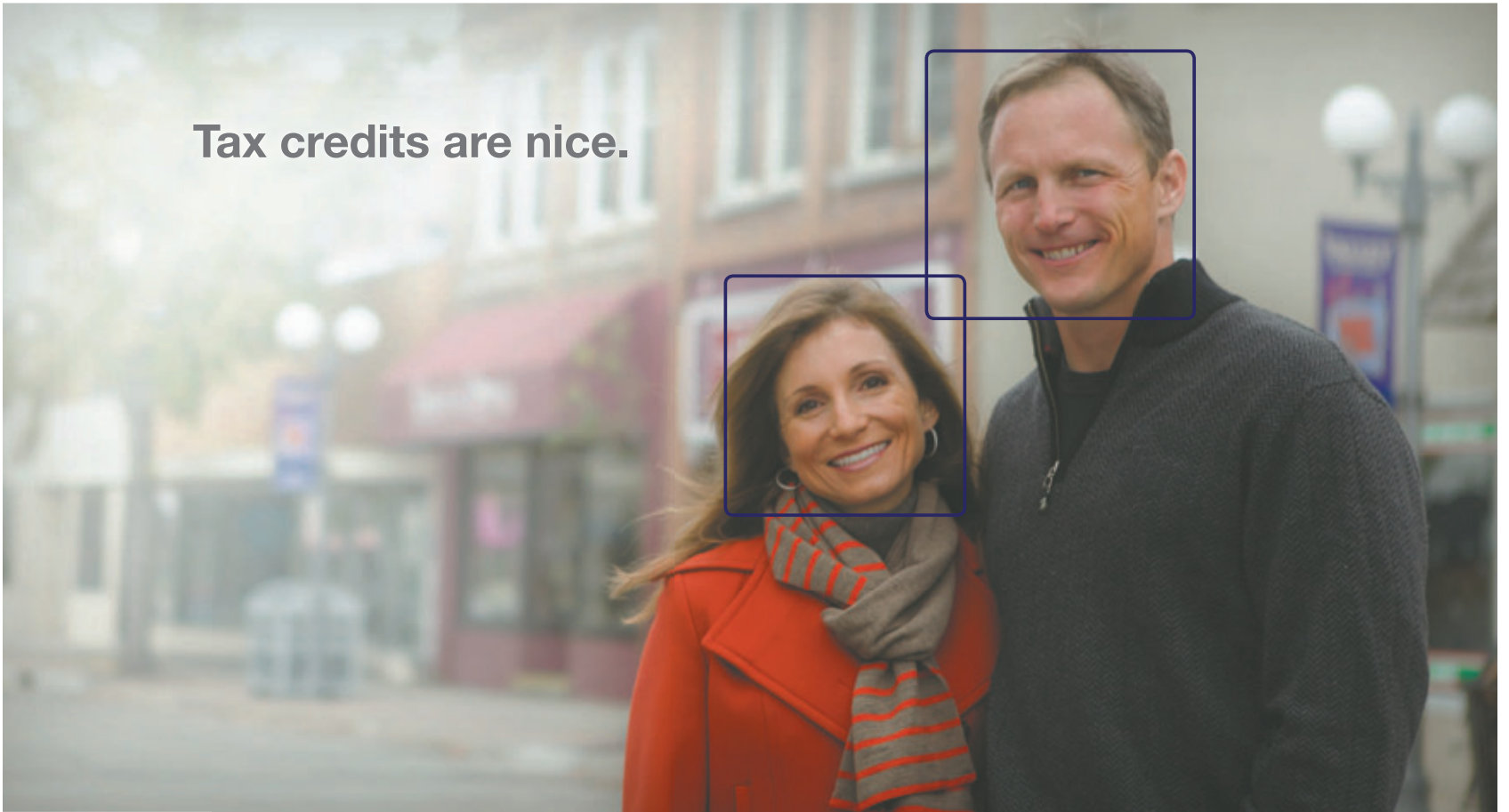
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LIFE INSURANCE COMPANIES

(Ranked by total assets for year ended 12/31/2010)

Rank	Name Address Phone; Fax	Total Assets*	Net Income (Loss)*	Premium & Annuity Considerations*	Net Capital Gains (Loss)	Capital & Surplus	Local FT Employees Year Incorp.	Types of Coverage Offered in Iowa	Top Local Executive Office/Purchasing Manager	Website Email
1	Principal Financial Group Inc. 711 High St. DM, IA 50392 515-247-5111; FAX: 515-246-5475	\$145.6 billion	\$666.3 million	\$2.3 billion	\$194.2 million	\$10 billion	6,547 1879	Life, disability, dental, vision	Larry Zimpleman Patti VanThomme	www.principal.com
2	Aviva USA 7700 Mills Civic Pkwy. WDM, IA 50266 515-342-3100; FAX: 877-733-8590	\$45.6 billion	\$106.1 million	\$6.5 billion	(\$91.4 million)	\$2 billion	1,300 1896	Individual life insurance, individual annuities	Chris J. Littlefield Rich Cohan Brenda Cushing	www.avivausa.com
3	American Equity Investment Life Holding Co. 6000 Westown Pkwy. WDM, IA 50266 515-221-0002; FAX: 515-221-9989	\$26.4 billion	\$42.9 million	\$4.2 billion	(\$141,000)	\$938 million	420 1995	Fixed annuities, fixed index annuities & life insurance	David J. Noble Wendy C. Waugaman John M. Matovina Linda Bennett	www.american-equity.com lmcquerrey@american-equity.com
4	EquiTrust Life Insurance Co. 5400 University Ave. WDM, IA 50266 877-249-3694; FAX: 515-453-3400	\$7.4 billion	\$37.8 million	\$392.4 million	\$21.6 million	\$451 million	1,057 1997	Annuities & life insurance	James E. Hohmann James P. Brannen Thomas L. May	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	\$6.6 billion	\$72.3 million	\$633.9 million	\$7.1 million	\$454 million	1,057 1945	Life insurance & annuities	James E. Hohmann James P. Brannen Richard J. Kypta	www.fbfs.com mainmail@fbfs.com
6	Homesteaders Life Co. 5700 Westown Pkwy. WDM, IA 50266 515-440-7777; FAX: 515-440-7690	\$1.9 billion	\$14 million	\$389.9 million	(\$468,184)	\$106 million	130 1906	Pre-need life insurance	Graham J. Cook Stephen R. Lang Karla Kramer	www.homesteaderslife.com 4preneed@homesteaderslife.com
7	EMC National Life Company 699 Walnut St., Ste. 1100 DM, IA 50309 515-237-2000; FAX: 515-237-2120	\$1 billion	\$12.5 million	\$125.2 million	\$36,279	\$76 million	79 1962	Individual life & annuities and worksite/group life	Bruce G. Kelley Eric J. Faust Keith R. Troester 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	\$537.8 million	\$32.6 million	\$362.8 million	(\$1.7 million)	\$265 million	350 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



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PROPERTY & CASUALTY INSURANCE COMPANIES

(Ranked by total assets for year ended 12/31/2010*)

Rank	Name Address Phone; Fax	Total Assets Year Ended 12/31/2010	Net Income	Net Premiums Written Premiums Earned	Local FT Employees Year Incorp.	Types of Coverage Offered	Top 3 Local Executives	Website Email
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	24 1882	Commercial, personal and specialty insurance	Richard D. Mauk	www.chubb.com
2	Nationwide Mutual Insurance Company and its Affiliated Property & Casualty Insurers 1100 Locust St. DM, IA 50391 515-508-3300; FAX: 515-508-4843	\$35 billion	\$702 million	\$14 million \$15 million	4,396 1909	Auto, home, life, mortgage, 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 Companies 717 Mulberry St. DM, IA 50309 515-280-2511; FAX: 515-345-2895	\$3 billion	\$140 million	\$1 billion \$1 billion	1,166 1911	All lines property/casualty insurance, commercial and personal	Bruce G. Kelley Ronald W. Jean Kevin Hovick	www.emcins.com marketing@emcins.com
5	Farm Bureau Property & Casualty Group 5400 University Ave. WDM, IA 50266 515-225-5400; FAX: 515-225-5604	\$2 billion	\$17 million	\$1 billion \$970 million	1,057 1939	Property/casualty insurance, business & personal lines	James E. Hohmann Daniel D. Pitcher 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	\$40 million	\$483 million \$491 million	460 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	\$938 million	\$128 million	\$677 million \$726 million	189 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	\$488 million	\$42 million	\$361 million \$361 million	205 1893	Crop insurance, reinsurance and farm property and casualty	Ronald P. Rutledge Darin L. Roggenburg Shannon D. Rutledge	www.fmh.com
9	IMT Insurance Group 4445 Corporate Dr. WDM, IA 50266 515-327-2777; FAX: 515-457-5657	\$246 million	(\$5 million)	\$129 million \$125 million	174 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



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Troy Boysen, Minneapolis Branch Underwriting
Connie Jarzynka, Omaha Branch Claims

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INSURANCE BROKERAGES & AGENCIES

(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	Website Email
1	Marsh U.S. Consumer 12421 Meredith Dr. Urbandale, IA 50398 515-365-6055	1,800 1998	Mark M. Poole	Life, P&C, auto, home	www.marshconsumer.com mark.poole@marshpm.com
2	GuideOne Insurance 1111 Ashworth Rd. WDM, IA 50265 1-877-448-4331	509 1947	Jim Wallace Scott Reddig Tom Farr	Churches, schools (K-12), higher education institutions, home care providers, senior living communities, auto, homeowners and renters	www.guideone.com
3	Holmes Murphy & Associates 3001 Westown Pkwy. WDM, IA 50266 515-223-6800; FAX: 515-223-6944	300 1932	Jim Swift Daniel Keough Craig Hansen	Property & casualty, employee benefits	www.holmesmurphy.com
4	Rain and Hail LLC 9200 Northpark Dr., Ste. 300 Johnston, IA 50131 515-559-1000; FAX: 515-559-1001	200 1981	Steve Harms Robert Haney	Property, casualty and crop insurance	www.RainHail.com
5	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	http://www.principal.com/midwest/
6	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
7	Reynolds & Reynolds Inc. 300 Walnut St., Ste. 200 DM, IA 50309 515-243-1724; FAX: 515-243-6664	58 1976	Stanley J. Reynolds J. Edgar Williamson Stephen C. Gooding	All lines of insurance	www.reynolds-reynolds.com info@reynolds-reynolds.com
8	Northwestern Mutual Financial Network 2300 128th St. DM, IA 50323 515-697-4600; FAX: 515-244-0835	50 1857	Keith Erhard	Life, disability, long-term care, annuities	www.erhardfinancial.nmfn.com
9	Bearence Management Group 1045 76th St., Ste. 4000 WDM, IA 50266 515-327-8450; FAX: 515-327-8457	45 2005	Tim Papadopoulos Paul Schulte	Employee benefits, property/casualty, retirement, continuation planning, consulting, HR outsourcing	www.bearence.com tarbuckle@bearence.com
10	Iowa Bankers Insurance & Services Inc. 8800 N.W. 62nd Ave. Johnston, IA 50131 515-286-4300; FAX: 515-280-4214	40 1971	Merritt D. Krause Dave Hughes Chad McEnroe	All lines of insurance	www.bankers-ins.com
10	Mercer 12421 Meredith Dr., #MHB Urbandale, IA 50398 800-686-1024; FAX: 515-365-6602	40 1871	James Green Chad Nicholl John Requist	Group medical, dental, life, short-term & long-term disability, vision, flex, retirement, communications and investment consulting	www.mercer.com
11	Truckers Insurance Associates Inc. 1280 Office Plaza Dr. WDM, IA 50266 515-276-7704; FAX: 515-276-1418	36 1943	Gary Albaugh Doug Wilson	Commercial auto, workers' compensation	www.truckers-insurance.com
12	Arthur J. Gallagher Risk Management Services Inc. 1415 28th St., Ste. 300 WDM, IA 50266 515-457-8849; FAX: 515-457-8964	31 1999	Mike McCoy Kent Rosenberg Al Mataloni	Commercial/personal lines, property casualty, benefits broker	www.ajg.com Kent_Rosenberg@ajg.com
13	The Dana Company 12345 University Ave., Ste. 300 DM, IA 50325 515-224-4391; FAX: 515-224-4955	28 1989	Dana C. Ramundt Cory Holland	All lines of insurance	www.thedanaco.com dramundt@thedanaco.com
14	Ahrold Fay Rosenberg Inc. 604 Locust St., Ste. 800 DM, IA 50309 515-309-6200; FAX: 515-309-6225	26 1932	John Ahrold John Fay Brook Rosenberg	Property casualty, surety bonds, employee benefits	www.afinsurance.com
15	Brokers Clearing House, Ltd. 4546 Corporate Dr., Ste. 155 WDM, IA 50266 515-223-9479	25 1975	Barbara Crowley	Life insurance, long term care insurance, annuities	www.bchlif.com
15	MassMutual Financial Group 1415 28th St., Ste. 350 WDM, IA 50265 515-223-6277; FAX: 515-223-6560	25 1889	Sean R. Stevens	Life, disability, annuities & long-term care insurance	www.massmutual.com seanstevens@finsvcs.com
15	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
15	Two Rivers Insurance Services 4500 Westown Pkwy., Ste. 277 WDM, IA 50266 515-327-2020; FAX: 515-327-2021	25 1862	Tim Brunkhorst Jeff Overton	Property & casualty, bonds, life, group health and employee benefits insurance (2 locations)	www.tworiversins.com
16	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, wellness plans, individual insurance benefits and personal planning	www.BenefitsSourceInc.com Jennifer@BenefitsSourceInc.com
17	Jester Insurance Services Inc. 303 Watson Powell Jr. Way DM, IA 50309 515-243-2707; FAX: 515-243-6862	15 1897	Robert E. Jester	Property, casualty, workers' comp., medical malpractice, D&O liability	
17	Professional Solutions Insurance Services 14001 University Ave. Clive, IA 50325 515-313-4502; FAX: 515-313-4472	15 2006	Rod Warren Joe Soda Barb Clark	Property/casualty insurance	www.psis-ins.com info@psis-ins.com
18	CSB Insurance Group Inc. 6175 Merle Hay Rd. Johnston, IA 50131 515-270-8487; FAX: 515-331-1855	11 1999	Alan Brazelton Paul Veatch Jackie Wicks	Personal, commercial, farm, life, schools & municipalities	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, medical	www.gallagherbenefits.com
19	AXA Advisors LLC 4401 Westown Pkwy., Ste. 300 WDM, IA 50266 515-225-1141; FAX: 515-225-7446	10 1902	Thomas D. Smith Karen Gjerde Roger Ruden	Life, annuities, long-term care, disability, fee-based planning, 401(k) plans, investments	www.greatplains.axa-advisors.com karen.gjerde@axa-advisors.com
19	Brooks-Lussem Insurance Inc. 10546 Justin Dr. Urbandale, IA 50322 515-243-4289; FAX: 515-246-1329	10 1939	Anthony Clem	Auto, home, business, life, health	www.brooks-lussem.com aclem@brooks-lussem.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	briandonaghy@dki-ins.com
19	Insurance Associates a Division of INSPRO Insurance 2501 Westown Pkwy., Ste. 1104 WDM, IA 50266 515-226-9565; FAX: 515-226-9443	10 1997	Neil Trout	Property & casualty, bonds, employee benefits	www.insproins.com ntrout@insproins.com
19	Miller Fidler & Hinke Insurance Agency, Inc. 1011 Grand Ave. WDM, IA 50265 515-223-3001; FAX: 515-987-1693	10 1979	Joey Hinke Dick Fidler	Commercial property & casualty, home & auto, life & health	www.millerfidlerandhinke.com jhinke@jhinke.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

(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	Website Email
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	Midwest Benefit Consultants Inc. 1331 Grand Ave. DM, IA 50309 515-376-5683	8 1967	George Hanna	Group life, disability, vision, voluntary, flexible benefits, worksite marketing and dental products	www.wellmark.com
22	Brown-McNerney-Johnson Insurance Agency 6150 Village View Dr., Ste. 100 WDM, IA 50266 515-270-6814; FAX: 515-270-1069	7 1933	Daryl R. Johnson	Commercial, auto, home, life, health	www.bmjinsurance.com daryljohnson@bmjinsurance.com
23	Aon Risk Solutions 2700 Westown Pkwy., Ste. 320 WDM, IA 50266 515-267-9101; FAX: 515-267-9045	6 1982	Ty Sleiter Jennifer Shanda	Commercial, P&C and employee benefits	www.aon.com
23	Benefit Resources of Iowa 8191 Birchwood Ct., Ste. E Johnston, IA 50131 515-334-0064; FAX: 515-334-0069	6 2005	Susan Pinckney	Employee benefits	www.briowa.com susie@briowa.com
23	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	6 1987	Deniz T. Franke Michael Franke Randy Herr	Life, accident, health	Deniz.T.Franke@ampf.com
23	Kingston Life & Health 1755 West Lakes Pkwy., Ste. C WDM, IA 50266 515-223-1114; FAX: 515-223-9994	6 2007	Timothy R. Johnston	Self-funded Stop Loss Insurance, Fully Insured Group and Individual Health, Dental, Life, Disability, LTC, Travel Accident, Financial Services	www.kingstonlifeandhealth.com timothy@kingstonlifeandhealth.com
24	David P. Lind & Associates LC 1350 N.W. 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	Summit Structured Settlements 755 S.E. Frontier, Ste. 101 Waukee, IA 50263 515-987-6888; FAX: 515-987-6999	4 1988	Stan K. Harlan Chris M. Harlan	Structured settlement annuities	www.summitsettlements.com
26	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
26	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
26	Hays Companies 666 Grand Ave., Ste. 1717 DM, IA 50309 515-802-3030; FAX: 515-802-3032	3 1994	Steven E. Verbeski	Property & casualty	www.hayscompanies.com
26	Taylor Benefits Inc. 1701 48th St., Ste. 102 WDM, IA 50266 515-225-3600; FAX: 515-225-0400	3 1996	Layne Taylor	Employee benefits	www.taylorbenefits.com ltaylor@taylorbenefits.com

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WHO'S WHO IN INSURANCE

Brokers Clearing House Ltd.



The West Des Moines Brokers Clearing House, Ltd. team led by President & CEO Barbara Crowley

*BCH has
big company
leverage
with small
company
accessibility*



■ Describe your firm's services?

BCH markets the top insurance carriers with dynamic products for life insurance, home health care and facility coverage, disability income and annuities. From the simplest income replacement sale to complicated business and estate planning issues, our team makes it easy for advisors to present objective professional solutions to their clients.

■ How do you offer your clients value?

Because professionals that work with BCH have choices, it is incumbent upon

BCH to earn their trust, confidence, and business every day. We have big company leverage with significant clout as a founding partner of a large national marketing organization. Because we are local to Iowa we have small company accessibility. We bring state of the art service, sales tools and support, advanced marketing specialists, product experts and nationally recognized underwriting expertise.

■ What kind of business can utilize services at your company?

We work with a wide array of professionals. Those involved with protecting clients' income, wealth and

retirement planning are well served at BCH. We work with independent investment advisors, insurance agents (both career and independent), property and casualty firms, banks, broker dealers, CPA's, and estate planning attorneys.

■ What's the best piece of advice you offer your clients?

Let us navigate the processes for you so your business is more profitable. Nearly every business in America has recognized the value of outsourcing. Your time is valuable and better spent working with your own clients. Let BCH do the work we have specialized in for over 30 years.

4546 Corporate Drive, Suite 155, West Des Moines, IA 50266 | 515-223-9479/ 800-247-5340
Fax: 515-224-5948 | www.bchlife.com | bch@bchlife.com



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
NATIONWIDE
and its Affiliated Property & Casualty Insurers

- **Title:** President, COO Allied Insurance, Commercial and Specialty Operations
- **Education:** A graduate of the University of Nebraska, Kim received a bachelor of science degree in mathematics and economics.

■ **Insurance Background:** Kim holds the Chartered Property Casualty Underwriter designation and serves as a board member of the National Association of Mutual Insurance Companies (NAMIC).



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 & Federation of Iowa Insurers.



STEVE HARMS
AGRI GENERAL INSURANCE CO.

- **Title:** Chairman of the Board
- **Education:** B.A., Upper Iowa University
- **Insurance Background:** Harms joined Rain and Hail in 1976 as a field supervisor. He also served as chairman of the 2009 National Crop Insurance Services and serves on the Board of American Association of Crop Insurers.



JAMES E. HOHMANN
FBL FINANCIAL GROUP, INC.

- **Title:** CEO of FBL Financial Group
- **Education:** B.S., Northwestern University; M.B.A., University of Chicago
- **Insurance Background:** Hohmann, an actuary, became CEO of FBL in 2009, bringing 30-plus years of financial services experience. He serves on the boards of Greater Des Moines Partnership, Bankers Trust, PCIAA and Omni Youth Services.



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. Held various management titles within the marketing and R&D departments. Named ass't. VP in 1991. Progressed as VP, executive VP, COO and ultimately, president & CEO in 2004.



BRUCE G. KELLEY
EMC INSURANCE COMPANIES

- **Title:** President and CEO
- **Education:** A.B., Dartmouth College; J.D., University of Iowa
- **Insurance Background:** Mr. Kelley is president and chief executive officer of EMC National Life Company, EMC Insurance Group, Inc. and Employers Mutual since 1992. He has been employed by Employers Mutual since 1985.



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:** Drake University
- **Insurance Background:** Rutledge joined FMH in 1981 in the IS department and has held CIO and COO positions prior to president & CEO. He is the fourth generation of his family to hold the top position at the company founded by his great grandfather.



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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PROFESSIONAL ASSOCIATIONS

(Listed alphabetically)

Name Address Phone; Fax	Executive Director # of Members	Website Email
Agribusiness Association of Iowa 900 Des Moines St. DM, IA 50309 515-262-8323; FAX: 515-262-8960	Jeff Schnell 1,200	www.agribiz.org
American Council of Engineering Cos. of Iowa 100 Court Ave., Ste. 203 DM, IA 50309 515-284-7055; FAX: 515-284-7301	David Scott 60	www.iaengr.org info@cec-iowa.org
American Water Works Assn. - Iowa Section 100 Court Ave., Ste. 203 DM, IA 50309 515-283-2169; FAX: 515-284-7301	David Scott 700	www.ia-awwa.org info@awwa-ia.org
Association of Fundraising Professionals - Central IA Chapter 1255 S.W. Prairie Trail Pkwy. Ankeny, IA 50023 515-243-1558; FAX: 515-243-2049	Molly Lopez 120	afp@aml.org
Better Business Bureau 505 Fifth Ave., Ste. 950 DM, IA 50309 515-243-8137; FAX: 515-243-2227	Chris Coleman 3,275	iowa.bbb.org info@dm.bbb.org
Des Moines Area Association of Realtors 1370 N.W. 114th St., Ste. 100 Clive, IA 50325 515-453-1064; FAX: 515-453-8595	Cindy Pelz 1,500	www.dmaar.com
Greater Des Moines Committee on Foreign Relations 525 S.W. 5th St., Ste. A DM, IA 50309 515-282-8192; FAX: 515-282-9117	Richard Goodson 30	www.dmcrf.com
Iowa Academy of Family Physicians 100 E. Grand Ave., Ste. 170 DM, IA 50309 515-283-9370; FAX: 515-283-9372	Pam Williams 1,800	www.iaafp.org kcox@iaafp.org
Iowa Asian Alliance 525 S.W. 5th St., Ste. A DM, IA 50309 515-282-8192; FAX: 515-282-9117	Kate Banasiak 300	www.iowaasianalliance.com
Iowa Association for Justice 505 Fifth Ave., Ste. 630 DM, IA 50309 515-280-7366; FAX: 515-280-3745	Brad Lint 750	www.iowajustice.org info@iowajustice.org
Iowa Association of Business & Industry (ABI) 400 East Court Ave., Ste. 100 DM, IA 50309 515-280-8000; FAX: 515-244-8907	Michael Ralston 1,400	www.iowaabi.org mralston@iowaabi.org
Iowa Association of Realtors 1370 N.W. 114th St. Clive, IA 50325 515-453-1064; FAX: 515-453-1070	Dave Bert 7,000	www.iowarealtors.com
Iowa Association of School Boards 6000 Grand Ave. DM, IA 50312 515-288-1991; FAX: 515-243-4992	Thomas J. Downs 348	www.ia-sb.org mkline@ia-sb.org
Iowa Chiropractic Society 100 E. Grand Ave., Ste. 240 DM, IA 50309 515-867-2800; FAX: 515-963-9361	Daniel Garrett 823	www.iowadcs.org
Iowa Corn Growers Association 5505 N.W. 88th St., Ste. 100 Johnston, IA 50131 515-225-9242; FAX: 515-225-0781	Craig Floss 6,000	www.iowacorn.org corninfo@iowacorn.org
Iowa Dental Association 5530 West Pkwy., Ste. 100 Johnston, IA 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, IA 50309 515-284-7055; FAX: 515-284-7301	David Scott 470	www.iaengr.org info@iaengrsoc.org
Iowa Farm Bureau 5400 University Ave. WDM, IA 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, IA 50266 515-270-0130; FAX: 515-270-1569	Suzanne Gebel 745	www.iafda.org
Iowa Good Roads Association 100 Court Ave., Ste. 203 DM, IA 50309 515-284-7410; FAX: 515-284-7301	David Scott 300	info@igra.org
Iowa Grocery Industry Association 2540 106th St., Ste. 102 DM, IA 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, IA 50265 515-223-1401; FAX: 515-223-0590	Mike Abrams 5,600	www.iowamedical.org
Iowa Nurses Association 2400 86th St., Ste 32 Urbandale, IA 50322 515-225-0495	Linda Goeldner 875	www.iowanurses.org info@iowanurses.org
Iowa One Call 9001 Hickman Rd., Ste. 220 DM, IA 50322 515-278-8700; FAX: 515-278-0245	Craig D. Walter 1,400	www.iowaonecall.com onecall@iowaonecall.com
Iowa Pharmacy Association 8515 Douglas Ave., Ste. 16 DM, IA 50322 515-270-0713; FAX: 515-270-2979	Kate Gainer 1,800	www.iarx.org

Name Address Phone; Fax	Executive Director # of Members	Website Email
Iowa Physician Assistant Society 525 S.W. 5th St., Ste. A DM, IA 50309 515-282-8192	Stacey Manderscheid 434	www.iapasociety.org
Iowa Podiatric Medical Society 525 S.W. 5th St., Ste. A DM, IA 50309 515-282-8192	Kevin Kruse 155	
Iowa Pork Producers Association 1636 N.W. 114th St. Clive, IA 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, IA 50322 515-276-1454; FAX: 515-276-3660	Jessica Dunker 650	www.restaurantiowa.com
Iowa Rural Health Association 525 S.W. 5th St., Ste. A DM, IA 50309 515-282-8192	Melissa Primus 120	www.iaruralhealth.org
Iowa Society of Anesthesiologists 525 S.W. 5th St., Ste. A DM, IA 50309 515-282-8192	Kevin Kruse 393	www.iasocanes.org
Iowa Society of Association Executives 100 Court Ave., Ste. 203 DM, IA 50309 515-284-7055; FAX: 515-225-6363	David Scott 300	www.iowasae.org admin@iowasae.org
Iowa Society of Certified Public Accountants 950 Office Park Rd., Ste. 300 WDM, IA 50265 515-223-8161; FAX: 515-223-7347	Stanton G. Bonta 4,380	www.iacpa.org iacpa@iacpa.org
Iowa Speech-Hearing Language Association 525 S.W. 5th St., Ste. A DM, IA 50309 515-282-8192	Melissa Primus 400	www.isha.org
Iowa State Education Association 777 Third St. DM, IA 50309 515-471-8000; FAX: 515-471-8017	Chris Bern 34,000	www.isea.org
Iowa Taxpayers Association 1255 S.W. Prairie Trail Pkwy. Ankeny, IA 50023 515-243-0300; FAX: 515-243-2049	165	www.iowataxpayers.org staff@iowataxpayers.org
Iowa Veterinary Medical Association 1605 North Ankeny Blvd., Ste. 110 Ankeny, IA 50023 515-965-9237; FAX: 515-965-9239	Dr. Tom Johnson 1,500	www.iowavma.org ivma@iowavmg.org
Master Builders of Iowa 221 Park St. DM, IA 50309 515-288-8904; FAX: 515-288-2617	Scott Norvell 2,500	www.mbionline.com info@mbionline.com
NAMI Iowa (National Alliance on Mental Illness) 5911 Meredith Dr., Ste. E DM, IA 50322 515-254-0417; FAX: 515-254-1103	Nancy Hale 1,000	www.namiowa.org namiowa@mchsi.com
National Federation of Independent Business - Iowa* 200 E. Grand Ave., Ste. 390 DM, IA 50309 515-243-4723; FAX: 515-244-8143	Andy Warren 8,000	www.nfib.com
National Pork Board 1776 N.W. 114th Ave. DM, IA 50325 515-223-2600; FAX: 515-223-2646	Chris Novak 65,000	www.pork.org lgarner@pork.org
Plumbing Heating and Cooling Contractors of Iowa 525 S.W. 5th St., Ste. A DM, IA 50309 515-282-8192	Kevin Kruse 146	www.phccia.org
Polk County Medical Society 1520 High St. DM, IA 50309 515-288-0172; FAX: 515-288-0173	Kathie J. Lyman 1,242	www.pcms.org kilyman@pcms.org
Polk Des Moines Taxpayers Association 400 East Court Ave., Ste. 114 DM, IA 50309 515-288-3328	Gretchen Tegeler 50	www.polkdesmoimestaxpayers.org
Professional Developers of Iowa (PDI) 1255 S.W. Prairie Trail Pkwy. Ankeny, IA 50023 515-243-4585; FAX: 515-243-2049	Lynn M. Harkin 320	www.pdiowa.com director@pdiowa.com
School Administrators of Iowa 12199 Stratford Dr. Clive, IA 50325 515-267-1115; FAX: 515-267-1066	Dan Smith 1,911	www.sai-iowa.org
Society of Financial Service Professionals - Central Iowa Chapter 18630 45th Ave. New Virginia, IA 50210 515-321-7355	Kathy Mountain 120	www.sfsp.net/centraliowa fsfexec@netins.net
Society of Land Surveyors of Iowa 100 Court Ave., Ste. 203 DM, IA 50309 515-284-7055; FAX: 515-284-7301	David Scott 460	www.slsi.org info@slsi.org
Soil & Water Conservation Society 945 S.W. Ankeny Rd. Ankeny, IA 50023 515-289-2331; FAX: 515-289-1227	Jim Gulliford 5,000	www.swcs.org
The Iowa State Bar Association 625 E. Court Ave. DM, IA 50309 515-243-3179; FAX: 515-243-2511	Dwight L. Dinkla 8,000	www.iowabar.org

* 2011 Book of Lists information

BUSINESS ORGANIZATIONS

(Ranked by number of members)

Rank	Phone	No. Members	Meeting Schedule	Meeting Location	Contact Person Phone	Website Email
1	Ankeny Area Chamber of Commerce	840	Varies	Ankeny Area Chamber of Commerce	Julie Cooper 515-964-0685	www.ankenys.org jcooper@ankenys.org
2	West Des Moines Chamber of Commerce	651	11:30, 2nd Thursday of the month	DSM Golf & Country Club	Chris Voggesser 515-225-6099	www.wdmchamber.org info@wdmchamber.org
3	Urbandale Chamber of Commerce	600	11:30 a.m., 3rd Wednesday of the month	Varies	Tiffany Menke 515-331-6855	www.uniquelyurbandale.com info@urbandalechamber.com
4	Altoona Area Chamber of Commerce	400	11:30 a.m., 3rd Tuesday of the month	Fireside Grill	Melissa Horton 515-967-3366	www.altoonachamber.org altoona2@netins.net
5	Rotary Club of Des Moines	330	11:45 a.m. Thursdays	Wakonda Club	Kitte Noble 515-244-6028	www.rotaryclubofdesmoines.org info@rotaryclubofdesmoines.org
6	East Des Moines Chamber of Commerce	276	Varies	Varies	Sadie Trytten 515-283-9312	www.edmsdmchambers.org info@edmsdmchambers.org
6	South Des Moines Chamber of Commerce	276	Varies	Varies	Sadie Trytten 515-283-9312	www.edmsdmchambers.org info@edmsdmchambers.org
7	Indianola Chamber of Commerce	270	12 noon, 3rd Thursday of the month	Varies	Denise Day 515-961-6269	www.indianolachamber.com chamber@indianolachamber.com
8	Johnston Chamber of Commerce	250	11:45 a.m., 4th Thursday of the month	Varies	Heather Goodwin 515-276-9064	www.johnstonchamber.com heather@johnstonchamber.com
8	Waukee Area Chamber of Commerce	250	11:30 a.m., 3rd Thursday of the month	The Village at Legacy Pointe	Melinda Behn 515-978-7115	www.waukeechamber.com mbehn@waukeechamber.com
9	Pleasant Hill Chamber of Commerce	204	11:30 a.m., 2nd and 4th Thursdays (not Nov. & Dec.)	Varies	Cathy Jensen 515-261-0466	www.pleasanthillchamber.org phillchamber@qwestoffice.net
10	Grimes Chamber & Economic Development	185	11:30 a.m., 2nd Wednesday of the month	Special Olympics of Iowa (w/ exceptions)	Brian Bueth 515-986-5770	www.grimesiowa.com brianb@ci.grimes.ia.us
11	Des Moines Downtown Chamber of Commerce	150	2nd Tuesday of the month	Varies	Jennifer Chittenden 515-419-3094	www.desmoinesdowntownchamber.com Director@DesMoinesDowntownChamber.com
12	Rotary Club of Des Moines, A.M.	142	7 a.m. Fridays	Wakonda Club	Rowena Crosbie 515-221-2318	www.rotaryclubofdmam.com rcrosbie@tero.com
13	Clive Chamber of Commerce	125	Second Tuesday of each month at 4 p.m.	Varies	Kristy Greening 515-222-5295	www.clivechamber.org kgreening@clivechamber.org
13	Norwalk Area Chamber of Commerce	125	11:45 a.m., 2nd Thursday of the month	Chamber Board Room	Deb Mineart 515-981-0619	www.norwalkchamber.org norwalkchamber@msn.com
14	Carlisle Chamber of Commerce	90	Noon, 2nd Tuesday of the month	Varies	Ethel Lee 515-402-1008	www.carlislechamber.org elee@carlislechamber.org
15	Rotary Club of West Des Moines	75	Noon Tuesdays	DSM Golf & Country Club	Todd Wishman N/A	www.wdmrotary.org twishman@bankerstrust.com
16	Rotary Club of Ankeny	68	11:45 a.m. Tuesdays	Ankeny Golf & Country Club	David Mercer N/A	www.ankenynrotary.org
17	Bondurant Chamber of Commerce	65	8 a.m., 2nd Tuesday of the month	Bondurant City Center	Molly Suarez 515-771-8316	www.bondurantchamber.com info@bondurantchamber.com
18	Rotary Club of Waukee	62	6:45 a.m. Thursdays	DSM Golf & Country Club	Jim Strauss N/A	www.waukee Rotary.org
19	Alianza: Latino Business Association	55	Events vary - see website for details	Varies	Micah Keil 515-864-6277	www.alianza-lba.org president@alianza-lba.org
19	Greater Des Moines Leadership Institute	55	Every other Thursday (June to Sept.)	Varies	Rebecca Batcheller 515-286-4980	www.gdmli.com rbatcheller@gdmli.com
20	Rotary Club of Greater Des Moines	51	5:30 - 7:00 p.m. Wednesdays	West Des Moines Marriott	Rita Perea 515-577-5666	http://www.greaterdsmrotary.org/ Rita@RitaPerea.com
21	Rotary Club of Johnston*	50	7 a.m. Tuesdays	Hyperion Club	Steve Weineke N/A	www.johnstonrotary.com johnstonrotary@gmail.com
21	Rotary Club of Northwest Des Moines	50	11:45 a.m. Fridays	Urbandale Golf & Country Club	Wanda Armstrong N/A	www.clubrunner.ca/northwestdesmoines wwilsonod@aol.com
22	Windsor Heights Chamber of Commerce	48	Noon, 3rd Tuesday of every other month	Varies	Barb Niccum 515-279-3662	www.windsorheightschamber.com windsorheightschamber@live.com
23	Polk City Chamber of Commerce	47	11:30 a.m., 2nd Wednesday of the month	Varies	John Calhoun 515-402-5427	www.polkcitychamber.com info@polkcitychamber.com
24	East Polk Rotary	40	7 a.m. Wednesdays	Prairie Meadows A.J.'s Steakhouse	Eric Borseth N/A	www.eastpolkrotary.org
25	African American Business Association	27	6:30 p.m., 3rd Wednesday of the month	Varies	Isaiah McGee N/A	www.aabaofdesmoines.org info@aabaofdesmoines.org
26	Des Moines West Side Chamber of Commerce	25	Varies	Varies	Rebecca Batcheller 515-286-4980	www.desmoineswestsidechamber.org info@desmoineswestsidechamber.org
	Rotary Club of Indianola	N/A	Noon Fridays	Indianola Golf & Country Club	Terry Pauling N/A	www.indianolarotary.org Terry@PeoplesCompany.com

* 2011 Book of Lists information

LARGEST EMPLOYERS (NON-GOVERNMENT)

