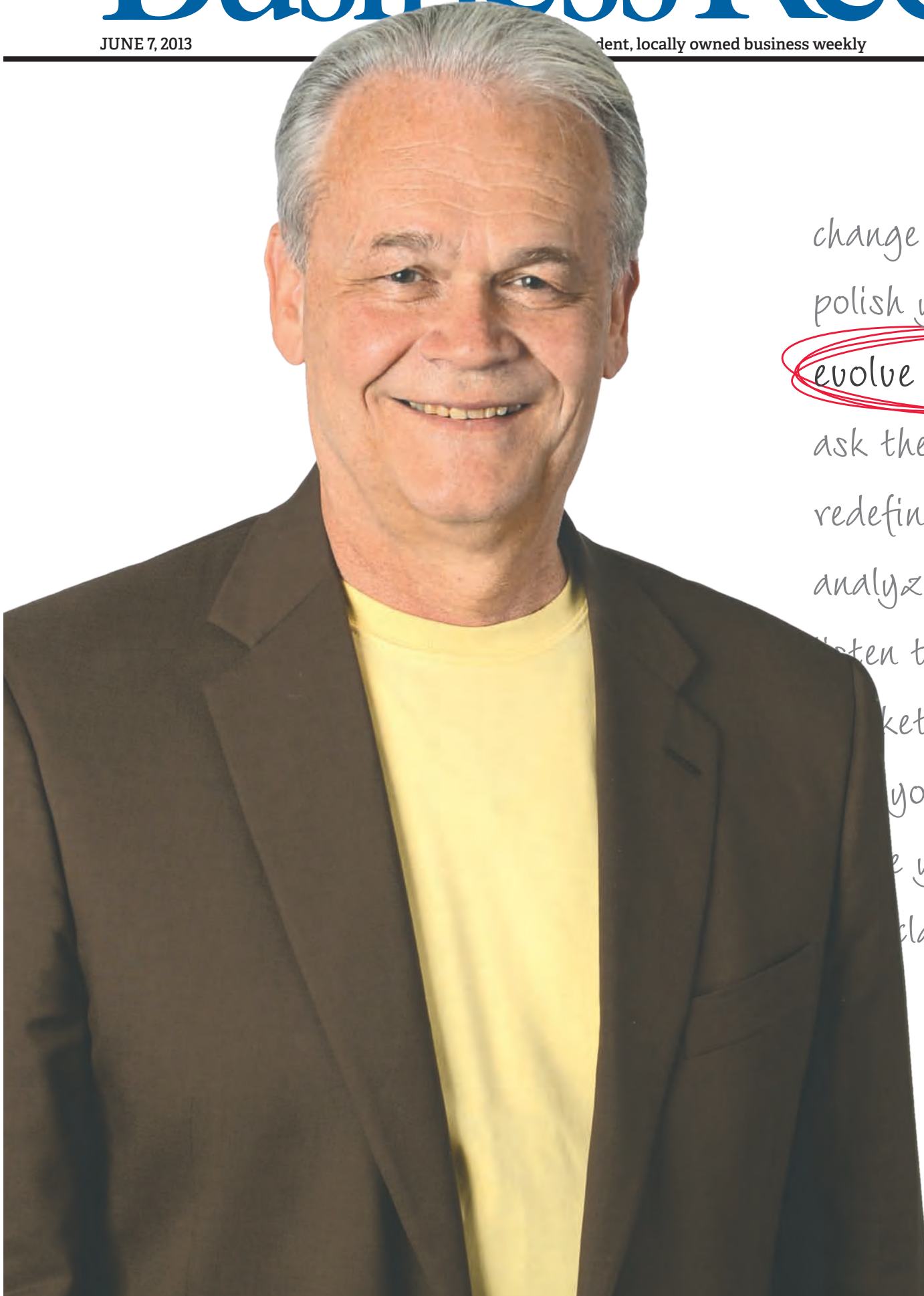


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How would you describe the Webspec team?

The Webspec team is a group of creative individuals who have become great friends through our common interests and passions. Our days include a lot of fun around of the office, but a lot of hard work too. We all love web design and the process that goes with it. Because we enjoy the industry and what we do, it helps us to create unique designs and solutions for our clients.

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The process begins with the project manager and designer for the project having a kick off meeting where the details the client is looking for are discussed. From there, our team responds to the client's opinions of the design drafts we come up with. We spend time to make sure the clients' needs are met, while working as a team to create an attractive, functioning site.

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Mike Schreurs, CEO of Strategic America, helps clients through rebranding initiatives.

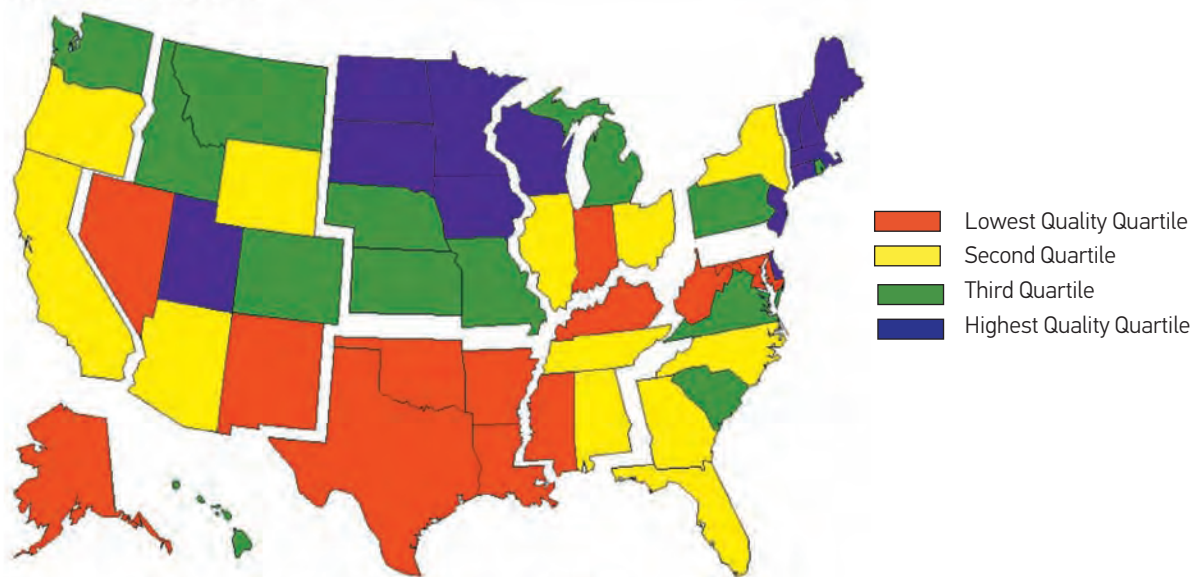
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BRIEFS

2012 NATIONAL HEALTHCARE QUALITY REPORT



IOWA IN TOP 25 PERCENT OF STATES FOR HEALTH CARE QUALITY

BY JOE GARDYASZ

Iowa scored in the top quartile of states for overall health care quality, according to the latest edition of a national report, published last month by the U.S. Department of Health and Human Services. The 2012 National Health Quality Report found that overall, health care quality in the United States is improving, but access to care is getting worse and disparities in quality and access to care remain unchanged for minority and low-income Americans.

In 2005, Americans failed to receive about 34 percent of health care services they should have gotten based on their age

and medical conditions. By 2009, that statistic declined to 30 percent of services. In 2002, 24 percent of Americans encountered difficulties accessing health care; by 2009, that figure had increased to 26 percent of Americans.

More information about the state of Iowa's medical industry can be found in this report. It's available online at the Agency for Healthcare Research and Quality website www.ahrq.gov. Click on the Research Tools and Data button, and then select the 2012 PDF version.

The Health Policy Corporation of Iowa (HPCI), a consortium of large employer health plans, also recently published a compilation of Iowa data in a performance chartbook. The initiative is an effort to provide greater transparency of provider performance, HPCI President Paul Pietzsch said. To access the HPCI Chartbook, visit www.hpci.org.

BRINGING BLUE ZONES TO WORK

BY JOE GARDYASZ

More than 60 Iowa companies have been designated Blue Zones Worksites that actively promote activities such as biking to work or a tobacco-free workplace to create healthier work environments.

The program is part of the Iowa Healthiest State initiative, a five-year effort to make Iowa the top-ranked state for health by 2016.

Hundreds of workplaces across the state have also registered at www.bluezonesproject.com to access the program's resources, said Courtney Greene, a spokeswoman for Wellmark Blue Cross and Blue Shield, a co-sponsor of the Iowa Healthiest State initiative. "Even if a work site is not interested in reaching formal designation as a Blue Zones Worksite," Greene said, "these are valuable, evidence-based ideas that will help a work site make one or two small changes that could lead to significant improvements in their employees' well-being."



BLUE ZONES WELLNESS STRATEGIES

- Create and support an employee-led well-being advisory committee.
- Sponsor training that encourages employees to connect with their own personal purpose.
- Place live plants at the workplace or have an on-site garden.
- Support micro-breaks to stretch every hour (prompted by software or other workplace cues).
- Enforce a campus-wide tobacco-free workplace.
- Ensure that at least 50 percent of food and beverage options in vending machines meet Blue Zones guidelines.
- Actively promote walking or biking to work.