(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	Website Email
1	Wells Fargo & Co. 666 Walnut St. DM, IA 50309 515-245-3131	12,900 1852	N/A	Scott Johnson Mike McCoy Mike Heid	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	6,900 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	6,547 1879	Patti VanThomme	Larry Zimpleman	Retirement and global asset management leader	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	4,505 1901	Kara Dunham	Eric Crowell David Stark Dr. Steve Stephenson	Health care	www.iowahealth.org webquestions@ihs.org
5	Nationwide Mutual Insurance Company and its Affiliated Property & Casualty Insurers 1100 Locust St. DM, IA 50391 515-508-3300; FAX: 515-508-4843	4,396 1909	N/A	W. Kim Austen Gary Douglas Paul H. Swan	Insurance	www.Nationwide.com
6	Pioneer Hi-Bred 7000 N.W. 62nd Ave. Johnston, IA 50131 515-270-3200; FAX: 515-334-4415	3,166 1926	N/A	Paul Schickler	Crop inputs for worldwide agribusiness	www.pioneer.com
7	Hy-Vee Inc. 5820 Westown Pkwy. WDM, IA 50266 515-267-2800; FAX: 515-559-2401	2,200 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
8	John Deere Des Moines Works 825 S.W. Irvinedale Dr. Ankeny, IA 50023 515-289-1350	1,900 1947	N/A	John Teeple	Agricultural equipment	www.johndeere.com
9	Kum & Go 6400 Westown Pkwy. WDM, IA 50266 515-457-6000	1,820 1959	N/A	Kyle J. Krause	Convenience store chain	www.kumandgo.com
10	Wellmark Inc. 1331 Grand Ave. WDM, IA 50309 515-376-4870	1,580 1939	Denise Waltz	John D. Forsyth	Health insurance, Medicare PDP/PPO, Medicare supplement, dental insurance, flex benefits, HSAs/HRAs	www.wellmark.com greenecm@wellmark.com
11	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
12	Aviva USA 7700 Mills Civic Pkwy. WDM, IA 50266 515-342-3100; FAX: 877-733-8590	1,300 1896	N/A	Chris J. Littlefield Rich Cohan Brenda Cushing	Indexed life insurance and indexed annuities	www.avivausa.com
13	EMC Insurance Companies 717 Mulberry St. DM, IA 50309 515-280-2511; FAX: 515-345-2895	1,166 1911	Robert L. Link	Bruce G. Kelley Ronald W. Jean Kevin Hovick	All lines property/casualty insurance, business and personal	www.emcins.com marketing@emcins.com
14	CDS Global 1901 Bell Ave. DM, IA 50315 515-247-7500; FAX: 515-246-6700	1,100 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
14	CenturyLink 925 High St., 9S9 DM, IA 50309 515-286-8121; FAX: 515-286-8007	1,100 1874	Connie Marturello	Tim White Cindy Carter Michael Sadler	Telecommunications, broadband	www.centurylink.com michael.sadler@centurylink.com
15	FBL Financial Group, Inc. 5400 University Ave. WDM, IA 50266 515-225-5400	1,057 1939	N/A	James E. Hohmann James P. Brannen	Insurance & investments	www.fblfinancial.com mainmail@fblfinancial.com
16	Casey's General Stores Inc. One S.E. Convenience Blvd. Ankeny, IA 50021 515-965-6100; FAX: 515-963-3845	1,050 1967	N/A	Robert J. Myers Terry W. Handley William J. Walljasper	Gasoline, prepared food, fountain items, groceries & other merchandise	www.caseys.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	Media and marketing company	www.meredith.com
18	Prairie Meadows Racetrack & Casino 1 Prairie Meadows Dr., I-80 Exit 142 Altoona, IA 50009 515-967-1000; FAX: 515-967-1312	973 1989	Kelly Green	Gary Palmer Brian Wessels Ann Atkin	24-hour casino, live horse racing, entertainment, dining and new hotel opening in April 2012	www.prairiemeadows.com
19	MidAmerican Energy Co. 666 Grand Ave. DM, IA 50309 515-242-4300; FAX: 515-242-4236	953 1884	N/A	Bill Fehrman	Energy & complementary services	www.midamericanenergy.com info@midamerican.com
20	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
20	Drake University 2507 University Ave. DM, IA 50311 515-271-2011; FAX: 515-271-4169	900 1881	N/A	David Maxwell Victoria Payseur	Higher education	www.drake.edu
21	Ultimate Nursing Services 6750 Westown Pkwy., #115A WDM, IA 50266 515-280-2160; FAX: 515-225-4044	672 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
22	DeeZee Manufacturing* 1572 N.E. 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
23	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
23	The Wittern Group Inc. 8040 University Blvd. Clive, IA 50325 515-274-3641; FAX: 515-274-4228	550 1931	N/A	Art Wittern Heidi Chico John Bruntz	Automated dispensing and controlled access equipment manufacture and design	www.wittern.com contact@wittern.com
24	Pine Ridge Farms LLC 1800 Maury St. DM, IA 50317 515-266-4100; FAX: 515-266-9889	540 2004	Chris Blumenstein	John Stadler Justin Hanlon Ben Coult	Pork products	www.pineridgefarmspork.com
25	Universal Pediatric Services 6750 Westown Pkwy., Ste. 115 WDM, IA 50266 515-280-2160; FAX: 515-225-4044	520 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
26	Titan Tire Corp. 2345 E. Market St. DM, IA 50317 515-265-9200; FAX: 515-265-9301	500 1994	Jeff Gilbert	Maurice M. Taylor William E. Campbell Jim J. Allen	Manufacture of ag and off road tires, brakes and actuators	www.titan-intl.com sales@titan-intl.com

* 2011 Book of Lists information

(continued on page 132)

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	Website Email
27	GuideOne Insurance 1111 Ashworth Rd. WDM, IA 50265 515-267-5437; FAX: 515-267-2250	460 1947	Charity Wyant	Jim Wallace Scott Reddig Tom Farr	Church, faith-based school and college, senior living community, auto, home and life insurance	www.guideone.com mstoneall@guideone.com
28	The Waldinger Corporation 2601 Bell Ave. DM, IA 50321 515-284-1911; FAX: 515-323-5150	420 1906	N/A	Tom Koehn	Full-service mechanical, sheet metal and electrical contractor	www.waldinger.com wendy.gray@waldinger.com
29	Des Moines Register & Tribune 715 Locust St. DM, IA 50309 515-284-8000; FAX: 515-284-8287	413 1849	Valerie Touzani	Laura Hollingsworth Susan Patterson Plank Rick Green	Newspaper publishing	www.desmoinesregister.com
30	Engine Components 811 Fourth St. WDM, IA 50265 515-274-1561; FAX: 515-271-7201	400 1946	N/A	Daphne Salletti Jeff Hurst Kevin Gordon	Turbine engine fuel delivery systems	www.goodrich.com
30	Tone's Spices, a division of ACH Food Co. Inc. 2301 S.E. Tone's Dr. Ankeny, IA 50021 515-965-2711; FAX: 515-965-2802	400 1873	N/A	Doug Aldridge Bill Nelson	Spices, herbs, seasonings, dry mixes	www.spiceadvice.com
31	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, dips	www.aedairy.com aedairy@aedairy.com
32	American Republic Insurance Co. 601 Sixth Ave. DM, IA 50344 515-245-2000; FAX: 515-245-2305	315 1929	Mary Garnas	Michael Abbott	Affordable health insurance plans for individuals, families and small businesses	www.americanrepublic.com
33	Lutheran Services in Iowa (LSI) 3125 Cottage Grove Ave. DM, IA 50311 515-274-4946	188 1864	Marcie James	Doug Johnson	Human services - child, adult, family, mental health, disability & refugee services, home health	www.LSIowa.org LSI@LSIowa.org

PUBLICLY HELD COMPANIES

(Listed alphabetically)

Name Address Phone; Fax	Local FT Employees	Year Est.	2010 Revenues	% Common Stock Controlled by Officers	# of Shares Outstanding	Ticker Symbol	Top 3 Local Executives	Website Email
American Equity Investment Life Holding Co. 6000 Westown Pkwy. WDM, IA 50266 515-221-0002; FAX: 515-221-9989	420	1995	\$1.3 billion	8%	56,968,446	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 515-342-3100; FAX: 877-733-8590	1,300	1896	\$8 billion	0%	0	AV	Chris J. Littlefield Rich Cohan Brenda Cushing	www.avivausa.com
Casey's General Stores Inc. One S.E. Convenience Blvd. Ankeny, IA 50021 515-965-6100; FAX: 515-963-3845	1,050	1967	\$5.6 billion	0%	37,900,000	CASY	Robert J. Myers Terry W. Handley William J. Walljasper	www.caseys.com
Dice Holdings Inc. 12150 Meredith Dr. Urbandale, IA 50323 515-280-1144	189	1990	\$129 million	1%	67,140,096	DHX	Paul Melde Kent Thompson	www.diceholdingsinc.com
EMC Insurance Companies 717 Mulberry St. DM, IA 50309 515-280-2511; FAX: 515-345-2895	1,166	1911	\$389.1 million	3%	12,927,678	EMCI	Bruce G. Kelley Ronald W. Jean Kevin Hovick	www.emcins.com marketing@emcins.com
FBL Financial Group, Inc. 5400 University Ave. WDM, IA 50266 515-225-5400	1,057	1939	\$1.1 billion	3%	30,942,058	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	\$1.4 billion	2%	45,500,000	MDP	Steve Lacy Joe Ceryanec John Zieser	www.meredith.com
Principal Financial Group Inc. 711 High St. DM, IA 50392 515-247-5111; FAX: 515-246-5475	6,547	1879	\$9.2 billion	1%	32,040,000	PFG	Larry Zimpleman	www.principal.com
West Bancorporation Inc. 1601 22nd St. WDM, IA 50266 515-222-2300; FAX: 515-225-8032	165	1984	\$52.5 million	2%	17,403,882	WTBA	Dave Nelson Doug Gulling Brad Winterbottom	www.westbankiowa.com info@westbankiowa.com
Windstream Communications 3620 S.W. 61st St., Ste. 300 DM, IA 50321 515-558-8500	250	1996	N/A	1%	N/A	WIN	Randy Pettit Jeff Drummond	www.windstream.com



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OLDEST BUSINESSES

(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)	Website Email
1	Des Moines Register & Tribune 715 Locust St. DM, IA 50309 515-284-8000; FAX: 515-246-8287	1849	The Iowa Star Fort Des Moines	Barlow Granger Newspaper publishing	Gannett Co. Inc. Newspaper publishing	Laura Hollingsworth Susan Patterson Plank Rick Green	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	Chas. Weitz, Builder and Contractor 119 Third St.	Charles H. Weitz Carpentry and construction	Employee owned General contracting, construction management, design-builder	Mike Tousley	www.weitz.com iowa@weitz.com
4	Gilcrest/Jewett Lumber Co. 1100 S.E. Alice's Rd. 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 Steve Niebuhr Krista Capp	www.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 S.E. 18th St. DM, IA 50317 515-265-1618	1869	Amend Packing Co. 410 S.E. 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 M. Joseph, III	www.josephsjewelers.com john.joseph@josephsjewelers.com
8	Eagle Iron Works 129 E. Holcomb Ave. DM, IA 50313 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	www.eagleironworks.com
8	Hammer Pharmacy 600 E. Grand Ave. DM, IA 50309 515-243-4177; FAX: 515-243-3517	1872	Hammer Drug 504 E. Walnut St.	Alvin Hammer Soda fountain, drug store	Russell Johnson & shareholders Retail pharmacy, Diabetic Shoe Fittings, Immunization Services	Rick Johnson	www.hammerpharmacy.com hammerpharmacy@mail.com
9	Tone's Spices, a division of ACH Food Co. Inc. 2301 S.E. Tone's Dr. Ankeny, IA 50021 515-965-2711; FAX: 515-965-2802	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	CenturyLink 925 High St., 9S9 DM, IA 50309 515-286-8121; FAX: 515-286-8007	1874	Northwestern Bell 925 High St.	George B. Engle, Jr. Telephone	Qwest Inc. Telephone, high speed internet, long distance, video	Tim White Cindy Carter Michael Sadler	www.centurylink.com michael.sadler@centurylink.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	drakeroofting.us rod@drakeroofting.us
12	Keffer/Overton Architects 650 South Prairie View Dr., Studio 103 WDM, IA 50266 515-288-4821	1876	Bell & Hackney New Capitol Bldg.	Miffin Bell & William Hackney Architecture	Chuck Overton/Chip Overton Architecture, interiors, planners, constructors	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	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	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. N.E. 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 S.E. Seventh St. DM, IA 50309 515-244-8604; FAX: 515-244-1634	1882	Rowat Cut Stone 110 S.E. 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. S.E., Ste. H 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: 515-247-4919	1890	State Savings Institution N/A	B. F. Allen Banking	U.S. Bancorp-Holding Banking/financial services	Michael J. Helak Craig A. Schneider	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

(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)	Website Email
21	Loffredo Fresh Produce Company, Inc. 4001 S.W. 63rd St. DM, IA 50321 515-285-2622; FAX: 515-285-3231	1892	Loffredo Gardens 4th and Court, DM	Guiseppe Loffredo Truck gardeners	4th Generation Loffredo family Wholesale produce distribution	Gene Loffredo	www.loffredo.com gene@loffredo.com
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 (MPCI and Crop Hail), property and casualty and reinsurance	Ronald P. Rutledge Darin L. Roggenburg Shannon D. 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. Proudfoot & George W. Bird Architecture	Partnership Architecture and engineering	Robert Hedgepeth Susan Oltrogge John Gardner	www.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 515-342-3100; FAX: 877-733-8590	1896	American Mutual Life and Central Life N/A	Rev. George Breckenridge Peak Insurance	Aviva plc Life insurance and annuities	Chris J. Littlefield Rich Cohan Brenda Cushing	www.avivausa.com
25	Jester Insurance Services Inc. 303 Watson Powell Jr. Way 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	
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	Bill Messerschmidt Rick Messerschmidt Brian Vahle	www.firstbankdm.com contactus@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, mortgage, insurance	Brian McLoughlin Ronald Nagel	www.bankscsb.com
29	Des Moines Iron & Supply Co. Inc. 4330 N.E. 14th St. DM, IA 50313 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.desmoinesironandsupply.com
29	Vernon Graphics & Promotions One Promotion Place, 604 W. 4th St. N. 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	www.vernoncompany.com promotions@vernoncompany.com
30	Polk County Bank 5601 Merle Hay Rd. 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, DM	Fraternal Association Life insurance	Mutual company Life insurance	Graham J. Cook Stephen R. Lang	www.homesteaderslife.com 4preened@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
31	The Waldinger Corporation 2601 Bell Ave. DM, IA 50321 515-284-1911; FAX: 515-323-5150	1906	Capital City Tin Shop 208 Third Street, DM	Harry Waldinger Tin Shop	Tom Koehn Mechanical, electrical and sheet metal contractor	Tom Koehn	www.waldinger.com wendy.gray@waldinger.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	frenchway1@aol.com
33	EMC Insurance Companies 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 Hovick	www.emcins.com marketing@emcins.com
34	Bankers Trust 453 7th St. 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	Suku Radia Scott Eltjes Kim Downing-Manning	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. 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. 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	www.tension.com rschloerb@tension.com info@tension.com
37	McGladrey 400 Locust St., Ste. 640 DM, IA 50309 515-284-8660; FAX: 515-284-1545	1926	I.B. McGladrey Co. Cedar Rapids, IA	Ira B. McGladrey Accounting	Partnership 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 S.W. 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	Website Email
1	Keystone Electrical Manufacturing Co. 2511 Bell Ave. DM, IA 50321 515-283-2567; FAX: 515-283-0418	70 1964	100%	Frederick V. Buie Valeska L. Buie Frederick V. Buie	Manufacture protection and control relay panels and medium-voltage switch gear for the electric utility industry	www.keystoneemc.com keystone@keystoneemc.com
2	Noble Ford Inc. 2406 N. Jefferson 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.nobleford.com sales@nobleford.com
3	Brick, Gentry, Bowers, Swartz & Levis P.C. 6701 Westown Pkwy., Ste. 100 WDM, IA 50266 515-274-1450; FAX: 515-274-1488	47 1983	N/A	Shareholders Paul A. Drey/Thomas J. Levis/ Clifford S. Swartz Gwana Mackey	General, civil and trial practice	www.brickgentrylaw.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	Parrish, Kruidenier, Dunn, Boles, Gribble, Parrish, Gentry & Fisher 2910 Grand Ave. DM, IA 50312 515-284-5737; FAX: 515-284-1704	34 1975	50%	Alfredo Parrish Sue Hill	Trial practice, criminal defense, personal injury, employment law, family law, appeals and litigation	www.parrishlaw.com shill@parrishlaw.com
6	Tejase Technologies Inc. 950 Office Park Rd., Ste. 202 WDM, IA 50265 515-221-0117; FAX: 515-221-0118	28 2006	N/A	Niranjan Mali	IT developing and consulting	nmali@tejasetch.com
7	MPS Engineers 1444 Illinois St. DM, IA 50314 515-221-9832; FAX: 515-222-2625	26 1996	100%	Amit Pradhan Umesh Shetye Mathew Weaver	General contracting, utilities, concrete, earthwork, environmental	www.mpsengineers.com mps_engineers@hotmail.com
8	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
9	Greens Appliance, Heating & Cooling 1450 N.E. 69th Pl., Ste. 51 Ankeny, IA 50021 515-323-0680; FAX: 515-323-0683	17 1958	50%	Linda and Dan Sprague Linda and Dan Sprague Linda and Dan Sprague	HVAC sales & service, appliance repair service	www.greensahc.com linda@greensahc.com
10	Cerebral InfoTech LLC 6200 Aurora Ave., Ste. 608 W Urbandale, IA 50322 515-331-7700; FAX: 773-345-0678	13 2004	100%	Kaylan Venkatraman Kaylan Venkatraman	Software development, custom applications programming, IT consulting	www.cerebralinfotech.com k.v@cerebralinfotech.com
11	The Printing Station 1420 Locust St. DM, IA 50309 515-243-8144; FAX: 515-243-6560	12 1980	100%	Mitch & Lance Eaton Jeannette Heuer Mitch & Lance Eaton Jeannette Heuer	Digital and offset printing, large format printing, signs, banners, mailing, promotional products	www.printingstation.com info@printingstation.com
12	Community CPA & Associates Inc. 3816 Ingersoll Ave. DM, IA 50312 515-288-3188; FAX: 515-288-3370	10 1997	100%	Ying Sa Ying Sa	Audit, accounting and tax	www.communitycpa.com CPA@communitycpa.com
12	Dormark Construction Co. 3310 S.W. Brookside Dr. Grimes, IA 50111 515-986-4270; FAX: 515-986-9573	10 1977	100%	Tim Bayse Tim Bayse	Heavy highway construction	
12	Grapnel Tech Services LLC 6905 Vista Dr. WDM, IA 50266 515-953-5767; FAX: 515-309-9715	10 2007	100%	Darryl Jose Darryl Jose Tara Jose	IT consulting and staffing	www.grapneltechservices.com
12	Nguyen Information Consulting Inc. dba Net-Integrated Consulting Inc. 1776 West Lakes Pkwy., S31-S3107 WDM, IA 50266 515-457-3174; FAX: 515-457-3176	10 1994	N/A	Hung Nguyen Hung Nguyen Jan Post	Application development, project management, Web development, project outsourcing	www.nicwdm.com
13	Petersen Court Reporters, Inc. 317 Sixth Ave., Ste. 606 DM, IA 50309 515-243-6596; FAX: 515-243-0316	8 1955	100%	Edie Daniels Jackie Sinnott/Eileen Hicks Christine Bierley	Freelance court reporting firm	petersencourtreporters.com petersnctr@aol.com
14	Diversity Insurance Inc. 1541 E. Grand Ave. DM, IA 50316 515-287-0055; FAX: 515-287-0058	6 2004	100%	Juan O. Rodriguez Juan O. Rodriguez Yolanda Mendoza	Auto, home, commercial, business, umbrella, motorcycles, renters, SR-22	www.mydiversityinsurance.com jrodriguez@mydiversityinsurance.com
15	MIDWESTIX 857 17th St. DM, IA 50314 515-244-2771	4 2002	100%	Kathryn Dickel Heather Hansen Kathryn Dickel	Ticketing, event management, marketing and consulting for multiple venues, organizations and events (formerly iowaTIX)	www.midwestix.com
16	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	www.westdesmoines.thegreatframeup.com westdesmoines@thegreatframeup.com
17	Amatya Technologies LLC 6109 Hickory Ln. Urbandale, IA 50322 515-992-0092	2 2007	100%	Sanjay Amatya Sanjay Amatya	IT consulting, application architecture, custom application development, QA & automated testing, outsourcing Java / J2EE	http://www.amatya.net info@amatya.net
17	GWA International Inc. 6713 River Bend Dr. 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
17	Let Them Eat Cake 405 Maple St. WDM, IA 50265 515-277-1709	2 2006	100%	Vicente Diaz	Pastries, cupcakes, cakes for all occasions, cookies, brownies, wedding cakes	letthematcakeiowa.com welovecake@hotmail.com
17	McGee Strategies 2200 N.W. 159th St., #400 Clive, IA 50263 515-326-5869	2 2005	100%	Isaiah McGee Isaiah McGee	Professional development, generational consulting, diversity training	
17	Munoz Productions Inc. P.O. Box 42123 DM, IA 50323 515-251-7797	2 1999	N/A	David Muñoz David Muñoz	Quality custom video production for business, government and non-profit organizations	www.MunozProductions.com
18	DeJear Enterprises LLC P.O. Box 35853 DM, IA 50315 515-867-1525; FAX: 515-864-0029	1 2006	100%	Marvin L. DeJear Marvin L. DeJear, Jr.	General contractor - commercial remodeling, project management, estimating services	www.dejearenterprises.com mdejear@dejearenterprises.com
18	Midwest Captioning* 7031 Carey Ct. Johnston, IA 50131 515-321-5228	1 1997	N/A	Karen Ziebarth Karen Ziebarth	Closed captioning for television	
18	PharmServ Staffing 5870 Merle Hay Rd. Johnston, IA 50131 515-334-4293; FAX: 515-334-5023	1 2006	100%	Felix Gallagher Felix Gallagher Felix Gallagher	Temporary pharmacist staffing, Temp-to-Perm pharmacist placement, advertising on AmavenRx multi-national online Rx community	www.pharmservstaffing.com fgallagher@pharmservstaffing.com
18	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	
	ADAMSDOUGLAS 5870 Merle Hay Rd. Johnston, IA 50131 515-334-0090	N/A 2005	100%	Desmund Adams	Retained executive search, diversity search & acquisition pipelining, EXTRATIES - Minority Internship Program	

* 2011 Book of Lists information

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	Website Email
1	Ultimate Nursing Services 6750 Westown Pkwy. WDM, IA 50266 515-280-2160; FAX: 515-225-4044	672 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	520 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 S.W. 61st St. DM, IA 50321 515-246-8361; FAX: 515-244-1836	78 1992	Sarah Grant 100	Sarah Grant Rachel Eubank Charlie Sloan	Handcrafted furniture, accessories, sculptural art, public art and commercial installations	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 75	Gigi Toporek Renatta Bolen Renatta Bolen	Commercial trade bindery, finishing, mailing, fulfillment, CD services with digital printing	www.bindery1.com gigi@b1ds.net
5	Cellular Advantage, Inc. 3829 100th St. Urbandale, IA 50322 515-331-0000; FAX: 515-331-0670	40 1993	Mitzi and Doug Ecklund 100	Mitzi and Doug Ecklund Todd Lawton Matt Hayertz Matt Hayertz	Wireless service: Agent of US Cellular	www.celladvantage.com ceo@celladvantage.com
5	Midwest Office Technology Inc. 6294 N.E. 14th St. DM, IA 50313 515-283-2513; FAX: 515-283-0671	40 1960	Susan Illig 100	Susan Illig N/A	Business solutions through sales, service, supply & support of software & hardware including copiers	www.motsolutions.com doreene@motnet.com
5	Midwest Project Partners Inc. 1603 22nd St., Ste. 104 WDM, IA 50266 515-225-8848; FAX: 515-225-2021	40 2000	Jane Whalen Kimberly Furbush Dave Furbush 58	Jane Whalen Dave Furbush Brian Porter Jane Whalen	Consulting: Business analysis, project and program management, business strategy, cost reduction	www.midwestprojectpartners.com jwhalen@mpp1.com
5	Nurse Force Inc. 2900 Westown Pkwy., Ste. 200 WDM, IA 50266 515-224-4566; FAX: 515-224-1707	40 1987	Sherri Lange 100	Sherri Lange Terri Stanley Laura Grage N/A	Home health care, staffing	www.nurseforce.com terri@nurseforce.com
5	Saxton Inc. 108 3rd St., Ste. 100 DM, IA 50309 515-244-6116; FAX: 515-244-6351	40 1979	Kim Augspurger 100	Kim Augspurger Keeley Anderson Leslie Dahl Peg Moses	Commercial interior design and furnishings for office, healthcare, senior living and higher education	www.saxtoninc.com kim-augspurger@saxtoninc.com
6	Estilo Salon & Day Spa 440 Fairway Dr., Ste. 100 WDM, IA 50266 515-727-4980; FAX: 515-224-5887	39 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
7	Accent Tag & Label Inc. 2201 Rittenhouse St. DM, IA 50321 515-287-2717; FAX: 515-287-2779	36 1987	Dixie L. Davis Rochelle Stout Kristie Becker 100	Dixie L. Davis Rochelle Stout Kristie Becker Ryan Stout	Custom labels/tags, in-house graphics, eight-color printing	www.accentlabel.com dixie@accentlabel.com
8	Office Installation Services Inc. 6250 N.W. Beaver Dr., Ste. A3 Johnston, IA 50131 515-278-5525; FAX: 515-278-8454	31 1989	Jody Kimrey Scott Kemp 51	Jody Kimrey Scott Kemp Jody Kimrey	We install new office furniture and reconfigure existing including desks, cubicles, files, chairs, shelving, fixed seating and much more	www.ois-dsm.com jody@ois-dsm.com
9	Business Publications Corporation, Inc. 100 Fourth St. DM, IA 50309 515-288-3336; FAX: 515-288-0309	27 1983	Connie Wimer Janette Larkin 100	Connie Wimer Janette Larkin Jason Swanson	Publisher of Business Record, dsm magazine, See Des Moines visitors guide and numerous other niche and custom publications	www.businessrecord.com janettelarkin@bpcdm.com
10	Brokers Clearing House, Ltd. 4546 Corporate Dr., Ste. 155 WDM, IA 50266 515-223-9479	25 1975	Barbara Crowley 100	Barbara Crowley Linda Hoffman	Life insurance, long term care insurance, annuities	www.bchlife.com
10	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 100	Brent Cooper N/A	Outpatient adult rehabilitation of physical, occupational & speech services in homes & clinic	www.centralrehabilitation.com cr1984@qwestoffice.net
10	Flarah's 2815 Beaver Ave. DM, IA 50310 515-277-1935; FAX: 515-277-1937	25 2005	Erin Van Dorin 100	Erin Van Dorin N/A	Desserts, cafe, catering	www.flarahs.com order@flarahs.com
10	Outcomes Pharmaceutical Health Care 505 Market St., Ste. 200 WDM, IA 50266 515-237-0001; FAX: 515-237-0002	25 1999	Patty Kumbera 100	Tom Halterman Patty Kumbera Cynthia Northway	Medication therapy management	www.getoutcomes.com info@getoutcomes.com
11	All Makes Office Interiors 11291 Aurora Ave. Urbandale, IA 50322 515-282-2166; FAX: 515-282-5456	23 1972	Amee Zetzman 60	Jim Shneider Amee Zetzman Jeff Kavich Jim Shneider	Sales, service, design, project management, installation and delivery	www.allmakesiowa.com info@allmakes.com
12	Benefit Source Inc. 4000 Westown Pkwy., Ste. 110 WDM, IA 50266 515-453-9462; FAX: 515-453-9472	20 1980	Jennifer S. Browne 100	Jennifer S. Browne Jessica Gourley	Employer-sponsored benefits, financial services, individual benefits and personal planning	www.BenefitsSourceInc.com Jennifer@BenefitsSourceInc.com
12	Rowat Cut Stone & Marble Co. Inc. 110 S.E. 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
12	T&M Services Inc. 4175 N.E. 43rd Ct. DM, IA 50317 515-263-0953; FAX: 515-263-8323	20 1987	Mary A. Daughenbaugh 52	Mary A. Daughenbaugh Thomas J. Daughenbaugh Melissa Robinson Kim Daughenbaugh	Office furniture installation, moving, system cubes and freestanding furniture, remodel or complete move of entire office	www.tmservices.net service@tmservices.net
13	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
14	Tero International Inc. 1840 N.W. 118th St., Ste. 107 Clive, IA 50325 515-221-2318; FAX: 515-221-2369	15 1993	Rowena Crosbie 100	Rowena Crosbie Deborah Rinner Ann Block N/A	Professional development training (leadership, presentation skills, negotiations, image, etiquette, culture, teams, keynotes, coaching)	www.tero.com training@tero.com
15	Conference Event Management 14101 Lake Pointe Dr. Clive, IA 50325 515-254-0289	14 2003	Michelle DeClerck 100	Michelle DeClerck N/A	Women-owned enterprise & leading provider of unique, world-class event, conference, incentive travel & meeting experiences, & hotel contract	www.myCEM.com Info@myCEM.com
15	Midwest Procurement Partners LLC 1603 22nd St., Ste. 104 WDM, IA 50266 515-225-8848; FAX: 515-225-2021	14 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
15	The Straub Corp. 2509 Sunset Rd. DM, IA 50305 515-282-5283; FAX: 515-282-5290	14 1971	Jan Miller Straub 100	Jan Miller Straub Carol Yacko	Production and distribution of printed business products, storage, online inventory mgmt., corp. ID	www.straubcorp.com accounting@straubcorp.com
15	VisionPoint 11112 Aurora Ave. DM, IA 50322 515-334-9292; FAX: 515-334-9967	14 1999	Laura Bernstein 100	Laura Bernstein Bob Chonka Candace Madsen	Fast and flexible training solutions in the areas of integrity & compliance, inclusion & respect and personal effectiveness	www.visionpoint.com info@visionpoint.com

OFFICE BUILDINGS & COMPLEXES

(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	Website Email
1	Country Club Office Plaza Jordan Creek Pkwy. & Vista Dr. WDM, IA 50266 515-223-4500; FAX: 515-223-7235	1,000,000 1991	R&R Realty Group (managing partner) Management Professionals Inc.	Realty Marketing Group Kate Byus 515-223-4500	AVIVA, Wells Fargo, Liberty Mutual, Mercy Clinics, Iowa Student Loan, Travelers	www.rrrealty.com byus.kate@rrrealty.com
2	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 Craig Rueschhoff 515-223-4500	Principal Mutual Life Insurance, Bell Automotive, Iron Mountain, PSI Group Inc.	www.rrrealty.com gayman.tom@rrrealty.com rueschhoff.craig@rrrealty.com
3	Aurora Business Park N.W. 109th St. & Aurora Ave. Urbandale, IA 50322 515-223-4500; FAX: 515-223-7235	720,000 1985	R&R Realty Group Management Professionals Inc.	Realty Marketing Group Craig Rueschhoff 515-223-4500	Yellow Roadway, John Deere, USDA, Montgomery Watson Americas, Iowa Health Home Care, Martin Marietta	www.rrrealty.com rueschhoff.craig@rrrealty.com
4	Riverpoint Business Park Riverpoint DM, IA 50309 515-243-3228; FAX: 515-280-2000	686,221 1990	Hubbell Realty Co. Hubbell Realty Co.	CBRE/Hubbell Commercial Paul Weeks 515-224-4900	State of Iowa, Federal Express, Wells Fargo Mortgage, Marsh	www.cbrehc.com paul.weeks@cbre.com
5	Three Fountains Office Buildings 42nd & Westown Pkwy. WDM, IA 50266 515-223-4500; FAX: 515-223-7235	660,000 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, LWBJ	www.rrrealty.com curran.chris@rrrealty.com
6	Interstate Acres Business Park 109th St. & Aurora Ave. Urbandale, IA 50322 515-223-4500; FAX: 515-223-7235	650,000 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
7	Paragon Office Park 121st St. & Meredith Dr. Urbandale, IA 50322 515-223-4500; FAX: 515-223-7235	500,000 2005	R&R Realty Group (managing partner) Management Professionals Inc.	Realty Marketing Group Tom Gayman 515-223-4500	Citi Cards Operations Center, Marsh, Dice	www.rrrealty.com gayman.tom@rrrealty.com
8	Aviva USA 7700 Mills Civic Pkwy. WDM, IA 50266 515-309-4002; FAX: 515-309-4040	380,000 2010	AVIVA USA NAI Ruhl & Ruhl Commercial Company	Owner Occupied	Aviva USA	
9	Financial Center 666 Walnut St. DM, IA 50309 515-471-4400; FAX: 515-280-5200	333,500 1974	Rosemont Realty Terrus Real Estate Group	Terrus Real Estate Group Julie Brown 515-471-4311	Wells Fargo, Belin McCormick Law Firm	
10	Hub Tower 699 Walnut St. DM, Iowa 50309 515-453-5429; FAX: 515-453-5430	280,000 1986	Employers Mutual Insurance Company EMC Management Services	Iowa Realty Commercial Jason Lozano 515-453-5471	Dickinson Law Firm, Finley Law Firm, Finley, Alt & Smith Law Firm and EMC LIFE Companies	www.iowarealtycommercial.com jlozano@iowarealtycommercial.com
11	1776 West Lakes Parkway 1776 West Lakes Pkwy. WDM, IA 50266 515-223-4000; FAX: 515-222-5220	270,171 1993	1776 West Lakes Parkway LC Knapp Properties Inc.	Knapp Properties Inc. R. Kim Dreher 515-223-4000	Iowa Foundation for Medical Care	www.knappproperties.com kim@knappproperties.com
12	The Equitable Building 604 Locust St. DM, IA 50309 515-309-4002; FAX: 515-309-4040	238,478 1923	Great Southern Bank NAI Ruhl & Ruhl Commercial Company	NAI Ruhl & Ruhl Commercial Company Keith Olson 515-309-4002	Earlham Bank, Dreher Law Firm, The Book Store, Douglas Hutchison, DDS, Hanson Bjork & Russell, Wine Fest	www.ruhldsm.com kolson@ruhlcommercial.com
13	Century I & Century II Buildings 2700 Westown Pkwy. & 1415-28th St. WDM, IA 50266 515-243-3228; FAX: 515-280-2027	188,547 1985	Hubbell Realty Co. Hubbell Realty Co.	CBRE/Hubbell Commercial Heath Bullock 515-221-6639	AIG, Clifton Gunderson, Sedgwick Inc., Miles Capital, Simpson College, Mass Mutual	www.cbrehc.com heath.bullock@cbre.com
14	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
15	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
16	6200 Park Avenue 6200 Park Ave. DM, IA 50321 515-223-4000; FAX: 515-222-5220	141,804 2007	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
17	Birchwood Crossing Business Park N.W. 86th & I-35/80 Johnston, IA 50131 515-243-3228; FAX: 515-280-2000	139,805 1998	Hubbell Realty Co. Hubbell Realty Co.	CBRE/Hubbell Commercial Jan Berg 515-224-4900	Agri Credit, Iowa Donor, Iowa Health Systems	www.cbrehc.com jan.berg@cbre.com
18	611 5th Avenue 611 5th Ave. DM, IA 50309 515-223-4000; FAX: 515-222-5220	130,000 1953	611 5th Avenue LLC Knapp Properties Inc.	Knapp Properties Inc. R. Kim Dreher 515-223-4000	Aviva	www.knappproperties.com kim@knappproperties.com
19	Airport Commerce Park West* 6100-6200 Thornton Ave./3620 S.W. 61st St. DM, IA 50321 515-223-4000; FAX: 515-222-5220	128,676 2002	West Lakes Properties LC Knapp Properties Inc.	Knapp Properties Inc. Jeff Sadoris 515-223-4000	Iowa Health System, Wheeler Lumber, CI3, ADT, Windstream, Athena GTX	kim@knappproperties.com
20	NCMIC 14001 University Clive, IA 50325 515-223-4000; FAX: 515-222-5220	121,824 2002	Professional Solutions Insurance Services Knapp Properties, Inc.		NCMIC	
21	Urbandale Business Center 4231 - 4299 N.W. Urbandale Dr. Urbandale, IA 50322 515-223-4000; FAX: 515-222-5220	115,652 1998	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
22	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.	CBRE/Hubbell Commercial Paul Weeks 515-224-4900	Iowa Methodist, Iowa Health Physicians	www.cbrehc.com paul.weeks@cbre.com
23	Westown Business Center 1601 & 1701 48th St. WDM, IA 50266 515-309-4002; FAX: 515-309-4040	91,219 1986	Westown Properties LLC NAI Ruhl & Ruhl Commercial Company	NAI Ruhl & Ruhl Commercial Company Chris Thomason 515-309-4002	Shive-Hattery, ATG, EMC, McEnroe Law Firm, West Star Mortgage, Ruhl & Ruhl Commercial Co., Moore Wallace	www.ruhldsm.com cthomason@ruhlcommercial.com