SOURCE: BLUE ZONE PROJECT

CALENDAR

PRESENTATION

UNEMPLOYMENT LAW



Host: Employers' Council of Iowa
What: Joe Walsh, chief administrative law judge for Iowa Workforce Development, will

speak on handling unemployment claims.

When: 11:30 a.m. to 1 p.m.

Where: Raccoon River Park Nature Lodge; 2500 Grand Ave, West Des Moines

Register: <http://tinyurl.com/knnukcw>

Cost: \$25

PANEL

MARKETING EXECS



Host: American Marketing Association Iowa chapter

What: Marketing executives from Kum & Go LC., Pella Corp., Principal Financial Group Inc. and Stine Seed Co. will make up an expert panel.

When: 7:30 to 10 a.m.

Where: Embassy Suites Hotel Des Moines Downtown, 101 E. Locust St.

Register: www.amaiowa.com

Cost: \$20 for AMA members, \$35 for guests

AFTER HOURS

REGIONAL CHAMBERS



Host: Johnston Chamber of Commerce

What: The chamber will hold a regional Business After Hours event for all metro area chamber members.

When: 5 to 7 p.m.

Where: Johnston Commons, 6700 Merle Hay Road

Register: email heather@johnstonchamber.com

Cost: Free

TEAM BUILDING

GOLDEN CIRCLE GAMES



Host: Young Professionals Connection

What: The Golden Circle Games are designed to get teams of co-workers together for a friendly competition.

When: 1:30 p.m.

Where: Water Works Park, 2201 George Flagg Parkway

Register: <http://tinyurl.com/lb7xtcg>; a limited number of spots are available on a first-come, first-served basis.

Cost: \$170 per team, \$21.25 to sign up separately, or \$20 to watch.

CONVENTION AND SPORTS CALENDAR:

June 15 and 16: USSSA – Central Iowa Sports Diamond Classic NIT; 6,000 expected attendance

June 14 to 16: USA Swimming – Des Moines Swim Federation Birdland Invitational; 3,000 expected attendance

June 14 to 16: AAU Baseball State Tournaments; 3,000 expected attendance



To submit items for Calendar:

Go to www.businessrecord.com or email kyleoppenhuizen@bpcdm.com.



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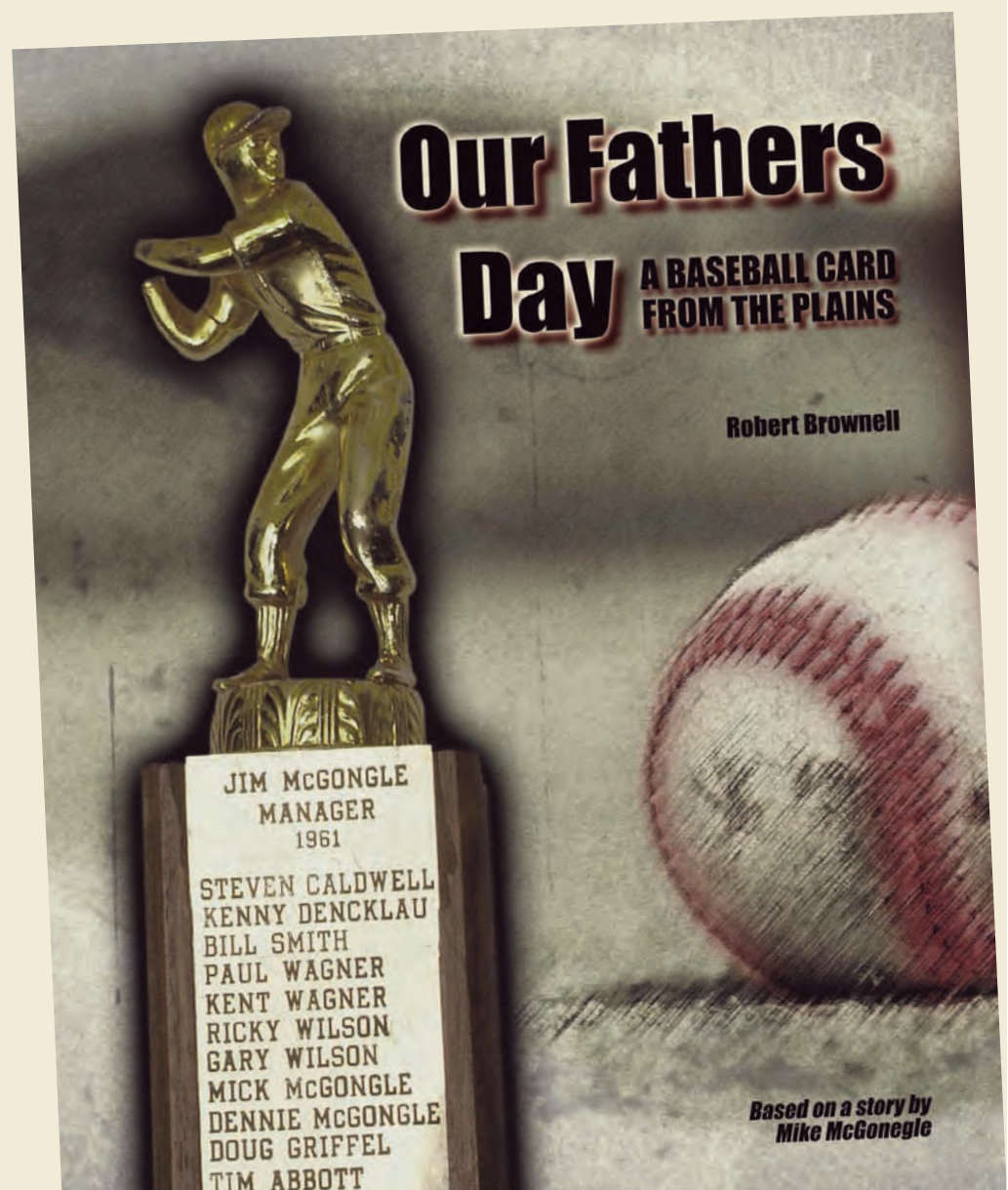
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A CLOSER LOOK: A local leader you should know

DIANA WILSON

General Manager, West Des Moines Water Works

BY KENT DARR

After a national search for a general manager, the West Des Moines Water Works board decided it needed to look no farther than within its own ranks. Diana Wilson, a civil engineer who had directed the water utility's expansion south of Iowa Highway 5, was selected last month to lead the organization. As the first woman to lead the West Des Moines operation and one of the few female water utility general managers in the country, Wilson noted that she was a "bold choice." She went to work for the utility as a project manager in 2010, and before that she was an environmental engineer for the Iowa Department of Natural Resources. She also has worked in the private sector.

Is this path, from project engineer to general manager, one that you created for yourself?

That really wasn't the path that I had set out when I was in school; I just wanted to be a civil engineer. I think most engineers don't start out thinking that they are going to be more of a business person than an engineer.

Is this going to be a big switch for you?

It will be a transition because I do enjoy the hands-on, but on the other hand, the hands-on has allowed me to know the issues and to know how they should be handled. So now from an administrative perspective, I can look at issues in the field and the issues with personnel and the issues with growth and development and know when I was in the trenches what the issues were, and now I have broader understanding.

What are the issues?

With our community, we are growing rapidly. We are growing out to the west; we are growing to the south. It is a matter of prioritizing our resources and how we meet those development needs, that we don't stymie that development but make sure we have responsible policies so that we allow that development and have the capacity to serve that development and balance that with regulatory issues and financial issues.

Do you ever wish that West Des Moines were less of a boomtown?

It's a good question to have to pose, having development happen at the rate we do is a positive thing, but you really have to be on your toes and know the issues. You always have

to be a few steps ahead. It's a positive thing. It just means that you have to go into every day looking to be proactive.

Do you have concerns about water quality?

As a former regulator, I have a fairly good idea of what is going on and the voluntary measures that are being enacted to try to resolve those problems.

Are we beyond the point of voluntary measures working?

I think further voluntary conservation can be done. I don't think we fully publicize the need. I think farmers are getting better about conservation. There are more things that can be done. It's not a black-and-white issue; we're in an agriculture state and that's not going to change. It's something where both sides need to come together to come up with a reasonable solution.

Can you imagine a time when the city would have to look beyond the Jordan Aquifer as its major water source?

That resource is being tapped more and more. To me, it is about being good stewards. Water, as we have seen very recently, is not a commodity that is always there in adequate quantities or quality. The (state) has done aquifer studies, so we need to keep abreast of those results. ... Are we going to continue to use these resources? Do we limit the use of these resources? Do we turn to a surface source water? It's a balance, making sure that we are dealing with our resources responsibly.

Do you have a set routine when you arrive at the office?

Cup of coffee every morning, turn on my computer and look at email. While I am reading emails, I check my voice messages. I like to clear my bank of those things so that I'm able to move on to broader issues. I like to deal with the questions that might have come in overnight so that I can start fresh with broader issues by 9 or 9:30.

Were you reluctant to go for the general manager's position?