* 2011 Book of Lists information

(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	Website Email
24	6600 Westown 6600 Westown Pkwy. WDM, IA 50266 515-309-4002; FAX: 515-309-4040	89,144 2004	NLV Financial Corporation NAI Ruhl & Ruhl Commercial Company	NAI Ruhl & Ruhl Commercial Company Matt Lundberg 515-556-8088	Krist Insurance, Kreamer Law, Univ. of Phoenix, Strategic America, Central Iowa Hospital, Dale Carnegie	www.ruhldsm.com mlundberg@ruhlcommercial.com
25	Ankeny Business Park 1555 & 1605 S.E. Delaware Ave. Ankeny, IA 50021 515-243-3228; FAX: 515-280-2000	88,163 1999	Hubbell Realty Co. Hubbell Realty Co.	CBRE/Hubbell Commercial Jan Berg 515-224-4900	Flooring America, 2nd Wind Exercise and Equipment, Mercy Medical Clinic	www.cbrehc.com jan.berg@cbre.com
26	Deer Wood Office Park 1820-1860 N.W. 118th Street Clive, IA 50325 515-309-4002; FAX: 515-309-4040	85,634 2002	Corporate Woods LC, Receivership NAI Ruhl & Ruhl Commercial Company	NAI Ruhl & Ruhl Commercial Company Marcus Pitts 515-309-4002	IKON Office Solutions, Ferguson Commercial RE, Sue Clark RE Services, LaMarca & Landry, Russell Construct	www.ruhldsm.com mpitts@ruhlcommercial.com
27	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, Reed Law Firm, Baudino Law Group	www.rrrealty.com lossner.justin@rrrealty.com
28	Iowa Heart Center 5880 University WDM, IA 50266 515-223-4000; FAX: 515-222-5220	79,916 2005	IHC WDM Real Estate, LLC Knapp Properties, Inc.		Iowa Heart Center	
29	6800 Lake Drive 6800 Lake Dr. WDM, IA 50266 515-223-4000; FAX: 515-222-5220	77,641 1994	6800 Lake Drive LC Knapp Properties Inc.	Knapp Properties Inc. R. Kim Dreher 515-223-4000	Peddicord Law, Meyocks Group, Daymon Worldwide, The Iowa Clinic, Black Box, Family Dentistry, Iles Funeral	www.knappproperties.com kim@knappproperties.com
30	Liberty Building 418 6th Ave. DM, IA 50309 515-223-4000; FAX: 515-222-5220	67,113 1923	Liberty Building Historic Rehab Knapp Properties, Inc.		Hyatt Place Hotel, MetaBank, Wells Fargo Advisors, Liberty Building Home Owners Association	
31	5000 Westown Parkway 5000 Westown Pkwy. WDM, IA 50266 515-223-4000; FAX: 515-222-5220	63,990 1969	William C. Knapp LC Knapp Properties Inc.	Knapp Properties Inc. R. Kim Dreher 515-223-4000	Upper Iowa University, Millang Financial Group, Iowa Girls High School Athletic Assoc.	www.knappproperties.com kim@knappproperties.com
32	4949 Westown Parkway 4949 Westown Pkwy. WDM, IA 50266 515-223-4000; FAX: 515-222-5220	63,152 1995	KC Real Estate LC Knapp Properties, Inc.	Knapp Properties, Inc. R. Kim Dreher 515-223-4000	Berlin & Assoc., Abundant Life Chiro, WDM OBGYN, Dr. Kubovich, Palmers, My Favorite Muffin, PostNet, QPC	kim@knappproperties.com
33	United Way 1111 9th St. DM, IA 50314 515-223-4000; FAX: 515-222-5220	60,616 1987	United Way of Central Iowa Knapp Properties, Inc.		United Way of Central Iowa, Prevent Blindness Iowa, American Heart Association, Visiting Nurse Services	
34	Johnston Station 2401 S.E. Tones Dr., Ste. 17 Ankeny, IA 50021 515-964-1587; FAX: N/A	60,604 2005	Johnston Station LC Denny Elwell Co.	Denny Elwell Co. Call office 515-964-1587	Bank Iowa, Frontier Oil & Refining, Howard R. Green, Kimball Porter Investments, Mutual of Omaha	www.dennyelwellcompany.com ahinners@dennyelwellcompany.com
35	11101 University 11101 University Ave. Clive, IA 50325 515-223-4000; FAX: 515-222-5220	60,474 2001	William C. Knapp LC Knapp Properties Inc.	Knapp Properties Inc. R. Kim Dreher 515-223-4000	Bed, Bath & Beyond, PetSmart	www.knappproperties.com kim@knappproperties.com
36	7100 Westown Parkway 7100 Westown Pkwy. WDM, IA 50266 515-223-4000; FAX: 515-222-5220	52,456 1999	West Lakes Development Co. Knapp Properties Inc.	Knapp Properties Inc. R. Kim Dreher 515-223-4000	Equitrust Life Insurance, Sears Call Center	www.knappproperties.com kim@knappproperties.com
37	5500 Westown Parkway 5500 Westown Pkwy. WDM, IA 50266 515-223-4000; FAX: 515-222-5220	52,187 1999	West Lakes Development Co. Knapp Properties Inc.	Knapp Properties Inc. R. Kim Dreher 515-223-4000	First Realty, Capital Mortgage, Iowa State Association of Counties	www.knappproperties.com kim@knappproperties.com
38	Iowa Workforce Development 430 E. Grand DM, IA 50309 515-223-4000; FAX: 515-222-5220	50,000 2004	Nelson Development 10, LLC Knapp Properties, Inc.		Iowa Workforce Development	
39	Partnership Building 700 Locust St. DM, IA 50309 515-309-4002; FAX: 515-309-4040	43,305 1981	0906116 B.C., Ltd., a Canadian Corporation NAI Ruhl & Ruhl Commercial Company	NAI Ruhl & Ruhl Commercial Company Keith Olson 515-309-4002	Greater DSM Partnership, Premier Credit Union, Golden Chicken, Taste Spuds, B Sharp Bistro, Blimpies Subs	www.ruhldsm.com kolson@ruhlcommercial.com
40	Vatterott College 7000 Fleur Dr. DM, IA 50321 515-223-4000; FAX: 515-222-5220	43,036 2002	West Lakes Properties LC Knapp Properties Inc.	Knapp Properties Inc. R. Kim Dreher 515-223-4000	Vatterott College	www.knappproperties.com kim@knappproperties.com
41	4176 N.W. Urbandale 4176 N.W. Urbandale Urbandale, IA 50322 515-223-4000; FAX: 515-222-5220	39,000 2001	Urbandale Management Knapp Properties, Inc.		DirectTV, Bishop Business Equipment, SimplexGrinnell, The Mobility Store	
42	5435 N.W. 100th 5435 N.W. 100th Johnston, IA 50131 515-223-4000; FAX: 515-222-5220	33,140 2008	ND 26 West Park Bldg. Knapp Properties, Inc.		Desk Active, Live RX, Midwest Biomet	
	801 Grand 801 Grand Ave. DM, IA 50309 515-244-7801; FAX: 515-244-7839	N/A 1990	Principal Financial Group Terrus Real Estate Group	Principal Financial Group Bill G. Johnson 515-240-0679	Bradshaw Law, Morgan Stanley Smith Barney, Dorsey & Whitney, McKee Vorhees & Sease, Faegre & Benson	www.principal.com bill.johnson.g@principal.com
	Broadway Business Park N.E. 46th Ave. & N.E. 50th St. DM, IA 50317 515-243-3228; FAX: 515-221-6652	N/A 2002	Hubbell Realty Co. Hubbell Realty Co.	CBRE/Hubbell Commercial Morey Knutsen 515-224-4900	Schwan's Foods, Broadway Storage, Murphy Tractor, Warren Foods	www.cbrehc.com morey.knutsen@cbre.com
	Regency West Office Park 4700 Westown Pkwy. WDM, IA 50266 515-224-3600; FAX: 515-224-3666	N/A 1961	Mid-America Group Mid-America Group	Mid-America Group Steve Coleman (515) 224-3649	ITAGroup, Fiserv Solutions, Buccaneer Computer Systems, MetLife, Midland National Life Insurance	www.MidAmericaGroup.com SColeman@MidAmericaGroup.com
	The Legacy Business Park Highway 28 & Beardsley St. Norwalk, IA 50211 515-221-6648; FAX: 515-221-6652	N/A 2001	Hubbell Realty Co. Hubbell Realty Co.	CBRE/Hubbell Commercial Craig King 515-224-4900	McDonalds, Holmes Chevrolet, Subway, Kum & Go, Cal's Fine Foods, Community State Bank	www.cbrehc.com craig.king@cbre.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	Website Email
Court Avenue Business Suites 309 Court Ave., Ste. 200 DM, IA 50309 515-875-4800; FAX: 515-875-4801	48 12,000 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 418 6th Ave., Ste. 210 DM, IA 50309 515-966-4210	10 3,000 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 Business Center 6165 N.W. 86th St. Johnston, IA 50131 515-727-1600; FAX: 515-727-1601	45 22,000 1998	Foxboro LLC	Ann Thurnau Ann Thurnau Ann Thurnau	Short term offices available, conference rooms, virtual offices, receptionist	www.foxborobusiness.com ann@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 5,000 2001	Somerfield Village Partners LLC	Megan Jaques 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	Jesse Caston Amber Valentine Jesse Caston	Phones answered by receptionist, voicemail, conference room, package delivery, color copier available, service center	www.westtowersofficespace.com westtowersofficespace@terrus.com

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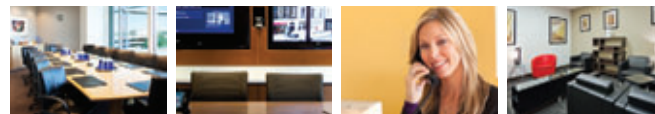
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OFFICE INTERIORS FIRMS

(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	Website Email
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 and promotional items	3M, HP, Smead, Swingline, Avery, Papermate, Dymo, Sharpie	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	113 33 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	Office furniture, interior design & space planning, business machines, 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 Nicole Boyington 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.triplett.com ttr@triplett.com
6	Triplett Interior Solutions 3553 109th St. Urbandale, IA 50322 515-270-7099; FAX: 515-270-9683	42 1 1998	Tom Triplett Tim Triplett Richard Triplett Marty Canova	Interior space design and solutions, planning, specification, budget analysis, project management, move management	Haworth, Office Furniture USA Brands, Tec Crete, VIA Seating, Mayline Group, Hon, Legacy and Unicell Healthcare	triplettinteriorsolutions.com ttr@triplett.com
7	Saxton Inc. 108 3rd St., Ste. 100 DM, IA 50309 515-244-6116; FAX: 515-244-6351	40 6 1979	Leslie Dahl Amy Elbert Peg Moses	Commercial interior design and furniture for office, healthcare, senior living and higher education	Knoll	www.saxtoninc.com kim-augspurger@saxtoninc.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 and healthcare furnishings, interior design, project management, installation and warehousing services	Herman Miller, Geiger, OFS, Sit on It, DIRT, 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	31 6 1895	Steve Stimmel John Gardner Shannon Sandvig	Architecture, engineering, master planning, programming, interior design, furniture specification	N/A	www.bbsae.com
9	Office Installation Services Inc. 6250 N.W. Beaver Dr., Ste. A3 Johnston, IA 50131 515-278-5525; FAX: 515-278-8454	31 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, Kl, SMED, All-Steel, Interval Reform	www.ois-dsm.com jody@ois-dsm.com
10	SVPA Architects 1466 28th St., Ste. 200 WDM, IA 50266 515-327-5990; FAX: 515-327-5991	25 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
11	INVISION Architecture 303 Watson Powell Jr. Way, Ste. 200 DM, IA 50309 515-633-2941; FAX: 515-633-2942	24 8 1945	Mark Nevenhoven Jill Goedken Steve King Annette Miller	Planning, architecture, interior design and graphic design	N/A	www.invisionarch.com
12	All Makes Office Interiors 11291 Aurora Ave. Urbandale, IA 50322 515-282-2166; FAX: 515-282-5456	23 1 1972	Jim Sheider Amee Zetzman Jeff Kavich Jim Sheider	Office furnishings, space planning, interior design, installation, reconfiguration, warehouse	Gunlocke, HON, Haworth, National, Leathercraft	www.allmakesiowa.com info@allmakes.com
13	OPN Architects 100 Court Ave., Ste. 100 DM, IA 50309 515-309-0722; FAX: 515-309-0725	21 11 1979	Terry Gebard Richard Seely Dan Thies Diane Curran	Interior design	N/A	www.opnarchitects.com opn@opnarchitects.com marketing@opnarchitects.com
14	T&M Services Inc. 4175 N.E. 43rd Ct. DM, IA 50317 515-263-0953; FAX: 515-263-8323	20 N/A 1987	Mary Daughenbaugh Thomas Daughenbaugh Kim Daughenbaugh	Office furniture installation, moving, design, cleaning - Panel systems, freestanding furniture, shelving; supply boxes and moving equipment on moves	Haworth, Miller, Steelcase, Teknion, HON and all brands	www.tmservices.net service@tmservices.net
15	FEH Associates Inc. 604 E. Grand Ave. DM, IA 50309 515-288-2000; FAX: 515-288-1999	15 4 1898	Dennis 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	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.bfiwiowa.com gmmcoy@bfiwiowa.com
17	Neumann Monson Architects 505 Fifth Ave., Ste. 850 DM, IA 50309 515-339-7800	5 3 1977	William Anderson Channing Swanson Khalid Khan Pam Devine	Interior design of offices, restaurants, retail, medical and residential spaces	N/A	www.neumannmonson.com marketing@neumannmonson.com
17	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
17	StruXture Architects 1415 28th St., Ste. 325 WDM, IA 50266 515-283-5101; FAX: 515-283-5102	5 1 1934	John Darveau Jane Miller John Darveau	Architecture, space planning, interior design, furniture specification	N/A	www.struXture.com john@struXture.com
18	Corporate Decor & More 5545 Mills Civic Pkwy. WDM, IA 50266 515-223-5800; FAX: 515-223-1191	4 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
18	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

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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	Website Email
1	IKON Office Solutions, a Ricoh company 1820 N.W. 118th St., Ste. 100 Clive, IA 50325 515-327-6220; FAX: 515-327-6235	138 1965	Mary Catlett	Bill Morton Tami Ruppel Gene Turovsky	MFP's, printers, fax solutions, document mgmt solutions, imaging, litigation support & service	Ricoh	www.ikon.com bill.morton@ricoh-usa.com
2	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	Office supplies, printing, promotional items, awards, corporate apparel, office furniture and design	3M, HP, Smead, Swingline, Avery, Papermate, Dymo, Sharpie	www.storeykenworthy.com info@storeykenworthy.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. DM, IA 50314 515-244-5203; FAX: 515-282-9851	58 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 hactor@infomaxoffice.com
5	Laser Resources 4265 109th St. Urbandale, IA 50322 515-278-4050; FAX: 515-276-8700	45 1991	Gary Grandfield	Bob Lashier John Mahoney Andy Lashier	Full line of digital printers, copiers, scanners, fax; 24-hour maintenance services & tech support	Xerox, Konica Minolta, Toshiba, Océ, HP & Lexmark	www.laserresources.com bob@laserresources.com
6	Triplet Office Essentials 3553 109th St. Urbandale, IA 50322 515-270-9150; FAX: 515-270-9683	42 1973	Tim Triplett	Tim Triplett Tom Triplett Richard Triplett	Office supplies, printing & promotional products, interior solutions, Office Furniture USA	HP, Avery, 3M, Smead, Universal, Haworth OFUSA, HON & more	www.tripletts.com tt@tripletts.com
7	M&M Sales Co. 4201 N.W. Urbandale Dr. Urbandale, IA 50322 515-283-0607; FAX: 515-283-1723	40 1937	Steve Ellingson	Tom Minor Bart Christianson Larry Perry, Jr.	Office automation, copiers & printers, managed printers services, recycled toner, cartridges & more	Minolta, Sharp, Kyocera Mita, KIP	www.mmsales.net
7	Midwest Office Technology Inc. 6294 N.E. 14th St. DM, IA 50313 515-283-2513; FAX: 515-283-0671	40 1960	N/A	Susan Illig	Business solutions through sales, service, supply & support of software & hardware including copiers	Canon, Lanier	www.motsolutions.com doreene@motnet.com
8	Pigott Inc. 3815 Ingersoll Ave. DM, IA 50312 515-279-8879; FAX: 515-279-7338	35 1942	Ellen Triik	John Stenberg Tami Anderson Tana Nichol	Supplier of commercial and healthcare furnishings, interior design, project management, installation	Herman Miller, Geiger, OFS, Sit on It, DIRT, Nemschoff, Brandrud	www.pigottnet.com tanderson@pigottnet.com
9	Copy Systems Inc. 920 E. 21st St. DM, IA 50317 515-262-2100; FAX: 515-261-3669	34 1972	Mary Freshour	William E. Paterson Troy W. Paterson Michelle L. Rivas	Managed print services, mailing and shipping solutions	Kyocera copiers/printers, Hasler/Neopost mailroom equipment	www.copysystemsinc.com
10	All Makes Office Interiors 11291 Aurora Ave. Urbandale, IA 50322 515-282-2166; FAX: 515-282-5456	23 1972	Jim Shneider	Jim Shneider Amea Zetzman Jeff Kavich	Sales, service, design, project management, installation and delivery	Gunlocke, HON, Haworth, National, Leathercraft	www.allmakesiowa.com info@allmakes.com
11	Iowa-Des Moines Supply, Inc. 1680 Guthrie Ave. DM, IA 50316 515-263-1200; FAX: 515-263-0138	21 1937	Dave Gregg	Bill Weidmaier Todd Weidmaier Sheila Sinclair	Janitorial, foodservice, construction, paper, lodging, packaging distribution & supplies	Libby Glass, Kimberley Clark, Bay West Paper, Marietta	www.iowadesmoinesupply.com office@iowadesmoinessupply.com
12	Payless Office Products Inc. 800 S. 19th St. WDM, IA 50265 515-225-2025; FAX: 515-225-1910	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
13	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 store0645@officemax.com
14	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	Staples the Office Superstore 906 E. First St. Ankeny, IA 50021 515-964-0338; FAX: 515-964-2530	7 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
15	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
	Trendex Inc. 11148 Aurora Ave. Urbandale, IA 50322 515-279-3669; FAX: 515-279-0900	N/A 1985	Brian Jacobsen	Brian Jacobsen	N/A	GBC, Renz, Powis Parker, Bind-it, Performance Designs Inc.	www.trendexinc.com bjacobsen@trendexinc.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	Website Email
1	CenturyLink 925 High St., 9S9 DM, IA 50309 515-286-8121; FAX: 515-286-8007	1,100	1874	Carrier	Installation, sales, maintenance, consulting, video telecom	Tim White Cindy Carter Michael Sadler	www.centurylink.com michael.sadler@centurylink.com
2	Mediacom 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 3620 S.W. 61st St., Ste. 300 DM, IA 50321 515-558-8500	250	1996	Both	Develops, installs and provides support for integrated voice, data, storage and networking	Randy Pettit Jeff Drummond	www.windstream.com
4	Iowa Network Services Inc. 4201 Corporate Dr. WDM, IA 50266 800-469-4000; FAX: 515-830-0123	200	1989	Both	Voice & data communications, Internet, long distance, network mgmt, virtual network, HiCap Bandwidth	Ronald Keller	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	1997	Both	Local, long distance, cellular, Internet, VoIP, Ethernet, all telecommunication needs, Sprint vendor	Shane Stark Brendan Phelps	www.carrieraccessinc.com sales@carrieraccessinc.com
7	CPI Communications Inc. 4200 University Ave., Ste. 300 WDM, IA 50266 515-331-7560; FAX: 515-331-7563	17	1997	Neither	ACC, Airespring, Ernest, Paetec, Century Link/Qwest, Windstream, TNCI, Lightyear, Mediacom, Enventis	Cale Perry	www.cpitelecom.net cperry@cpitelecom.net
8	Enventis, a subsidiary of HickoryTech 2859 99th St. Urbandale, IA 50322 515-867-5804; FAX: 515-867-5808	12	1898	Both	Business Voice, MPLS, Internet, Fiber, Colocation and Hosted VoIP Service	Chris Darr John Gudehus Zach Clemens	www.enventis.com cdarr@enventis.com
9	NexGen Integrated Communications 3405 S.E. 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 travis@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 Executives	Services Offered	Brands Offered	Website Email
1	U.S. Cellular 12020 Ridgemoor Dr. Urbandale, IA 50322 515-249-4381; FAX: 515-334-6061	100 1986	35	N/A Don Cochran Cathy Ross Ben Kipp	Wireless phones & data solutions for individual consumers, and small, medium or large businesses	BlackBerry, HTC, LG, Motorola, Pantech, Samsung	www.uscellular.com
2	Electronic Engineering 1100 Keo Way DM, IA 50309 515-283-1100; FAX: 515-244-6948	89 1946	1	N/A Mark Clark	Sprint PCS, NetworkFleet GPS, Motorola Digital Radio Network, Broadband Wireless	Motorola, LG, Blackberry, HTC	www.connectingyou.com mclark@connectingyou.com
3	Carrier Access, Inc. 12129 University Ave., Ste. 2000 Clive, IA 50325 515-987-9200; FAX: 515-987-0231	40 1997	1	Shane Kennedy Shane Stark Brendan Phelps	Local, long distance, cellular, Internet, VoIP, Ethernet, all telecommunication needs, Sprint vendor	All related wireless products and accessories	www.carrieraccessinc.com sales@carrieraccessinc.com
3	Cellular Advantage, Inc. 3829 100th St. Urbandale, IA 50322 515-331-0000; FAX: 515-331-0670	40 1993	10	Matt Hayertz Mitzi and Doug Ecklund Todd Lawton Matt Hayertz	Wireless service: Agent of US Cellular	Samsung, HTC, LG, BlackBerry, Motorola	www.celladvantage.com ceo@celladvantage.com
3	Verizon 9901 University Ave. Clive, IA 50325 515-321-0190	40 1987	5	N/A Mike Killian	Cellular	Apple, Android, LG, Casio, Samsung, BlackBerry	www.verizonwireless.com
4	Spring Valley Wireless 101 Jordan Creek Pkwy., Ste. 12000 WDM, IA 50266 515-255-9588; FAX: 515-223-5471	35 1968	9	Judy Marckres Judy Marckres Jon Marckres Jerry Marckres	Verizon Wireless Premium Retailer, Motorola 2-Way Radio Dealer	Apple, BlackBerry, Casio, HTC, LG, Motorola, Samsung	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 and text messaging	Samsung, Motorola, Sanyo, BlackBerry, HTCs, Nextel, Palm	www.sprint.com
6	Internet Solver, Inc. 11308 Aurora Ave. Urbandale, IA 50322 515-224-9229	15 2002	1	Kathy Foldes Kathy Foldes	Internet & telephone service, computer networking, cellular service	Avaya, Adtran, Internet Solver Hosted Digital Voice	www.internetsolver.com
6	NetWorks Inc. 2255 73rd St. Windsor Heights, IA 50324 515-221-1290; FAX: 515-221-0175	15 1994	1	Christine Penniman Christopher Larson Christine Penniman	NetWorks, Inc. is a valued-added reseller and systems integrator	Extreme Networks, Cisco, NetGear, Digium, Allworx 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: 515-224-9321	5 2002	2	Laura Otto Laura Otto	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	3 2009	1	N/A Christine 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	Website Email
1	CenturyLink 925 High St., 9S9 DM, IA 50309 515-286-6606; FAX: 515-286-6128	1,100 1895	Michael Sadler Cindy Carter Tim White	Qwest, Verizon Wireless, DirecTV	Fiber optic Internet, networking, data and Local/LD voice, services for home or business	www.centurylink.com Tim.White@centurylink.com
2	Windstream Communications 3620 S.W. 61st St., Ste. 300 DM, IA 50321 515-558-8500	250 1996	Randy Pettit Jeff Drummond	Avaya, Brocade, Cisco, HP ProCurve, Juniper, Mitel, ShoreTel and more	Develops, installs and provides support for integrated voice, data, storage and networking	www.windstream.com
3	Iowa Network Services Inc. 4201 Corporate Dr. WDM, IA 50266 800-469-4000; FAX: 515-830-0123	200 1989	Richard M. Vohs Thomas Beem Michael S. Egglely	Iowa Network Services; netINS	Internet, Web development, long distance, data center, virtual networks, network mgmt., HiCap bandwidth	www.IowaNetworkServices.com Sales@IowaNetworkServices.com
4	McGladrey 400 Locust St., Ste. 640 DM, IA 50309 515-284-8660; FAX: 515-284-1545	160 1926	Gordon Opland	Avaya, Shoretel, Cisco	VoIP, WAN, DSL, T1	www.mcgladrey.com rod.foster@mcgladrey.com
5	ABC - Electrical Contractors LLC 10540 Hickman Rd. DM, IA 50325 515-270-6400; FAX: 515-270-9559	125 1959	W. David Ward Mike Burns Howard Spencer	N/A	Electrical and data communications contractor	www.abcelectric.com email@abcelectric.com
6	U.S. Cellular 12020 Ridgmont Dr. Urbandale, IA 50322 515-249-4381; FAX: 515-334-6061	100 1986	Don Cochran Deanna Aitken	BlackBerry, HTC, LG, Motorola, Pantech, Samsung	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	89 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	LightEdge Solutions, Inc. 215 10th St., Ste. 1220 DM, IA 50309 515-471-1000; FAX: 515-471-1112	75 1996	Jim Masterson Jeff Springborn Steve DenHerder	Cisco, EMC, Microsoft, Polycom, VMware, BroadSoft, Dell	Hosted PBX Voice-over-IP, SIP Trunking, Converged Access, Unified Communications, Cisco Call Manager	www.lightedge.com info@lightedge.com
9	Communication Innovators Inc. 1301 N.E. 56th St. Pleasant Hill, IA 50327 515-262-7686; FAX: 515-262-7896	45 1987	Kirk Glawe Stan Glawe	Avaya, Systemax, Panduit, Extreme Networks, Aruba	Structured cable, telephone sales & service, infrastructure design, network integration, geothermal	www.gotoci.com
10	Cellular Advantage, Inc. 3829 100th St. Urbandale, IA 50322 515-331-0000; FAX: 515-331-0670	40 1993	Mitzi and Doug Ecklund Todd Lawton Matt Hayertz	Samsung, HTC, LG, BlackBerry, Motorola	Wireless service, handsets and accessories: US Cellular agent	www.celladvantage.com ceo@celladvantage.com
11	A+ Communications & Security 5609 N.E. 22nd St. DM, IA 50313 515-645-2345; FAX: 515-645-2330	34 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	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.acs ltd.com
12	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
13	Internet Solver, Inc. 11308 Aurora Ave. Urbandale, IA 50322 515-224-9229	15 2002	Dave Weis	Avaya, Adtran, Internet Solver Hosted Digital Voice	Telephone systems, hosted telephone service	www.internetsolver.com
13	NetWorks Inc. 2255 73rd St. Windsor Heights, IA 50324 515-221-1290; FAX: 515-221-0175	15 1994	Christopher Larson Christine Penniman	Extreme Networks, Cisco, NetGear, Digium, Allworx 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
13	Power & Telephone Supply 6101 Park Ave. DM, IA 50321 800-247-0042	15 1983	Doug McPhee Pat Saville	TE Connectivity, Corning, 3M, Entone, Amino, Comtrend, Summito, Prysmian	Independent 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 N.W. 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	12 1898	Chris Darr John Gudehus Zach Clemens	Cisco	Local, long distance, Internet and fiber services	www.enventis.com cdarr@enventis.com
14	Hyde Telecom Partners Inc. 9001 Hickman Rd., Ste. 310 Urbandale, IA 50322 515-331-1994; FAX: 515-331-3021	12 2000	Doug Postel Neil Hyde	Mitel Networks, Inc., Revation Systems, HP, NetGear, Cisco, Adtran	Unified Communications System, VoIP systems and Services, Web Chat, Secure Email, Web Conferencing	www.hydetelecom.com dpostel@hydetelecom.com
15	Information Tools Inc. 1063 14th Pl. DM, IA 50314 515-282-4626; FAX: 515-282-0740	11 1986	Edward Markow D. L. Cooper G. L. Kuntz	Tadiran, Allworx, AT&T, Samsung, Nortel, Multi-Tech & Pro-Curve	Design, implentation & service of integrated enterprise-level voice/data services	questions@knowology.com
16	American Business Phones 640 19th St. DM, IA 50314 515-727-2300; FAX: 515-283-2618	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
16	Wiring by Design Inc. 3057 99th St. Urbandale, IA 50322 515-276-7107; FAX: 515-276-6172	10 1994	John Bata Karl Walker Kara 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
17	Aesir Technology Solutions Inc. 2255 73rd St. Windsor Heights, IA 50234 515-334-0202; FAX: 515-270-0175	3 2009	Christine Penniman	Digium, Inc., Allworx	Consulting, design, system integration, maintenance	www.aesirts.com chrisp@aesirts.com
17	Avtex Solutions LLC 2041 Grand Ave., Ste. D WDM, IA 50265 515-221-3230; FAX: 515-221-3231	3 1990	John Irwin	Microsoft, Interactive Intelligence, Blue Coat, Blue Shield, A10 Networks	IP-PBX, contact center, unified communications, emergency notification, WAN mgmt. & optimization	www.avtex.com jirwin@avtex.com
18	PC By Design LLC 2310 S.E. Delaware Ave., Ste. G-PMB 119 Ankeny, IA 50021 515-720-2042	2 2007	Jeff Robinson	Dell, Hp, Netgear	PC repair, Web, hosting, email, business support, consulting, off site backup, managed service	www.pcbbydesign.net support@pcbbydesign.net

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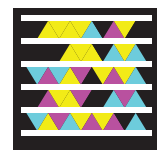
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COMPUTER HARDWARE & SOFTWARE COMPANIES

(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	Sales Volume through 12/31/2010	Primary Services Offered	Brands Carried/Used	Website Email
1	Windstream Communications 3620 S.W. 61st St., Ste. 300 DM, IA 50321 515-558-8500	250 1996	N/A Randy Pettit Jeff Drummond	N/A	Develops, installs and provides support for integrated voice, data, storage and networking	Avaya, Brocade, Cisco, HP ProCurve, Microsoft, ShoreTel, Juniper	www.windstream.com
2	McGladrey 400 Locust St., Ste. 640 DM, IA 50309 515-284-8660; FAX: 515-284-1545	160 1926	Kelly Woods Gordon Opland Lee Voigt	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 rod.foster@mcgladrey.com
3	QCI 1500 N.W. 118th St. DM, IA 50325 515-440-4960; FAX: 515-440-4961	145 1995	Delaney Donovan Irving Hahn Chris Boom	\$25 million	Custom development of Web-based business applications, Dynamics GP, Custom .NET applications	Microsoft Gold Partner, Citrix Gold Partner, Symantec Gold Partner, other partnerships	www.qci.com info@qci.com
4	Alliance Technologies 420 Watson Powell Jr. Way DM, IA 50309 515-245-7777; FAX: 515-245-7730	110 1994	N/A Mike Lang Steve Sikkink	N/A	Networking, virtualization, storage, hosting, cloud, software and Web development, security	Microsoft, Dell, HP, IBM, VMware, Citrix, Cisco, Oracle, Compellent, Quest	www.alliancetechologies.net lampingj@alliancetechologies.net
5	Sumtotal Systems 4600 Westown Pkwy., Ste. 301 WDM, IA 50266 515-222-9903; FAX: 515-222-5920	100 1995	N/A Scott Andriano	N/A	Complete strategic human capital management software and services	Sumtotal learning management system	www.sumtotalsystems.com sales@sumtotalsystems.com
6	Sogeti USA LLC 1820 N.W. 118th St., Ste. 220 DM, IA 50325 515-954-7678; FAX: 877-406-9646	85 1984	N/A Randy Reed Wade Dewald	N/A	Application dev, business analysis, testing, project mgmt, infrastructure, business intelligence	Microsoft Managed Partner, IBM, Oracle	www.us.sogeti.com Randy.Reed@us.sogeti.com
7	LightEdge Solutions, Inc. 215 10th St., Ste. 1220 DM, IA 50309 515-471-1000; FAX: 515-471-1112	75 1996	Steve DenHerder Jim Masterson Jeff Springborn Scott Riedel	\$25 million	Cloud Computing, Virtual Servers, Unified Communications, Network Security, Storage/Backup	Cisco, EMC, Polycom, Dell, BroadSoft, VMware	www.lightedge.com info@lightedge.com
8	CI3 (Control Installations of Iowa Inc.) 6200 Thornton Ave., Ste. 190 DM, IA 50321 515-558-9300; FAX: 515-558-9301	60 1983	Mary Kay Houk Wayne Hansen Richard Hanisch Randy Prati	N/A	Facility systems integration, software development	CardAccess, Networked Video, Visitor Management, Building Automation	www.ci3.com
9	Clifton Gunderson LLP 2700 Westown Pkwy., Ste. 400 WDM, IA 50266 515-222-4400; FAX: 515-222-4444	45 1960	N/A Mark Wyzgowski John Moeller Toby Lawrence	N/A	LAN/WAN, IT security and controls, project management, wireless, virtualization, support	HP, Microsoft, VMware, Cisco	www.cliftoncpa.com Marc.Hollander@cliftoncpa.com
10	Zirous Inc. 1503 42nd St., Ste. 210 WDM, IA 50266 515-225-9015	40 1982	N/A Steve Bump	N/A	Oracle consulting & sales, e-business & custom software solutions	Oracle, Java, XML, Linux	www.zirous.com
11	GCommerce Inc.* 601 E. Locust St., Ste. 103 DM, IA 50309 515-288-5850; FAX: 515-243-4537	35 2004	Holly Merriam Steven Smith	N/A	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
12	Visionary Services, Inc. 300 E. Locust St., Ste. 250 DM, IA 50309 515-369-3545; FAX: 515-369-3546	31 1992	N/A David Safris	N/A	Specializing in Website design, development and hosting for database driven Websites	.Dreamweaver, Linux, MS SQL, MySQL, Php, Oracle, ASP, .Net, CSS.	www.visionary.com sales@visionary.com
13	Associated Computer Systems Ltd. 11201 Aurora Ave. DM, IA 50322 515-223-0078; FAX: 515-223-7219	30 1980	Denny Studer Tony Foth Denny Studer Jaime Ridgway	N/A	IBM, Microsoft, VMware, Double Take, Lotus Notes/Domino, 3Com, Cisco	IBM, Microsoft, VMware, Double Take, Lotus Notes/Domino, 3Com, Cisco	www.acsLtd.com
13	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	IT products and services	IBM, Dell, HP, Cisco	www.pomeroy.com
13	Sirius Computer Solutions 2600 Westown Pkwy., Ste. 210 WDM, IA 50266 515-246-4100; FAX: 515-246-4190	30 1997	N/A Ted Crouchley	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
14	LBC Technology LLC 7300 Westown Pkwy., Ste. 120 WDM, IA 50266 515-226-2277	29 2005	N/A Peder Malchow	N/A	Website design/dev, content management, hosting, SEO, consulting	HP, Dell, Cisco, Fortis, Kofax, Citrix, VMWare	www.lbctechnology.com info@lbctechnology.com
15	ABC Virtual Communications Inc. 1051 Office Park Rd. WDM, IA 50265 515-327-8861; FAX: 515-327-8867	25 1995	N/A B.J. Doe	N/A	Software development/payment processing	IBM, Sun, Microsoft, Dell	www.abcv.com info@abcv.com
15	Combined Systems Technology (CST) 2165 N.W. 108th St., Ste. D DM, IA 50325 515-270-5300; FAX: 515-254-0500	25 1980	Sue Hayes Lyle Peterson Pete Sullivan Marv Bosch	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
15	IP Pathways 2550 73rd St. Urbandale, IA 50322 515-422-9300; FAX: 515-422-5544	25 2007	Wade Brower Joe Shields Wade Brower	\$10 million	Data storage, virtualization, servers & unified computing systems and application security	FlexPod For VMware - NetApp, Cisco and VMware	www.ippathways.com sales@ippathways.com
16	Flying Hippo Web Technologies 2655 86th St. Urbandale, IA 50322 515-288-5316; FAX: 515-288-5277	19 2001	Pam Christianson Ryan Parlee	N/A	Websites, portals, intranets, apps, e-commerce, e-marketing & strategy, iPhone, mobile	Microsoft, Yahoo, Google, Cisco, Oracle	www.flyinghippo.com contact@flyinghippo.com
17	Internet Solver, Inc. 11308 Aurora Ave. Urbandale, IA 50322 515-224-9229	15 2002	Kathy Foldes Dave Weis	N/A	Internet & telephone service, computer networking, cellular service	Dell, HP, Avaya, Adtran, Microsoft, Cisco, Fortinet	www.internetsolver.com
17	NetWorks Inc. 2255 73rd St. Windsor Heights, IA 50324 515-221-1290; FAX: 515-221-0175	15 1994	Christine Penniman Christopher Larson Christine Penniman	N/A	NetWorks, Inc. is a valued-added reseller and systems integrator	Microsoft, HP, Novell, Dell/EqualLogic, Cisco, Juniper, Extreme Networks, Lenovo, Digium	www.networks-inc.com aliciam@networks-inc.com chrisp@networks-inc.com
18	Cerebral InfoTech LLC 6200 Aurora Ave., Ste. 608 W Urbandale, IA 50322 515-331-7700; FAX: 773-345-0678	13 2004	N/A Kaylan Venkatraman	N/A	IT services, government contracting, construction general contractors	N/A	www.cerebralinfotech.com k.v@cerebralinfotech.com
19	EmbarkIT Inc. 1303 50th St., Ste. 100 WDM, IA 50266 515-440-1451; FAX: 515-440-1455	12 2005	Stacy Watrous Anita Messerschmidt	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
20	DeskActive, Inc. 5435 N.W. 100th St., Ste. 201 Johnston, IA 50131 515-986-1730; FAX: 515-986-1736	10 2009	N/A Paul Greenwood Melanie Lyde	N/A	DeskActive, Inc. develops technology-enabled consumer engagement solutions	Mobile and desktop apps supporting variety of browsers, devices and platforms	www.deskactive.com info@deskactive.com

* 2011 Book of Lists information

(continued on page 148)



Anita Messerschmidt Owner EmbarkIT

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small and medium-sized businesses, Fortune 500 companies, government agencies and educational institutions. Since its origin in March 2005, EmbarkIT has grown from a company of one, working out of founder Anita Messerschmidt's home, to a full-service IT organization providing consulting, sales, and service.