It wasn't reluctance; there never was a part of me that didn't think I could handle the job and that I could do the job effectively. I've been thrilled to be in a position where I could prove myself to the board of trustees. I am a bold choice and I understand that. ■



PHOTO BY DUANE TINKEY

AGE: 32

HOMETOWN: Marshalltown

EDUCATION: Degree in civil engineering from Iowa State University

FAMILY: Husband, Marc; children, ages 2 and 6 months; stepson, 12.

Closer Look suggestion?



Do you know a leader who's new or of growing interest in Des Moines' business community? Send an email to the editor with the name, position and reason you think your nominee should be interviewed by our reporters. Send suggestions to chrisconetzkey@bpcdm.com

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ON THE MOVE: Promotions, changes, appointments



Julie Raasch
Telligen
Joined as a nurse care manager.



Kalli Saland
Telligen
Joined as a senior financial data analyst.



Shellie Boyer
Telligen
Promoted to practice facilitator.



Allison McGrew
Telligen
Promoted to human resources assistant.



Emina Nisic
Telligen
Promoted to recruiter.



Bobbie Zediker
Telligen
Promoted to lead financial accountant.



Leah De Vries
Workspace Inc.
Joined as an interior designer.



Chantell Harris
Anawim Housing General Partner LLC
Joined as Baker Creek housing manager.



Cynthia Latcham
Anawim Housing General Partner LLC
Joined as Shelter Plus Care housing manager.



Tim Maynard
Palmer Group
Moved into an information technology recruiter position.



Georgann Smith
The Members Group
Promoted to vice president of marketing.



Karen Postma
The Members Group
Promoted to director of client services.



Steve Bennett
Principal Financial Group Inc.
Joined as a financial representative.



Erica Andersen
Veridian Credit Union
Promoted to business relationship officer.



Teresa Roof
The Meyocks Group
Joined as a public relations account manager.



Michael Maloney Jr.
Ruan Securities, a division of D.A. Davidson & Co.
Joined as a public finance banker.



Nathan Summers
Ruan Securities, a division of D.A. Davidson & Co.
Joined as a public finance banker.



Michael Osgood
Veridian Credit Union
Joined as a financial services representative.



Robin Wadle
OPN Architects Inc.
Joined as an administrative assistant.



Heather Van Essen
OPN Architects Inc.
Joined as a senior interior designer.



Jeanine Simnick
The ACLU Foundation of Iowa
Joined as director of development.



Hal Pittman
The Special Olympics Iowa
Named president and CEO.



Zach Van Horn
Bettcher Industries Inc.
Joined as a regional manager.



Steve Pick
Homesteaders Life Co.
Named executive vice president and chief financial officer and treasurer.



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ON THE MOVE: Promotions, changes, appointments



Tiffany Alberty
Storey Kenworthy Co.

Joined the Des Moines location as an interior designer.



Jordan Ray
QA Graphics

Joined as a 3D designer.



Matthew Steen
On With Life Inc.

Named the chief strategic officer.



Brian Clark
Boys & Girls Clubs of Central Iowa

Joined as unit director, First Christian Club.



Jason Nelson
West Bank

Promoted to first vice president and security officer.



Curt Sedgley
West Bank

Joined as senior vice president and residential mortgage sales manager.



Richard Leopold
Polk County Conservation Board

Named deputy director.



Sharon Haning
Children & Families of Iowa

Joined as director of human resources.

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RE/MAX Real Estate Group

Joined as a Realtor in the Des Moines office.



Michael Volquardsen
RE/MAX Real Estate Group

Joined as a Realtor in the Pleasant Hill office.



Kent Sorenson
EXIT Realty North Star

Joined as a Realtor.



Candace Linville
EXIT Realty North Star

Joined as a Realtor.



Tyler Haroldson
EXIT Realty North Star

Joined as a Realtor.



Shelby DuPree
EXIT Realty North Star

Joined as a broker associate.



Doni Kenoyer
EXIT Realty North Star

Joined as a Realtor.



Greg Steward
EXIT Realty North Star

Joined as a Realtor.



Elizabeth Albright
EXIT Realty North Star

Joined as a closer.



Ryan Crane
Primary Health Care Inc.

Joined as director of development.



Daneille Slifka
CoOpportunity Health

Joined as vice president, product and distribution channel management.



Dana McNeill
CoOpportunity Health

Joined as vice president, corporate communications and stakeholder engagement.



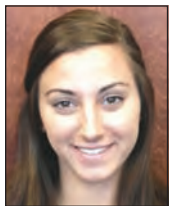
Dexter Bodin
CoOpportunity Health

Joined as vice president,
provider relations and
network administration.



Lois Crilly
CoOpportunity Health

Joined as vice president,
operations and
information technology.



Morgan Kramer
Midwest Heritage Bank

Joined as a sales
associate at the 8701
Douglas Ave. location.



Darron Dunn
The Members Group

Promoted to vice
president of client
services.



Laura Heineman
Two Rivers Marketing Corp.

Joined as an account
service associate.



Toby Davis
The ReWall Co. LLC

Named regional sales
manager.



Keri Farrell-Kolb
Mark J. Becker & Associates LLC

Joined as director of
compliance.



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VOGUE vision



Owners, Rachel Sivi and Isak Sivi

Cross-generational synergy is at the core of operations at the re-visioned Vogue Vision locations. Isak Sivi explains, "I represent the older generation's commitment to driving a hard bottom line. Rachel (Isak's daughter) represents the newer generation's style sensibility and is involved in the community on many levels. Successful businesses today need to appeal to all demographics."

For more information about Vogue Vision and locations, visit our website at www.voguevision.com.

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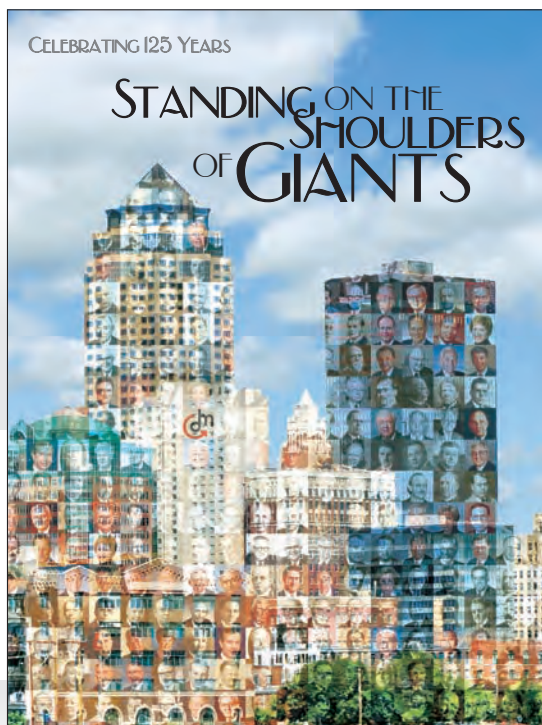
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Business Record



GAINING CLARITY EVOLVING YOUR BRAND

making sure you and your customers understand your business

BY KYLE OPPENHUIZEN

Beth Cross said she knew it in her heart.

Cross, the CEO of Alt Studios, which was formerly known as Innova Ideas and Services, started to see the signs. The print design industry was changing. Clients were asking for different things.

It was time to rebrand the company.

So Innova changed its name to Alt Studios, changed its focus from print design to a three-pillar approach to client service of “digital, creative and strategy,” and transformed itself into an entirely new company.

“It just became clear that if we didn’t change, if we didn’t offer what our clients wanted, they would go elsewhere,” Cross said. “So we had to step up our game.”

Innova is one of two local companies that recently announce a major rebranding initiative. UnityPoint Health is the other.

Innova’s approach was as much about changing the company itself as it was about changing the perception of the company.

For many companies, said Mike Schreurs, CEO of Strategic America, rebranding is about changing the way a company expresses itself to its target customers. Strategic America is currently helping 10 to 12 companies with rebranding efforts, he said.

The Business Record took a closer look at companies that are going through rebranding process, and with the help of experts put together tips on when and how to go through the process.



As Innova Ideas & Services looked to rebrand, it became clear that a name and logo change was necessary. A new company, Alt Studios, formed.

FOCUS: BRANDING YOUR BUSINESS



“IT USUALLY IS **NOT A MATTER OF CHOOSING** TO DO IT ...IT USUALLY IS THAT **SOMETHING HAS CHANGED** IN THE CATEGORY OR THE ENVIRONMENT.”

MIKE SCHREURS, CEO, *Strategic America*

WHEN IS THE TIME RIGHT TO REBRAND?

“It usually is not a matter of choosing to do it,” said Schreurs. “It usually is that something has changed in the category or the environment.” Typically, clients choose to rebrand when something has changed either with a company’s competition, the market, or even its target demographic.

Before deciding to rebrand, companies should ask themselves a few due diligence questions, Schreurs said. Among them:

- “What’s happened in terms of sales?”
- “What’s happened in terms of market share?”
- “Is the market engaging properly or are you losing some engagement opportunities, and if you are, what’s it look like?”
- “Are there key performance indicators that you are watching that seem to be moving in the wrong direction?”