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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.	Office/Purchasing Manager Top 3 Local Executives	Sales Volume through 12/31/2010	Primary Services Offered	Brands Carried/Used	Website Email
20	Open Technologies 6200 Aurora Ave., Ste. 606W DM, IA 50322 515-251-8282; FAX: 515-251-8285	10 1995	Bette Furgison Dan Mery	\$20 million	System architecture, installation, maintenance	Oracle, HDS, Symantec, IBM, HP, Dell	www.open-tech.com Dan.merry@open-tech.com
21	Advanced Automation Inc. 455 S.W. Fifth St., Ste. C DM, IA 50309 515-564-0220; FAX: 515-564-0225	8 1989	Bill Tiffany Bill Tiffany Tom Wilkerson	N/A	Bar code and RFID printing & scanning/ wireless data capture for worker mobility & accuracy	Zebra, Datamax, Intermec, Motorola, Psion, Cisco, Honeywell, Unitech, Datalogic	www.advanced-automationinc.com billt@advanced-automationinc.com
22	Doextra Corp. 309 Court Ave., Ste. 550 DM, IA 50309 515-875-4970; FAX: 515-875-4971	7 1997	Julie Brandt Sunnie Richer Brad Williams Adam Soyer	N/A	Provide software consulting, training and implementation services to sales and marketing	Sage SalesLogix, Salesforce.com, Microsoft CRM	www.doextra.com support@doextra.com
23	Etech P.O. 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
24	Advanced Network Technologies 1326 Walnut St. DM, IA 50309 515-333-5861	5 1976	Larry Pedersen Larry Pedersen	\$1.5 million	ANT functions as the outsourced IT department for small/medium organizations (<100 users)	HP, Microsoft, Sonicwall, Symantec, Doyenz	www.antnetcare.com larry@antnetcare.com
25	Capital Technology Group 11241 Aurora Ave. Urbandale, IA 50322 515-221-9256	4 N/A	N/A Peter James Joel Strawn	N/A	Computer hardware and services, consulting and design of computer infrastructures	HP, IBM, Dell, NetApp, EMC2, Brocade, F5, Cisco, IronPort, xsigno, Pano Logic	
25	Echelon Business Services Inc. 8421 University Blvd., Ste. P Clive, IA 50325 515-440-0771	4 2006	Shawn Howell Shawn Howell Diane Shah	N/A	Computer repair, hardware upgrades, software installation, networking & server support	HP, 3COM, NEC, Seagate, Kingston, Microsoft, Intel, Sony, Belkin, Symantec, Linksys, Logitech	www.echbiz.com info@echbiz.com
25	Software Engineering Services 1200 Valley West Dr., Ste. 204 WDM, IA 50266 515-226-9295; FAX: 515-226-9292	4 1991	N/A Jim Bridges Al Toombs	N/A	IT consulting, project management services, information security, business continuity	N/A	www.SESolutions.com
26	PC By Design LLC 2310 S.E. Delaware Ave., Ste. G- PMB 119 Ankeny, IA 50021 515-720-2042	2 2007	Jeff Robinson Jeff Robinson	N/A	Consulting, repair, hosting, development	Dell, HP, SMC, Cisco	www.pcbbydesign.net support@pcbbydesign.net
27	Big Creek Software LLC 201 N. 3rd St., Ste. E, P.O. Box 50 Polk City, IA 50226 515-984-6243	1 1994	David W. Body David Body	N/A	Custom application development and consulting	Ruby, Ruby on Rails, Java, HTML/ CSS, JavaScript, MySQL, PostgreSQL, Linux and more	www.bigcreek.com davidbody@bigcreek.com

COMPUTER TRAINING 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	Applications Offered in Training	Types of Training Offered	Computer Training Services Offered	Website Email
1	Sumtotal Systems 4600 Westown Pkwy., Ste. 301 WDM, IA 50266 515-222-9903; FAX: 515-222-5920	100 1995	N/A Scott Andriano	Online learning delivered via a software as a service, hosted and on-premise models	Desktop computer skills, IT & Web development certifications	Custom courseware development, managed learning services and custom content development	www.sumtotalsystems.com sales@sumtotalsystems.com
2	Kaplan University 4655 121st St. Urbandale, IA 50323 515-727-2100; FAX: 515-727-2115	70 1900	Brandy Sundt Jeremy Wells Kaci Webster Lori Gelhaar	Information technology	Masters, Bachelors, Associates	Career placement, counseling, tutorial	www.KU-DesMoines.com lgelhaar@kaplan.edu
3	Des Moines Area Community College (DMACC) 2006 S. Ankeny Blvd., Ankeny, IA 50023 515-964-6367	25 1966	Drew Gocken Rob Denson Kim Linduska	Microsoft Office, security training, SQL (Oracle), CISCO, Linux, JAVA, MCSE, .Net, Web ed., business training dev	College credit courses, continuing education, business training	Business onsite training, online trainings, college courses, online, Web blended and face to face	www.dmacc.edu
4	Manpower Inc. of Des Moines 505 Fifth Ave., Ste. 100 DM, IA 50309 515-288-4105; FAX: 515-288-8760	24 1953	Karen Miller Karen Miller Denny Warrick	Bus., environ health & Safet, Legal Compliance, IT programming, devel., eng. & End User IT	Web based training	Management and leadership, sales, HR, business strategy, finance, HR, administration, business strategy and operations, project mgmt.	www.manpowerdm.com dmoffice@manpowerdm.com
5	EmbarkIT Inc. 1303 50th St., Ste. 100 WDM, IA 50266 515-440-1451; FAX: 515-440-1455	12 2005	Stacy Watrous Anita Messerschmidt Lenore Hamill Glenna Ross	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	www.embarkit.com sales@embarkit.com training@embarkit.com
6	IMAGINiT Technologies 11156 Aurora Ave. Urbandale, IA 50322 515-224-6844; FAX: 515-224-5833	10 1997	N/A Megan Dunton	Autodesk, ARCHIBUS and Leica Geosystems	Classroom, on-site, online and customized	Technical support, custom software development, platform integration, training and implementation	www.imaginit.com info@rand.com
7	New Horizons Computer Learning Centers 6200 Aurora Ave., Ste. 207E Urbandale, IA 50322 515-226-3265; FAX: 515-226-1746	8 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
8	Spindustry Technical Training 1370 N.W. 114th St., Ste. 103 Clive, IA 50325 515-334-9556; FAX: 515-225-1785	5 1996	Angela Culbertson Angela Culbertson Tara Walter	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

COMPUTER NETWORKING 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	Top 3 Clients in Central IA	Type of Networking	Website Email
1	Windstream Communications 3620 S.W. 61st St., Ste. 300 DM, IA 50321 515-558-8500	250 1996	N/A Randy Pettit 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	McGladrey 400 Locust St., Ste. 640 DM, IA 50309 515-284-8660; FAX: 515-284-1545	160 1926	Kelly Woods Gordon Opland Lee Voigt	N/A	Microsoft, Citrix, Cisco, Novell, Avaya, ShoreTel, other LAN/WAN consulting	www.mcgladrey.com rod.foster@mcgladrey.com
3	QCI 1500 N.W. 118th St. DM, IA 50325 515-440-4960; FAX: 515-440-4961	145 1995	Delaney Donovan Irving Hahn Chris Boom	Available upon request	Networks, storage solutions, security, DR, planning, migration, Windows server, VAR	www.qci.com info@qci.com
4	Alliance Technologies 420 Watson Powell Jr. Way DM, IA 50309 515-245-7777; FAX: 515-245-7730	110 1994	N/A Mike Lang Steve Sikkink	Companies and organizations of various sizes	LAN/WAN/SAN, Windows, Linux, MAC, T1, wireless, VPN, Microsoft, Citrix, VMware, Cloud/ Hosting	www.alliancetechnologies.net lampinj@alliancetechnologies.net
5	LightEdge Solutions, Inc. 215 10th St., Ste. 1220 DM, IA 50309 515-471-1000; FAX: 515-471-1112	75 1996	Steve DenHerder Jim Masterson Jeff Springborn T.J. Bangs	Liberty Services (Liberty Bank) Life Care Services Heartland Co-op	High-availability, MPLS Meshed IP Wide Area Network, multiple of internet and voice	www.lightedge.com info@lightedge.com
6	Clifton Gunderson LLP 2700 Westown Pkwy., Ste. 400 WDM, IA 50266 515-222-4400; FAX: 515-222-4444	45 1960	N/A Mark Wyzgowski John Moeller Toby Lawrence	N/A	LAN/WAN consulting, Microsoft	www.cliftoncpa.com Marc.Hollander@cliftoncpa.com
7	Associated Computer Systems Ltd. 11201 Aurora Ave. DM, IA 50322 515-223-0078; FAX: 515-223-7219	30 1980	Denny Studer Tony Foth Denny Studer Jaime Ridgway	N/A	IBM System Servers, Microsoft, Cisco, Lotus Notes	www.acsltd.com
8	LBC Technology LLC 7300 Westown Pkwy., Ste. 120 WDM, IA 50266 515-226-2277	29 2005	N/A Peder Malchow	N/A	LAN/WAN, Microsoft, Cisco, HP, SAN, VMWare, small business, disaster recovery	www.lbctechnology.com info@lbctechnology.com
9	Combined Systems Technology (CST) 2165 N.W. 108th St., Ste. D DM, IA 50325 515-270-5300; FAX: 515-254-0500	25 1980	Sue Hayes Lyle Peterson Pete Sullivan Marv Bosch	N/A	LAN/WAN with emphasis on Microsoft products and O/S	www.cstoncall.com mbosch@cstoncall.com
9	IP Pathways 2550 73rd St. Urbandale, IA 50322 515-422-9300; FAX: 515-422-5544	25 2007	Wade Brower Wade Brower Joe Shields	N/A	Wired and Wireless networking specializing in core data center, WLAN and LAN	www.ippathways.com sales@ippathways.com
10	Internet Solver, Inc. 11308 Aurora Ave. Urbandale, IA 50322 515-224-9229	15 2002	Kathy Foldes Dave Weis	N/A	Network installation and support, helpdesk services	www.internetsolver.com
10	NetWorks Inc. 2255 73rd St. Windsor Heights, IA 50324 515-221-1290; FAX: 515-221-0175	15 1994	Christine Penniman N/A	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
11	EmbarkIT Inc. 1303 50th St., Ste. 100 WDM, IA 50266 515-440-1451; FAX: 515-440-1455	12 2005	Stacy Watrous Anita Messerschmidt	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
12	Information Tools Inc. 1063 14th Pl. DM, IA 50314 515-282-4626; FAX: 515-282-0740	11 1986	Stephanie Simmerman Edward Markow	Provided as required	VOIP, SIP, MPLS, VPN Trunk/Networking	questions@knowology.com
13	Etech P.O. 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.etechnology.com brian@etechnology.com
14	Advanced Network Technologies 1326 Walnut St. DM, IA 50309 515-333-5861	5 1976	Larry Pedersen Larry Pedersen	SMB's throughout Iowa	Microsoft, Cloud, Management	www.anntecare.com larry@anntecare.com
15	Echelon Business Services Inc. 8421 University Blvd., Ste. P Clive, IA 50325 515-440-0771	4 2006	Shawn Howell Shawn Howell Diane Shah	N/A	Data, voice, LAN, wireless, Microsoft servers	www.echbiz.com info@echbiz.com



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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	Website Email
1	CenturyLink 925 High St., 9S9 DM, IA 50309 515-286-6606; FAX: 515-286-6128	1,100 1895	Michael Sadler Cindy Carter Ross Wendell Connie Marturello	N/A N/A N/A	1.5 MB and up	DSL, T1, DS1, DS3, OC3	www.centurylink.com Tim.White@centurylink.com
2	Mediacom 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 50 Mbps	Cable modem high-speed Internet, cable TV & broadband services (HD, digital, family & premium)	www.mediacomcc.com customerservicenc@mediacomcc.com
3	Windstream Communications 3620 S.W. 61st St., Ste. 300 DM, IA 50321 515-558-8500	250 1996	Randy Pettit Jeff Drummond N/A	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
4	Iowa Network Services Inc. 4201 Corporate Dr. WDM, IA 50266 800-469-4000; FAX: 515-830-0123	200 1989	Ronald L. Keller Cindy White	N/A N/A N/A	Any	Dedicated Internet, high-speed, hosted exchange, co-location, help desk	www.IowaNetworkServices.com Sales@IowaNetworkServices.com
5	Alliance Technologies 420 Watson Powell Jr. Way DM, IA 50309 515-245-7777; FAX: 515-245-7730	110 1994	Mike Lang Steve Sikkink N/A	N/A N/A N/A	Various	T1, DS3, Connecting Multiple Sites, WAN Management, LAN, Web Hosting, Email Hosting, Email Spam Filtering, Cloud Services, Network Security, Data Center Services	www.alliancetechnologies.net lampingj@alliancetechnologies.net
6	LightEdge Solutions, Inc. 215 10th St., Ste. 1220 DM, IA 50309 515-471-1000; FAX: 515-471-1112	75 1996	Jim Masterson Jeff Springborn Scott Riedel Steve DenHerder	N/A N/A 1,000	DSL, T1, Bonded T1 up to 8xT1, DS3, ethernet up to 100 Mbps, GigE	Business Internet, Meshed IP WAN, Unified Communications, Voice- over-IP, Cloud Computing, Virtual Servers, Virtual Desktops, Network Security	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 1997	Shane Stark Brendan Phelps Shane Kennedy	N/A N/A N/A	T-1, DS3, OC3, OC48, Ethernet, Metro Optical Ethernet, DSL, GeoMax	Wireless, dedicated Inet, Web hosting, VoIP, MPLS, Ethernet, data storage, disaster recovery, SHARP, SHNS & private line	www.carrieraccessinc.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 Bonnsetter 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, email Gateway servers, email archiving, PDAs, domain names, hosting (Web, database & CMS)	www.dwx.com info@dwx.com
10	Internet Solver, Inc. 11308 Aurora Ave. Urbandale, IA 50322 515-224-9229	15 2002	Kathy Foldes Kathy Foldes	N/A N/A N/A	All Speeds	Internet access, MPLS, 3G wireless, private networks, server hosting & collocation	www.internetsolver.com
11	NexGen Integrated Communications 3405 S.E. 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 travis@nexgencom.com
12	Etech P.O. 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, email/ftp services and Web hosting	www.etech.us brian@etech.us



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WEBSITE DEVELOPERS

(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	Top 3 Clients in Central IA	Services Offered	Website Email
1	Iowa Network Services Inc. 4201 Corporate Dr. WDM, IA 50266 800-469-4000; FAX: 515-830-0126	200 1989	Cindy White Ronald L. Keller	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	QCI 1500 N.W. 118th St. DM, IA 50325 515-440-4960; FAX: 515-440-4961	145 1995	Delaney Donovan Irving Hahn Chris Boom	Available upon request	Custom development of Web-based business applications, Dynamics GP, Custom .NET applications	www.qci.com info@qci.com
3	Alliance Technologies 420 Watson Powell Jr. Way DM, IA 50309 515-245-7777; FAX: 515-245-7730	110 1994	N/A Mike Lang Steve Sikkink	N/A	Networking, virtualization, storage, hosting, cloud, software and Web development, security	www.alliancetechnologies.net lampinj@alliancetechnologies.net
4	Innova Ideas & Services 516 3rd St., Ste. 200 DM, IA 50309 515-697-7200; FAX: 515-697-7201	96 1998	Kristin Olson Beth Cross Dawn Budd	N/A	Website & multimedia design, programming, hosting, e-commerce, email mktg, SEO, banner ads, games	www.innovaideasandservices.com info@sigler.com
5	Sogeti USA LLC 1820 N.W. 118th St., Ste. 220 DM, IA 50325 515-954-7678; FAX: 877-406-9646	85 1984	N/A Randy Reed Wade Dewald	Available upon request	Application dev, business analysis, testing, project mgmt, infrastructure, business intelligence	www.us.sogeti.com Randy.Reed@us.sogeti.com
6	Flynn Wright 501 S.W. Seventh St., Ste. J DM, IA 50309 515-243-2845; FAX: 515-243-6351	45 1984	N/A Andrew J. Flynn Peter J. Flynn Aaron Kennedy	N/A	Integrated marketing services, design, information management, brand management	www.flynnwright.com aflynn@flynnwright.com
7	Spindustry Interactive 1370 N.W. 114th St., Ste. 300 Clive, IA 50325 515-225-0920; FAX: 515-225-1785	44 1996	Melissa Pomeroy Michael Bird Stephen Fry	Confidential	Web strategy, development and marketing designed around client objectives	www.spindustry.com info@spindustry.com
8	Visionary Services, Inc. 300 E. Locust St., Ste. 250 DM, IA 50309 515-369-3545; FAX: 515-369-3546	31 1992	N/A David Safris	Iowa Realty, Dice.com and 300+ other companies	Specializing in Website design, development and hosting for database driven Websites	www.visionary.com sales@visionary.com
9	Associated Computer Systems Ltd. 11201 Aurora Ave. DM, IA 50322 515-223-0078; FAX: 515-223-7219	30 1980	Denny Studer Tony Foth Denny Studer Jaime Ridgway	N/A	IBM, Microsoft, VMware, Double Take, Lotus Notes/Domino, 3Com, Cisco	www.acsltd.com
10	LBC Technology LLC 7300 Westown Pkwy., Ste. 120 WDM, IA 50266 515-226-2277	29 2005	N/A Peder Malchow	N/A	Website design/dev, content management, hosting, SEO, consulting	ww.lbctechology.com info@lbctechology.com
11	Global Reach Internet, LLC 2321 N. Loop Dr., Ste. 101 Ames, IA 50010 515-996-0996; FAX: 515-296-3748	28 1995	Iacovos Zachariades Iacovos Zachariades	Treasurer of Iowa, Iowa Finance Authority, Iowa State University	Web development and hosting, e- commerce, graphic design, IT consulting, mobile Websites	www.globalreach.com info@globalreach.com
12	Applied Art & Technology 2430 106th St. DM, IA 50322 515-331-7400; FAX: 515-331-7401	23 1993	Ken Loneman Mark Wilke Tony Wilson George Christ	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
13	Flying Hippo Web Technologies 2655 86th St. Urbandale, IA 50322 515-288-5316; FAX: 515-288-5277	19 2001	Pam Christianson Ryan Parlee	Wellmark, Iowa State University, Holmes Murphy	Websites, portals, intranets, apps, e- commerce, e-marketing & strategy, iPhone, mobile	www.flyinghippo.com contact@flyinghippo.com
14	DWX - Internet 8527 Univeristy Blvd. Clive, IA 50325 515-282-0000; FAX: 515-282-0000	15 1994	N/A Drew Waddell	N/A	Domain names, Web hosting (Linux & Windows), Web design, e-commerce, database programming, SEO	www.dwx.com info@dwx.com
15	Iowa Interactive Inc. 500 E. Court Ave., Ste. 310 DM, IA 50309 515-323-3468; FAX: 515-323-9979	14 1997	Amy Schatz Tracy Smith	State of Iowa	Web and new media design, e- government application development	www.iowai.org
16	Red 5 Interactive Inc. 1271 8th St., Ste. 500 WDM, IA 50265 515-287-5500; FAX: 515-287-0776	12 1996	Ivy Miller Bob Dooley	N/A	User Experience Design, Web Apps, iPhone/iPad and Android Apps, Social Media, Hosting, Flash and 3D	www.r5i.com info@r5i.com
17	Blue Compass Interactive 3070 104th St. DM, IA 50322 515-868-0010; FAX: 515-868-0012	8 2007	N/A Cary Coppola Drew Harden	Spalding, Napa Auto Parts, Kum & Go	Website design, development, online marketing, content mgmt system, mobile site dev, e-commerce	www.BlueCompass.com info@bluecompass.com
17	Captain Jack Communications LLC 2411 Grand Ave. DM, IA 50312 515-246-0000; FAX: 515-282-6832	8 1977	N/A Charlie Notis Harvey Freese	Casey's, Dahls Foods, Dee Zee Manuf., Reynolds & Reynolds	In-house Web design, Web hosting, high search engine ranking, email, database programming, Web apps	www.captainjack.com info@captainjack.com
18	AdEasel 1620 Pleasant St. DM, IA 50314 515-244-4808; FAX: 515-244-4449	7 1999	Bryan Heilman Chase Hendrix	O'Halloran International, Big Barn Harley-Davidson, Iowa Community Action Association	Dynamic Web & marketing, branding, SEO & email marketing, print design, outdoor, mobile & social	www.adeasel.com desmoines@adeasel.com
18	REL Productions Ltd. 2045 Grand Ave., Ste. A WDM, IA 50265 515-224-6389; FAX: 515-222-4414	7 1993	Tricia Todd Rod Reding Blake Reding Jeremy Holcomb	Information available upon request	Web video solutions: video production, video asset management, video broadcasting & distribution	www.relonline.com info@relonline.com
19	BitMethod LLC 300 S.W. Fifth St. DM, IA 50309 515-460-3618	5 2009	N/A Daniel E. Shipton	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
19	WinCommunications & WinM@il 4203 Franklin Ave. DM, IA 50310 515-274-5609; FAX: 515-255-0524	5 1993	Kathy Towner Greg Goaley	Medical, legal, manufacturing	Web marketing & development, content creation & management, strict permission-based email campaigns	www.wincommunications.com Greg@wincommunications.com
20	MIDWESTIX 857 17th St. DM, IA 50314 515-244-2771	4 2002	N/A Kathryn Dickel	N/A	Web site design/development, content dev., usability, info architecture, consulting, hosting	www.midwestix.com
21	JTM Multimedia Inc. 1412 62nd St. DM, IA 50306 515-277-1990; FAX: 515-279-2886	3 1995	Jacque Meyer Tim Meyer	VanHarden.com, Thomberts.com, IowaRuralWater.org	Web hosting, Web design, site maintenance, email services, listserve, database design and hosting	www.jtmweb.com jtm@jtmweb.com
21	Shift 1501 42nd St., Ste. 550 WDM, IA 50266 515-257-6871	3 2010	Carol Larson Chris A. Burns	Meredith, University of Iowa Foundation, DMACC, Dwolla	Shift is an interactive development company specializing in Web and mobile digital experiences	www.interactiveshift.com info@interactiveshift.com
21	Slash Web Studios 1370 N.W. 114th St., Ste. 105 Clive, IA 50325 515-309-2580	3 2007	N/A Brett Burkhardt Greg Crown	Sticks, Inc., Artistic Manufacturing, PeaceChange International	Full service Web design & development studio, building custom Websites and Web applications	http://slashwebstudios.com info@slashwebstudios.com
22	PC By Design LLC 2310 S.E. Delaware Ave., Ste. G- PMB 119 Ankeny, IA 50021 515-720-2042	2 2007	Jeff Robinson Jeff Robinson	N/A	Consulting, repair, hosting, development	www.pcbdesign.net support@pcbdesign.net
23	Test of Time Design 2657 Wisconsin Ave. DM, IA 50317 515-966-4625	2 2008	N/A Justin K. Brady	N/A	Mobile app creation, Website design, marketing splash page design, creative problem solving	www.testoftimedesign.com hello@testoftimedesign.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	Website Email
1	Colorfx/Rock Communications 10750 Aurora Ave. DM, IA 50322 515-270-0402; FAX: 515-270-2528	225 1979	Brad White	Jon Troen	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 bdowning@colorfx.net
2	Sigler Companies 3100 S. Riverside Dr. Ames, IA 50010 515-232-6997; FAX: 515-232-8820	215 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
3	Tension Envelope Corp. 2100 E. 17th St. DM, IA 50306 515-266-3181; FAX: 515-266-2232	160 1924	Janet Bagby	Richard Schloerb	Custom envelope manufacturing	Manufacture and print custom envelopes	www.tension.com rschloerb@tension.com info@tension.com
4	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 Info@The-Printer.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	Office supplies, printing, promotional items, awards, corporate apparel, office furniture and design	Commercial printing, graphic design, variable data printing, fulfillment & distribution	www.storeykenworthy.com info@storeykenworthy.com
6	Edwards Graphic Arts Inc. 2700 Bell Ave. DM, IA 50321 515-280-9765; FAX: 515-280-9631	75 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 services	
6	Garner Printing 1697 N.E. 53rd Ave. DM, IA 50313 515-266-2171; FAX: 515-266-1641	75 1934	Cecilia Smith	Steve Jones Kyle Rhoads	Printed materials, banner, point of sale graphics, trade show materials, event graphics	Offset & digital printing, fulfillment & mailing, Web-based solutions, grand-format printing	www.garnerprint.com
7	Acme Printing Co. Inc. 66 Washington Ave. DM, IA 50314 515-244-1723; FAX: 515-244-0613	65 1923	N/A	Dennis Crane Dennis Sissel Talena Mayfield	Marketing materials, direct mail, brochures, catalogs	Design, mailing, variable image printing, database development/management, online fulfillment system	www.acmeiowa.com tmayfield@acmeiowa.com
7	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
8	American Spirit Graphics 2525 Delaware Ave. DM, IA 50317 515-262-8213; FAX: 515-262-6182	47 1996	N/A	Mike Wachtel Tom Senn	Direct mail and advertising inserts	Heatset Web printing, in-line finishing	www.asgc.com mikew@asgc.com
9	Corporate Image 1801 Thompson Ave. DM, IA 50316 515-262-3191; FAX: 888-262-3839	40 1983	Donna Graham	Fritz James Lang Wightman Michael James	Custom 3-ring binders, tab dividers, pocket folders, sales boxes and custom corrugated packaging	Printing and manufacturing presentation materials, including die-cutting and laminating	www.corp-image.com info@corp-image.com
10	Accent Tag & Label Inc. 2201 Rittenhouse St. DM, IA 50321 515-287-2717; FAX: 515-287-2779	36 1987	Ryan Stout	Dixie L. 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
11	Grace Label 6201 Watrous Ave. DM, IA 50321 515-256-2000; FAX: 515-256-2001	35 1975	N/A	Steven Grace	Pressure sensitive labels, roll-fed packaging	Printing	www.gracelabel.com
12	Beeline & Blue 2507 Ingersoll Ave. DM, IA 50312 515-244-1611; FAX: 515-244-1020	24 1959	Trent Ainsworth	Leonard Ainsworth Steven Strooh Trent Ainsworth	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
13	ADI Group Inc. 4049 120th St. Urbandale, IA 50323 515-334-2205; FAX: 515-334-2222	22 1949	N/A	Doug Freeman Scott Chapman	Envelopes, business forms, stationary products, marketing collateral, ad specialties and apparel	Print management including design, production, warehousing and fulfillment; Web-based order tool	www.theadigroup.net information@theadigroup.net
14	Dilley Manufacturing Co. 215 E. Third St. DM, IA 50309 515-288-7289; FAX: 515-288-4210	20 1950	Bill Schafer	Kevin Flagg David Dilley Bill Schafer	3-ring binders, tabbed index, dividers, pocket folders, custom media packaging, catalog fulfillment	Custom media packaging & catalog fulfillment	www.dillemfg.com dilleyales@dillemfg.com
15	FairPrint Graphic Solutions 1239 73rd St., Ste. E Windsor Heights, IA 50324 515-246-9901; FAX: 515-246-9920	15 N/A	N/A	John Louras JP Singh	Annual reports, business cards, brochures, flyers, catalogs, bindery, envelopes	Printing and Web site	www.fairprint.com larry@fairprint.com
16	The Straub Corp. 2509 Sunset Rd. DM, IA 50305 515-282-5283; FAX: 515-282-5290	14 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
16	Universal Printing Services 2828 Fifth Ave. DM, IA 50313 515-244-1656; FAX: 515-244-1055	14 1966	Chris Taylor	George Springer Bruce Hoiium Sara Springer	Offset & digital printed goods: Stationery, newsletters, brochures, post cards; Ad specialties	One to 5+ color offset printing, digital printing, bindery, design, mailing, advertising specialties	www.printuniversal.com info@printuniversal.com
17	Allegra Marketing, Print, Mail 4149 120th St. Urbandale, IA 50323 515-244-1414; FAX: 515-244-4275	13 1970	Jim Eaton	Pat Rhoades Jim Eaton	Marketing consultation, graphic design, digital and offset printing, mailing, variable data, banners	Marketing consultation, printing, full mailing service, project management, graphic design	www.allegradsm.com amy@allegradsm.com
18	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
18	Office Max Impress Print Center 2700 Ingersoll Ave. DM, IA 50312 515-280-6992; FAX: 515-280-7120	12 1997	Matt Stockdill	Matt Stockdill Dani Olson	Business cards, letterhead, presentations, posters, stamps, invitations, custom promotional products	Digital printing, copying, binding, laminating and document finishing services; FedEx Ship Site	www.officemax.com impress0645@officemax.com
18	The Printing Station 1420 Locust St. DM, IA 50309 515-243-8144; FAX: 515-243-6560	12 1980	Jeannette Heuer	Mitch & Lance Eaton	Digital and offset printing, large format printing, signs, banners, mailing, promotional products	Printing, mailing, large format printing, promotional products	www.printingstation.com info@printingstation.com
19	Holm Graphic Services Inc. 601 S.W. 9th St., Ste. H DM, IA 50309 515-288-8505; FAX: 515-288-0119	10 1969	Pam Roberts	Mary Ann Amundson	N/A	Commercial printing	www.holmgraphic.com sales@holmgraphic.com
20	Speedpro Imaging 2053 S.E. 37th St., Ste. E Grimes, IA 50111 515-986-7151; FAX: 515-986-7145	6 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
21	Hott Off the Press 1330 Keo Way DM, IA 50309 515-243-5309; FAX: 515-243-4934	5 1991	David W. Hott	David W. 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
21	Pro Copy 455 S.W. 5th St., Ste. A DM, IA 50309 515-243-1891; FAX: 515-243-1989	5 1990	C. Todd Cook	C. Todd Cook	Custom & index tabs, Bates labeling	File copying, color copying, large format copying, trial exhibits, bindery services, edata discovery	www.procopy.com production@procopy.com
22	FedEx Kinko's 400 Locust St., Ste. 150 DM, IA 50309 515-282-5955; FAX: 515-282-8825	4 1970	N/A	N/A	Shipping and printing	Business cards, B&W & color copying, digital output, oversize color printing, FedEx shipping	www.fedexkinkos.com usa0421@fedexkinkos.com
23	Print Management Partners 4401 Westown Pkwy., Ste. 104 WDM, IA 50266 515-223-4800; FAX: 515-221-1622	3 1994	Laura Pote	Phil Swartz Dirk Pierce	Print	Commercial printing, forms, mailing, fulfillment, ad specialties & e-commerce	www.ourpartners.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	Website Email
1	Vernon Graphics & Promotions One Promotion Place, 604 W. 4th St. N., Newton, IA 50208 641-792-9000	170 1902	William Vernon Chris Vernon	Promotional products, large format sign graphics, corporate identity, integrated fulfillment service	Principal Financial Group Vermeer Manufacturing Ruan	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	96 1998	Beth Cross Dawn Budd	Brand development, campaign development and execution, print and interactive media, emerging media	Windsor Windows & Doors Federal Home Loan Bank Action Accents	www.innovaideasandservices.com info@sigler.com
3	Schneider Graphics 6082 N.E. 14th St., DM, IA 50313 515-289-4464; FAX: 515-289-4468	26 1989	Ward Schneider Joe Schneider	Vinyl graphic products & services	Brown Nationalease Hy-Vee Corp Pella Window Co.	www.schneidergraphics.com Joe@schneidergraphics.com
4	QA Graphics 1250 S.W. State St., Ste. A, Ankeny, IA 50023 515-965-3403; FAX: 515-965-9991	22 2006	Dan McCarty	Interactive user interfaces, multimedia, 3D design & animations, videos, graphic outsourcing, dashboards, custom solutions	Iowa State University TurollaOCG Blur MediaWorks	http://www.qagraphics.com sales@qagraphics.com
5	PUSH Branding and Design 2655 86th St., Urbandale, IA 50322 515-288-5278; FAX: 515-288-5277	15 1987	Eric Groves Ryan Parlee	Brand strategy & implementation, corporate identity, graphic design, marketing, Web design, naming, PR	Nike ISU Wellmark	www.pushbranding.com info@pushbranding.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, environ., illustrations, packaging, publications & Web design	The Iowa Clinic Casey's General Stores Inc. Iowa Hospital Association	www.julsdesign.com julsdesign@julsdesign.com
7	Etc Graphics Inc. 150 North 1st St., Carlisle, IA 50047 515-989-0900; FAX: 515-989-3886	5 1988	Kevin Seiberling Geri Seiberling	Identity design, interior/exterior signs & graphics, vehicle graphics, wraps, wall logos, monument signs	Krause Gentle Corp. Hydro Klean Inc. Metro Waste Authority	www.etcgraphics.com signs@etcgraphics.com
7	J. Sayles Design Co. 3701 Beaver Ave., DM, IA 50310 515-279-2922; FAX: 515-279-0212	5 2010	John Sayles Tanya Daniels Jean O'Neill	Branding, marketing, packaging, Web design, sculpture, interior/exterior design, memorial, signage	Meredith Corp. Target MCA Records	saylesdesign.com tanya@saylesdesign.com
8	Display Creators, Inc. 10613 Justin Dr., Urbandale, IA 50322 515-221-1394; FAX: 515-221-1049	4 1986	Gregory Mowrey	Trade show displays, kiosks, banners, large format graphics, signs, event services, storage, display install & dismantle	NCMIC Ag Leader Technologies Kinze	www.displaycreators.com gmowrey@displaycreators.com
9	Cooper Smith & Co. 2820 Bell Ave., DM, IA 50321 515-244-4133; FAX: 515-244-4131	3 1993	Sally Cooper Smith	Brand-based marketing & graphic design	Meredith Corp. Wright Service Corp.	www.coopersmithco.com sally@coopersmithco.com
10	Test of Time Design 2657 Wisconsin Ave., DM, IA 50317 515-966-4625	2 2008	Justin Brady	Goal-oriented graphic design through listening: Web, print, signage, packaging and mobile app.	Various clients in Des Moines, Minneapolis, Houston	www.testoftimedesign.com hello@testoftimedesign.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	Website Email
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 Advertising / Design Companies	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 Jon Ingraham	Commercial trade bindery, commercial trade finisher, complete die design and die building, complete mailing facility	Commercial printers In-plant printers Ad agencies	www.finishbinders.com info@finishbinders.com
3	Beeline & Blue 2507 Ingersoll Ave. DM, IA 50312 515-244-1611; FAX: 515-244-1020	24 1959	Leonard Ainsworth Steven Strooh Trent Ainsworth	Inkjet & direct digital photo, large-format graphics, plotting, high-speed copying, digital printing	RDG Weitz Co. Integer Group	www.beelineandblue.com leonard@beelineandblue.com
4	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 Architects SVPA Durrant	www.actionrepro.com info@actionrepro.com
5	Sunderland Brothers Company 4451 112th St. Urbandale, IA 50322 515-276-3600	15 1883	Ron Bauer Mike Middleswart	Ceramic tile, kitchen cabinets, solid surface countertops, quartz countertops, plastic laminate countertops		www.sunderlands.com
6	My Studio By 118 S.E. 4th St., Ste. 119 DM, IA 50309 515-554-3756	1 2011	Tonya Scarcello	Photography studio space, Coop. monthly access to backdrops, props, templates, sales tools, samples, vendors, equipment, business growth		www.mystudioby.com

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ADVERTISING AGENCIES

(Ranked by capitalized billings as of 12/31/2010)