As Cross says, your clients will usually let you know. With Innova, she said, there were some things that customers asked for that the company couldn’t do, and other things that the company could do that clients just weren’t aware of. That led to missed opportunities simply because the company had the necessary expertise, but “we weren’t thought of that way.”



“IT JUST **BECAME CLEAR** THAT IF WE DIDN’T CHANGE, IF WE DIDN’T OFFER WHAT OUR CLIENTS WANTED, **THEY WOULD GO ELSEWHERE.**”

BETH CROSS, CEO, *Alt Studios*

BEST PRACTICES IN REBRANDING

Take your time. Drew McLellan, owner of McLellan Marketing Group and a Business Record columnist, cautions that rebranding is not a month-long process. A company should take a year or longer to truly revamp the brand. Alt Studios’ efforts took about two years, as did UnityPoint’s efforts.

Involve your employees. Rebranding isn’t a senior-management-only project; it takes input and buy-in from people all throughout the organization, a belief pretty well shared by everyone interviewed. Employees “really have to be the advocates of the brand,” said Katy Lachky, vice president of communications at the shoe manufacturer Crocs, which kicked off a rebranding initiative in 2012.

Test your ideas. Schreurs points out the example of J.C. Penney Company Inc., which recently announced a first quarter loss of \$348 million. The company has gone through a number of rebranding campaigns in recent years, one of which focused on getting rid of discounts and coupons and focusing on opening multiple in-store boutiques. It sounded like a good idea, Schreurs said, “but they forgot to test it. And the testing of it would have led them to understand, ‘Hey, our customers really do still like promotions.’”

Market the campaign, but remember that it isn’t just about a new logo. That’s window-dressing, not branding, said McLellan. “Real branding requires a look at every element of infrastructure in the company,” McLellan said. Adds Schreurs, “An advertising or promotional campaign is made to primarily sell product, or make an event more successful. But a branding campaign allows a way for all information to be generally aggregated and to build equity upon a truth that is carried in the heart and mind of a target consumer.” That said, a rebranding initiative typically does include some sort of advertising or promotional campaign, he said. ■

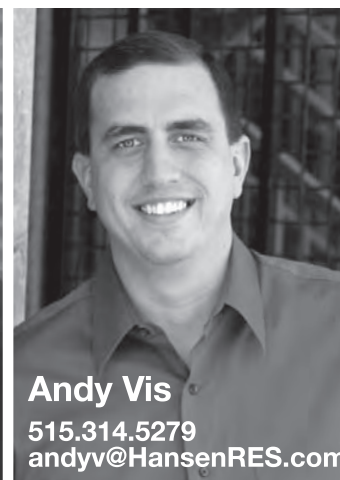


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THREE REBRANDING STORIES

Innova to Alt Studios

WHY THEY DID IT:

About two years ago, Innova decided it was time to rebrand, CEO Beth Cross said. Innova, was founded in 1998 as a company owned by Sigler Co. , and had been a print design agency. Ultimately, the company came to the conclusion that it had to focus on helping clients with a more holistic approach of creative solutions, brand strategy, digital focus and public relations. Innova was already doing some of those things, but not all clients and potential clients knew it. The company discovered it had to add some services.

THE PROCESS:

Although Cross says she knew it was time for a change, she felt it was important to get the entire company involved to figure out exactly what that change needed to be. She started with a small group of 15 to 20 people who spent a few days discussing the initiative. Eventually, she got everyone in the company involved on one of five teams. Four of the five teams said Innova needed to become a new company.

In the meantime, Innova started adding employees with strategic talents that the company would need in the future, such as web designers, programmers, marketers and public relations experts.

The process was at times painful, Cross said. It required major restructuring, as the company trimmed itself from about 83 to 24 employees. A total of 28 landed at parent company Sigler Cos. Inc., but some lost their jobs while others left for new jobs.

Alt Studios, which is a metaphor for being a catalyst for change and an acronym for “art, logic, talent,” launched on May 1. Alt is now focused on sharing the reason for the change with its clients. Company officials say clients generally have an “aha” moment when they realize that the services Alt will offer that are different from those that had been provided by Innova. The next steps include further defining what size and type of clients the company wants to go after.



Iowa Health to UnityPoint

WHY THEY DID IT:

For one thing, Iowa Health System was operating in Illinois as well as Iowa. The other reason for change was that care coordination is changing. Iowa Health has physician offices in hospitals, clinics and home health agencies. “We really needed to find a way to reform the payment models and those kinds of things, and better collaborate to keep people healthy,” said Laura Sinnard, director of communications and public relations. Iowa Health officials sought a branding strategy by thinking about what patients are looking for in health care, and what they wanted their experience to be. The goal became to show patients that “you are at the center of everything that we do.”

THE PROCESS:

Iowa Health hired ZLR Ignition to help with the process. The two companies did research by holding focus groups with consumers, physicians and employees. In all, hundreds of people, maybe even a thousand, were involved, Sinnard said.

“We didn’t just say, let’s pick a name and throw an ad campaign together,” Sinnard said. “We took a lot of time.”

After coming up with potential names that weren’t already being used by other organizations, Iowa Health set out to decide which name best communicated that care revolves around patients. UnityPoint was a name that consumers in the focus groups said felt the best.

UnityPoint is planning to fully implement its brand over a three-year period, Sinnard said, in part because it takes time to do things such as change signs on buildings, and in part to help make sure employees really understand the reasons for the change.

“Many would say it’s a name change,” Sinnard said. “For us, it’s so much more than the name change.”



UnityPoint Health

Crocs

WHY THEY DID IT:

When you think of Crocs, chances are the image of a colorful clog comes to mind. That’s been the company’s bread and butter throughout most of its existence, but today Crocs Inc. has more than 300 styles of shoes, said Katy Lachky, vice president of communications.

Lachky spoke on rebranding at an April American Advertising Federation event in Des Moines. The challenge, she said, is showing people what Crocs has to offer. The company has 90 percent brand recognition, she said, but most people don’t know that Crocs have any products besides its clog.

THE PROCESS:

The company is in a three-year plan that kicked off in 2012. Last year, the goal was to let consumers know that “we’re more than a clog,” Lachky said. In 2013, it is to let people know that Crocs has footwear that they’d be interested in, even if they’ve never worn Crocs before.

What makes the process challenging is that the company is a global brand, with different management in different regions.

“... SO IT’S ALLOWING THE BRAND TO TAKE **OWNERSHIP** OF THE UNIQUE BUT PREDICTABLE EXPERIENCE. ”

KATY LACHKY, VP of Communications, Crocs



“Corporate devises a strategy and then regions do the local applications,” Lachky said. “So, for instance, none of our websites had kind of that same user predictability experience. ... So it’s allowing the brand to take ownership of the unique but predictable experience.”

Also important is marketing “through the clog,” which is still the most recognizable shoe the company has. That means using the most basic characteristic of the clog – comfort – and showing consumers that the company’s other shoes have that same characteristic.





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Milestone *Anniversaries*

Celebrating the success stories of local organizations

Des Moines is home to a rich melting pot of businesses and service organizations, many of which got their start decades ago, long before national news organizations started recognizing Des Moines as a top city for doing business.

Today, we celebrate the longevity of these organizations and take a look at how they have persevered during times of change and economic uncertainty to emerge stronger and smarter as they prepare for the years to come. Read on to learn about the unique stories of these Des Moines businesses as they mark important milestone anniversaries.

1-20 years

1 year - Central Bank

With a rich history dating back to its founding in 1877 in Storm Lake, Central Bank took a geographical leap from its Northwest Iowa stomping ground to open its first Central Iowa office last May. Central Bank's debut in West Des Moines has exceeded expectations and drummed up excitement for the bank's future in this region.

Steve Simon, market president for the 1-year-old West Des Moines full-service branch, encouraged the bank's ownership team to bring Central Bank to Greater Des Moines. Simon said the decision to open the local branch was largely based on the relationships bank owners had with key individuals in this area such as Simon, as well as the high concentration of commercial businesses in this area.

"I have known the bank owners, Tim and John Brown, for many years," Simon said. "Since 1990 when they took over ownership, Central Bank has grown from \$25 million to \$500 million. Our bank's strong capital base has helped us stand out in this market."

Simon assembled a team of experienced banking professionals whom he had worked alongside previously to be part of the Central Bank team. This handpicked group's shared commitment to personalized service and giving back to the community has paved the way for the bank's local success.

"Our philosophy is to let our employees have the flexibility to do those things that are meaningful to them, whether that's helping coach a kid's team or participating with Habitat for Humanity," Simon said. "We think that balance in our workday is very important to making us better people and better bankers."

Something else that has helped Central Bank stand out, Simon says, is that a number of local competitors have experienced credit problems but Central Bank has a very strong capital base.

A local mortgage originator recently joined the West Des Moines branch in response to the growing demand for those services.

"We are finding through our commercial businesses that there was a lot of interest in refinancing residential mortgages," Simon said. "We thought we would bring a mortgage originator on staff sooner rather than later so we didn't have to rely on our branches in Northwest Iowa for those loans."

"Central Bank has plans to continue to grow in the state of Iowa, and we can continue to grow for a long time by being in the Des Moines Metro area," Simon said.

5 years - Iowa Shakespeare Experience

After a highly successful half-decade of producing top-quality for-profit Shakespearean theater, organizers of a local theater program were challenged by some of the city's most influential leaders to make Shakespeare "free." A board of directors was formed and the organization renamed the Iowa Shakespeare Experience (ISE).

"An incredible can-do spirit and grit across the entire organization helped us meet almost inconceivable first-year challenges: floods, horrific weather events and, of course, recession," said ISE Executive Director Robin Heinemann. "But we persevered and even fostered caring, fun and joy along the way."

“An incredible can-do spirit and grit across the entire organization helped us meet almost inconceivable first-year challenges: floods, horrific weather events and, of course, recession.

Robin Heinemann
executive director, ISE

Thanks to generous community support, the ISE has been able to significantly expand beyond its signature free summer festival to also offer a wide variety of cultural and educational programming, including year-round productions inside several area mansions and a Christmas show that sells out before opening night.

"Our al fresco summer theater is the metro's primary source of regularly produced local free theater," Heinemann said. "We draw probably the city's largest crowds in any given night for a locally produced show. People tend to fall in love with us a bit, I think."

Heinemann is also proud of the fact that the ISE has already received four statewide Top 10 awards in cultural affairs.





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110 YEARS

1-20 years

19 years - K&R Consulting Group Inc.

Johnston-based K&R Consulting Group Inc. may be in the business of providing software solutions, but sales is just one aspect of what this team does.

"We become a long-range partner to our customers by helping them keep on top of new technologies and capabilities that allow our customers to maintain a competitive advantage in their respective industries," said Tony Zito, a sales consultant for K&R.

K&R's team works with clients to evaluate their accounting and information system needs. This process involves collecting details about everything from a company's daily procedures to its long-range goals.

"We have chosen high-quality products for our portfolio that meet the needs of our client base," Zito said.

K&R has become one of the Midwest's largest vendors of enterprise resource planning (ERP) software, with clients in a wide range of industries across 22 states and some locations outside the United States. Yet K&R's focus, Zito said, has never been to be the biggest company of its size, but the best. This commitment to exceeding customers' expectations has earned K&R a strong reputation.

"We have continued to grow from referrals from customers, CPA firms and network integration firms," Zito said.

20 years - Cellular Advantage Inc.

Just as the clunky old bag phones of years past have been replaced by the sleeker, more functional models of today, a local company called Cellular Advantage Inc. has undergone a major transformation itself over the past 20 years.

Cellular Advantage was founded in 1993 by Mitzi Ecklund. She had found success as a U.S. Cellular Corp. sales professional and was offered the opportunity to take over a mall kiosk that the company planned to close. So at the age of 23, Ecklund started her journey with her own company, Cellular Advantage, a U.S. Cellular authorized agent.

Ecklund's husband, Doug, took a leave of absence from his job to help his wife get her business started. But once he became part of the new business, he never went back to his other job.

"When we were 23, we weren't at the point where we felt like we would be in this forever," Doug Ecklund said. "But once we became business owners and entrepreneurial - once that gets into you - it's pretty hard to turn back and think of going to work for someone else."

Doug Ecklund said he and Mitzi have learned volumes about how to run a business through the challenges that they faced along the way.

"We have definitely made a lot of mistakes along the way," he said. "But if you are smart enough you don't make the same mistakes twice."






CELEBRATING

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Ecklund remembers how both he and his wife worked seven days a week for the first five years of their business. With having their mall stores, work didn't stop on nights and weekends.

"Work was a seven-day-a-week thing for many years, and it was a challenge to have any kind of life outside work," he said.

Despite all the time invested in the company, Ecklund said being able bringing the company to a point of stability during those early years was difficult.

"We went from not having any debt to having a whole bunch of debt," he said. "I remember a day in the 1990s of even having to sell my car to pay payroll."

“I remember a day in the 1990s of even having to sell my car to pay payroll.

Doug Ecklund
Cellular Advantage Inc.

The Ecklunds received encouragement and helpful advice from their fathers, both of whom had been entrepreneurs. Their dads knew whether they needed a pat on the back or a kick in their pants to keep them on track, Ecklund said.

Along the way, the Ecklunds figured out processes to help the stores become more automated so that they could have a more normal lifestyle and raise a family. But another big challenge came in 2002, when they signed a multistate agreement with U.S. Cellular and had one year to add 19 stores and expand in four states.

"It's amazing that Mitzi and I stayed in business and stayed married with all that was going on between 2002 and 2004," Ecklund jokes.

At one time, Cellular Advantage had grown to become a company with 40 stores and 150 employees. Changes with a U.S. Cellular agreement with Sprint Nextel Corp. have since decreased Cellular Advantage's size. Now with 18 stores and around 100 employees, Ecklund says business is strong.

Today, the Ecklunds are enjoying their role as business owners in a dynamic industry and finding opportunities to do some unique things as a company to give back to their employees. One example of this is a personal development program called Pursuit that Cellular Advantage offers its employees. The goal of the Pursuit program, Ecklund said, is to help employees figure out what they want out of life and how they can reach those goals.

Ecklund and Nick Villotti, Cellular Advantage's Iowa director of sales, designed Pursuit using highlights from many different development seminars and workshops. Participants in the Pursuit program have used their experience in a variety of ways. Ecklund said employees have been able to get out of debt, save up enough money to buy a house or take a nice vacation, or even start their own business.

"What we like about being in business is that you have the opportunity to help people working for you," Ecklund said. "We invest in our employees to help them become the best version of themselves so they can be successful in all aspects of their life. And if they become a better version of themselves while they are here, then our company will do better as well."

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Ardin Backous
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25-50 years

25 years - Eurofins Scientific

Eurofins Scientific, a world leader in food and pharmaceutical product testing, has two milestones to celebrate this year: 25 years as a company and 50 years of service for one of its key leaders, Ardin Backous.

"Arden started working for Woodson-Tenent Laboratories in Des Moines 50 years ago as a laboratory technician, and he moved his way up in that company," said Carlos Navarro, marketing manager for Europhins. "When Eurofins purchased Woodson-Tenent in 2000, Backous served as director of North American operations until his retirement earlier this year."

Worldwide, Eurofins employs 14,000 people at 185 sites in 35 countries. The Des Moines laboratory operation has changed significantly since Eurofins purchased it. The number of employees has grown to 100, the company moved to a new state-of-the-art laboratory and the lineup of services has expanded. Eurofins' Des Moines operations serves as the U.S. headquarters for the company's food group.

The work being carried out at Eurofins' Des Moines laboratory includes a range of analytical testing of food, pharmaceuticals and animal feeds. Testing is needed to ensure food safety and obtain information about nutritional factors and composition before a product is commercialized.

"We really do offer a very important service because we help the food, beverage and feed industry verify the quality of their products to make sure the label claim is exactly what they are saying," Navarro said. "Consumers

can thank their lucky stars that there is more food testing happening today to ensure the quality and safety of their food."

Eurofins continues to see demand rising for its services due to increasing food safety regulations and a growing diversity in food options available to consumers. An example of the trend of greater diversification of food is cereal. Navarro points out how the cereal varieties available today - low-fiber, high-fiber, organic, high vitamin content - have changed dramatically from 20 years ago. All these new products require testing.

"We have gone through a lot of changes as a company," Navarro said. "We started out with low numbers of employees and have expanded to be a large laboratory. The fact that Ardin has been able to navigate through all those changes really speaks to his leadership skills. It's rare to find leaders like him who withstand the test of time. Our success in Des Moines also attests to the hard-working, first-class team we have here."

“Our success in Des Moines attests to the hard-working, first-class team we have here.”

Carlos Navarro
marketing manager, Europhins



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30 years - Mercy Clinics

Today, we don't think of going to Valley West Mall when we need to be seen by a doctor for a sore throat. But that's exactly how Mercy Clinics began.

"The doctors had a vision to provide accessible care for patients and make it at their convenience," said Sharon Phillips, Mercy Clinics' vice president of primary care.

Mercy Clinics' first location at the West Des Moines shopping center was so well-received by the public that similar clinics were added that same year in other high-traffic areas such as the downtown Des Moines skywalk system and the Merle Hay Tower adjacent to Merle Hay Mall. Mercy expanded into several other communities over the next couple of years.

"In 1986 we started family practice and then expanded into specialties in the late 1980s and early 1990s," Phillips said.

In 1990, Mercy Clinics moved its Valley West practice to a nearby location on 114th Street in Clive. A new health care concept, urgent care, was also introduced at that time.

The launch of the urgent care clinic was an extension of Mercy Clinics' commitment to furthering quality, accessible care for patients, Phillips said. An urgent care clinic has its own entrance and waiting room but collaborates with an associated family practice clinic for its care providers and office staff.

"Urgent care was recognized as an innovative process," Phillips said. "It demonstrates a great collaboration between our family practice and urgent care clinics to meet the needs of patients."

Mercy Clinics now has urgent care clinics along with its family practices in Clive, Pleasant Hill, Ankeny, Indianola, South Des Moines and in Des Moines' East Village. Additional family practice clinics are also located throughout Greater Des Moines and in nearby communities. Mercy Clinics also operates a large number of specialty clinics in the area and a handful of quick care clinics for minor illnesses. Mercy Clinics employs 400 providers and 1,500 additional staff.