Rank	Name Address Phone; Fax	Capitalized Billing as of 12/31/2010*	Local FT Ad Staff Year Est.	Office/ Purchasing Manager	Top 3 Local Executives	Areas of Expertise	Top 3 Clients	Website Email
1	Strategic America 6600 Westown Pkwy. WDM, IA 50266 515-453-2000; FAX: 515-224-4181	\$84 million	89 1980	Kelly Regenold	Michael Schreurs John Schreurs Jim Stafford	Channel/field/retail mktg. strategy & digital solutions, branding, media, Web	Lennox Industries Service Experts Hunter Douglas	www.strategicamerica.com mschreurs@strategicamerica.com
2	Flynn Wright 501 S.W. Seventh St., Ste. J DM, IA 50309 515-243-2845; FAX: 515-243-6351	\$46 million	45 1984	N/A	Andrew Flynn Peter Flynn Aaron Kennedy	Advertising, marketing, public relations, research, interactive media	Mediacom MidAmerican Energy Co. Iowa Health - Des Moines	www.flynnwright.com aflynn@flynnwright.com
3	Trilix 9105 Northpark Dr. Johnston, IA 50131 515-221-4900; FAX: 515-221-0000	\$22 million	24 1981	Annette Halbur	Todd Senne Ron Maahs	IMC plans, branding, PR, e-strategies, creative services, social media, research division	Stine Seed Iowa State Fair Iowa Speedway	www.trilixgroup.com tsenne@trilixgroup.com
4	Performance Marketing / Interactive SH ift 1501 42nd St., Ste. 550 WDM, IA 50266 515-440-3550; FAX: 515-440-3561	\$18 million	25 1999	Michelle Rodine Sheets	Kevin Lentz Todd Versteeg Matt Glynn	Brand planning, mktg. comm., adv., interactive, PR, social media	Honeywell The Toro Comp. Genie/Terex	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	\$8.3 million	9 1949	Glen Nordman	Dave Sanderson Wil Steinhart	Trad. & Web-based mktg. communications	MTI BioTech Iowa Vein Center Principal Financial Group	www.wesleyday.com info@wesleyday.com
6	Pepper Ricci & Associates 3718 S.W. Court Ave. Ankeny, IA 50023 515-289-0708; FAX: 515-289-0709	\$1.8 million	1 1997	Pepper Ricci	Pepper Ricci	Media buying, radio and TV	Granger Motors Farrell's Martial Arts Patlow Roofing	www.iowamediabuying.com pepricci@aol.com
7	PromoPower LLC 3609 153rd St. Urbandale, IA 50323 888-224-0236; FAX: 612-233-3348	\$38,000	1 1992	N/A	Larry Mersereau	Direct response copy writing and design	Yamaha Motorsports Nationwide Marketing Group TriMega Purchasing Assoc.	www.PromoPower.com Larry@promopower.com
	Capital Ideas LLC 115 Glenview Dr. DM, IA 50312 515-556-5373	N/A	2 2004	N/A	Michael Woody Christina Amys	Mktg. analysis, consultation, media strategies, creative concepts & High Def. prod.	DM Plastic Surgery Goode Greenhouses Gilcrest/Jewett Lumber	www.ideas2burn.com MichaelC@ideas2burn.com
	Essman/Associates, Inc. 100 E. Grand Ave., Stes. 300 & 340 DM, IA 50309 515-282-7145; FAX: 515-282-4535	N/A	12 1977	Amy Kline	Denise Essman Deb Stearns Marisol Molstre	International/national/regional mktg. research, integrated mktg. communications programs	Lifespace Communities Inc. Thombert CTI Administrators, Inc.	www.essmanassociates.com mail@essmanassociates.com
	Huggins Consulting Group, LLC 4019 140th St. Urbandale, IA 50323 515-270-0789	N/A	1 2009	N/A	Jeff Huggins	Consumer and B2B marketing and public relations solutions	Pabst Brewing Green Flag Alliance Petroleum Marketers & Convenience Stores of IA	www.hugginsusa.com info@hugginsusa.com
	Innova Ideas & Services 516 3rd St., Ste. 200 DM, IA 50309 515-697-7200; FAX: 515-697-7201	N/A	95 1998	Kristin Olson	Beth Cross Dawn Budd	Integrated mktg.: interactive, emerging, mobile; graphic design; copywriting; PR & mktg. strategy; media planning	Windsor Windows & Doors Federal Home Loan Bank Action Accents	www.innovaideasandservices.com info@sigler.com
	Jet Set Studio P.O. Box 584 Ankeny, IA 50021 515-554-9732	N/A	5 2007	Ben McDougal	Ben McDougal	Video game event management, online advertising	Microsoft BlackBerry Iowa Pro Gaming Challenge	www.JetSetStudio.net ben@GatheringofGamers.com
	Lessing-Flynn 3106 Ingersoll Ave. DM, IA 50312 515-274-9271; FAX: 515-274-9283	N/A	14 1907	Chris Abrahamson	Tom Flynn Connor Flynn Jess Held	Branding, mktg. strategy, adv., web/interactive, PR, social media, media buying, show/event	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	25 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	8 1995	Karen Loehr	Drew McLellan Tim Hayes Robin Hinshaw	Branding, social media, strategic mktg. 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	3 1996	Kathy Schreiner	Bryan Earnest Dee Vandeventer Matt Fischer	Adv., branding, strategic planning, Web, audio/video production, PR, media placement, design	Iowa Hospital Association DNR Iowa Health Physicians	www.MEandV.com info@meandv.com
	On Point Strategies 1204 S. 46th St. WDM, IA 50265 515-314-6568; FAX: 515-457-9136	N/A	1 2007	Tamara Kenworthy	Tamara Kenworthy	Mktg. planning, research, integrated mktg. programs	N/A	www.on-pointstrategies.com tamara@on-pointstrategies.com
	Plum Communications, LLC P.O. Box 12046 DM, IA 50512 515-447-3760	N/A	5 N/A	Bobbi Segura	BJ Towe Bobbi Segura Brian Shearer	Corp. comm., graphic design, editorial writing, adv., Web strategy/dev., sales promotion, branding	Iowa Bankers Assoc. Meredith Corp. AVIVA USA	www.plumllc.com info@plumllc.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	Brand strategy & implementation, corp. identity, graphic design, mktg., Web design, naming, PR	Nike ISU Wellmark	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	7 1993	Tricia Todd	Rod Reding Blake Reding Jeremy Holcomb	Video strategies, creative, production & distribution solutions for brand comm.	Successful Farming National Pork Board United Soybean Board	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 mktg. comm.	Amgen Alcon Endo	www.rmarketing.com svance@rmarketing.com
	Saturday Mfg. 1717 Ingersoll Ave., Bay 121 DM, IA 50309 515-440-0014	N/A	4 N/A	N/A	Gina Adam Scott Lewellen Brian Sauer	Mktg. strategy, creative execution, event mktg.	Principal Financial Group Des Moines University Overhead Door Company	www.saturdaymfg.com foremen@saturdaymfg.com
	The Bearings Group 4400 Mary Ann Cir., Ste. F WDM, IA 50265 515-270-4909	N/A	3 2003	N/A	Rich Collins Amy Yost	Hard-working comm. solutions from full-service agency without full-service agency overhead	RUD Chain POWERVAR TriMark	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 mktg. comm.	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	32 1989	N/A	Doug Jeske Becky Bussanmas	Brand-building in food, agriculture & health categories	Hy-Vee, Inc. Firestone 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	72 2000	Jon Holstrom	Brian Jones	Full-service business-to-business advertising, direct mktg., PR & digital mktg.	N/A	www.tworiversmarketing.com jeffw@2rm.com; brado@2rm.com
	ZLR Ignition 303 Watson Powell Jr. Way, Ste. 100 DM, IA 50309 515-244-4456; FAX: 515-244-5749	N/A	14 1987	N/A	Louis Laurent Bill Brewer Bob Delsol	Market research, brand planning, mktg. consult, adv., media planning, PR, interactive mktg.	Iowa State University IDPH Tobacco Use Prevention Iowa DHS - hawk-i	www.zlignition.com ceo@zlignition.com

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PUBLIC RELATIONS FIRMS

(Ranked by PR revenue for year ended 12/31/2010)

Rank	Name Address Phone; Fax	PR Revenue for year end 12/31/2010	Local FT Employees Year Est.	Office/Purchasing Manager Top 3 Local Executives	PR Areas of Expertise	PR Top 3 Clients	Website Email
1	Flynn Wright 501 S.W. Seventh St., Ste. J DM, IA 50309 515-243-2845; FAX: 515-243-6351	\$1,500,000	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
2	Hanser & Associates 4401 Westown Pkwy., Ste. 212 WDM, IA 50266 515-224-1086; FAX: 515-224-0991	\$1,200,000	7 1996	Vicki Hogbin Ronald Hanser Bonnie Hanser Ryan Hanser	PR counsel, social media, word of mouth, marketing, media relations, crisis communication	Coach USA Metalcraft Inc. Calvin Community	www.hanser.com rhanser@hanser.com
3	Strategic America 6600 Westown Pkwy. WDM, IA 50266 515-453-2000; FAX: 515-224-4181	\$1,100,000	89 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 International Carwash Association	www.strategicamerica.com mschreurs@strategicamerica.com
4	Wesley Day Advertising 1441 29th St., Ste. 111 WDM, IA 50266 515-224-9330; FAX: 515-224-6737	\$250,000	3 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
5	PromoPower LLC 3609 153rd St. Urbandale, IA 50323 888-224-0236; FAX: 612-233-3348	\$200,000	1 1992	N/A Larry Mersereau	For the small business that needs professional help. print, direct mail, online copy and structure	Yamaha Motorsports Nationwide Marketing Group Sunnybrook RV (IN)	www.PromoPower.com Larry@promopower.com
	Catchfire Media 1312 Locust St., Ste. 202 DM, IA 50309 515-423-0585; FAX: 515-288-8108	N/A	10 2009	N/A Jon Troen Katie Miller-Smith	Social media strategy & digital marketing, comprehensive planning, metrics & best practices	N/A	www.catchfiremedia.com info@catchfiremedia.com
	Essman/Associates, Inc. 100 E. Grand Ave., Stes. 300 & 340 DM, IA 50309 515-282-7145; FAX: 515-282-4535	N/A	12 1977	Amy Kline Denise Essman Deb Stearns Marisol Molstre	Full-service public relations services, advertising, sales promotion, marketing research	Iowa Business Council Iowa Chamber Alliance Iowa Biotechnology Association	www.essmanassociates.com mail@essmanassociates.com
	Gillette Strategic Resources, LLC 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	Iowa Health - Des Moines Long Lines PDS	www.gillettestrategies.com graham@gillettestrategies.com
	Huggins Consulting Group, LLC 4019 140th St. Urbandale, IA 50323 515-270-0789	N/A	1 2009	N/A Jeff Huggins	Reputation management, media relations, public affairs, issues management, social media, event marketing and internal communication	Pabst Brewing Green Flag Alliance Petroleum Marketers & Convenience Stores of IA	www.hugginsusa.com info@hugginsusa.com
	Innova Ideas & Services 516 3rd St., Ste. 200 DM, IA 50309 515-697-7200; FAX: 515-697-7201	N/A	96 1998	Kristin Olson Beth Cross Dawn Budd	PR, marketing strategy, educational marketing, media planning, marketing research, social media, mobile marketing	Action Accents Federal Home Loan Bank Windsor Windows & Doors	www.innovaideasandservices.com info@sigler.com
	Jet Set Studio P.O. Box 584 Ankeny, IA 50021 515-554-9732	N/A	5 2007	Ben McDougal Ben McDougal	Video game event management, online advertising	Microsoft BlackBerry Brocade	www.JetSetStudio.net ben@GatheringofGamers.com
	Lessing-Flynn 3106 Ingersoll Ave. DM, IA 50312 515-274-9271; FAX: 515-274-9283	N/A	14 1907	Chris Abrahamson Tom Flynn III Connor Flynn Jess Held	Media relations, show/event, social media, product launch and PR planning/strategy/execution	N/A	www.lessingflynn.com t3@lessingflynn.com
	ME&V 510 E. Locust St., Ste. 220 DM, IA 50311 515-309-7638	N/A	3 1996	Kathy Schreiner Bryan Earnest Matt Fischer Mary Benetti	Branding, crisis communication, strategic planning, media relations, Web, audio/video production, PR	N/A	www.MEandV.com info@meandv.com
	Pepper Ricci & Associates 3718 S.W. Court Ave. Ankeny, IA 50023 515-289-0708; FAX: 515-289-0709	N/A	1 1997	Pepper Ricci Pepper Ricci	Media buying	Granger Motors Patlow Roofing Farrell's Martial Arts	www.iowamediabuying.com pepricci@aol.com
	Performance Marketing / Interactive SH ift 1501 42nd St., Ste. 550 WDM, IA 50266 515-440-3550; FAX: 515-440-3561	N/A	25 1999	Michelle Rodine Sheets Kevin Lentz Todd Versteeg Todd Razor	Shaping customer perceptions of a brand to help drive business	The Toro Comp. TEREX Chicago Pneumatic Construction Equipment	www.performancemarketing.com info@performancemarketing.com
	PUSH Branding and Design 2655 86th St. Urbandale, IA 50322 515-288-5278; FAX: 515-288-5277	N/A	15 1987	Pamela Christianson Eric Groves Ryan Parlee	Media planning, brand strategy & implementation, corporate identity, marketing, graphic design, naming, Web design	Wellmark ISU 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	7 1993	Tricia Todd Rod Reding Blake Reding Jeremy Holcomb	Social video strategies and production services	National Pork Board Successful Farming United Soybean Board	www.relonline.com info@relonline.com
	Relationship Marketing Inc. 11122 Aurora Ave. DM, IA 50322 515-276-5900; FAX: 515-276-6200	N/A	28 1993	Lynn Matson James Lewis Andrea Westmeyer	Personalized marketing communications	Alcon Amgen Endo	www.rmarketing.com svance@rmarketing.com
	Speak PR 303 Locust St., Ste. 250 DM, IA 50309 515-237-0087; FAX: 515-237-0088	N/A	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
	The Bearings Group 4400 Mary Ann Cir., Ste. F WDM, IA 50265 515-270-4909	N/A	3 2003	N/A Rich Collins Amy Yost	PR solutions based on sound strategic thinking and integrated with other communications programs	POWERVAR TriMark Sudenga	www.thebearingsgroup.com collinsrg@thebearingsgroup.com
	The Integer Group 2633 Fleur Dr. DM, IA 50321 515-288-7910; FAX: 515-247-2751	N/A	0 1977	Michelle Diehl Frank Maher Al Tramontina Michelle Diehl	All facets of business-to-business and direct to consumer public relations	All of our clients are our top clients	www.integer.com atramontina@integer.com
	Trilix 9105 Northpark Dr. Johnston, IA 50131 515-221-4900; FAX: 515-221-0000	N/A	23 1981	Annette Halbur Todd Senne Ron Maahs	Social media programs, media relations, crisis communication plans, branding, creative services, IMC plans	Stine Seed Iowa Speedway Ballet Des Moines	www.trilixgroup.com tsenne@trilixgroup.com
	Two Rivers Marketing 106 E. Sixth St. DM, IA 50309 515-557-2000; FAX: 515-557-2001	N/A	72 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 N.E. 46th St. Altoona, IA 50009 515-344-6231	N/A	N/A 1993	N/A Michael Tidman	Powerful, personalized business-to-business communications	N/A	Mike.Tidman@gmail.com
	ZLR Ignition 303 Watson Powell Jr. Way, Ste. 100 DM, IA 50309 515-244-4456; FAX: 515-244-5749	N/A	2 1987	N/A Louis Laurent Bill Brewer	Marketing communications, media relations, issues management, event management, street marketing	IA Dept. Public Health Electrolux Central Vacuum Telligen	www.zlrigntion.com ceo@zlrigntion.com

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	Website Email
1	Spee-Dee Delivery 710 S.E. 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	www.speeedelivery.com
2	King Delivery Service 101 E. Fifth St. DM, IA 50309 515-243-5269; FAX: 515-244-6817	21	1922	N/A	Jim King, Jr. Jerry King	Metro area delivery service, packages to pallets, your company mail delivered from post office fast, inter office couriers	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)	
4	Capital Express 1595 N.E. 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	
6	Legs on Lease P.O. Box 821 Ankeny, IA 50021 515-965-7578	2	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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BUSINESS CONSULTANTS

(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	Website Email
1	ADP (Automatic Data Processing) 4900 University Ave. WDM, IA 50266 515-280-8100	550 1954	57	Becky Goldin John Sheehy Kristi Peterson	Payroll processing, HR systems, time & attendance, 401k, background checks & benefit administration	www.adp.com
2	McGladrey 400 Locust St., Ste. 640 DM, IA 50309 515-284-8660; FAX: 515-284-1545	160 1926	15	Rod Foster	Tax, wealth management, business valuations, M&A, HR, IT networking, IT business solutions, risk management, operations	www.mcgladrey.com rod.foster@mcgladrey.com
3	Terrus Real Estate Group 616 10th St. DM, IA 50309 515-471-4400; FAX: 515-280-5200	130 2000	30	Randy Minear Chad Rasmussen Jake Christensen	Brokerage, investment consulting & dev., construction & energy mgmt., property mgmt., receivership	www.terrus.com
4	Sogeti USA LLC 1820 N.W. 118th St., Ste. 220 DM, IA 50325 515-954-7678; FAX: 877-406-9646	85 1984	6	Randy Reed Wade Dewald	Project mgmt, business intelligence, QA, app. development, Microsoft solutions, IBM solutions, IT assessments	www.us.sogeti.com Randy.Reed@us.sogeti.com
5	Genesis 10 3706 Ingersoll Ave. DM, IA 50312 515-223-7765; FAX: 515-223-7702	75 1999	10	John Durman Scott Evans	Project mgmt., business analysis, quality assurance, development, contract & permanent placement	www.genesis10.com dsmoffice@genesis10.com
6	LWBJ, LLP 4200 University Ave., Ste. 410 WDM, IA 50266 515-222-5680; FAX: 515-222-5681	50 1992	20	Marvin Debner JD Geneser Paul Juffer	Strategic planning, real estate, M&A, capital raise	www.lwbj.com info@lwbj.com
7	Clifton Gunderson LLP 2700 Westown Pkwy., Ste. 400 WDM, IA 50266 515-222-4400; FAX: 515-222-4444	45 1960	29	Mark D. Wyzgowski Roger C. Jones Ronald L. Hintz	Business valuation, forensic & fraud, strategic plans, special tax services, entrepreneurial service	www.cliftoncpa.com Marc.Hollander@cliftoncpa.com
8	Midwest Project Partners Inc. 1603 22nd St., Ste. 104 WDM, IA 50266 515-225-8848; FAX: 515-225-2021	40 2000	15	Jane Whalen Dave Furbush Brian Porter	Strategy development, business solutions, project mgmt., process design, expense reduction	www.midwestprojectpartners.com jwhalen@mpp1.com
9	Kidder Benefits Consultants Inc. 5700 Westown Pkwy., Ste. 100 WDM, IA 50266 515-254-1178; FAX: 515-254-9393	38 1996	22	Keith J. Gredys Robert G. Miller John A. Feldt	Qualified retirement plan consulting, design, administration, compliance and communication	www.askkidder.com bmiller@askkidder.com
10	Brooks Lodden P.C. 1441 29th St., Ste. 305 WDM, IA 50266 515-223-7300	35 1984	33	Telford A. Lodden	Ownership transition, cost segregation, expense reduction, tax credits, strategic planning, forensic, card processing	www.brookslodden.com TAL@brookslodden.com
11	Riverhead Resources 3121 Dean Ave. DM, IA 50317 515-344-4406	31 2010	25	Katherine Harrington Troy Shoen Alan Richardson	Business building & improvement services to owners/leaders/mgrs small & mid-sized companies; entrepreneurial operating system	www.riverheadresources.com info@riverheadresources.com
12	LBC Technology LLC 7300 Westown Pkwy., Ste. 120 WDM, IA 50266 515-226-2277	29 2005	15	Peder Malchow	Infrastructure, security, workflow automation, help desk, disaster recovery, document imaging/management	www.lbctechnology.com info@lbctechnology.com
13	Quest Solutions Inc. 1200 Valley West Dr., Ste. 100 WDM, IA 50266 515-223-4161; FAX: 515-223-0526	16 1999	11	Ron Schmitt Darrin Dreyer Steve Larson	Information technology	www.quest-info.com rjschmitt@quest-info.com
14	ISED Ventures 1111 Ninth St., Ste. 380 DM, IA 50314 515-283-0940; FAX: 515-283-0348	15 1988	5	Linda Firkins Carolyn Jenison Michael Tramontina	Business planning/asset management	www.isediowa.org cjenison@isediowa.org
14	Tero International Inc. 1840 N.W. 118th St., Ste. 107 Clive, IA 50325 515-221-2318; FAX: 515-221-2369	15 1993	20	Rowena Crosbie Deborah Rinner Ann Block	Corporate training and executive coaching (leadership, presentation skills, etiquette, dining, image, culture)	www.tero.com training@tero.com
15	Conference Event Management 14101 Lake Pointe Dr. Clive, IA 50325 515-254-0289	14 2003	19	Michelle DeClerck	Incentives, reward strategies, meetings, events, hotel/cruise selection-contracting, trips, speakers	www.myCEM.com Info@myCEM.com
15	Midwest Procurement Partners LLC 1603 22nd St., Ste. 104 WDM, IA 50266 515-225-8848; FAX: 515-225-2021	14 2007	15	Kenny Chasten Jane Whalen Dave Furbush	Procurement and sourcing solutions - spend analysis, strategy development, negotiations	www.midwestprocurementpartners.com jwhalen@mpp1.com
15	VisionPoint 11112 Aurora Ave. DM, IA 50322 515-334-9292; FAX: 515-334-9967	14 1999	12	Laura Bernstein Bob Chonka	Fast, flexible training in integrity & compliance, inclusion & respect and personal effectiveness	www.visionpoint.com info@visionpoint.com
16	BCC Advisers 1707 High St. DM, IA 50309 515-282-8019; FAX: 515-282-0325	11 1988	25	Steven G. Jacobs Alan D. Ryerson Gregory L. Weber	BCC is a business advisory firm specializing in merger & acquisition consulting & business valuation	www.bccadvisers.com steve@bccadvisers.com
17	ATW Training & Consulting Inc. 6200 Aurora Ave., Ste. 207E DM, IA 50322 515-727-0731; FAX: 515-226-1746	10 1999	18	Todd McDonald Cathy Belmont Mark Purcell	Leadership, teamwork, communication, strategic planning, customer service	www.atwtraining.com todd@atwtraining.com
17	Catchfire Media 1312 Locust St., Ste. 202 DM, IA 50309 515-423-0585; FAX: 515-288-8108	10 2009	8	Jon Troen Katie Miller-Smith	Social media strategy & digital marketing, metrics & best practices, tech. solutions, Web & mobile development	www.catchfiremedia.com info@catchfiremedia.com
17	E-Myth Benchmark 6000 Grand Ave. DM, IA 50312 515-288-6984; FAX: 515-288-6987	10 1999	12	Susan Clements Robert Clements	Coaching to design profitable turn-key businesses; leadership, board, & exec. coaching; systems design & business strategies	www.e-mythbenchmark.com sclements@e-mythcoaching.com
18	The Bryton Cos. 1466 28th St., Ste. 100 WDM, IA 50266 515-223-1601; FAX: 515-223-9301	9 1987	23	David Creighton	Employee benefits, non-qualified executive benefits, retirement plans	www.bryton.com dcreightonjr@bryton.com
19	Spindustry Strategy 1370 N.W. 114th St., Ste. 300 DM, IA 50325 515-225-0920; FAX: 515-225-1785	8 2002	22	Michael Bird Stephen Fry Howard Tempero	Evaluation & development of comprehensive digital opportunities including Web, mobile and social channels	www.spindustrystrategy.com sfry@spindustry.com
19	Travelflo Group 1025 Ashworth Rd., Ste. 508 WDM, IA 50265 515-222-1977; FAX: 515-222-1585	8 1991	20	N/A	Corporate, incentive travel, meeting services, vacation, special events, cruises	www.travelflo.com
20	Career Resources Group/Lee Hecht Harrison 2700 Westown Pkwy., Ste. 200 WDM, IA 50266 515-453-9590; FAX: 515-222-0565	7 1974	20+	Dick Reasons Bob Wigger Thom Powell	Career transition/outplacement, career management, leadership consulting, coaching	www.crgpros.com info@crgpros.com
20	Doextra Corp. 309 Court Ave., Ste. 550 DM, IA 50309 515-875-4970; FAX: 515-875-4971	7 1997	14	Sunnie Richer Brad Williams Adam Soyer	CRM Software, Custom Cloud Application Development, software implementation, sales consulting	www.doextra.com support@doextra.com

(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	Website Email
20	TPG Companies 621 S. 26th St. WDM, IA 50265 515-270-2453	7 1989	30	Paul J. Kirpes	Strategy, stakeholder relations, planning, funding, social capital, change navigation, exec. coaching, business development	www.whatmattersmost.com info@whatmattersmost.com
21	Dale Carnegie Training 6600 Westown Pkwy., Ste. 180 WDM, IA 50266 515-221-9142	6 1959	12	Mike Day Paul Calkins Amy Lensing	Team building, leadership development, manager training, communications, sales/presentation coaching	www.iowa.dalecarnegie.com mike.day@dalecarnegie.com
21	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	6 1987	24	Deniz T. Franke Michael Franke Randy Herr	Personal financial planning including risk protection, tax reduction strategies, retirement planning	Deniz.T.Franke@ampf.com
21	Inspiring Solutions 8290 Boulder Dr. WDM, IA 50266 515-221-2688; FAX: 515-221-2689	6 1991	20	Michele Weston Jon Weston	Workforce engagement, strategic planning, leadership dev., employee effectiveness & customer loyalty	www.MicheleInspires.com Michele@InspiringSolutions.com
22	ActionCOACH Business Coaching 4117 Walnut St. WDM, IA 50265 515-222-9193; FAX: 888-331-0485	5 2004	8	Monte Wyatt Natalie Spitzig Greg Thompson	Coaching for owners/executives on sales, marketing, hiring & training, business development & customer service	www.actioncoach.com montewyatt@actioncoach.com
22	Performance Group 4401 Westown Pkwy., Ste. 102 WDM, IA 50266 515-262-9509	5 2000	16	Jim Lobaito	Sales development through recruitment of superior candidates, sales force audits and sales training courses	www.pmgllc.net info@pmgllc.net
22	Proximity 400 Locust St., Ste. 220 DM, IA 50309 515-864-8132; FAX: 515-864-0267	5 2009	15	Kevin Schlueter John Garvey Jason Jones	We help turn the money that is spent on real estate and the space businesses use into a competitive advantage	www.Proximity.com KevinS@Proximity.com
23	B2E Direct Marketing Inc. 209 S.E. Main St. Grimes, IA 50111 515-986-1992; FAX: 877-275-2360	4 2000	15	Keith Snow	Strategic planning, direct and database marketing, Internet and email marketing	www.b2edirect.com ksnow@b2edirect.com
23	Dardis Communications, Inc. 5550 Wild Rose Ln., Ste. 400 WDM, IA 50266 800-720-6329; FAX: 866-744-9179	4 2002	20	Greg Dardis Maria Volante Christina Davis	Presentation skills, leadership, selling skills, prof. image, personal coaching, men's clothing and more	www.dardiscommunications.com info@dardiscommunications.com
23	Decision Innovation Solutions 3315 109th St., Ste. B Urbandale, IA 50322 515-864-6077	4 2007	20	Spencer Parkinson Merlin Siefken Ryan Drollette	Information Research-stochastic modeling data analysis, and economic research for private & public entities	www.decision-innovation.com info@decision-innovation.com
23	Henderson Business Group 6000 Grand Ave. DM, IA 50312 515-727-4300; FAX: 515-727-4652	4 2002	30	Susan Clements Bob Clements Dennis Henderson	Business evaluations, buying/selling businesses, business coaching	www.hendersonbusinessgroup.com dhenderson@hbzgroup.com
23	NCP Inc. 304 15th St., Ste. 101 DM, IA 50309 515-244-8120; FAX: 515-244-8121	4 2001	10	Eric M. Lohmeier Brett Peterson Leo Skeffington	Mergers & acquisitions- \$10 mil+, capital advice & structuring, strategic bus. advisory, real estate	www.ncpinonline.com elohmeier@ncpinonline.com
23	Robert Half Management Resources 801 Grand Ave., Ste. 2950 DM, IA 50309 515-244-1100; FAX: 515-244-5613	4 1948	6	Angela Lurie	Premier provider of senior-level accounting and finance professionals on a project and interim basis	www.roberthalfmr.com des.moines@rhrm.com
24	Cylient LLC 9083 N.W. 73rd St. Johnston, IA 50131 515-276-2020; FAX: 515-727-4222	3 2001	15	Dianna Anderson Merrill Anderson	Leadership development, coaching, Coaching in the Moment workshops, change management and learning evaluations	www.cylient.com dianna@cylient.com
24	Jensen Consulting 309 Court Ave., Ste. 206 DM, IA 50309 515-875-4824; FAX: 515-875-4825	3 2002	10	Russell Jensen Pete Petersen Michelle Clark	Leadership assessment & development, executive roundtables, strategy, growth, family business, M&A advice	www.rjensenconsulting.com jensen@rjensenconsulting.com
24	Poertner Consulting Group LLC 2800 University Ave., Ste. 150 WDM, IA 50266 515-224-6494; FAX: 515-223-6469	3 1994	25	Shirley Poertner	Organizational & leadership development, strategic planning, facilitation, executive coaching	www.poertner.com shirley@poertner.com
24	SparkPoint Inc. 1001 Office Park Rd., Ste. 205 WDM, IA 50265 515-279-2670; FAX: 515-221-0485	3 1999	14	Sarah Ennis	Tailored courses and consulting services designed to enable employees to accomplish their goals	www.sparkpt.com sennis@sparkpt.com
24	White Rabbit Group Inc. 3650 68th St., Ste. C DM, IA 50322 515-321-6867	3 2003	15	Michael C. Wagner Steve Vaught Aaron Wagner	Working with business leaders to install the corporate vision throughout the entire organization	www.WhiteRabbitGroup.com info@WhiteRabbitGroup.com
25	Business Edge LLC 5458 Foxboro Rd. Johnston, IA 50131 515-633-7758	2 2007	15+	Barry Pace Terry Myers	Management consulting, turnaround & workout management, assessment, restructuring, advisory	www.bizedgeusa.com bpace@bizedgeusa.com
25	Capital Ideas LLC 115 Glenview Dr. DM, IA 50312 515-556-5373	2 2004	26	Michael C. Woody Christina Amys	Mktg. analysis, advertising consultation, media strategies & execution; creative concepts & High Def. prod.	www.ideas2burn.com MichaelC@ideas2burn.com
25	Darr Land Development LLC 1699 Warren Ave. Norwalk, IA 50211 515-707-9244	2 2003	15	Bob W. Darr	We assist our clients to find the highest & best use for their land to maximize return on investment	
25	Hill Simonton Bell LLC 3930 10th St. DM, IA 50313 515-244-8228; FAX: 515-244-8298	2 1996	N/A	Jane P. Bell Linda J. Simonton	Marketing research	janepbell@dwx.com
25	Rita Perea Coaching and Consulting Group 3408 Woodland Ave., Ste. 209, WDM, IA 50266 515-577-5666	2 2001	20+	Rita Perea	Leadership & management skill development, team communication, work-life balance, career transition	www.RitaPerea.com Rita@RitaPerea.com
25	The Mevyn Group 1303 42nd St. DM, IA 50311 515-360-7678	2 N/A	20+	Melynda DeCarlo	Training and development, business coaching and organizational development	madtrainer@aol.com
25	The Siedenburg Group 1250 N.W. 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
25	WHY! Consulting 7131 Oak Crest Blvd. Johnston, IA 50131 515-249-7720	2 2002	20	Mark Stanley	We help ambitious business leaders clarify, simplify and achieve their visions	www.whycanpany.com mstanley@whycanpany.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	Website Email
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	TPG Companies 621 S. 26th St. WDM, IA 50265 515-270-2453	7 1989	Paul Kirpes	Executive coach, life coach, strategic planning, organizational design, entrepreneur and leadership development	www.whatmattersmost.com info@whatmattersmost.com
3	Dardis Communications, Inc. 5550 Wild Rose Ln., Ste. 400 WDM, IA 50266 800-720-6329; FAX: 866-744-9179	4 2002	Greg Dardis Maria Volante Christina Davis	Presentation skills, leadership, selling skills, professional image, personal coaching	www.dardiscommunications.com info@dardiscommunications.com
4	ActionCOACH Business Coaching 4117 Walnut St. WDM, IA 50265 515-222-9193; FAX: 888-331-0485	3 2004	Monte Wyatt Natalie Spitzig Greg Thompson	Coaching to executives on sales, marketing, hiring & training, business development, leadership & customer service	www.actioncoach.com montewyatt@actioncoach.com
4	Cylient P.O. Box 1025 Johnston, IA 50131 515-727-4200; FAX: 515-727-4222	3 2001	Dianna Anderson Merrill Anderson	Leadership coaching, coaching-skills training, 360s, team development, internal coach training	www.cylient.com dianna@cylient.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.rjensencounseling.com jensen@rjensencounseling.com
4	Poertner Consulting Group LLC 2800 University Ave., Ste. 150 WDM, IA 50266 515-224-6494; FAX: 515-223-6469	3 1994	Shirley Poertner	Executive coaching, training, leadership development, strategic planning, facilitation	www.poertner.com shirley@poertner.com
4	Solutions Kept Simple 14992 Sheridan Ave. Clive, IA 50325 515-988-3871	3 1996	Marty Baddeloo	Executive coaching & leadership coaching, strategic planning, meeting facilitation, team building	www.solutionskeptsimple.com marty@solutionskeptsimple.com
5	A Kick in the Pants P.O. Box 65514 WDM, IA 50265 800-491-5316; FAX: 515-221-3801	2 2001	Mitch Matthews Melissa Johnson-Matthews	Elite business and personal coaching	www.akickinthepants.com info@akickinthepants.com
5	McGee Strategies* 2200 N.W. 159th St., #400 Clive, IA 50263 515-326-5869	2 2005	Isaiah McGee	Generational understanding, professional relationship building, social media strategy	
5	Rita Perea Coaching and Consulting Group 3408 Woodland Ave., Ste. 209, WDM, IA 50266 515-577-5666	2 2001	Rita Perea	Executive coaching, leadership and management skill development, effective team communication, time mastery	www.RitaPerea.com Rita@RitaPerea.com
5	The Mevyn Group 1303 42nd St. DM, IA 50311 515-360-7678	2 N/A	Tammy Rogers Melynda DeCarlo	Executive business coaching and performance coaching	madtrainer@aol.com
6	Billie Sucher Career Transition Services 7177 Hickman Rd., Ste. 10 Urbandale, IA 50322 515-276-0061	1 1985	Billie Sucher	Career transition expert, outplacement, resume writing, author Happy About the Career Alphabet & Success Tweets	www.billiesucher.com billie@billiesucher.com
6	Deems/WorkLife Design 333 S.E. 10th St. Ankeny, IA 50021 515-964-0219; FAX: 480-515-0658	1 1980	Terri Deems	Organization development & change, career mgt/outplacement, work culture, hiring/retention, HPI, work-life balance	www.worklifedesign.com vitalwork@aol.com tadeems@worklifedesign.com
6	Mary Sigmann, Certified Professional Organizer 621 Duff Ave., #1 Ames, IA 50010 515-233-5191; FAX: 515-233-1885	1 1996	Mary Sigmann	Productivity and organizational skills coaching	www.organizer-coach.com harmonypro@aol.com
6	Organized by Design 954 Glen Oaks Ter. WDM, IA 50266 515-223-4142; FAX: 515-223-4152	1 1997	Shari Hudson	Professional organizing for office & home, time management, space organization, process management	www.organizedbydesign.net shudson@organizedbydesign.net
6	School of Life 1239 73rd St., Ste. A Windsor Heights, IA 50324 515-255-3169	1 2000	Janet Tingwald	Leadership coaching, change management, team building, coaching skills for managers training	www.schooloflifeSOL.com janet@schooloflifeSOL.com
6	Smart WorkLife Solutions 1173 20th St. WDM, IA 50265 515-225-2479; FAX: 515-226-0307	1 2001	Pam Woods	Organizing solutions for work, home and life that save time, boost productivity and reduce stress	www.worklifecoach.com pnw@worklifecoach.com
6	Valentine Coaching & Consulting 10453 Donna Bella St. DM, IA 50325 515-253-0646; FAX: 515-252-7773	1 1990	Nan Valentine	Executive coaching, consultation, staff development	www.valentinecoaching.com nan@valentinecoaching.com

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EMPLOYMENT SEARCH & TEMPORARY PLACEMENT FIRMS

(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	Website Email
1	Alliance Technologies 420 Watson Powell Jr. Way DM, IA 50309 515-245-7777; FAX: 515-245-7730	110 1994	N/A Mike Lang Steve Sikkink	Yes Yes	Networking, virtualization, storage, hosting, cloud, software and Web development, security	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 N/A	Yes Yes	IT consulting services, systems integration, systems development	www.modis.com
2	Paragon IT Professionals 108 Third St., Ste. 200 DM, IA 50309 515-288-2128; FAX: 515-243-4009	60 1997	Donna Ballard Craig Jackman Joel Jackman	Yes No	Information technology recruiting and consulting	www.paragonitpros.com info@paragonitpros.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	Aureus Group 5550 Wild Rose Ln., Ste. 400 WDM, IA 50266 515-267-0500; FAX: 515-226-9511	40 1969	Christine Walker Christine Walker Chris L. Carlson	Yes Yes	Staffing & recruitment firm, confidential retained & contingent search, project staffing, match-hire & full-time placement	www.aureusgroup.com cjwalker@aureusgroup.com
4	DES Employment Group 1300 Cummins Rd., Ste. 200 DM, IA 50315 515-288-2300; FAX: 515-288-2333	36 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	Palmer Group 3737 Woodland Ave., Ste. 200 WDM, IA 50266 515-225-7000; FAX: 515-224-4544	32 1998	Traci Ellis Austin Palmer David Leto	Yes Yes	Professional recruiting services specialized in accounting, finance, engineering, IT, HR, sales & marketing, administrative	www.thepalmergroup.com dleo@thepalmergroup.com
6	Manpower Inc. of Des Moines 505 Fifth Ave., Ste. 100 DM, IA 50309 515-288-4105; FAX: 515-288-8760	24 1953	Karen Miller Karen Miller Denny Warrick	Yes Yes	HR solutions provider, focusing on administrative, industrial, & professional (IT, engineering, HR, skilled trades, finance)	www.manpowerdm.com dmoffice@manpowerdm.com
7	Office Team 801 Grand Ave., Ste. 2950 DM, IA 50309 515-244-2500; FAX: 515-244-5613	20 1948	Stephanie Danielson 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 Susie.artis@rhi.com
7	Robert Half Technology 801 Grand Ave., Ste. 2950 DM, IA 50309 515-282-6876; FAX: 515-244-5613	20 1948	Stephanie Danielson Stacey Singleton Chris Parker Meredith Carle	Yes Yes	Software developers, project managers, database specialists, infrastructure specialists, help desk	www.rht.com stacey.singleton@rhi.com
8	Jacobson Staffing 1321 E. Euclid Ave. DM, IA 50316 515-265-6797	18 1998	N/A Frank Tursi	No Yes	Contract staffing for light industrial, administrative and logistics	www.jacobsonco.com frank.tursi@jacobsonco.com
9	USA Staffing 3921 N.E. 14th St. DM, IA 50313 515-266-6700; FAX: 515-266-8802	17 1995	Joleen Bohning Steve Risius Jodi McGonigle Bruce Moore	Yes Yes	Complete staffing, search & HR specialists: production, construction, hospitality, office, drivers & higher skilled positions	www.usaorganization.com steve@usastaffing.com
10	Quest Solutions Inc. 1200 Valley West Dr., Ste. 100 WDM, IA 50266 515-223-4161; FAX: 515-223-0526	16 1999	Darrin Dreyer Ron Schmitt Darrin Dreyer Steve Larson	Yes Yes	Information technology consulting	www.quest-info.com rjschmitt@quest-info.com
10	Volt Workforce Solutions 2900 100th St., Ste. 203 Urbandale, IA 50322 515-224-6132; FAX: 515-270-0876	16 1950	N/A Nick Reddin	Yes Yes	Temp, temp to hire, direct placement, RPO, IT outsourcing, software development, workforce management, technology consulting	www.volt.com desmoines@volt.com
11	Accountemps 801 Grand Ave., Ste. 2950 DM, IA 50309 515-282-8367; FAX: 515-244-5613	15 1975	Stephanie Danielson Michael Gremmer Stacey Singleton Tim Riesing	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
12	Spindustry Staffing 1370 N.W. 114th St., Ste. 300 DM, IA 50325 515-225-0920; FAX: 515-225-1785	14 2006	Angela Culbertson Stephen Fry Martin Katz Michael Bird	Yes Yes	Organizations seeking temporary and permanent IT professionals, turn to Spindustry Staffing for candidates who perform	www.spindustrystaffing.com mkatz@spindustrystaffing.com
13	Midwest Professional Staffing LLC 13375 University Ave., Ste. 303 Clive, IA 50325 515-453-9575; FAX: 515-453-2315	12 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
13	Midwest Search Group LLC 13375 University Ave., #303 Clive, IA 50325 515-453-2314; FAX: 515-453-2315	12 2000	Angela Essink Jim Bruno Joe Steer John Blanchard	Yes No	Permanent placements for accounting & finance, banking, mortgage	www.midwestsearchgroup.com info@midwestsearchgroup.com
14	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
15	WorkSource 1231 12th St., Ste. 216 WDM, IA 50265 515-225-4355; FAX: 515-225-4084	9 2005	Christina Shannon Christina Shannon Robbie Shannon 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	8 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	8 1948	Stephanie Danielson 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	Mid America Search P.O. Box 71037 Clive, IA 50325 515-225-1942	6 1974	N/A Deb Murray	Yes No	Retained and contingent personnel searches	www.midamericasearch.com info@midamericasearch.com
17	Remedy Intelligent Staffing (6 Iowa locations) 1200 Valley West Dr., Ste. 105 WDM, IA 50266 515-225-4000; FAX: 515-225-9670	6 1999	N/A Clint Martin	Yes Yes	Temporary, temporary-to-hire, direct hire, skill assessments, clerical, light industrial and professional placements	www.remedystaff.com br4ia@remedystaff.com
18	Adecco 3636 Westown Pkwy., Ste. 110 WDM, IA 50266 515-327-6200; FAX: 515-327-6023	5 1988	Deanna Dunn Deanna Dunn	Yes Yes	All specialties	www.adeccousa.com deanna.dunn@adeccona.com
18	Hamilton Group 4090 Westown Pkwy. WDM, IA 50266 515-457-7900	5 1972	Tom Hamilton Tom Hamilton Terry Lebo	Yes No	Executive search, succession planning, employment testing, applicant mgmt. software & pre-employment background screening	www.HamiltonAssociates.com
18	Performance Group 4401 Westown Pkwy., Ste. 102 WDM, IA 50266 515-262-9509	5 2000	Amy Johnson Jim Lobaito	No No	Search & placement services for high performance sales driven organization from VP of Sales to Account Managers	www.pmgllc.net info@pmgllc.net

(continued on page 162)

EMPLOYMENT SEARCH & TEMPORARY PLACEMENT FIRMS

(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	Website Email
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
19	Career Search Associates Inc. 13523 University Ave., Ste. 200 Clive, IA 50325 515-440-5600; FAX: 515-440-0963	4 1989	Deb Strable Tammy Cline	Yes No	Executive search	www.careersearchassoc.com careers@careersearchassoc.com
19	Drake Staffing and Search Groups 3810 Ingersoll Ave. DM, IA 50312 515-244-9999; FAX: 515-244-9915	4 1992	Rachel Rice Charles Drake Brenda Madison Heather M. Burns	Yes Yes	Executive recruiting; also temp & temp-to-hire for clerical & light industrial needs throughout the Metro area	www.drakestaffing.com admin@drakestaffing.com
19	HireQuality Solutions 8711 Windsor Pkwy., Ste. 5 Johnston, IA 50131 515-331-9020; FAX: 515-331-2199	4 2006	Sarah Towns Nan Boland Sarah Towns	Yes Yes	Full service placement firm specializing in accounting/finance, office administration, human resources and IT	www.hirequalitysolutions.com nan@hirequalitysolutions.com
19	Kelly Services 400 Locust St., Ste. 250 DM, IA 50309 515-282-0264; FAX: 515-243-6948	4 1946	Susan Sheber 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	Francis & Associates 6923 Vista Dr. WDM, IA 50266 515-221-9800; FAX: 515-221-9806	3 1993	Hollie Welch Karen Novak Swallow Dwayne Francis	Yes No	Retained executive search	www.fa-search.com info@fa-search.com
20	Iowa Career Connection 100 E. Grand Ave., Ste. 140 DM, IA 50309 515-282-5823; FAX: 515-288-2184	3 2000	N/A Al Fering	Yes No	Permanent and contract placement, specializing in accounting, finance and HR in Iowa	www.iowacareerconnection.com fering@iowacareerconnection.com
20	Pro Staff 3330 Westown Pkwy., Ste. 13 WDM, IA 50266 515-267-0566; FAX: 515-267-0664	3 1982	N/A K'La Novencido Stephanie Johnson	Yes Yes	Temporary and permanent placement for administrative, finance & accounting, technical, contract and contract-to-hire	www.prostaff.com klanovencido@prostaff.com
20	RN Eyler Associates Inc. 2923 Vine St. WDM, IA 50265 515-360-5293	3 1973	Todd Neil Eyler Richard Neil Eyler	Yes No	Retainer search nationwide	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

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CONFERENCE CENTERS (NON-HOTEL)

(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	Website Email
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	Chris Connolly Polk County	www.iowaeventcenter.com cjackson@iowaeventcenter.com
2	Veterans Memorial Auditorium 833 Fifth St. DM, IA 50309 515-564-8000; FAX: 515-564-8001	64,455	2,330 2,330 3,111 1,300	Opening in January 2012 the newly renovated Veterans Memorial will feature the state's largest ballroom	Chris Connolly Polk County	www.iowaeventcenter.com info@iowaeventcenter.com
3	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	Chris Connolly Polk County	www.iowaeventcenter.com mhoman@iowaeventcenter.com
4	Des Moines Botanical Center 909 Robert D. Ray Dr. DM, IA 50316 515-323-6290; FAX: 515-309-2484	25,000	225 225 300 150	Wireless Internet, A/V equipment available for rent	Dawn Goodrich N/A	www.botanicalcenter.com botanicalcenter@botanicalcenter.com
4	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
5	7 Flags Events Center 2100 N.W. 100th St. Clive, IA 50325 515-276-7003; 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
6	Iowa State Fairgrounds E. 30th and E. University Ave., P.O. Box 57130 DM, IA 50317 515-262-3111 x203; FAX: 515-262-6906	16,000	10,500 15,000 16,500 10,000	For 11 days in August it's a fairground, for the other 354 it is Iowa's most flexible event center	Gary Slater Iowa State Fair	www.iowastatefairgrounds.org cbaker@iowastatefair.org
7	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
8	Hy-Vee Conference Center 5820 Westown Pkwy. WDM, IA 50266 515-267-2892; FAX: 515-559-2512	11,747	750 600 1,000 306	Spacious modern facility with fine cuisine, private facility with state-of-the-art audio visual capabilities	Molly Scanlon Hy-Vee Inc.	www.hy-veec.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	Derek Blessen Science Center of Iowa	www.sciowa.org info@sciowa.org; events@sciowa.org
10	Barattas @ Forte 615 Third St. DM, IA 50309 515-333-5057	9,000	500 450 550 80	Full service catering, valet, attached full service sports bar & entertainment facility, near Wells Fargo Arena	Joe Gatto AllPlay	www.fortedm.com
11	Jester Park Lodge 11407 N.W. Jester Park Dr. Granger, IA 50109 515-323-5300; FAX: 515-323-5354	7,000	258 258 300 100	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 Business Center 6165 N.W. 86th St. Johnston, IA 50131 515-727-1600; FAX: 515-727-1601	6,500	375 450 400 150	Short term offices available, conference rooms, virtual offices, receptionist	Lori Wayman Foxboro LLC	www.foxborobusiness.com ann@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	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 University	www.drake.edu reservations@drake.edu
15	Embassy Club West 520 Market St., Village of Ponderosa WDM, IA 50266 515-244-9378 ext. 508	4,000	350 500 400 250	Private dining club, large banquet facility, patio receptions and lakeside venues	Michael LaValle N/A	www.embassyclub.com n.wolff@embassyclub.com

(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	Website Email
16	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, unique facility, spacious and clean and can bring in your own catering	Don DeWaay DeWaay Capital Management	www.DeWaay.net info@dewaay.net
17	Des Moines Embassy Club/Embassy West 7th and Grand Ave., Ste. 3300, Downtown/ 520 Market St., WDM, IA 50309 515-244-CLUB/515-244-WEST; FAX: 515-245-3750	3,428	200 300 250 25	Panoramic view of downtown DM from 33rd & 34th floors of the Ruan Center or our newest venue in West Des Moines	Michael LaValle Ruan Corp.	www.embassyclub.com dmeccatering@embassyclub.com
18	Hoyt Sherman Place 1501 Woodland Ave. DM, IA 50309 515-244-0507; FAX: 515-237-3582	2,860	150 150 1,252 110	Variety of meeting spaces in beautiful historic setting with artwork, sculpture, etc. Exceptional theater acoustics	Carol Pollock Hoyt Sherman Place Foundation	www.hoyts Sherman.org
19	Blank Park Zoo 7401 S.W. 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 aviary	Rachael Kinnick Blank Park Zoo	www.blankparkzoo.com info@blankparkzoo.com sales@blankparkzoo.com
20	Living History Farms 2600 111th St. Urbandale, IA 50322 515-278-5286; FAX: 515-334-9622	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
21	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, Christiani's and Occasions Made Right	Mark Heppner Salisbury House Foundation	www.salisburyhouse.org contactus@salisburyhouse.org
22	Des Moines Social Club 400 Walnut St. DM, IA 50309 515-288-3672	196	140 140 196 0	Can be broken up into up to three meeting areas, access to Kirkwood Lounge for food and drink	Marnie Strate Zachary Mannheimer	www.desmoinessocialclub.org zmannheimer@desmoinessocialclub.org

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HOTEL & MOTEL CONFERENCE CENTERS

(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	Website Email
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 150	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	1986 150	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 60	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 60	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 80	Atrium Holdings LLC Skip Hammerman 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 Denise Dooley	Newly renovated 2011! Flexible meeting space with updated sound system, wireless Internet, creative on & off-premise catering, prof. 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	182 29 \$119-\$259	1919 130	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-\$229	1997 74	Inland Group Lisa Tuller Laura A. Warner Selena Dorwart	Complimentary wireless high-speed Internet, airport shuttle, indoor 20-yd. lap pool, 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 515-334-9000; FAX: 515-559-2016	10,000 7 400	165 49 \$109-\$250	2002 20	Jim Thompson Carl Drautz Stacy Henrichsen Mark Creger	Newly renovated hotel, complimentary breakfast, internet, parking, full service catering and AV, contact our professional sales staff	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 \$89-\$174.95	1988 30	Bob Conley Gene Caleb Tresa Vedder Joe Conley	Complimentary parking, indoor pool, downtown airport shuttle, restaurant, lounge, fitness center, free wireless Internet, free on-site laundry	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-\$399	2009 120	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 42	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
16	Courtyard by Marriott - Ankeny 2405 S.E. Creekview Dr. Ankeny, IA 50021 515-422-5555; FAX: 515-422-5500	6,000 6 400	119 5 \$99-\$200	2008 30	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

(continued on page 166)

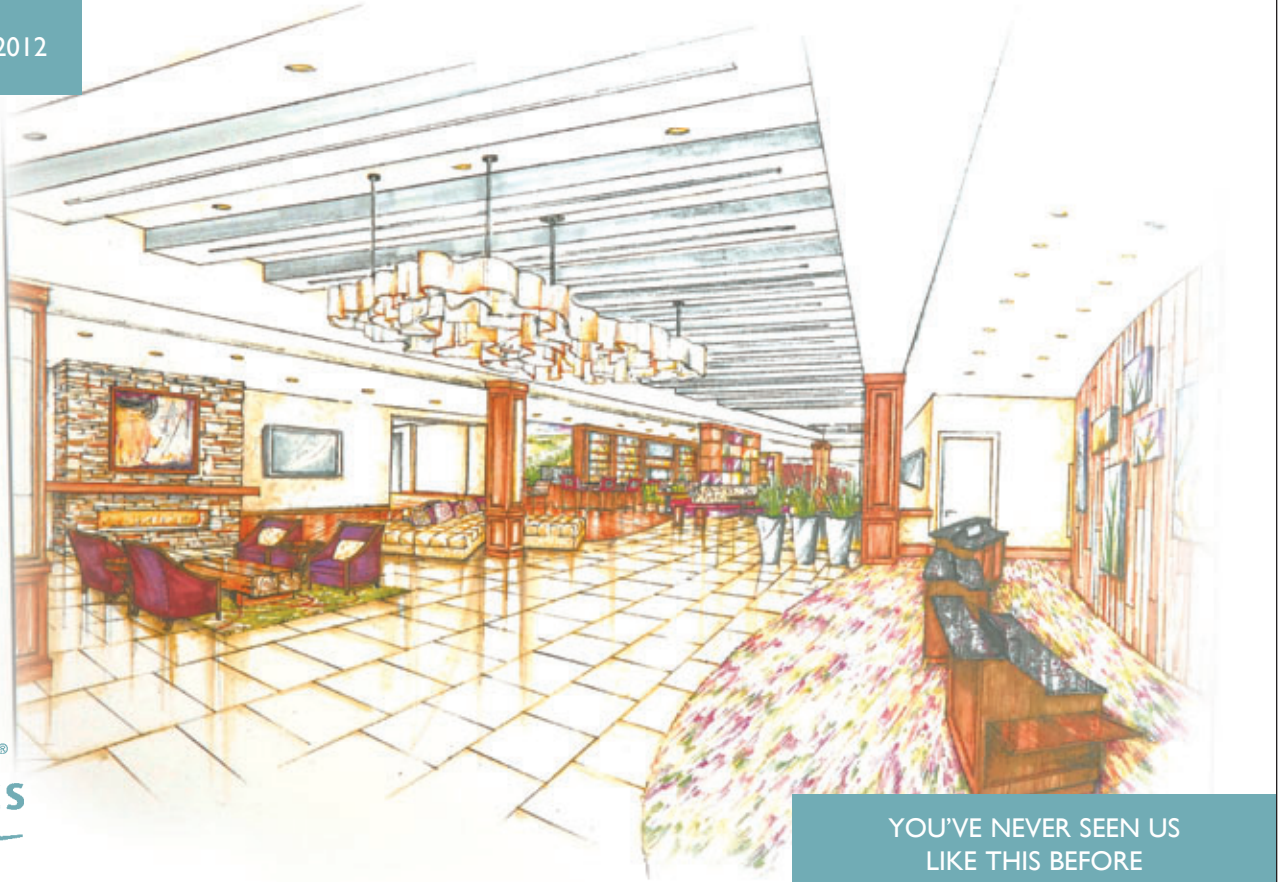
(Ranked by total square feet of meeting rooms)

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	Website Email
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.heartofamericagroup.com
18	Baymont Inn & Suites Airport Conference Center 6221 S.W. 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, Whirlpool, deluxe hot breakfast, business center, free Wi-Fi	www.baymontdsmairport.com mikebr@tmctrans.com
19	Best Western - Metro North 133 S.E. 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 N/A Barb Breer N/A	High-speed Internet, easy access off Interstate 35 Exit 92	www.hotel-diner.com
20	Budget Inn & Suites 5220 N.E. 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, kiddie 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 24	Drury Inns Inc. Kim Biery Marcy Gerard Kim Biery	Hot breakfast, free long distance calls and wireless high- speed Internet, complimentary evening beverages & hot food	www.druryhotels.com/properties/desmoines.com marcy.gerard@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 Group 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	1,600 2 40	69 1 \$69-\$99	1973 10	West Capital Eighth LC Shena Brooks Tresa Vedder N/A	Indoor pool, lounge, complimentary breakfast, cable TV with HBO, complimentary wireless Internet	www.daysinn.com walnutcreek1258@aol.com
23	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 20	Bradie Knapp Weeter Bradie Weeter Sandy Poundstone Diane Freeman	6,000-SF health spa, full American breakfast, wired & wireless Internet, Cosmopolitan Lounge, room service	www.800locust.com BWeeter@800locust.com
24	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 30	Heart of America Restaurants & Inns Jeff Smith Holly Poort Marsha Spears	Complimentary high-speed Internet access, hot breakfast at Johnny's, house drink, iron/ ironing board, in-room safe	www.heartofamericagroup.com jsmith@hoari.com
25	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. Tim Williams Mandee Sheesley Tim Williams	Complimentary hot breakfast, complimentary wireless high- speed Internet, indoor pool, whirlpool, fitness center	www.marriott.com/dsmsh tim.williams@concordhotels.com
26	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-\$189	2010 10	418 Hospitality LLC Jeff Peck Cheri Torrence Thomas Helmke	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
27	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.townplacesuites.com rusty.barker@marriott.com
28	Country Inn & Suites - Des Moines West 1350 N.W. 118th St. Clive, IA 50325 515-223-9254; FAX: 515-223-9327	1,000 2 100	104 59 \$89-\$145	1998 15	CSM Lodging LLC Tom Murray Mark Johnson Tom Murray	Indoor pool, whirlpool, exercise room, free hot deluxe breakfast, free high-speed Internet in guest rooms, business center	www.countryinns.com/cliveia cx_desm@countryinns.com
28	Staybridge Suites Hotel 6905 Lake Dr. DM, IA 50266 515-223-0000; FAX: 515-223-0099	1,000 1 100	0 90 \$129-\$189	2000 12	Kelly Inns Connie Nicholson Connie Nicholson Connie Nicholson	All suite rooms, full kitchen, indoor pool and Whirlpool, hot buffet breakfast, fitness center, reception, high-speed Internet	www.staybridge.com cnicholson@sb-westdesmoines.com
29	Fairfield Inn & Suites 7225 Vista Dr. WDM, IA 50266 515-225-6100; FAX: 515-267-1648	816 2 30	102 8 \$89-\$139	2001 15	Concord Hospitality Enterprises Inc. Abid Talic Mandee Sheesley Abid Talic	Free wireless Internet throughout the hotel, complimentary breakfast included in rate	www.marriott.com/dsmwf a.talic@concordhotels.com
30	Hampton Inn - West Des Moines 7060 Lake Dr. WDM, IA 50266 515-223-4700; FAX: 515-221-1010	600 1 35	135 4 \$119-\$169	1996 15	North Central Group Ryan Hansen Jodi Welder Betty Curry	Renovated 2007, H Honors, wireless Internet access, business center, hot breakfast buffet, manager's reception, indoor pool/hot tub, fitness center	www.desmoineswest.hamptoninn.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	Website Email
Baratta's Restaurant and Catering 2320 South Union DM, IA 50315 515-243-4516	Joe Gatto 515-243-4516	1953	15 - 1,000 \$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
Catering DSM 400 Locust St., Ste. 193 DM, IA 50309 515-508-0829; FAX: 515-508-0683	Jeff Duncan 515-508-0829	2010	Can serve any party size Varies	Yes Yes	Will cater to your event needs	Weddings, rehearsal dinners, corporate, tailgate parties and more	www.CateringDSM.com info@CateringDSM.com
Christiani's VIP Catering 1150 S.E. Diehl Ave. DM, IA 50315 515-287-3169; FAX: 515-285-5576	Larry and Carol Christiani 515-287-3169	1980	50 - 2,000 Varies	Yes Yes	Italian American cuisine	Weddings, banquets, company parties, anniversaries, fundraisers and more	www.christianiscatering.com and www.jesterparklodge.com info@christianiscatering.com
Crème Cupcake 1701 S. Union DM, IA 50315 515-554-9007	Christina Moffatt 515-554-9007	2010	1 - 1,050 \$3.00	No Yes	Gourmet cupcakes, cakes and desserts	Any sweet occasion	www.cremecupcake.com info@cremecupcake.com
Cyd's Catering LLC 5405 N.W. 78th Ct. Johnston, IA 50131 515-274-0410; FAX: 515-274-9193	Cyd Koehn 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
Flarah's 2815 Beaver Ave. DM, IA 50310 515-277-1935; FAX: 515-277-1937	Erin Van Dorin 515-277-1935	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	N/A N/A	2006	Unlimited \$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 kcrosby@gatewaymarket.com
Great Caterers of Iowa 1250 N.E. 56th St. 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@GreatCaterersofiowa.com
Great Midwestern Catering 909 Robert D. Ray Dr. DM, IA 50316 515-225-0893	Rich Glenn 515-225-0893	1990	10 - 1,000+ \$9 - \$50	Yes Yes	Casual catering to formal banquet catering	Weddings, grand openings, business events, pharmaceutical reps and more	www.greatmidwesterncatering.com info@greatmidwesterncatering.com
IN the BAG, Corporate Cuisine 79 University Ave. DM, IA 50314 515-222-9338; FAX: 515-222-9338	Mike Taylor 515-222-9338	1994	No minimum or maximum Varies	No Yes	Bag lunches, hot and cold buffets, appetizers, snacks and desserts	Corporate	www.inthebag-lunches.com orders@inthebag-lunches.com
Mojos on 86th 6163 N.W. 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 and 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+ 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 galas, events & lunches, weddings & cocktail parties	www.tastetogo.net sales@tastetogo.net
Tasteful Dinners 121 S.E. Shurfine Dr., Ste. 6 Ankeny, IA 50021 515-965-3324; FAX: 515-965-3394	Ric Kerr 515-965-3324	2006	6 and up \$8.00 and up	Yes Yes	Farm gourmet - made from scratch with a twist	Business, corporate events, weddings, graduations, parties	www.tastefuldinners.com ric.kerr@tastefuldinners.com
The Field House and Master Griller Catering 142 S. Chestnut Earlham, IA 50072 515-758-2200; FAX: 515-758-2204	Scott Lange 515-758-2200	1981	1 - 5,000 Varies	Yes Yes	Hot dogs to prime rib	All-inclusive	www.mastergriller.com slange06@msn.com

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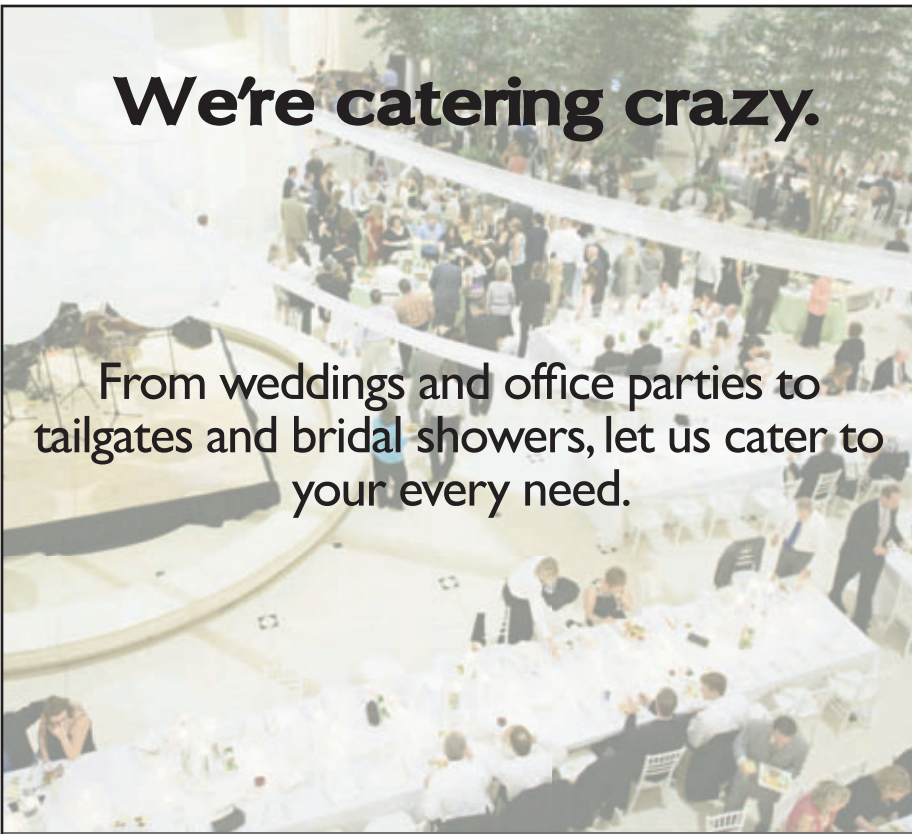
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INDEX OF NAMES

Index includes names of individuals featured throughout the book (not including advertisements). Compound last names are alphabetized by first name in the series.

A		
Abbott, Michael.....	122, 128, 132	
Abrahamson, Chris.....	154, 156	
Abrahamson, Kirk.....	119	
Abrams, Mike.....	129	
Acheson, Donald.....	88	
Acheson, Nancy.....	88	
Ackelson, Mark C.....	36	
Adam, Gina.....	154	
Adams, Desmond.....	135	
Adkins, James L.....	110, 116	
Aduddell, Luke.....	46	
Ahrold, John.....	125	
Ainsworth, Leonard.....	152, 153	
Ainsworth, Trent.....	152, 153	
Aitken, Deanna.....	144	
Albaugh, Gary.....	125	
Alberico, Mark.....	116	
Albers, Jen.....	34, 52	
Albertson, Harold.....	65	
Albrecht, Steve.....	110, 114	
Aldini, Tammy.....	131	
Aldridge, Doug.....	91, 132, 133	
Allen, Edward J.....	75	
Allen, Jim J.....	91, 131	
Allen, Ken.....	91, 92, 131	
Allen, Mark W.....	75	
Allen, Richard.....	91, 133	
Allen, Scott.....	64	
Allender, Harry.....	72	
Altringer, Jill Marie.....	94	
Amatya, Sanjay.....	135	
Amundson, Mary Ann.....	152	
Amys, Christina.....	94, 154, 159	
Anderson, Bill.....	66	
Anderson, Dianna.....	159, 160	
Anderson, Keeley.....	136	
Anderson, Mark.....	66	
Anderson, Merrill.....	159, 160	
Anderson, Tami.....	140, 142	
Anderson, Tucker.....	44, 131, 136	
Anderson, William.....	68, 140	
Andeweg, Robert.....	30, 31	
Andriano, Scott.....	146, 148	
Angotti, Larry.....	92	
Anker, Kristie D.....	110	
Anonson, Jake.....	119	
Ansingh, Dr. Peter.....	32	
Appenzeller, Jennifer.....	165	
Arentsen, Mark J.....	30	
Arlaud, Theresa.....	42	
Armstrong, Thomas.....	30, 31	
Armstrong, Wanda.....	130	
Arndorfer, Ed.....	112, 116	
Arnett, Joan.....	52	
Arp, Edward H.....	71, 72	
Artis, Susie.....	161	
Atkin, Ann.....	52, 131	
Atterbury, Richard D.....	105, 106	
Augsburger, Kim.....	136	
Ausen, John.....	56	
Austen, W. Kim.....	124, 128, 131	
Ayers, Jason.....	157	
B		
Babb, Jennifer.....	65	
Bach, Rick.....	24	
Backes, Ken.....	51	
Baddeloo, Marty.....	160	
Badger Jr., R. John.....	120	
Bagby, Janet.....	152	
Bailey, Shellee.....	63	
Baird, Shannon.....	76	
Baker III, B.J.....	75	
Baker, Britt.....	75	
Baker, Joe.....	75	
Bakey, Kimberly K.....	90	
Bakke, Brian.....	74	
Baldwin, Tom.....	68	
Bales, Denise.....	36	
Balius-Haakinson, Connie.....	68	
Ball, Steve.....	75	
Ballard, Donna.....	161	
Ballenger, Rachel.....	109	
Banasiak, Kate.....	129	
Bangs, T.J.....	149	
Banker, Michael.....	112	
Bardach, Ewa.....	33	
Barker, Mike.....	72	
Barker, Rusty.....	166	
Barloon, Ken.....	131	
Barryhill, Shelly.....	42	
Barth, Amy.....	42	
Barton, Mary Lou.....	26	
Barton, Ray.....	26	
Barton, Tina.....	42	
Bass, Allison.....	42	
Bass, Doug.....	110	
Bata, John.....	144	
Batcheller, Rebecca.....	130	
Bauer, Ron.....	153	
Bayse, Tim.....	135	
Beal Jr., Donald M.....	88	
Beaman, Cathy.....	36	
Beard, Kevin.....	56	
Beard, Mark.....	153	
Bearden, Erin.....	116	
Beavers, Randy.....	52	
Beck, Erik.....	143, 144	
Beck, Krista.....	51	
Becker, Kristie.....	136, 152	
Becker, Mark J.....	126	
Beecher, Mike.....	156	
Beeck, Kelly.....	63	
Beedle, Terri.....	51, 135	
Beem, Thomas.....	144	
Behn, Melinda.....	130	
Bell, Jane P.....	159	
Bell, Joni.....	168	
Bell, Pamela.....	48	
Beller, Jodi.....	110	
Bellizzi, Jodi L.....	72	
Belmont, Cathy.....	158	
Beltz, Leigh A.....	76	
Benetti, Mary.....	156	
Beneventi, Don.....	51	
Beninato, Sharon.....	64	
Bennethum, Curt.....	91	
Bennett, Linda.....	122	
Bennett, Mark.....	58	
Bennett, Steve.....	76	
Benschoter, Brooke A.....	36	
Benskin, William C.....	152	
Benson, Bruce.....	152	
Bentz, David.....	72	
Berg, Jan.....	137, 138	
Bergen, Sue.....	162	
Bergez, Richard.....	33, 110	
Bering, B. Vitus.....	68, 71, 140	
Bern, Chris.....	129	
Bernsee, Kara.....	42	
Bernstein, Laura.....	136, 158	
Beron, Eric.....	68, 74	
Berry, Scott.....	55	
Bert, Dave.....	129	
Bettis, Norma.....	50	
Beu, James.....	120	
Beveridge, Todd C.....	33	
Bierley, Christine.....	135	
Biermann, Michael.....	75	
Biery, Kim.....	166	
Bill, Jerry.....	51	
Billings, Judy.....	161	
Bintner, Jim.....	51	
Bird, Michael.....	151, 158, 161	
Bishop, Charles J.....	72	
Bishop, Julie.....	72	
Bisom, Rhonda.....	72	
Bitterman, Russell.....	68	
Black, Marc.....	88	
Blake, David C.....	119	
Blanchard, John.....	161	
Blasé, Raymond M.....	32	
Blessen, Derek.....	163	
Baldwin, Tom.....	136, 158	
Blumenstein, Chris.....	92, 131	
Blunck, Kirk V.....	68	
Blythe, Gregory J.....	124	
Boal, Greg.....	119	
Bochman, Carissa.....	63	
Bocken, Brian.....	165	
Body, David W.....	148	
Boersma, Jamie.....	28	
Boes, Jim.....	92	
Boettcher, Dan.....	51	
Boeve, Merle.....	119, 126	
Bohner, Dan.....	52	
Bohning, Joleen.....	161	
Boland, Nan.....	162	
Bolen, Renatta.....	136, 153	
Bolen, Renatta.....	163	
Bolton, Lew.....	134	
Bonnstetter, Kyle.....	150	
Bonta, Stanton G.....	129	
Boom, Chris.....	146, 149, 151	
Boom, Darca.....	34	
Boor, Daniel J.....	42, 44	
Borowick, Jerry.....	105, 106	
Borseth, Eric.....	130	
Bosch, Marv.....	146, 149	
Bosley, Lori.....	168	
Boswell, Penny.....	139	
Bowman, Scott.....	72	
Boyce, Greg.....	58	
Boyd, Bill.....	34	
Boyens, Joey.....	46	
Boyens, Kari.....	46	
Boyington, Nicole.....	140	
Brackett, Ted.....	76	
Bradley, David M.....	112, 116	
Bradshaw, Chris.....	64	
Bradshaw, Judy.....	32	
Brady, Jason.....	56	
Brady, Justin K.....	151, 153	
Brandt, Julie.....	148	
Brandt, Tim.....	30	
Brannen, James P.....	122, 124, 131, 132	
Branstad, Gov. Terry.....	14, 52	
Bratrud, Lori.....	4	
Bray, Randy.....	66	
Brazelton, Alan.....	125	
Breer, Barb.....	166	
Brennan, Scott M.....	60	
Brenton, Woodward.....	33	
Breuss III, Richard.....	44, 94	
Brewer, Bill.....	156	
Brewer, Jeb.....	32	
Briden, David A.....	68	
Bridges, Jim.....	148	
Bridgewater, David.....	66	
Bridgewater, Diane.....	46	
Bridgewater, Gary.....	75	
Briley, Dean.....	52	
Brocka, Michael J.....	72	
Brockman, Mike.....	166	
Brockway, Mark.....	75	
Brockway, Ryan.....	75	
Brooks, Shena.....	166	
Brooner, Michael.....	71, 74	
Brower, Wade.....	146, 149	
Brown, Brian.....	52	
Brown, Chris.....	90	
Brown, Curtis.....	30	
Brown, Ed.....	29	
Brown, Edward.....	36	
Brown, Gregory R.....	60	
Brown, Judi.....	68, 71, 140	
Brown, Julie.....	137	
Brown, Kelley.....	30	
Brown, Lauren.....	82	
Brown, Matt.....	51	
Brown, Melanie Schmidt.....	34	
Brown, Michele.....	29	
Brown, Sara.....	4	
Browne, Jennifer S.....	125, 136	
Browning, Chris.....	33, 52	
Bruere, Steve.....	82, 90	
Brugger, Rossany.....	135	
Brunkhorst, Tim.....	125	
Bruno, Jim.....	161	
Bruns, Wayne.....	63	
Bruntz, John.....	91, 131	
Bruntz, Ken.....	140, 142	
Bryan, Amanda.....	112, 116	
Bryan, John.....	52	
Bryan, Kyle.....	142	
Buckley, Brennan.....	24	
Budd, Dawn.....	151, 152, 153, 154, 156	
Buelow, Tim.....	72	
Buethe, Brian.....	30, 130	
Buie, Frederick V.....	135	
Buie, Valeska L.....	135	
Bullock, Heath.....	137	
Bump, Steve.....	146	
Bunz, John H.....	60	
Burgeson, John C.....	110, 116	
Burgess, Judi.....	68	
Burget, Timothy.....	30, 31	
Burkhart, Brett.....	151	
Burkhead, Noble.....	56	
Burmeister, Eric.....	34	
Burnett, Doug.....	90	
Burns, Chris A.....	151	
Burns, Heather M.....	162	
Burns, Kevin.....	46	
Burns, Mike.....	75, 144	
Burns, Pam.....	46	
Burns, Ron.....	46	
Busiek, Dave.....	63	
Bussanmas, Becky.....	154	
Butler, Kim A.....	96, 114	
Butler, P. Barry.....	48	
Butzke, Milt.....	72	
Byrd, John W.....	48	
Byus, Kate.....	137	
C		
Cadwell, Valerie.....	82	
Caldwell-Johnson, Teree.....	34	
Cale, Dave.....	109	
Caleb, Gene.....	165	
Calhoun, Janet M.....	46	
Calhoun, John.....	30, 130	
Calkins, Paul.....	159	
Cameron, Anne.....	68, 71, 72	
Campbell, William E.....	91, 131	
Canfield, Debby.....	164	
Canova, Marty.....	140	
Capp, Krista.....	66, 86, 133	
Carey, Tom F.....	51	
Carl, Lawrence.....	129	
Carle, Meredith.....	161	
Carlson, Adam.....	64	
Carlson, Chris L.....	161	
Carlson, Darlene.....	112	
Carlson, Jerome.....	105, 106	
Carlson, Kathy.....	109	
Carlstrom, Barb.....	23	
Carlstrom, Dr. Tom.....	23	
Carney, Nate.....	76	
Carpenter, Jeff.....	119	
Carstens, Ross.....	119	
Carstensen, Jay M.....	46	
Carter, Cindy.....	131, 133, 143, 144, 150	
Cartwright, Pete.....	18	
Cartwright, Spencer.....	18	
Carver, Mike.....	55	
Casady, Dave.....	88	
Casner, Melissa.....	42	
Casteel, Marc.....	74	
Caston, Jesse.....	139	
Catlett, Mary.....	142	
Ceretti, Jason.....	76	
Ceryanec, Joe.....	131, 132	
Chambers, Carole.....	4	
Champ, Ben.....	30	
Chance, Greg.....	64	
Chantland, Susan.....	105	
Chapman, Mary.....	32	
Chapman, Scott.....	152	
Chapman, Steve.....	33	
Chappell, Lori.....	52	
Charleston, David.....	46	
Charlson, Jeff.....	76, 134	
Charter, Scott.....	92	
Chasten, Kenny.....	136, 158	
Chavannes, Nancy.....	50	
Chelesvig, Jeff.....	33, 52	
Chenoweth, Curt.....	56	
Cheremie, Dean.....	91	
Chico, Heidi.....	91, 131	
Child, Tom.....	133	
Chiodo, Jeff.....	56	
Chiodo, Ned.....	56	
Chittenden, Brian T.....	112	
Chittenden, Jennifer.....	130	
Chittenden, Robert E.....	112	
Chonka, Bob.....	136, 158	
Christ, George.....	151	
Christensen, Jake.....	66, 82, 86, 158	
Christenson, Jim.....	92	
Christiani, Carol.....	168	
Christiani, Larry.....	168	
Christianson, Bart.....	142	
Christianson, Pam.....	146, 151, 154, 156	
Christy, Doris (Dody).....	133	
Churchill, Shane.....	71	
Cierzan, Carol J.....	90	
Cierzan, Scott R.....	90	
Cigelman, M. Susan.....	48	
Cirksema, Scott.....	30, 31	
Clark, Barb.....	125	
Clark, Brian.....	71	
Clark, Dan.....	56	
Clark, Mark.....	143, 144	
Clark, Michelle.....	159, 160	
Clark, Richard A.....	30, 32	
Claypool, David.....	60	
Clem, Anthony.....	125	
Clemens, Zach.....	143, 144	
Clement, Stan.....	52	
Clements, Bob.....	159	
Clements, Robert.....	158	
Clements, Susan.....	158, 159	
Cliff, Lori.....	36	
Calhoun, Janet M.....	86	
Cline, Tammy.....	162	
Cobb, Larry.....	110	
Cochran, Don.....	143, 144	
Coe, Heidi.....	51	
Coen, Chris.....	56	
Coffin, Don.....	110, 116, 134	
Cofield, Shannon.....	33, 96	
Cohan, Rich.....	122, 131, 132, 134	
Cole, Brad.....	42	
Cole, Raymond H.....	63	
Coleman, Chris.....	129	
Coleman, Steve.....	138	
Collinet, Ed.....	51	
Collins, Rich.....	154, 156	
Colosimo, Anthony J.....	58	
Colosimo, Robert J.....	58	
Colvin, Brenda.....	42	
Colvin, Tom.....	34	
Combs, Terri.....	60	
Comito, Brendan.....	34	
Conley, Joe.....	165	
Conlin, James C.....	86	
Conner, Laurie.....	38, 131	
Connolly, Angela.....	88	
Connolly, Chris.....	52, 163	
Connolly, Matt.....	88	
Connolly, Matt Thomas.....	88	
Connolly, Tom.....	88	
Conrad, Suzanne.....	33	
Conway, Ray.....	75	
Cook, C. Todd.....	152	
Cook, Chris C.....	119	
Cook, Graham J.....	122, 128, 134	
Cook, Linda Lundstrom.....	119	
Cook, Patty.....	116	
Chance, Todd.....	28	
Coonan, Elizabeth.....	94	
Cooper Smith, Sally.....	153	
Cooper, Bradley R.....	74	
Cooper, Brent.....	76, 136	
Cooper, D. L.....	144	
Cooper, Dianna.....	74	
Cooper, Donald C.....	38	
Cooper, Julie.....	130	
Coppola, Cary.....	151	
Coppola, Michael.....	55	
Corkean, Patrick.....	90	
Corliss, Major David.....	34	
Cornelius, Gary.....	75	
Costa, Chris.....	82	