"With the Mercy health care system, we have a strong continuum of care, with convenient options like Quick Care at Dahl's for an ankle sprain," Phillips said.

Mercy Clinics has converted to electronic medical records to ensure that the different providers have all the information they need about a patient to provide the best care. This conversion was completed about two years ago and has been a great tool for reducing redundancies and improving care, Phillips said.

"When a child is seen by his pediatrician on a Thursday and then has to go back to see someone at urgent care over the weekend, the doctor would have access to all the information they need to provide the best possible care for that patient," Phillips said.

Mercy Clinics continues to improve efficiency and quality care to prepare for a new era of health care resulting from the Patient Protection and Affordable Care Act. Phillips said strengthening the clinics' primary care practices (internal medicine, family practice, pediatrics) is a focus for future, as health care reform emphasizes a strong primary care system.

Phillips also said Mercy Clinics will continue to emphasize the importance

“The doctors had a vision to provide accessible care for patients and make it at their convenience.

Sharon Phillips
vice president of primary care, Mercy Clinic

of keeping health care costs from rising. Health coaches are one way that Mercy Clinics is attempting to reduce costs and improve patient outcomes. In 2008, Mercy Clinics earned the prestigious Acclaim Award from the American Medical Group Foundation for its incorporation of health coaches focused on preventive care and chronic disease management. These health coaches have been able to improve patient outcomes by dramatically reducing hospital visits. This has also lowered costs for the Mercy organization.

Formed a year ago, Mercy's Accountable Care Organization is bringing together Mercy leaders, physicians and clinics to improve health, increase patient satisfaction and lower health care costs for patients by proactively coordinating patient and family-centered care and by making continuous improvements to achieve healthier communities.

"Mercy Clinics are strong 30 years later, and we will continue to be successful in this new health care era and help to bend the health care costs curve if we focus on patient outcomes and the high quality of care and work with patients as partners," Phillips said. "We are known for our innovation in looking at different models of providing health care so we can better meet patients' needs and improve their quality of life."

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25-50 years

30 years - Competitive Edge Inc.

Competitive Edge Inc. is a full-service advertising specialty and corporate apparel distributor based in Urbandale. Since 1983, Competitive Edge has specialized in serving large and small businesses, government agencies and nonprofit organizations by providing quality advertising specialty and promotional products and decorated apparel.

Competitive pricing, fast delivery, in-house decorating and extensive access to a wide variety of products have helped Competitive Edge succeed. Competitive Edge is a full-line distributor of both franchised and nonfranchised branded merchandise. The company also imports, manufactures and warehouses its proprietary merchandise.

Competitive Edge has extensive in-house manufacturing capabilities, which allow the company to decorate almost any product, including embroidered caps, golf shirts, jackets, towels, specialty bags and a complete line of name-brand corporate apparel, which is inventoried on site.

Production capacity is impressive: 10 fully automatic, multicolor textile screen printing machines capable of producing nearly 6,000 T-shirts per hour. Competitive Edge also produces other screen printed items, including umbrellas, clocks, decals, portfolios, tote bags, large- and small-format signage, banners, bandanas and apparel.

The company's automated pad-printing department houses eight multicolor imprinting stations for the decoration of irregular-shaped items, including golf balls, clocks, pens, lasers, flashlights, drinkware, small electronics and a variety of corporate gift items.

50 years - Baker Group

In September 1963 Bernie and Berniece Baker started Baker Plumbing and Heating with a pickup truck, two pipe wrenches and a desire to do good work. Over the past 50 years, Baker Group has focused on developing strong client relationships, technical innovation and quality services.

Baker Group has grown over the years to support its clients needs for new areas of service and from a geographical standpoint as well. The Des Moines-based company now employs more than 400 team members in Des Moines, Cedar Rapids/Iowa City and the Quad Cities. During the past two years, Baker Group has done work in 18 states, according to Daryld Karloff, Baker Group's vice president.

"The company has a philosophy of hiring good people, giving them the tools/training to be successful, and then getting out of their way," Karloff said. "This approach allows our team to be extremely responsive to evolving client needs."

“The company has a philosophy of hiring good people, giving them the tools/training to be successful, and then getting out of their way.”

Daryld Karloff
vice president, Baker Group

Karloff said Baker Group is considered by many to be the Midwest's premier full-service specialty design-build contractor. The company promotes sustainable technologies to its clients and has 12 team members who hold certifications in Leadership in Energy and Environmental Design (LEED) construction and service support.

Baker Group will celebrate its 50th anniversary with an open house and trade show on June 20 from 3 to 7 p.m.

50 years - Valley View Village

Valley View Village in Des Moines has evolved over the past 50 years from a retirement home for pastors and their wives into a campus offering a full continuum of care for older adults.

Located on Guthrie Avenue, Valley View Village is home today to more than 200 residents. Valley View offers independent living, assisted living, skilled nursing care and home care. According to Shelly Charter, Valley View's housing and marketing manager, the campus has undergone many changes over the years but has maintained its original focus of providing residents with the highest quality of care in a Christian environment.

"We improve the lives of those we serve by providing spiritual care for them as well as caring for their physical needs," Charter said. "We have a full-time and a part-time chaplain, Bible studies and chapel services."

In addition to the strong resources to care for its residents' spiritual needs, Valley View also prides itself on top-notch care and programs designed to meet the physical, emotional and cognitive needs of each patient. Charter says Valley View is also known for having excellent dining and a large variety of activities to help residents maintain an active lifestyle.

Updates to the campus have included the addition of new independent living apartments in 1989 and the opening of an assisted living building in 2010. Valley View has also announced plans to break ground next year on a new state-of-the-art health center.

"We are so excited about the new health center and how nice it will be for our residents," Charter said. "It will offer our residents spacious private rooms and baths, along with all the amenities they want and deserve."

Even though trends today show that seniors are choosing to stay in their homes longer, Valley View is confident in its investment in a new facility. With the aging of the Baby Boomer generation, the need for strong retirement care facilities has never been higher, Charter said.

Charter credits Valley View's dedicated staff for its longevity.

"Our extraordinary employees are what make us successful," Charter said. "We truly care about our residents and their families."

Valley View will host a variety of events planned this month to celebrate the 75th anniversary including: a Pride of Iowa concert on June 3, a concert sponsored by Chapel - Heart Song on June 8, a ribbon cutting and a Health Care Fair on June 14, a carnival on June 21 and a family picnic on June 29.

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60 years - Per Mar Security Services

Per Mar Security Services utilizes the latest technologies to serve its clients, but the backbone of the company is very much rooted in old-fashioned principles.

"We have the family values, work ethic and customer service of the 1950s in the 21st century," said Brad Duffy, Per Mar's general manager.

Per Mar was started in Davenport in 1953 by Brad Duffy's grandparents, John and Eleanor. More than 60 acquisitions of other security companies have helped the company become a Midwest leader in security solutions. Duffy feels that Per Mar has grown to a healthy size: big enough to handle anything, yet small enough to make sure the details are handled properly.

A family-owned company, Per Mar has maintained a steadfast dedication to the community, employees and customers, Duffy said.

"Remaining family owned and instilling that customer service approach to our team members has been critical to our success over the years," Duffy said. "Our employees are the key to us; good people providing excellent service, and that level of service allows our customers to have great service and they stay with us forever."

In addition to quality service, Per Mar makes continual investments in technology to meet the needs of clients.

75 years - Iowa International Center

The organization known as the Iowa International Center has had different names over the years, but the same goal has always remained: Connecting people and changing lives.

Founded in 1938, the Iowa International Center began by welcoming and providing safety for refugees from Poland and Germany. The organization has since evolved to include an international visitors program, translation services and educational services and support. In recent years, the Iowa International Center's focus has come "full circle" to serve a growing number of refugees and immigrants in the state, according to Executive Director Judy Conlin.

"We have over 7,000 Burmese refugees in Iowa right now," Conlin said. "Most of them we did not predict or plan they would be here. We see a huge gap in refugee services in the state, so this is where we are focusing a lot of our energy right now."

Conlin said the Iowa International Center is concerned about the limited resources available to refugees from places such as Sudan, Burma and Nepal and also the hurdles that refugees face once they are here in Iowa that can hinder them from accessing some of the resources available to them. The Iowa International Center has developed a program where they go to the areas where these refugees are living - apartment buildings such as Deer Ridge in Des Moines - to offer classes and life skills training to help them acclimate.

"Many people don't have access to an ESL (English as a second language) class because they don't have child care or transportation,"

“We want to make the transition and the welcoming broader, stronger and deeper so that people can live, work and raise their families in Iowa in safety and in security.”

Judy Conlin
executive director, Iowa International Center

Conlin said. “They also struggle with adjusting to life in the United States. Because they have lived in refugee camps, things like plumbing, vacuums, all these things are new to them.”

Teaching new Iowans about laws and cultural differences is also covered through the education program.

“We want to make the transition and the welcoming broader, stronger and deeper so that people can live, work and raise their families in Iowa in safety and in security,” Conlin said.