(continued on following page)

Coult, Ben..... 91, 92, 131
Courtney, Renee..... 4
Cownie, Frank..... 30, 31
Cownie, Jim..... 26
Cownie, Mary..... 52, 94
Cownie, Patty..... 26
Cox, Steven..... 74
Crall, Sherry..... 105
Crane, Dennis..... 152
Crawford, Coe Ann..... 154
Crawford, Keven J..... 74
Creason, Matthew..... 46
Creger, Mark..... 165
Creighton Jr., David.. 119, 125, 158
Creemers, Dale E..... 105, 106
Criger, Ariane..... 4
Crile, Craig..... 63
Crippen, Mel..... 64
Crise, David..... 140
Crist, Teri..... 140
Crockner, Janet..... 20
Crosbie, Rowena..... 130, 136, 158
Cross, Beth..... 151, 152, 153, 154, 156
Cross, Dan..... 68, 71, 140
Cross, Ron..... 82
Cross, Susan L..... 46
Crouchley, Ted..... 146
Crow, Donna..... 51
Crowell, Eric..... 38, 131
Crowell, Tracy..... 51
Crowley, Barbara..... 125, 136
Crowley, Kevin..... 82, 86
Crown, Greg..... 151
Cubit, Dave..... 30
Culbertson, Angela..... 148, 161
Cunningham, Mike..... 55
Curl, Bob..... 76
Curran, Chris..... 137
Curran, Diane..... 68, 71, 140
Curry, Betty..... 166
Cushing, Brenda.. 122, 131, 132, 134
Cutler, Charles..... 33

D

Dahl, Leslie..... 136, 140
Dahl, Tina..... 27
Dairs, Eric..... 56
Dallenbach, Steve..... 88, 90
Damman, Jeff..... 110, 114
Daniels, Edie..... 135
Daniels, Jeff..... 54, 55
Daniels, Ronald L..... 66, 82
Daniels, Tanya..... 153
Danielson, Stephanie..... 161
Dardis, Greg..... 159, 160
Darling, Amy..... 68
Darr, Bob W..... 92, 159
Darr, Chris..... 143, 144
Darveau, John..... 140
Daughenbaugh, Kim..... 136, 140
Daughenbaugh, Mary A..... 136, 140
Daughenbaugh, Thomas J..... 136, 140
Daugherty, Jack..... 76
Davis, Carmen..... 116
Davis, Christina..... 159, 160
Davis, Dixie L..... 136, 152
Davis, Marcy..... 33
Davis, Mark B..... 34
Davis, Paul Z..... 92
Davis, Vicki..... 116
Day, Cindy..... 34
Day, Denise..... 130
Day, Mike..... 159
Dean, David..... 51
Debner, Marvin..... 105, 106, 158
DeBolt, Doug..... 74
deBuhr, Ross..... 56
DeCamp, Dan..... 74
DeCarlo, Melynda..... 20, 159, 160
Decker, Barbara Q..... 48
DeClerck, Michelle..... 136, 158
Deems, Terri A..... 160
Deery, Brad..... 51
Degner, Richard..... 129
Deimerly, Brian..... 34
DeJear Jr., Marvin L..... 135
Dekker, Paul..... 30
Della Vedova, Chris J..... 71

Della Vedova, John..... 48
Dellaca, Abigail..... 82
Delpesce, Vernon..... 33, 46
Delvaux, Jeff..... 64
DeMarco, Mario..... 133
DenHerder, Steve..... 144, 146, 149, 150
Dennell, Jim..... 71
Dennis, Chris..... 28
Dennis, Christy..... 28
Dennis, Denny M..... 60
Denson, Rob..... 12, 32, 48, 148
Denton, Scott..... 88
Denton, Stephanie..... 88
Derry, Karen..... 34
Detlefsen, Julie..... 105
DeVenney, Steve..... 119
Devine, Pam..... 68, 140
DeVries, Becky..... 109
DeWaay, Don..... 119, 164
DeWaay, Tom..... 82
Dewald, Wade..... 146, 151, 158
Diaz, Vicente..... 135
Dickel, Kathryn..... 135, 151
Dickelman, Sherry A..... 105
Dickinson, Greg..... 133
Dickinson, Ross..... 120
Diebel, Christopher..... 165, 166
Diech, Brad..... 75
Diehl, Michelle..... 154, 156
Dierenfeld, Paula..... 30, 31
Diliberti, Peter..... 36
Dilley, David..... 152
Dinkla, Dwight L..... 129
Dinnebier, John..... 56
Discher, Dave..... 24, 33, 44
Dixon, Julie Fidler..... 33
Doe, B.J..... 135, 146
Doheny, Robert..... 90
Donaghy, Brian J..... 125
Donaghy, Joel P..... 125
Donohoe, Sandra..... 36
Donohue, Dan..... 42
Donovan, Delaney..... 146, 149, 151
Dooley, Bob..... 151
Dooley, Denise..... 165
Dorr, Todd..... 46
Dorrian Jr., Don..... 75
Dorwart, Selena..... 165
Dostalik, Marty..... 71, 72
Douglas, Brett..... 71
Douglas, Gary..... 124, 128, 131
Downing-Manning, Kim..... 116, 118
Downs, Thomas J..... 129
Doyle, Harry C..... 72
Doyle, Justin C..... 72
Drake, Charles..... 162
Drautz, Carl..... 165
Dreher, Kim..... 54
Dreher, R. Kim..... 137, 138
Drey, Paul A..... 60, 135
Dreyer, Darrin..... 158, 161
Drollette, Ryan..... 92, 159
Drummond, Jeff..... 132, 143, 144, 146, 149, 150
Duffy, Dr. William..... 48
Duffy, Jean..... 119
Duncan, Amy..... 133
Duncan, Carol..... 34
Duncan, Jeff..... 168
Duncan, Joel..... 8
Dunham, Kara..... 131
Dunker, Jessica..... 129
Dunn, Deanna..... 161
Dunshie, Linda..... 33
Dunton, Megan..... 148
Durden, Loretta..... 165
Durkin, Tom..... 46
Durman, John..... 158
Durnavich, Hallie..... 165
Duval, Shannon..... 36
Dwyer, Martin..... 112
Dylo, Mark..... 163

E

Early, Richard L..... 34
Earnest, Bryan..... 154, 156
Easley, Jacquie..... 19
Eastwood, Kalen..... 82, 90

Eaton, Jim..... 152
Eaton, Lance..... 135, 152
Eaton, Mitch..... 135, 152
Eaton, Steven J..... 72
Ecklund, Doug..... 136, 143, 144
Ecklund, Mitzi..... 136, 143, 144
Edeker, Randy..... 131
Edwards III, James..... 152
Edwards, Andy..... 152
Egel, Michael..... 34, 94
Eggink, Lori..... 143, 144
Eggle, Michael S..... 144
Ekberg, Meredith..... 26
Elbert, Amy..... 140
Eller, Gaylen..... 88
Ellerbroek, Maggie..... 21
Ellingson, Steve..... 142
Elliot, Jamey..... 63
Ellis, Eddie..... 46
Ellis, Jeff..... 90
Ellis, Joan..... 36
Ellis, Traci..... 161
Eltjes, Scott..... 119
Elwell, Denny..... 55
Elwell, Mary..... 54, 55
Emery, Jim..... 88
Endecott, Morgan..... 91
Ennis, Sarah..... 159
Eppert, Dave..... 33
Erhard, Keith..... 125
Erickson Brown, Miriam..... 91, 132
Erickson, Brian..... 54
Erickson, James W..... 91, 132
Erickson, Paul..... 110, 134
Erickson, Warren..... 91, 132
Ermels, Martin J..... 105
Ernst, Doug..... 72
Ernst, Greg..... 42
Eslick, Barbara..... 165
Espeland, Jennifer..... 139
Essink, Angela..... 161
Essman, Denise..... 154, 156
Eubank, John..... 92
Eubank, Rachel..... 91, 136
Evans, Beverly..... 33
Evans, Clyde..... 30
Evans, Scott..... 158
Everett, Larry..... 126
Everson, Scott..... 76
Ewing, Lynn..... 50
Eyler, Richard Neil..... 162
Eyler, Todd Neil..... 162

F

Faber, Craig..... 76
Facto, Victoria..... 34
Farr, Carolyn L..... 52
Farr, Tom..... 124, 125, 132
Farrell, Lance..... 46
Farthing, Judy..... 82
Faust, Eric J..... 122
Fay, John..... 125
Fedderson, Joyce..... 96
Fehrman, Bill..... 91, 131, 133
Feiz, Hamid..... 72
Feldt, John A..... 158
Felker, Kim..... 105, 106
Fellman, Dave..... 65
Fellner, Brian..... 122
Ferentz, Kirk..... 18
Ferguson, Darin..... 82, 86
Fering, Al..... 162
Fidler, Dick..... 125
Finn, John..... 33
Fields, Dr. Ann..... 48
Fields, William M..... 34
Fiepkke, Thomas L..... 105, 106
Filer, Barbara..... 52
Finn, John..... 33
Firkins, Linda..... 158
Fischer, Cyndi Harmeyer..... 156
Fischer, Matt..... 154, 156
Fisher, Bill..... 52
Fisher, Dean..... 63
Fisher, Peggy..... 96
Flagg, Kevin..... 152
Flaherty, Kenneth..... 116
Flamm, Steve..... 109
Flatt, Rick..... 52
Fleagle, Jerry..... 129

Fleming, Allison..... 21
Fleming, Jeff..... 33, 52
Flesher, Michelle..... 140, 142
Fletcher, Teresa..... 50
Floss, Craig..... 129
Flynn III, Tom..... 154, 156
Flynn, Andrew J..... 151, 154, 156
Flynn, Charise..... 94
Flynn, Connor..... 154, 156
Flynn, Peter J..... 151, 154
Foldes, Kathy..... 143, 146, 149, 150
Foldes, Tom..... 72
Forinash, Dennis..... 72
Foritano, Steven..... 32
Formaro, Joseph..... 165
Forsyth, John D..... 24, 44, 131
Foster, Brooke..... 36, 94
Foster, Jerry..... 34
Foster, Rod..... 105, 106, 120, 134, 158
Foth, Tony..... 144, 146, 149, 151
Fox, Tim..... 64
Francis, Dwaine..... 162
Frandsen, Ted..... 65
Frank, Elgene..... 51
Franke, Deniz T..... 119, 126, 159
Frank, Michael..... 119, 126, 159
Franklin, Ph.D., Angela Walker..... 48
Franklin, Thomas..... 90
Frederick, Scott..... 63
Fredericksen, Paul H..... 63
Freel, Janet..... 157
Freeman, Connie..... 44, 131, 136
Freeman, Diane..... 166
Freeman, Doug..... 152
Freerksen, Roger A..... 56
Freese, Harvey..... 151
Freshour, Mary..... 142
Frey, Robbin..... 36
Friend, James..... 75
Frischmeyer, Denis L..... 76
Fritz, Doug..... 52
Frost, Becky..... 50
Frost, Scott R..... 119
Frost-Kunnen, Jackie..... 38, 131
Fry, Stephen..... 151, 158, 161
Fryar, Matt..... 34
Frye, Richard..... 116
Fullerton, Dan..... 72
Fulton, Kirk..... 112
Funk, Jane..... 112, 116
Funkhouser, Joe..... 92
Fuquey, Teresa..... 63
Furbush, Dave..... 136, 158
Furbush, Kimberly..... 136
Furgison, Bette..... 148

G

Gabus, Gene..... 51
Gade, John M..... 72
Gaede, Rick..... 165
Gaer, Steven K..... 8, 30, 31
Gainer, Kate..... 129
Galeazzi, Nancy..... 34
Gallagher, Angela..... 23
Gallagher, Felix..... 135
Gallagher, Terry..... 23
Galloway, Ryan..... 66
Galyen, Scott..... 165
Gamble, Kyle..... 82
Garcia, Tony..... 76
Gardiner, Dennis M..... 105, 106
Gardner, John..... 68, 72, 134, 140
Gardner, Tim..... 63
Garnaas, Jon..... 66
Garnas, Mary..... 122, 132
Garner, Terry..... 34
Garner, Todd..... 68
Garrett, Daniel..... 129
Garvey, John..... 159
Gates, Bob..... 161
Gatto, Joe..... 163, 168
Gavin, Mike..... 142
Gayman, Tom..... 137
Gebard, Terry..... 68, 71, 140
Gebel, Suzanne..... 129
Gegner, Norton J..... 105, 106
Gelhaar, Lori..... 48, 148
Geneser, JD..... 158

George, Allison..... 56
Gerard, Marcy..... 166
Gerhart, Nick..... 36
Geri, Doyle..... 33
Gerot, Joseph L..... 105, 106
Gersdorf, Peter E..... 90
Gessmann, Nancy..... 131
Gibson, Duane..... 34
Gibson, John..... 30
Gilbert, Jeff..... 131
Gilbert, Marlis..... 119
Gilbert, Priscilla..... 24
Gillette, Graham..... 156
Gilman, Ryan..... 56
Giudicessi, Mike..... 60
Gjerde, Karen..... 125
Gjersvik, Tammy..... 74
Glanton, Syeta..... 94
Glaser, James W..... 116, 118
Glawe, Kirk..... 144
Glawe, Stan..... 144
Glenn, Rich..... 168
Glynn, Matt..... 154
Goaley, Greg..... 151
Gocken, Drew..... 148
Godwin Jr., Donald W..... 90
Godwin, Mark..... 32
Godwin, Mary L..... 90
Goedken, Jill..... 68, 140
Goeldner, Linda..... 129
Goetzinger, Brian..... 116
Goldin, Becky..... 131, 158
Gonzalez, Sonja..... 119, 126
Goode, Jody L..... 105, 106
Goodell, Larry..... 116
Gooding, Stephen C..... 125
Goodrich, Dawn..... 52, 163
Goodwin, Richard..... 129
Goodwin II, William Chip..... 120
Goodwin, Heather..... 130
Goodwin, William N..... 120
Gordon, Cindy..... 90
Gordon, Kathy..... 166
Gordon, Kevin..... 91, 132
Gorman, Lois..... 109
Gottschalk, Mary C..... 34
Gourley, Jessica..... 136
Grace, Steven..... 152
Grage, Laura..... 44, 136
Graglia, Ed..... 86
Graham, Donna..... 152
Graham, Sarah..... 34
Grandfield, Gary..... 142
Grant, Ryan..... 94
Grant, Sarah..... 91, 136
Gratias Wille, Jenny..... 88
Gratias, Craig..... 88
Gratias, LaDonna..... 88
Gratias, Tom..... 88
Gray, Debra..... 105
Gray, Dr. Gloria..... 33
Gray, Steven E..... 68, 71, 140
Gredys, Keith J..... 158
Green, Brent (Chris)..... 60
Green, James..... 125
Green, Kelly..... 52, 131
Green, Rick..... 91, 132, 133
Greening, Kristy..... 130
Greenwood, Paul..... 146
Grefe, Barb..... 24
Gregg, Dave..... 142
Gremler, John..... 119
Gremmer, Mark..... 119
Gremmer, Michael..... 161
Grgurich, Alexander..... 139
Gribble, Jennifer..... 33
Griffith, Steven..... 48
Griglione, Carol..... 34
Griswell, J. Barry..... 8, 29, 36
Grob, Ted..... 88
Gronewald, Samantha..... 94
Gross, Emily..... 168
Groves, Eric..... 153, 154, 156
Grubb, Adam..... 88
Grubb, Eric J..... 82
Grubb, Jerry..... 88
Grubb, Ron..... 88
Grundmeier, Jim..... 68
Gudehus, John..... 143, 144

Gulliford, Jim 129
Gulling, Douglas R.
..... 110, 116, 132, 134
Gumm, Tom 134
Guthmiller, Clay 32
Guyer, Steve 135
Gwinn, Marie 34

H

Haahr, J. Tyler 112
Hadden III, Thomas B. 58
Hafner, Sandy L. 46
Hagen McGuire, Brenda 94
Hagen, Howard O. 60
Hahn, Irving 146, 149, 151
Halbur, Annette 154, 156
Hale, Nancy 129
Halfhill, Chaden 88, 90
Halls, Cassandra 94
Haltermann, Tom 44, 125, 136
Hamill, Lenore 148
Hamilton, Emily 24, 36
Hamilton, Randall 105, 108, 119
Hamilton, Russ 63
Hamilton, Tom 161
Hammerman, Skip 165
Hammerstrom, Jeanne 4
Handley, Terry W. 131, 132
Haney, Bob 124
Haney, Matthew 33
Haney, Robert 125
Hanisch, Richard 146
Hanlon, Justin 91, 92, 131
Hanna, George 126
Hanny, Rick 74
Hansen, Carol J. 152
Hansen, Craig 76, 125
Hansen, Dan L. 152
Hansen, Dave 66
Hansen, Heather 135
Hansen, jd 2
Hansen, Kimberly 36
Hansen, Ryan 166
Hansen, Troy W. 82, 86
Hansen, Wayne 146
Hanser, Bonnie 156
Hanser, Ronald 156
Hanser, Ryan 156
Hanson, Dennis 112, 114
Harden, Drew 151
Harden, Van 64
Hardi, Aengel 26
Harger, Bill 76
Harkin, Lynn M. 129
Harlan, Chris M. 126
Harlan, Stan K. 126
Harmon, Lynn 58
Harms, Steve 124, 125
Harrington, Katherine 158
Harrington, Mary Katherine 4
Harrison, David 68
Hartung, JD 22
Hartung, Nichole 22
Hartung, Steve 92
Harty, Jeffrey D. 60
Hasanusta, Emma 21
Hasek, Mark 76
Hatch, Jack 66
Hatfield Clubb, Sandy 52
Hatfield, Eric 52
Hatfield, Scott A. 68, 71, 140
Hatten, Susan 94
Haugen, Sandy 105
Haus, Ruth 34, 52
Hauschilt, Steve 76
Hawkins, Tim 120
Hayertz, Matt 136, 143, 144
Hayes, Sue 146, 149
Hayes, Tim 154
Hearn, Dave 75
Heck, Linda 52
Hedgepeth, Robert 68, 72, 134
Heffling, Mike 165
Heid, Mike 116, 118, 131
Heiden, Cara 118
Heiden, Jason 140, 142
Heilman, Bryan 151
Hein, Lisa 36
Helak, Michael J. 110, 114, 133

Held, Jess 154, 156
Heldt, Scott 33
Heldt, Timothy J. 112, 114
Helin, Brent 109
Helmke, Thomas 166
Helmlinger, Carolyn 66, 90
Henderson, Dennis 30, 32, 159
Henderson, Nick 33
Henderson, Zac 64
Hendrix, Chase 151
Henning, Kent L. 48
Henning, Lance 33
Henrichsen, Stacy 165
Hensen, Andy 24
Hensen, Kari 24
Hensley, Christine 34, 110
Heppner, Mark 36, 52, 164
Hering, Barbara A. 60
Hernandez, Shelley 4
Herr, Randy 119, 126, 159
Herrick, Richard D. 72
Hertz, Randy 82
Heslinga, Andrew 136
Heston, Rod 75
Heuer, Jeannette 135, 152
Heuertz, Gary 30, 31
Heuss, Tim P. 119
Hickman, Tim 68
Hickok, Brad 82, 86
Hicks, Eileen 135
Hieber, Elaine 33
Hill, David 110
Hill, Larry 56
Hill, Sue 135
Hilmes, Jack 60
Hilton, Tom 68
Hinders, Lori 152
Hinke, Joey 125
Hinshaw, Robin 154
Hintz, Ronald L. 158
Hiveley, Dee 44
Hobson, Keith L. 72
Hockenberg, Louis R. 60
Hodgin, Phil 68, 71, 140
Hodne, Bret 30
Hodne, Dr. Barbara 33
Hoekstra, Chad 65
Hoellein, Brian 72
Hoffman, Elizabeth 48
Hoffman, Linda 136
Hoffman, Tony 63
Hofmeyer, Matt 51
Hogan, Riley 86, 137
Hogberg, Steve 109
Hogbin, Vicki 156
Hohmann, James E.
..... 122, 124, 128, 131, 132
Hoiium, Bruce 152
Holcomb, Althea 34
Holcomb, Jeremy 151, 154, 156
Holland, Cory 125
Holliday, Sheri 131, 136
Hollingsworth, John M. 110
Hollingsworth, Laura ... 91, 132, 133
Holstrom, Jon 154, 156
Honken, Stan L. 112
Hope, Michael 64
Hopper, Robert 34
Horton, Melissa 130
Horvat, Nan 32
Hoskins, Tim 30
Hott, David W. 152
Houk, Mary Kay 146
Houk, Kris 63
Hovey, Karen 33
Hovick, Kevin ... 124, 131, 132, 134
Howard, David 165
Howe, Scott 56
Howell, Chuck 131
Howell, Shawn 148, 149
Howes, Martin 91
Hoyka, Patina R. 75
Hoyman, Tammy 33
Hoyt, Roger 125, 133
Hromatka, Thomas J.
..... 112, 114, 116, 118
Hubbell, Charlotte 24
Hubbell, Fred 24
Huckfeldt, Bruce 51

Hudson, Debby 46
Hudson, Shari 160
Huffaker, Trevor 71
Huggins, Jeff 154, 156
Hughes, Bruce 34
Hughes, Dave 125
Hughes, Larry 56
Hull, Amanda B. 63
Hulse, Larry 32
Hummel, Jeanne 105
Hummel, Mark 51
Hunter, Noah 116
Hunter, William W. 110, 116
Huntrods, Marv 82
Hurd, Richard 66, 82
Hurd, Richie 66, 82
Hurst, Jeff 91, 132
Huse, Jim 68, 74
Hutchins, Donn 44
Hutchinson, Chad 88
Hutt, Lisa 76, 88
Huyette, Steve 144
Hyde, Neil 144

I

Iannarelli, Dominic 94
Iglehart, Deborah L. 116
Ilig, Susan 136, 142
Ingham, Curt 56
Ingham, Wendy 95
Ingraham, Jon 153
Ireland-Schunick, Donald 36
Irwin, John 144
Isaacson, Connie 96
Ives, Tim 46

J

Jackman, Craig 161
Jackman, Joel 161
Jackson, Carrie 52
Jackson, Deb 119
Jackson, Eileen 4
Jacobs, Stephen W. 142
Jacobs, Steven G. 65, 158
Jacobsen, Brian 142
Jacobsen, Steve 126
James, Fritz 152
James, Marcie 33, 132
James, Michael 152
James, Peter 148
Janeczko, Bob 91
Janeczko, Josh 91
Jaques, Megan 139
Jasper, Joy 48
Jass, Brian G. 116
Jass, Cheryl 165
Jean, Ronald W. 124, 131, 132, 134
Jenison, Carolyn 158
Jenkins, Chris 65
Jenner, Jody 38
Jennings, Al 91
Jennings, Tim 51
Jensen, Cathy 130
Jensen, Russell 159, 160
Jeske, Doug 154
Jess, Rebecca 63
Jesse, Dave 119
Jester, Robert E. 125, 134
Johnsen, Craig 42
Johnson, A.J. 30, 32
Johnson, Amy 161
Johnson, Bill G. 138
Johnson, Brent G. 112, 116
Johnson, Colleen 54, 55
Johnson, Daryl R. 126
Johnson, Denise 46
Johnson, Doug 33, 44, 132
Johnson, Dr. Ron 48
Johnson, Dr. Tom 129
Johnson, Gina 165
Johnson, Heather 119
Johnson, Mark 166
Johnson, Paul J. 110, 114, 134
Johnson, R. Scott 60
Johnson, Rick 133
Johnson, Scott 110, 114, 131, 133
Johnson, Stephanie 162
Johnson, Terry 119
Johnson-Matthews, Melissa 160

Johnston, Eddy 140
Johnston, Julia 52
Johnston, Timothy R. 126, 128
Jones, Brian 154, 156
Jones, Dave 119
Jones, Debra 131
Jones, Gregory 71
Jones, Jack D. 36
Jones, Jason 159
Jones, Roger C. 158
Jones, Steve 152
Joos, Mark 36
Jordan, Amanda 4
Jordison, Tim 42
Jose, Darryl 135
Jose, Tara 135
Joseph III, Burton M. 133
Joslin, Debbie 90
Jostel, Robert 60
Joynt, Michael P. 60
Judge, Christina 65
Juffer, Matt 119
Juffer, Paul 158
June, Jill 33
Jurgens, Mic 33
Jurgens, Ric 131

K

Kacere, Kevin 92
Kaiman, Jason 116
Kammerer, Mike 68, 71, 72
Karloff, Daryld 75
Karrmann, John 68, 134, 140
Kaska, Tony 112
Kastner, Michael J. 68
Katz, Martin 161
Kavich, Jeff 136, 140, 142
Keeling, Rich 119
Keil, Micah 130
Keith, Richard C. 124, 128, 133
Keller, Ronald L. 143, 150, 151
Kelley, Bruce G.
..... 122, 124, 128, 131, 132, 134
Kelloway, Brenda 88
Kelly, Cade M. 88
Kelly, Dr. Earl 33
Kelly, Rob 34
Kemp, Scott 136, 140
Kennedy, Aaron 151, 154
Kennedy, Phil 110
Kennedy, Shane 143, 150
Kenworthy, Dave 140, 142, 152
Kenworthy, John 140, 142, 152
Kenworthy, Tamara 154
Keough, Daniel 125
Kephart, Marsha 110, 116
Kerr, Ric 168
Ketchum, Jennifer 109
Key, Gary 109
Khan, Khalid 140
Kibbie, Sen. Jack 52
Kifer, Lisa 51
Killian, Mike 143
Kimberley, William B. 24, 66, 88
Kimrey, Jody 136, 140
King, Colin 88
King, Craig 138
King, Donna 109
King, Jerry 157
King Jr., Jim 157
King, Stephen 22, 36, 52
King, Steve 68, 140
Kingery, Eldred 42
Kington, Raymond 48
Kinman, Brady 63
Kinman, Sheila 21
Kinnick, Rachael 164
Kipp, Ben 143
Kirk Jr., Joe 90
Kirke, Jason 119
Kirpes, Paul J. 159, 160
Kisling, Carol 64
Kjeldgaard, Holly 52
Kline, Amy 154, 156
Klocker, Julie 33
Kloewer, Susan 95
Klunenberg, Jeff 48
Knapp II, William C. 66, 82, 86
Knapp, BJ 34

Knapp, R. Michael 90
Knous, Kristi 8, 36
Knowles, Stephen 68
Knutsen, Morey 138
Koch Bridgford, Susan
..... 133, 140, 142, 152
Koch, Alan
..... 76, 133, 134, 140, 142, 152
Koch Jr., Richard
..... 133, 140, 142, 152
Kock, Bonita 56
Koedam, Carl 42
Koehn, Cyd 168
Koehn, Steven 108
Koehn, Tom 75, 132, 134
Koenig, Randall L. 90
Koester, Paul 76
Kooistra, Jeff 30
Koolhof, James A. 90
Kowalsky, Brent 109
Kral, Bob 46
Kramer, Karla 122
Kramer, Kent 119
Krantz, Andrew 91, 133
Krantz, Jan 52
Krantz, John 52
Krantz, Matthew 165
Krause, Kyle J. 29, 94, 131
Krause, Merritt D. 125
Krause, Roy 162
Krenz, Heather 76
Krist, James E. 126
Kruse, Chari 34
Kruse, Kevin 129
Kruse, Rod 68
Kuba, Chuck 25
Kueter, Dan 44
Kueter, Patrick 72
Kuha, Josh 56
Kuhn, Nicholas 72
Kumbera, Patty 44, 125, 136
Kuntz, G. L. 144
Kunz, Mary 105
Kunz, Steven M. 72
Kypta, Richard J. 122

L

LaBarre, Chad 105
Lacy, Steve 131, 132
Ladd, Kathy 75
Lage, Jerry 82
LaMair, Greg 125, 133
LaMarca, George A. 60
Landa, Cynthia Sue 136
Landry, Gregory W. 60
Lang, Craig 92
Lang, Mike 146, 149, 150, 151, 161
Lang, Stephen R. 122, 134
Lange, Scott 168
Lange, Sherri 44, 136
Langenies, James B. 60
Langin, Jim S. 114
Lare, Jean 71
Lare, Melissa 71
Lare, Ted 71
Larkin, Janette 4, 136
Larson, Carol 151
Larson, Chad 91
Larson, Christopher .. 143, 144, 146
Larson, Greg 91
Larson, Jeff 76
Larson, John 88, 90
Larson, Letha 58
Larson, Rich 72
Larson, Steve 158, 161
Lashier, Andy 142
Lashier, Bob 142
Laurent, Louis L. 156
LaValle, Michael 163, 164
Lawrence, Carolyn 63
Lawrence, Debbie 82
Lawrence, Toby 146, 149
Lawton, Todd 136, 143, 144
Leachman, Austin 56
Leahy, Thomas D. 48
Leander, Lana 133
Leath, Steven 48
Lebo, Terry 161
Lee, Ethel 130

Lee, James 68, 71, 72
 Lee, Jason D. 36
 Lee, Pam 64
 Leibold, Chuck 119
 Leigh, Rachel 64
 Leiserowitz, Al P. 134
 Lemar, Tracy 72
 Lensing, Amy 159
 Lentz, Kevin 154, 156
 Lenz, Aletha 116
 Leonard, Brad 76
 Lester, Jeffrey 32
 Leto, David 161
 Levis, Thomas J. 60, 135
 Lewellen, Scott 154
 Lewis, James M. 154, 156
 Lewis, Michael S. 68
 L'Heureux, Steven 91
 Lienemann, Dan 136, 153
 Lienemann, Wanda 136, 153
 Lind, David P. 126
 Lindaman, Cade 116, 118
 Linder, Fred 119
 Linderbaum, Dennis W. 36
 Linduska, Kim 32, 48, 148
 Link, Robert L. 131
 Linn III, Marshall G. 76
 Lint, Brad 129
 Lintin, Janet 109
 Little, Dave 54
 Little, Lorrie 42
 Littlefield, Christopher J.
 122, 128, 131, 132, 134
 Lobaito, Jim 159, 161
 Lock, Fred 65
 Lodden, Telford A. 105, 108, 158
 Loehr, Karen 154
 Loffredo, Gene 134
 Logan, Bonnie 52
 Logemann, Dave 72
 Lohmeier, Eric M. 159
 Lombardi, Steve 82
 Lombardo, Holly 161
 Loneman, Ken 151
 Long, Brett 56
 Lopez, Molly 129
 Lossner, Justin 95, 138
 Louros, John 152
 Lovett, Dan 72
 Lozano, Jason 82, 86, 137
 Luebke, Steve 51
 Lundberg, Matt 138
 Lundeen, Cindy 52
 Lundstrom, Sue 33, 52
 Lurie, Angela 159
 Lustig, Michael T. 74
 Lutz, Terry 72
 Lyde, Melanie 146
 Lydon, Robert 54, 55
 Lyle, Timothy 119
 Lyman, Kathie J. 129
 Lyon, Larry R. 90
 Lyons, David 33
 Lyons, Mark 125, 133

M

Maahs, Ron 154, 156
 Mack, Pat 23
 Mack, Sara 23
 Mackaman, Dave 110, 133
 Mackey, Gwana 135
 Madden, Warren 48
 Madison, Brenda 162
 Madison, Shane E. 76, 88
 Madonia, Jill 165
 Madsen, Candace 136
 Magnani, Randy J. 74
 Magner, Jeff 72
 Magruder, Joel C. 119
 Mahaffey, Joanne 96
 Mahannah, Gary 30
 Maher, Frank 154, 156
 Maher, Kurt 119
 Mahoney, John 142
 Mahoney, Karen 146
 Majors, Lisa 34
 Malchow, Peder 146, 149, 151, 158
 Malheiro, Sharon K. 60
 Mali, Niranjana 135

Malloy, Jamie 68
 Malloy, Nate 46
 Malm, Richard A. 60
 Mandelbaum, Cyril Ann 105, 108
 Mandelbaum, John 82
 Manderscheid, Stacey 129
 Mangels, Julie 153
 Mankel, Julie 82
 Mankins, Paul 68
 Mannheim, Zachary 95
 Manning, Travis 56
 Manternach, Russ 65
 Marckres, Jerry 143
 Marckres, Jon 143
 Marckres, Judy 143
 Marean, Don 88
 Marean, Greg 88
 Marean, Kevin 88
 Marinangeli, Michael 88
 Mark, Jeff 30
 Markley, Char 166
 Markley, LuAnn 33
 Markow, Edward 144, 149
 Marks, David 112
 Mars, James 119
 Marshall, Wayne 152
 Martens, Wayne 112
 Martin, Clint 161
 Martin, Greg 32
 Martin, Terry L. 72
 Marturello, Connie 131, 150
 Mason, Sally 48
 Mass, Tom 75
 Massey, Dave 58
 Masterson, Jim 144, 146, 149, 150
 Mataloni, Al 125
 Math, Scott 166
 Matovina, John M. 122, 132
 Matson, Lynn 154, 156
 Matthews, Mitch 160
 Mauk, Richard D. 124
 Maxwell, David 48, 52, 131
 May, Kris 30
 May, Lorraine 96
 May, Thomas L. 122
 Mayer, Cathy 50
 Mayfield, Bob 51
 Mayfield, Talena 152
 Mayfield, Teri 51
 McAreevy, Joe 30
 McBreen, Jean 165
 McBroom, J. Michael 134
 McCarthy, William 32
 McCarty, Dan 153
 McCaughey, Tom 75
 McCleish, Angie 42
 McClintock, Michael P. 133
 McClure, Cliff 88
 McClure, Matt 88
 McConathy, Rose 92
 McCormick, Larry 91, 92, 131
 McCormick, Lynn 33
 McCoy, Andrew 74
 McCoy, Gene 140
 McCoy, Mike 125, 131
 McCrea, Joel 64
 McCullough, Rod 34, 52
 McDaniel, Cheri 34
 McDermott, Bill 91, 131
 McDonald Perry, Jennifer 95
 McDonald, Chad 112
 McDonald, Kevin 163
 McDonald, Todd 158
 McDougal, Ben 154, 156
 McDowell, Lawrence 32
 McEnroe, Chad 125
 McFarland, Pat 22, 36
 McFarling, Tara 165
 McGarvey, Matt 36
 McGeary, Mark 63
 McGee, Isaiah 130, 135, 160
 Maher, Frank 19
 McGlothlen, Scott 46
 McGoldrick, Pat 119
 McGoldrick, Steve 119
 McGonigle, Jodi 161
 McGowen, Robert R. 105, 108
 McHugh-Johnston, Kristin 36
 McIntire, Steve 4

McIntosh, Edwin 60
 McKay, David 30
 McKee, Susan 34
 McKeen, Marilyn 33
 McKeighan, John 64
 McKinley, Allen 32
 McKinney, Wendy 82
 McLain, Gary 58
 McLane, Terry 165
 McLaughlin, Kent 125
 McLean, Ph.D., Karen 48
 McLellan, Drew 154
 McLinden, Chris 162
 McLoughlin, Brian 110, 134
 McMahan, Sean 34
 McManus Solo, Lore 156
 McManus, Pat 34
 McMichael, Sheri 34
 McMillen, Kent 90
 McNair, Cindi 42
 McNamara, David J. 120
 McNeely, Mike 142
 McPhee, Doug 144
 McReynolds, Kelley 58
 McRoberts, John N. 82
 McRoberts, Kevin J. 65
 McVicar, Kris 140
 Meeks, Mary Jo 109
 Meggison, Michael J. 82
 Meinecke, George 110
 Meister, Raymond E. 112, 114
 Melby, Kathy 34
 Melde, Paul 132
 Mendoza, Yolanda 135
 Meng, Brian 34
 Menke, Tiffany 130
 Mercer, David 130
 Merriam, Holly 146
 Merry, Dan 148
 Mersereau, Larry 154, 156
 Messerschmidt, Anita 146, 148, 149
 Messerschmidt, Bill 112, 134
 Messerschmidt, Rick 52, 112, 134
 Metzger, Carl M. 30, 32
 Metzger, Daryl 68
 Meyer, Jacque 151
 Meyer, Tim 151
 Meyers, Joseph 124, 128
 Michael, Shana 46
 Mickle, Jason 75
 Middleswart, Mike 153
 Middleton, Joan 24
 Miedema, Al 142
 Mihalovich, Tom 58
 Mikes, Shawn 42
 Miles, David 119
 Miles, Loree 33
 Miller Straub, Jan 136, 152
 Miller, Annette 68, 140
 Miller, Brandon 56
 Miller, Carey 34
 Miller, Curt 165
 Miller, Daniel K. 63
 Miller, Donna 33
 Miller, Fred 75
 Miller, Ginger 82
 Miller, Heather 110
 Miller, Ivy 151
 Miller, Jane 140
 Miller, Jason 74
 Miller, Karen 148, 161
 Miller, Kristi Lee 44
 Miller, Lori 71
 Miller, Marcus 44, 131, 136
 Miller, Mark W. 30
 Miller, Nate 88
 Miller, Patrick 75
 Miller, Robert G. 158
 Miller, Robert J. 112, 120, 134
 Miller, Tom 112, 120, 134
 Miller-Smith, Katie 156, 158
 Millis, Terry 134
 Milne, Ron 4
 Minard, Tim 34
 Minear, Randy 66, 82, 86, 158
 Mineart, Deb 130
 Mineck, Suzanne 36
 Minkler, Bob 92
 Minkler, Debra 119

Minnich, Rhonda 157
 Minnick, Ed 140, 142, 152
 Minor, Tom 142
 Mitrising, Janine 134
 Moeller, David N. 71, 72
 Moeller, John 146, 149
 Moen, Michael 120
 Moffatt, Christina 95, 168
 Mohr, Susan 140
 Mokosak, Frank 120
 Molstre, Marisol 154, 156
 Monson, Kevin 68
 Monson, Timothy J. 72
 Montana, Robert M. 36
 Montgomery, John 46
 Moomey, Becky 24
 Moore, Bruce 161
 Moore, Larry 68
 Moore, Sherri 71, 72
 Moore, Steve 68
 Moore, Troy 112, 114
 Morgan, Jana 66, 76, 86
 Moritz, Paul 30
 Morris, Esther 34
 Morrow, Gregory 60
 Morton, Bill 142
 Moses, Peg 136, 140
 Mostkoff, Norene 33, 44
 Moulton, Josh 88
 Moulton, Seth 88
 Moulton, Travis 82, 90
 Mountain, Kathy 129
 Moussalli, Brian 161
 Mow, Matthew 33
 Mowrey, Gregory 153
 Moyer, Bret 51
 Moyer, Carl 51
 Moyer, Mike 91, 131
 Muehenthaler, Chet 157
 Mueller, Jim 140, 142, 152
 Mullenbach, Dan 112
 Muller, Steve 33
 Mullins, William 110
 Mumm, Kurt 82, 86
 Munger, Bob 33
 Muñoz, David 135
 Murray, Chris 54, 55, 66, 82, 86
 Murray, Deb 161
 Murray, Tom 166
 Myers, Jan 95
 Myers, Rita 34
 Myers, Robert J. 131, 132
 Myers, Terry 159

N

Nadler, Barry 92
 Nadler, Dave 64
 Nagel, Ronald 110, 115, 134
 Nanke, Erin 63
 Nash, Jason 166
 Nebel, Barbara 136
 Nebel, Heidi S. 60
 Nelsen, Gene F. 65
 Nelson, Aleksander 74
 Nelson, Bill 91, 132, 133
 Nelson, Dave 110, 115, 116, 132, 134
 Nelson, Dr. Christopher 92
 Nelson, Libby 92
 Nelson, Mike 75, 76
 Nelson, R.W. 92
 Nelson, Steven L. 60
 Nelson, Victoria 119
 Nesbit, David M. 139
 Nesbitt, Bruce 58
 Nesheim, Shelly 33
 Netburn, Malcolm 131
 Neugent, Gerry 28, 66, 82, 86
 Neumann, Rick 60
 Nevenhoven, Mark 68, 140
 Newhard, Beth 50
 Nguyen, Allen 135
 Nguyen, Hung 135
 Niccum, Barb 130
 Nichol, Tana 140, 142
 Nicholl, Chad 125
 Nichols, Dimaggio Nick 51, 135
 Nicholson, Connie 166
 Nickerson, Donald B. 112, 115, 116

Nicklaus, Todd 92
 Nicolet, Kevin 140
 Niebuhr, Steve 66, 76, 86, 133
 Nielsen, Jeanine 68
 Nielsen, LuAnne 76
 Nielsen, Sarah 82
 Nielsen, Sherri R. 33
 Niemeyer, Jon 90
 Nigg, Shawn 90
 Nihart, Dean M. 120
 Nikles, Joanne 92
 Nims, Rita 42
 Nixon, Ross L. 131
 Noah, Marlene 126
 Noble, David J. 122, 128, 132
 Noble, Kitte 130
 Nolan, Jeff 112
 Nordman, Glen 154, 156
 Nordman, Tony 51
 Norian, Laura 34
 Norland, Ken 56
 Norman, Troy 36
 Northrop, Doug 119
 Northway, Cynthia 136
 Norvell, Scott 129
 Nosbisch, Chris 30
 Notis, Charlie 151
 Novak, Chris 129
 Novencido, K'La 162
 Noyce, Ken 119

O

O'Brien, Paula 24
 O'Leary, Aimee 20
 O'Meara, Michael B. 32
 Oberlander, Al 68, 71, 140
 Oberlin, Glenn 140
 O'Briza, Steve 30
 Obrecht, Adam 120
 O'Connell, Glenn 166
 O'Gara, Anita 36
 O'Grady, Fran 33
 Oleson, Erik 116
 Olinghouse, Marsha 140
 Oliver, Jerry P. 72
 Oliver, Marketa George 30
 Ollendick, Jon T. 110
 Ollendike, Doug 30
 Olsen, Buck 119
 Olson, Dani 152
 Olson, Holly 116, 118
 Olson, Jason 116
 Olson, Keith 137, 138
 Olson, Kristin 151, 154, 156
 Olson-Douglas, Erin 95
 Oltrogge, Susan 68, 72, 134
 O'Neill, Jean 153
 Opdahl, DJ 76
 Opland, Gordon 144, 146, 149
 Osby, Ronald 42
 Osby, Tyler 118
 Oster, Lynsey 33
 Otto, Laura 143
 Overton, Chip 68, 133
 Overton, Chuck 68, 133
 Overton, Jeff 125

P

Pace, Barry 159
 Pagliai, Shannon 68
 Palm, Karen 150
 Palmer, Amy 82, 140
 Palmer, Austin 161
 Palmer, Gary 52, 131
 Palmer, Joe 168
 Pantoga, Ralph 82
 Papadopoulos, Tim 119, 125
 Parker, Chris 161
 Parker, Ed 92
 Parkinson, Spencer 92, 159
 Parks, Gwen 34, 52
 Parlee, Ryan 146, 151, 153, 154, 156
 Parli, Nancy 161
 Parnell, Jason W. 118
 Parrish, Alfredo 60, 135
 Pashler, Peter 60
 Patel, Mani 166
 Paterson, Troy W. 142

Paterson, William E.....	142	Presnall, Gary	112, 116, 118	Riesing, Tim.....	161	Schieberl, Megan	90	Sikes, Nicholas	92
Patrick, Ryan	64	Price, Joe	86	Riggenberg, David	116	Schiltz, Penny	52	Sikkink, Steve	146, 149, 150, 151, 161
Patterson Plank, Susan	91, 132, 133	Price, T. Michael.....	75	Riley, Heather.....	36	Schipper, Brent A.	68	Silvers, Yvonne	116
Patterson, Craig	95	Price, Tyler	55	Riley, Joe	92	Schira, Rosemary.....	165	Sime, Stacy	33
Patterson, Dennis G.....	124	Primus, Melissa	129	Riley, Robert	21	Schissel, Nichola.....	34	Simmerman, Stephanie.....	149
Patterson, Gary	30	Proctor, Mike	75	Rinderknecht, Reed	119	Schloerb, Richard.....	91, 134, 152	Simmons, Chuck	116, 118
Patterson, Steven.....	112	Prunty, Kyler	28	Ringgenberg, David	110, 115	Schlueter, Kevin	159	Simonsen, Michael	36
Patterson, Wayne	52	Puccioni, Marzia.....	36	Rinner, Deborah	136, 158	Schmidt, John A.	105	Simonton, Linda J.....	159
Patton, Casey	72	Pulley, Dr. Braxton	36	Risius, Steve	161	Schmidt, Rod	133	Simpson, Janet	42
Pauley, Joe	91	Purcell, Mark.....	158	Rittgers, Tim	34	Schmidt, Steve	33	Simpson, Michael G.....	76
Pauling, Terry.....	130	Purcell, Steve.....	143, 150	Rivas, Michelle L.....	142	Schmitt, Ron	158, 161	Simpson, Travis.....	112, 116
Paulsen, Dean.....	90	Purdy, Jerry	68	Robbins, Joseph.....	32	Schmunck, Dr. Gregory.....	32	Sinclair, Sheila	142
Paulsen, Kraig	52	Putnam, Mark	48	Roberts, Cindy	165	Schneider, Craig A.....	110, 133	Singh, JP	152
Payne, Jeff.....	110			Roberts, Pam	152	Schneider, David P.....	56	Singleton, Stacey	161
Payseur, Victoria	48, 131			Roberts, Sonja	66, 86	Schneider, Joe	153	Sink-Krusenstjerna, Barb	134
Pearce, Terry	76			Robinson, Jeff	144, 148, 151	Schneider, Ward	153	Sinnott, Jackie	135
Peard, William F	30, 31			Robinson, Melissa	136	Schnell, Jeff	129	Sinnwell, David W.....	131
Pearson, J.P.....	112			Robinson, Sandra	109	Schoenewe, Lee.....	34	Siron, Richard J.....	105
Pearson, Kurtis S.....	119			Rodgers, Mary	105	Schoenfelder, Brad.....	66, 76, 86	Sissel, Dennis	152
Pearson, Michelle.....	51			Rodine Sheets, Michelle	154, 156	Schreiner, Kathy	154, 156	Sissler, Sharm	112
Peck, Jeff	166			Rodriguez, Juan O.....	135	Schreurs, John.....	33, 154	Skeffington, Leo.....	159
Pedersen, Larry	148, 149			Rogers, Tammy.....	160	Schreurs, Michael.....	154, 156	Skokan, Dan	33
Peebles, Justine	112, 115			Rogers, Tony.....	34, 95	Schroeder, Russ.....	68, 71, 72	Skokan, Patty.....	75
Peiffer, Mark	48			Roggenburg, Darin L.....	124, 134	Schroeder, Tim	68	Slater, Gary	52, 163
Pelz, Cindy.....	129			Roghair, Dirk	42	Schug, Jeffrey S.....	72	Sleiter, Ty	126
Penick, Bridget R.....	60			Roghair, R. Dean	71, 74	Schulte, Mike	30	Slings, Isaac	64
Penniman, Christine	143, 144, 146, 149			Rohr, Jane	76	Schulte, Paul.....	119, 125	Sloan, Charlie.....	136
Pennington, Gary.....	134			Rohrssen, Rex.....	116	Schulte, Richard	51	Slocum, Mark.....	36
Perea, Rita	130, 159, 160			Rokitnicki, E.....	136	Schultz, Lynn J.....	65	Small, Kevin	33
Perman, Bret	88			Rokitnicki, L.....	136	Scieszinski, Richard.....	32	Smart, Mark.....	82, 86
Perrin, Mark	154			Romey, Joel.....	72	Scott, David	129	Smith, Cecilia.....	152
Perry Jr., Larry	142			Rorebeck, Louise	76	Scott, Doyle	76	Smith, Chris.....	161
Perry, Cale	143			Rosberg, Gary.....	34	Scott, Larry	165	Smith, Dan	129
Perry, Joan	119			Rosenbaum, Dee	109	Scott, Stephen E.....	34	Smith, Debb.....	52
Perzichilli, Paul	76			Rosenberg, Brook	125	Sears, Rod	46	Smith, Elizabeth J.....	74
Peters, Buffy.....	64			Rosenberg, Kent	125	Sebring, Nancy	32	Smith, Jeff	76, 166
Peters, Elizabeth	64			Ross, Cathy	143	Secord, Paul	95	Smith, Jody.....	32
Peters, Jesse	163			Ross, Glenna	148	Seely, Richard.....	68, 71, 140	Smith, Marty	120
Peters, Mike	64			Ross, Rick	88	Segner, Michael R.....	112, 116	Smith, Mike.....	112
Peters, Steve.....	165			Roth, Katie	162	Segura, Bobbi.....	154	Smith, Norvel.....	91, 92, 131
Peters, Terry.....	64			Rottenberg, Paul	165	Seiberling, Geri	153	Smith, Paula	48
Petersen, Mony.....	75			Rouse, Matthew	131	Seiberling, Kevin	153	Smith, R.W.....	64
Petersen, Pete	159, 160			Ruble, Megan	95	Selha, Jordan	34	Smith, Rob.....	68
Peterson, Brett	159			Ruddy, Neil	30	Selzer, J. Ann.....	96	Smith, Steven	146
Peterson, Kristi	131, 158			Ruden, Roger	125	Senn, Tom	152	Smith, Thomas D.....	125
Peterson, Laurie.....	92			Rudie, Dr. Noel.....	92	Senne, Todd.....	154, 156	Smith, Todd	116
Peterson, Lyle.....	146, 149			Rueschhoff, Craig.....	137	Sensenbrenner, Dennis	72	Smith, Tracy	151
Peterson, Rod	63			Rumph, Ted	72	Sethi, Dan	161	Smith, Trisha	105
Peterson, Thomas	122			Ruppel, Tami	142	Severino, Frank	32	Smithy, Nathan J.....	118
Pettit, Randy	132, 143, 144, 146, 149, 150			Rupprecht, Mark	82	Severino, Lisa	72	Snow, Keith	159
Pfannebecker, Mardi.....	46			Rupprecht, Paul.....	34, 82	Shaffer Jr., James M.....	75	Snyder, Dale	76
Phelps, Brendan	143, 150			Rupprecht, Tom	66	Shaffer, Carolyn A.....	75	Snyder, David.....	76
Phelps, Matthew	64			Rushing, Bobby.....	71	Shaffer, James M.....	75	Snyder, Don	76
Phifer, Ward	76			Rutledge, Ronald P. ..	124, 128, 134	Shah, Diane M.....	148, 149	Snyder, Kevin.....	66
Phillips, Brian	54			Rutledge, Shannon D.....	124, 134	Shanahan, Tim	36	Snyder, Mike	33
Phillips, Stacie.....	88			Ryan, Keith	30, 31	Shanda, Jennifer	126	Snyder, Patti	63
Pierce, Dirk	152			Rychnovsky, Travis	95	Shannon, Christina	161	Snyder, Rick	68, 134, 140
Pierce, Doug.....	30, 31			Ryerson, Alan D.....	65, 158	Shannon, Robbie	161	Snyder, Tammy	122
Pierce, Jim.....	119			Ryerson, Joyce	52	Shapansky, Bridget	95	Soda, Joe	125
Pies, Nancy	140					Shareholders	135	Soener, Heather	34
Pinckney, Susan	126			Sa, Ying.....	105, 108, 135	Sharp, Denny	68, 134, 140	Soldwisch, Misty	90
Pioch, Linda	109			Sackett, Christopher.....	60	Sharp, Doug	68	Soma, Susie	4
Pitcher, Daniel D.....	124			Saddoris, Jeff	137	Shaw, John	30	Sorensen, Matthew.....	4
Pittman, John D.....	105, 108			Sadler, Michael	131, 133, 143, 144, 150	Shearer, Brian	154	Soyer, Adam	148, 158
Pitts, Marcus.....	55, 138			Safris, David	146, 151	Sheber, Susan	162	Sparks, Greg L.....	30, 32
Plew, Candy	42			Salletti, Daphne.....	91, 132	Sheehy, Blake	24	Sparks, Kelly.....	25
Plumb, Deborah	148			Saltsgaver, Douglas J.....	74	Sheehy, John	131, 158	Spears, Marsha.....	166
Poertner, Shirley	159, 160			Sample, John M.....	143	Sheesley, Mandee	166	Speight, Karen	51
Pogge, R. Ronald	60			Sampson, Michael.....	72	Sheets, Jean E.....	72	Speirs, Terri.....	34
Pohlman, Cory	46			Sandager, Jim.....	120	Shepard, Patrick J.....	72	Spence, Jeff A.....	54, 55, 165
Politte, Scott.....	51			Sanders, Bryan	44	Sherwood, Robert D.....	116	Spencer, Carrie	58
Pollock, Carol.....	52, 164			Sanders, Bryan	44	Shetye, Umesh.....	135	Spencer, Howard.....	75, 144
Pomeroy, Melissa.....	151			Sanders, Davis.....	68, 71, 140	Shields, Joe	146, 149	Spicer, Chuck	52
Poole, Mark M.....	125			Sanders, Jim	30	Shiffler, D. Bryan	68	Spinner, Tiffany	95
Poort, Holly	166			Sanderson, Dave.....	154, 156	Shimp, Andrew (AJ).....	119	Spitzack, Connie	33
Popma, Jim	74			Sandor, Don	30	Shiple, Jim	86	Spitzig, Natalie	159, 160
Porter, Brian	136, 158			Rice, Rev. Sarai Schnucker	34	Shiple, Luci	44	Sprague, Dan.....	75, 135
Porter, Marshall.....	33			Richard, Robert	33	Shipton, Daniel E.....	151	Sprague, Linda.....	75, 135
Post, Jan	135			Richardson, Alan	158	Shirk, Rod.....	33	Springborn, Jeff.....	144, 146, 149, 150
Postel, Doug	144			Richardson, Mike	30, 31	Shivers, Ron	91, 131	Springer, George.....	152
Pote, Laura	152			Richer, Sunnie.....	148, 158	Shneider, Jim	136, 140, 142	Springer, Sara.....	152
Poundstone, Sandy.....	166			Ridenour, Linda G.....	105	Shoen, Troy	158	Stadler, John.....	91, 92, 131
Powell, Thom	158, 160			Ridgway, Bob	68	Shumate, Nicole	95	Stadtlander, Phyllis	44
Pradhan, Amit	135			Ridgway, Jaime	144, 146, 149, 151	Shutts, Anjela	60	Stafford, Jim	34, 154
Prati, Randy	146			Riding, Joe.....	56	Siedenburg, Douglas A.....	159	Stahly, Steve.....	36
Presler, David.....	63			Riedel, Scott.....	146, 150	Siefken, Merlin	92, 159	Staley, Jennifer	116
Presnall, Denny	92, 129			Rieker, Jana.....	95	Sieh, Robert H.....	72	Stanbroug, Jeff D.....	82
				Rieser, Mark	91	Sigmann, Mary M.....	160	Stanbrough, Bradley H.....	88

Stanbrough, Dan 66, 86
 Standley, Mike 142
 Stanley, Mark 159
 Stanley, Terri 44, 136
 Stanton, Jake 90
 Stark, Charles R. 44
 Stark, David 14, 38, 131
 Stark, Shane 143, 150
 Stearns, Deb 154, 156
 Steele, Lynn 90
 Steer, Joe 161
 Stegemann, Laura 4
 Stehl, Ron 34
 Steinhart, Wil 154, 156
 Stenberg, John 140, 142
 Stence, Matt 76
 Stender, Paul 54
 Stenger, Cole 56
 Stephens, Richard 91
 Stephens, Ted 63
 Stephenson, Dr. Steve 38, 131
 Stessman, Karla 58
 Stevens, Aaron 46
 Stevens, Sean R. 119, 125
 Stevens, Tom 88
 Stevenson, Fenner 52
 Stewart, Brent 92
 Stewart, Clarke 139
 Stier, Mary 33
 Stillwell, Doug 32
 Stimmel, Steve 140
 Stineman, John 95
 Stivers, Dr. Mary Elizabeth 48
 Stockdill, Matt 142, 152
 Stocking, Derek 34
 Stokes, Beth 119
 Stout, Margaret 33
 Stout, Rochelle 136, 152
 Stout, Ryan 136, 152
 Stovie, Tim 109
 Stowe, William 30, 32
 Strable, Deb 162
 Strate, Marnie 164
 Strauss, Jim 130
 Strawn, Annie 19
 Strawn, Charlie 19
 Strawn, Doug 19
 Strawn, Joel 148
 Strawn, Kent 109
 Strege, David 119
 Strehle, Kevin 71
 Strehlow, J. Bradshaw 144
 Strey, Mary 48
 Stroh, David 75
 Strooh, Steven 152, 153
 Strother, Todd A. 60
 Stuart, Kathy 24
 Stuart, Ted 24
 Studer, Denny .. 144, 146, 149, 151
 Suarez, Molly 130
 Sucher, Billie R. 160
 Suhr, Mary 66, 88
 Sullivan, Fay 166
 Sullivan, Jerry 30, 31
 Sullivan, John 165
 Sullivan, Pete 146, 149
 Sullivan, William 110
 Sult, Brian 148, 149, 150
 Sundt, Brandy 148
 Sutton, Jared 119
 Sutton-Vermeulen, Suzi 154
 Swaim, Mike 65
 Swalwell, Karen Novak 162
 Swan, Paul H. .. 116, 118, 124, 131
 Swanson, Channing 140
 Swanson, Jason 4, 136
 Swartz, Clifford S. 60, 135
 Swartz, Denise 36
 Swartz, Phil 152
 Swift, Jim 125
 Sypal, Steve 34
 Syverson, Johnne 119

T

Taft, Jean 51
 Tague, Kristin 95
 Talic, Abid 166
 Tarbell, Arvin D. 105
 Tarbell, Clay 46
 Tarbox, Tony 64

Tarvydas, Dr. Vilia 33
 Tarwater, Kyler 143, 150
 Taylor, Chris 152
 Taylor, Grant 76
 Taylor, Layne 126
 Taylor, Maurice M. 91, 131
 Taylor, Mike 168
 Taylor, Shawn 142
 Teeple, John 91, 92, 131
 Tegeler, Gretchen 129
 Temporo, Howard 158
 Temple, John 33
 Tennison, Randy 54
 Terhark, Brian 56
 Tewell, Joe 46
 Theis, Marsha 63
 Theisen, Jennifer L. 105
 Thielen, Andrew 72
 Thies, Dan 68, 71, 140
 Thomas, Mark 60
 Thomason, Chris 137
 Thompson, Greg 159, 160
 Thompson, Kent 132
 Thompson, Norma 109
 Thompson, Troy 165
 Thomson, Robert 60
 Thorius, Jim 48
 Thrall, Michael 60
 Threlkeld, Linda 20
 Thurnau, Ann 139
 Tidman, Michael J. 156
 Tiffany, Bill 148
 Timm, Channon 36
 Timm, Tony 36
 Timmins, Don 105
 Tingleff, Brian P. 48
 Tingwald, Janet 160
 Todd, Tricia 151, 154, 156
 Tofanelli, Matt 157
 Tolander, Duane 65
 Tollakson, Rick...66, 82, 86, 88, 133
 Toombs, Al 148
 Toporek, Gigi 136, 153
 Torrence, Cheri 166
 Tousley, Mike 76, 133
 Touzani, Valerie 132
 Towe, BJ 154
 Towner, Kathy 151
 Towns, Sarah 162
 Townsend, Ted 34
 Trainor, Jean 109
 Tramontina, Al 154, 156
 Tramontina, Michael 158
 Tranel, Ben 90
 Triik, Ellen 140, 142
 Triplett, Richard 140, 142
 Triplett, Tim 140, 142
 Triplett, Tom 140, 142
 Tripp, Donald M. 32
 Tripp, Mark L. 60
 Troen, Jon 6, 152, 156, 158
 Troester, Keith R. 122
 Trout, Neil 125
 True, Douglas K. 48
 Tryon, Sandra 32
 Trytten, Sadie 130
 Tucker, Scott 54
 Tuller, Lisa 165
 Tungseth, Margaret 48
 Turk, Bart 71
 Turner, Alec H. 120
 Turovsky, Gene 142
 Tursi, Frank 161
 Tymeson, Major General (ret) John .. 34

U

Ubben, Glenda 42
 Urban, Timothy J. 139
 Usgaard, Jim 51

V

Vahle, Brian 112, 134
 Valentine, Amber 139
 Valentine, Nan Crockett 160
 Van Ahn, David R. 120
 Van Calster, Paul 72
 Van Dorin, Erin 136, 168
 Van Horsen-Post, Tammy 76
 Van Oort, Steven D. 30, 31

Van Orsdel, Wicker 27
 Van Roekel, Dana 33
 Van Vleet-Danos, Teresa 133, 136
 VanAusdall, Jason 30
 Vander Kwaak, Lloyd 33
 Vander Tuig, Candice 140
 Vander Zwaag, Kevin 88
 Vanderpool, Kathleen 32
 Vandeventer, Dee 154
 VanThomme, Patti 122, 131
 Vaught, Steve 159
 Veatch, Paul 125
 Vedder, Tresa 165, 166
 Veenstra Jr., H. R. 72
 Vellinga, David H. 14, 36, 38, 44, 131
 Venkatraman, Kaylan 135, 146
 Ver Steegt, Melinda 48
 Verbeski, Steven E. 126
 Vernon, Chris 91, 134, 153
 Vernon, Nancy 24
 Vernon, William F. 91, 134, 153
 Versteeg, Todd 154, 156
 Vervaecke, Zack 56
 Viars, John 34, 52
 Vilsack, Jess 36
 Vis, Andy 82, 86
 Vitzthum, Cory 144
 Vocelka, Kim 34
 Voegtlin, Gregg 109
 Vogel, Dean 88
 Vogel, Justin 74
 Vogen, Barbara 136
 Voggesser, Chris 130
 Vohs, Richard M. 144
 Voigt, Lee 146, 149
 Voigts, Adam 48
 Volante, Dave 75
 Volante, Maria 159, 160
 Von Ahnen, Drew 64
 Von Fumetti, Randy 119
 Voogt, Danile 32
 Vorbrich, Terrance 30
 Voss, David A. 68
 Voss, Karen 48
 Vroman, Jeffrey J. 105, 108
 Vujnovich, Susan 82
 Vukovich, Mark 34, 52

W

Wachtel, Mike 152
 Wackerbarth, Mark 105, 108
 Waddell, Drew 150, 151
 Wagner, Aaron 159
 Wagner, Michael C. 159
 Walker, Christine 161
 Walker, Dr. Alan 48
 Walker, Geneva 64
 Walker, Kara 144
 Walker, Karl 144
 Walker, Kim 60
 Wall, Wendy 95
 Wallace, James D. 128
 Wallace, Jim 124, 125, 132
 Wallace, Rachel 64
 Walljasper, William J. 131, 132
 Walpole, Tim 66
 Walsh, Brian 20
 Walsh, Tom 54
 Walter, Craig D. 129
 Walter, Tara 148
 Walton, Tammy 118
 Waltz, Denise 131
 Waltz, Paul A. 110
 Wandro, Mark F. 71, 72
 Ward, John T. 60
 Ward, Vince 68, 74
 Ward, W. David 75, 144
 Warner, Laura A. 165
 Warren, Andy 129
 Warren, Rod 125
 Warrick, Denny 148, 161
 Warth, Jodie 34
 Washington, Pam 64
 Watrous, Stacy 146, 148, 149
 Watson, Ron 157
 Wattier, Gregory E. 68
 Wattier, Sandi J. 68
 Waugaman, Wendy C. .. 96, 122, 132

Way, Peter 120
 Wayman, Lori 163
 Weaver, Mathew 135
 Webb, Robin T. 105
 Weber, Gregory L. 65, 158
 Weber, Kim 44
 Weber, Steve 44
 Weber, Tim 36, 44
 Webster, Kaci 48, 148
 Webster, Larry 75
 Webster, Linda 68
 Webster, Mike 75
 Wedemeyer, Ryan 95
 Weeks, Paul 137
 Weeter, Bradie 46, 166
 Wei, Michelle 135
 Weidmaier, Bill 142
 Weidmaier, Todd 142
 Weineke, Steve 130
 Weis, Dave 144, 146, 149
 Weiss, Margi 34
 Welch, Hollie 162
 Welch, Marge 48
 Welder, Jodi 166
 Weller, Bart 30
 Wells, Bill 64
 Wells, Douglas A. 68
 Wells, Jeremy 48, 148
 Wells, Karolyn 109
 Wendell, Ross 150
 Wendt, Dr. Matthew 32
 Wengert, Don 27
 Wengert, Katie 27
 Wessels, Brian 52, 131
 Westin, Neal 95
 Westmeyer, Andrea 154, 156
 Weston, Jon 159
 Weston, Michele 159
 Whalen, Jane 136, 158
 Whalen, Sheila 105
 Wharton, Linda 105
 Wheeler, Charles E. 120
 Wheeler, Crystal 165
 Whitaker, Jill 152
 White, Brad 152
 White, Cindy 150, 151
 White, Kendall W. 74
 White, Kevin 68
 White, Mara 156
 White, Tim 131, 133, 143, 144
 Whitman, Brad 119, 126
 Whitmer, Mike 34
 Whittie, Debbie 109
 Whittie, Michael 109
 Whittmack, Art 33, 52
 Whitty, Steve 24, 36
 Wicks, Jackie 125
 Wiedenman, Barb 90
 Wierschke, Tina 34
 Wiese, Kent 133
 Wieslander, David 30, 31
 Wigger, Bob 158, 160
 Wight, Brian K. 74
 Wightman, Lang 152
 Wijeratne, Dr. Wilmot 92
 Wilcox, Greg 60
 Wiley, Robert A. 120
 Wilke, Mark 151
 Wilkerson, Dr. Dave 32
 Wilkerson, Tom 148
 Wille, Al 88
 Willer, James F. 119
 Willey III, Vern 30
 Williams, Andrea 168
 Williams, Angela 135
 Williams, Brad 148, 158
 Williams, Doug 32, 48
 Williams, Nancy 48
 Williams, Pam 129
 Williams, Tim 166
 Williams-Bouska, Emily 95
 Williamson, J. Edgar 125
 Williamson, Rossie 165
 Willis, Jason 51
 Willis, Rich 51
 Wilson, Doug 125
 Wilson, Eric T. 115
 Wilson, Ken 120
 Wilson, Mike 63

Wilson, Terry 48
 Wilson, Tony 151
 Wilwerding, David 30
 Wimer, Connie 4, 136
 Winterbottom, Brad L.
 110, 116, 132, 134
 Winzenburg, Paige 33
 Wishman, Todd 130
 Withrow, Dan 165
 Wittern, Art 91, 131
 Wolf, Abe M. 66, 82
 Wolf, Ann Dekker 36
 Wolf, Harry 54, 55
 Wolff, Brock 33
 Wood TeBockhorst, Teri 96
 Woods, Dale R. 63
 Woods, Kelly 105, 146, 149
 Woods, Pam N. 160
 Woods, Tim 119
 Woody, Michael C. 154, 159
 Worthington, Wil 68
 Wright, Bill 54
 Wright, Susan 48
 Wright, Troy 112
 Wyant, Charity 132
 Wyatt, Monte 159, 160
 Wyer, Evan 112
 Wyzgowski, Mark D.
 105, 108, 146, 149, 158

Y

Yacko, Carol 136, 152
 York, Deb 82
 York, Randy 82
 Yost, Amy 154, 156
 Young, Debbie 165
 Yule, Tom 86

Z

Zachariades, Iacovos 151
 Zehr, Kathy 33
 Zetzman, Ameer 136, 140, 142
 Zhao, Lijuan 95
 Ziebarth, Karen 135
 Zieser, John 131, 132
 Zimmerman, Erin 20
 Zimpleman, Larry
 122, 128, 131, 132, 133
 Zuckschwerdt, Joe 52

ADVERTISER INDEX

Academy Roofing	79	Lucrezia DeFrancisco Moore	87
Aging Resources of Iowa.....	120	Lutheran Services in Iowa	37
AllPlay	53	LWBJ Financial	107
Allied Insurance.....	Finance Tab	Master Builders of Iowa	132
American Equity	122	Measured Intentions	155
American Trust & Savings Bank	83	Menadue Development –	
Architectural Wall Systems	69	The Lakeside Inn and Port Restaurant.....	57
Bank Iowa.....	111	Mercy Foundation.....	120
Bankers Trust	3,111,117, Back Cover	Merit Resources.....	Business Services Tab
Bras for the Cause	11	Mid-Iowa Health Foundation	37
Broadlawn Medical Center	35	NAI Ruhl & Ruhl Commercial Co.....	67
Brokers Clearing House, Ltd.	127	Neumann Brothers Inc	78
BrownScott Attorneys at Law	61	Occasions Maid Rite	169
Catchfire Media.....	Inside Back Cover	Optimae Life Services.....	41
Catering DSM	169	Orchard Place	122
Centimark.....	81	Phoenix Renewable Resources	79
Central Iowa Shelter & Services.....	42	Pigott, Inc.	141
Character Counts in Iowa	169	Planned Parenthood of the Heartland	37
City of West Des Moines	Development Tab	PMM-Data Storage	149
Colorfx	7	Polk City Development Corporation.....	30
Community Foundation of Greater Des Moines		Professional Medical Management	41
.....	35, 121, Community Tab	RDG Planning & Design.....	70
Community State Bank	113	Rebuilding Together.....	93
Confluence	70	Regus	139
Cooper Smith & Company.....	155	Rick Bratrud Real Estate	89
Davis Brown Law Firm	61	Rita Perea Consulting.....	160
Deloitte	107	Riverhead Resources.....	11
Denny Elwell Company.....	83	Salvation Army	11
Des Moines Embassy Club	168	Saxton Inc.	141
Draper and Kramer.....	81	Septagon Construction	79
Easter Seals Iowa.....	46	Sigler Companies	93
EmbarkIT.....	147	Simpson College	49
EMC Insurance Cos.	124	Shive Hattery	69
FBL Financial Group.....	123	Snyder & Associates	73
FFA Enrichment Center	164	Storey Kenworthy	93
Fleetwood Commercial Real Estate Services	83	Strategic America	155
GreenStar Recycling.....	58	SVPA Architects	69
Geotechnical	73	Terracon.....	74
Goodwill Industries of Central Iowa.....	117	The PrivateBank	115
Greater Des Moines Convention & Visitors Bureau.....	15	Triplett Companies	141
Hanser & Associates	157	Trost Development Services.....	85
HDR Inc.	73	United HealthCare Services, Inc.....	45
HRC Medical Center	38	United Way of Central Iowa.....	37
Hotel Pattee.....	53	University of Iowa, Henry B. Tippie School of Management	1
HR Green Company	73	Urban Effects Medspa Inc	38
Hurd Real Estate	81	Valley Bank	113
Hyatt Place Des Moines	167	Villas at Stonewater, an EPCON Community.....	89
HyVee Conference Center	164	Waste Connections, Inc.....	13
Iowa Association of Business & Industry.....	9	Waste Management	59
Iowa Health – Des Moines	39	Weitz Company, The.....	77
Iowa Health Foundation	11	WesleyLife	43
Iowa Hospice	5	West Bank	Inside Front Cover
Iowa Network Services	145	West Des Moines Chamber/ West Des Moines Leadership Academy	Development Tab
Iowa Radiology.....	16	West Des Moines Marriott	167
Iowa Realty Commercial.....	85	William Penn University	49
Iowa Speedway	15	Wilson, Deege, Dollar, Despotovich and Riemenschneider	61
IP Pathways	150	WorkSource Staffing.....	162
JE Dunn Construction	77	Wrapitink	157
Kingston Life and Health	126	Wright Outdoor Solutions	71
Knapp Properties, Inc.	67, 85, 87	YMCA of Greater Des Moines	47
LifeServe Blood Center	117		
Lillis O'Malley Olson Manning Pose & Van Dike LLP.....	63		

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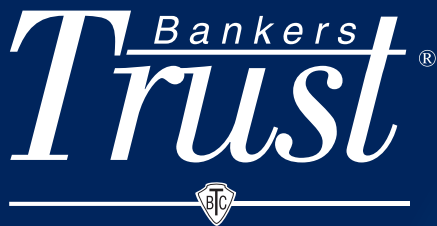
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