As part of the Iowa International Center’s 75th anniversary, the organization has launched a three-year campaign to raise \$750,000. The money would be divided in three ways, with a third going to each of the following: The Gov. Bob & Billie Ray Fund for ESL and refugee services, an endowment fund and overall programming needs for the organization.

The Iowa International Center is also preparing for its signature event this fall called Passport to Prosperity. The annual event, presented this year on Sept. 28 at Drake University, honors the contributions and accomplishments of Iowa’s immigrants and refugees. Nominations are accepted through June 3.

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"About 90 percent of what we do is line clearing - the preventative work of pruning and trimming around power lines," said Wright Tree Service Chairman & CEO Scott Packard. "The other 10 percent is storm cleanup work to help utilities get the lights back on."

Wright Tree Service was founded in 1933 by John L. Wright. He ran the company until the early 1980s, when his son, John R. Wright, took it over. Scott Packard was promoted to the company's top leadership role in 2001.

Wright Tree Service has operated as an employee-owned company for the past 11 years. Packard believes that employee ownership has been advantageous for the company.

"Having all our employees have a stake in our future and be able to share in the rewards of our success reminds us all to focus on workplace safety and keep an eye on the bottom line," Packard said.

Recent years have brought rapid business growth, Packard said. Over the past 15 years, Wright Tree Services has expanded from 600 employees in 11 states to 2,300 employees in 30 states. A trend of utility company consolidation has prompted the company to expand to serve clients' expansion into new areas. Packard said another trend in the utility industry that has aided business growth is utility companies' increased budgets to address vegetation concerns.

"The energy company consolidation will continue into the future," Packard said. "As a service provider who works with these utilities, we will continue to position ourselves to respond to that demand."

"Having all our employees have a stake in our future and be able to share in the rewards of our success reminds us all to focus on workplace safety and keep an eye on the bottom line."

Scott Packard
chairman and CEO, Wright Tree Service

As expansion continues, Packard is confident that his company will continue to deal with the challenges that come with growth, such as availability of capital and staffing.

"So far with each new market we've entered, our strong reputation, integrity, commitment to safety and excellent service have helped us rise above the challenges quite well," Packard said.

Wright Tree Service is one of five companies in the Wright Service Corp. family. The other four are a utility consulting company based in California called CN Utility Consulting, a technology group called Terra Spectrum Technologies, a Kansas-based agricultural and environmental consulting firm called Sustainable Environmental Consultants, and locally based Wright Outdoor Solutions.



WRIGHT TREE SERVICE CREWS WITH A 1940S MODEL TRUCK AFTER WWII.

Wright Outdoor Solutions is well-known in Central Iowa for the wide variety of outdoor services it provides for commercial and residential customers. Landscape installation and design and tree care are the company's largest areas of service. Additional outdoor services include mowing and lawn maintenance, plant health care and seasonal services such as exterior holiday light installation and snow removal.

In addition, Wright Outdoor Solutions has a very popular garden center. "Our garden center is very extensive, and we are especially known for our large trees," said Shane Churchill, general manager of Wright Outdoor Solutions. "People love that they can get 4-inch trees that really enhance their landscaping as opposed to trees half that size that you get at most other places."

Wright Outdoor Solutions prides itself on having the largest and most educated arbor staff and a large selection and quality of plant materials. Churchill is also excited about the company's growing recycling division.

"An interesting thing that the consumer doesn't see is that we recycle everything we remove in town and everything that other arbor companies remove as well," Churchill said. "We recycle the trees into mulch that goes all around town and we also compost the materials to make an erosion-control product used on hillsides around town."

Both Wright Tree Service and Wright Outdoor Solutions marked this milestone year for operations with special anniversary clothing lines and a banquet.

90 years - FRK Architects + Engineers

When an architecture firm becomes one of the oldest in the state, it's not a milestone that happens by coincidence.

Des Moines-based FRK Architects + Engineers' longevity is a direct reflection of the firm's reputation of working hard and building long-lasting relationships with its clients, says Annette Dotts, FRK office manager.

"Our commitment to client service as our No. 1 priority coupled with unparalleled quality of service and follow through have allowed us the privilege of serving Iowa's communities for 90 years," Dotts said. "We have been fortunate to be able to work with many great clients throughout the state, and we are always looking to add more clients to that list."

Quality of service is achieved by hiring and mentoring talented professionals, Dotts said.

Over the years, FRK has designed many public and commercial buildings. Currently the firm specializes in designing educational facilities, serving numerous school districts and community colleges around the state. Work has remained steady over the years, Dotts said. The firm continues to evolve to new technologies to better serve its clients, including the use of building information modeling and the design of more environmentally sensitive architecture.

"Technology has allowed us to be more responsive to client needs and has given us the ability to really focus on what makes FRK successful: client service," Dotts said.



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30 YEARS BY THE NUMBERS

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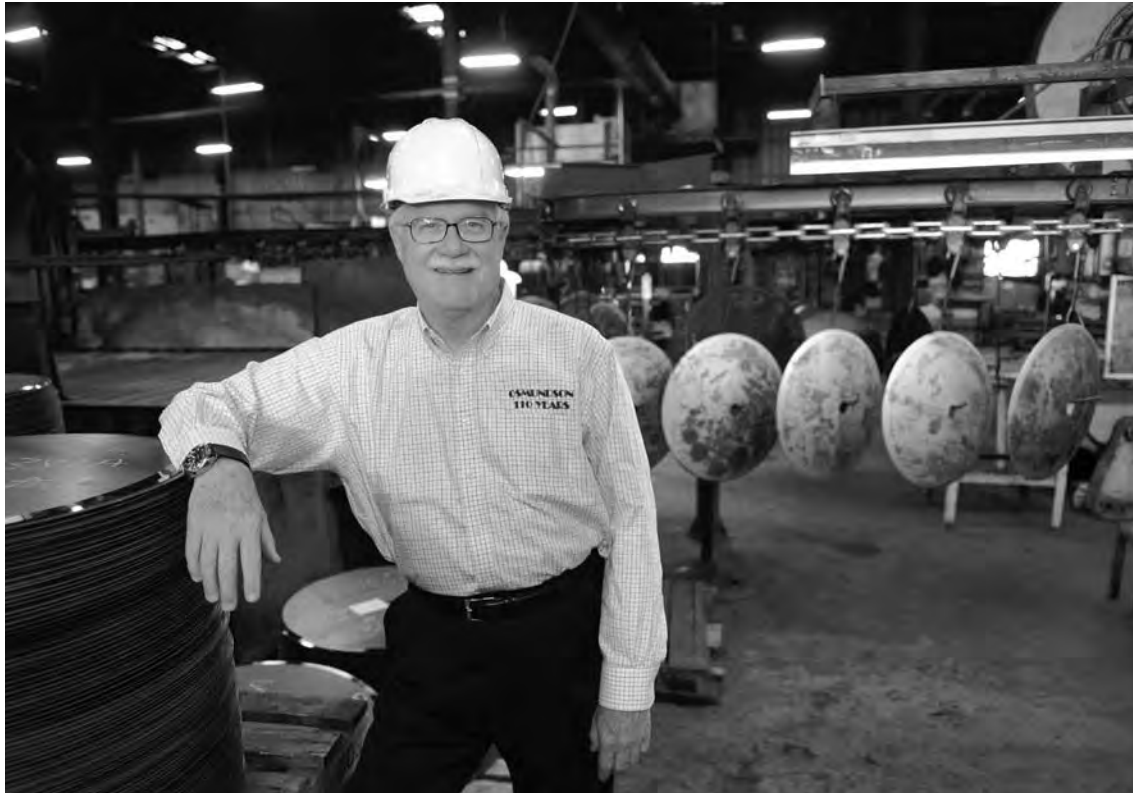
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100+ years



“...and we have something like 1,200 years of experience in our employees.”

Doug Bruce
president, Osmundson Manufacturing Co.

110 years - Osmundson Manufacturing Co.

Doug Bruce is proud that the ag-manufacturing company started by his great-grandfather in 1903 is still thriving today and has outlived every one of its competitors on U.S. soil.

Osmundson Manufacturing Co. was founded 110 years ago by Henry Osmundson, an inventor who had immigrated to the United States from Norway. He had opened manufacturing companies in Minneapolis and Webster City before being recruited to the Des Moines area to start a factory.

“The city of Perry seemed like the right fit,” said Bruce, Osmundson Manufacturing’s current president. “The city was looking for more businesses, and he was looking for a business-friendly city.”

Osmundson Manufacturing has evolved from a small plant that made tilling spades and small tools to one of the nation’s most modern and high-speed tillage tool companies. The company is the only U.S. manufacturer of disc, seeder and coulters blades. Most of its competitors went out of business years ago during the 1980s farm crisis, Bruce said.

Using heat-treating methods, Osmundson Manufacturing produces tillage tools such as disc blades, sweeps and plowshares. Bruce said the company holds many patents on its designs and even boasts having one of its narrowing shovels on display at the Smithsonian Institution.

Over the years, Osmundson Manufacturing has only had four owners, all of whom are Bruce’s relatives. When Henry Osmundson retired, he sold the business to his son, Howard. Later on, Howard’s son-in-law, Donald Bruce, bought the company. Doug Bruce started working alongside his father in 1969 and bought him out in the early 1980s.

“We have always been a business where we bought the other generation out,” Bruce said. “You don’t inherit anything. It’s not a ‘give-me’ job. If you are willing to buy the business, you must be committed to it.”

Bruce said the factory scene has always drawn him in. He remembers starting to play around with welding when he was probably only 7 years old and using the lathes to make baseball bats from scrap metal. Bruce officially joined the family business while completing his studies at Drake University. Forty-four years later, he still loves what he’s doing and is known for arriving at work by 6:30 a.m. so that he can talk with the third-shift managers before they leave for the day.

Osmundson Manufacturing employs 120 people at its factory a few miles outside Perry. Bruce enjoys the diversity in employees - different age groups and ethnicities - all of whom demonstrate a strong commitment to their work.

“People who work for us view this as a career - not just a job,” Bruce said. “We have many 10-, 20-, 30-, 40-plus-year people here. We added up our years of experience not long ago and we have something like 1,200 years of experience in our employees.”

A strong workforce has played a major role in the company’s longevity. Another factor is its quality products. Along with its many patented products, Osmundson continues to design devices to support new farming techniques, domestically and abroad. The company sells many of its products to Russia and China and is investing in equipment upgrades to support its clients’ expansion into overseas areas.

Although the company is based in rural America, Osmundson Manufacturing works hard at being well-informed about its industry on a global scale. Bruce and others travel to farm shows on every continent to check out competitors.

100+ years

"You can't stay in Iowa and think you know what everyone else is doing," Bruce said. "You have to get out there and see for yourself and make sure that people know who you are as well."

Osmundson Manufacturing even tried its hand with having its own overseas operations. But after 10 years operating an Australian factory, the decision was made to sell it a few years ago.

"We enjoy Iowa manufacturing much better with the good team we have here," Bruce said.

Bruce plans for Osmundson Manufacturing to be around for many more years to come. Planning for the future has included altering manufacturing processes to become more environmentally responsible. Bruce expects the factory to be completely green by year's end.

Bruce is encouraged by the strength of agriculture right now and the new business opportunities resulting from his clients expanding their operations.

"We have lasted through hard times," Bruce said. "Now that agriculture is in a strong position again, we are really pleased about where we're at."

"The support of the community has allowed CFI to continue to provide critical services to thousands of Iowa's at risk families each year.

Gloria Gray
executive director, CFI

125 years - Children & Families of Iowa

Children & Families of Iowa (CFI) was formed out of a need to find safe homes for orphaned children. Today, CFI has grown to be a large statewide organization with several programs aimed at keeping children and families safe.

"CFI has been very responsive to changes in the communities we serve, and our services have changed over time too, to ensure that we are providing the services that people need," said Executive Director Gloria Gray.

Last year, CFI served than 17,400 individuals across the state through its offices in Ankeny, Des Moines, Fort Dodge, Osceola and Ottumwa. Services are offered not only to at-risk children, but also to the adults in their lives. Gray said the focus with CFI's services is to make sure that children have a safe, loving and nurturing place to call home.

Many of the clients CFI serves must overcome much adversity in order to become independent.

"Many of the clients have even experienced traumatic events in their life that they must learn to recognize symptoms and then learn to cope effectively in order to live a fulfilling life," Gray said. "We are able to work with clients, young and old, to determine their needs to getting started on the path toward independence."

The demand for CFI's services increases each year. Gray said the organization continues to add and modify programs and services to meet the needs of clients. Examples of improvements over the past few years include new programs aimed at helping at-risk teens stay on track to graduate from high school, expansion of mental health services and new programs at Cornerstone Recovery Center to help teens deal with substance abuse.

CFI recently completed several improvement projects at its facilities through its Building Futures Capital Campaign. More upgrades are planned over the next few years.

"The support of the community has allowed CFI to continue to provide critical services to thousands of Iowa's at-risk families each year," Gray said. "The CFI board of directors and CFI Foundation Board of Trustees have been instrumental in providing leadership and generating awareness about CFI and our services."

Plans to celebrate CFI's 125th anniversary this year include an intergenerational golf tournament on June 28, several open houses, special recognition awards in conjunction with the organization's annual meeting, and an employee appreciation program.

"Our employees who are working directly with clients are an important factor to the clients' successes, thus to CFI's longevity, and it is important to recognize that," Gray said.



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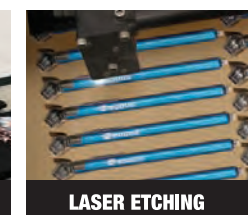
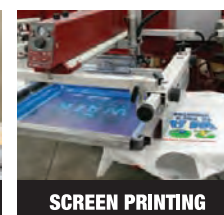
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DOES YOUR WORKPLACE NEED CIVILITY TRAINING?

BY JOE GARDYASZ



PHOTO BY DUANE TINKEY

Carla Hicklin will use the historic Wallace House, 756 16th St., as one of the settings for the civility training programs she's developing.

Carla Hicklin literally became a next-door neighbor of the historic Wallace House in Sherman Hill when she moved to Des Moines three years ago. She noticed that each Wednesday, a steady stream of vehicles would pull up to the front porch of the Wallace House as people picked up fresh produce. She hadn't heard of the Wallace Centers of Iowa, which operates a variety of community-building programs, among them a community-supported agriculture program that distributes produce.

"So I wandered over one day and asked, 'What are you guys all about?'" recalled Hicklin, who subsequently began volunteering with the nonprofit organization. In January, Hicklin, a training and development professional, was hired as Wallace Centers' coordinator of civility programs.

She is now developing civility training programs that the Wallace Centers will offer to businesses and nonprofits, with a particular emphasis on serving smaller organizations.

"Small businesses and nonprofits don't have enough people to have the cost-benefit of bringing in a trainer," she said. "So what we'd like to do is have a very affordable training program."

Hicklin is also spearheading a youth civility program that will be offered through the Des Moines public schools.

The Wallace Centers of Iowa, whose locations include the Henry A. Wallace Country Life Center in rural Orient as well as the Wallace House, provides educational programs on three key issues of Henry A. Wallace and the Wallace family: sustainable agriculture, local food systems and civility.

"One of the things that Henry A. Wallace was committed to was the importance of having conversation. You can talk to anyone and have respect for them, even if you disagree with them," Hicklin said.

The Wallace Centers added civility training to its menu of educational programs two years ago,

after receiving a "Better Together" grant from the Community Foundation of Greater Des Moines. Since then, the organization has hosted regular "civility luncheons" and has held workshops on the need for civility in politics and in recognizing cultural differences.

"We are now moving into the development of more in-depth programs that we can take into the workplace on everyday civility," said Hicklin, who has served in numerous training and development roles over the past 30 years.

From 2007 to 2010, Hicklin worked for Pella Corp. as the company's corporate organization development and training specialist. She previously held several planning and training positions with the state of Missouri, including at the Missouri International Training Institute, where she specialized in intercultural communication and program development.

"My past includes facilitating classes, leader-

ship development, business consulting on communication and conflict management,” she said. Having facilitated programs at Pella Corp. to help teams work together more effectively, Hicklin feels that she has a pretty good handle on what causes workplace conflict.

“For me, the biggest takeaway is the awareness that different individuals think differently,” she said. “I don’t care if you’re from another country, another culture or you look different; it’s the thinking differently that sometimes causes the friction at work.”

To support the food aspect of the civility program, the nonprofit is in the midst of a complete remodel of the Wallace House kitchen into a commercial-grade facility so that its chef can prepare meals for regular dinner events.

“Once we have that done, we’re going to open up and have dinners here on Thursday nights with a program called ‘Food for Thought,’” Hicklin said. The programs initially will focus on local food systems and sustainable agriculture, with civility topics to be added later. “But it’s going to have an overall feeling that it’s going to be a civil conversation,” she said. “This is what the Wallaces were all about. So we’re going to have civil conversations every Thursday night in their home.”

WHAT’S AVAILABLE NOW:

“Everyday Civility,” a two-hour workshop designed to improve civility skills in the workplace, can be delivered on-site at a cost of \$350 to \$400, depending on the needs of the organization. For more information visit the website at www.wallace.org or call 515-243-7063.

UPCOMING PROGRAMS:

“Food for Thought” dinners will be presented every Thursday evening beginning June 13. There will be no formal program during the dinners, but food experts may visit with the dinner guests to stimulate conversations around food. Menu prices will range from \$15 to \$20, with entrees inspired by the organic produce grown at the Wallace Centers’ farm near Orient.

This fall, the Wallace Centers will launch “Civil Conversations ... Every Day,” a workshop that will focus on the major methods and techniques for effective communication for planning, problem solving and projects. The organization also plans to offer custom workshops based on clients’ specific needs. ■

WHO ARE THE WALLACES?

Three generations of Henry Wallaces have profoundly influenced the development of American agriculture. The first Henry Wallace, known as “Uncle Henry,” came to Iowa in 1862 as a Presbyterian minister and co-founded Wallaces Farmer magazine with his sons Henry C. and John in 1895.

Through this publication, the three men helped establish what was then Iowa State College as a premier agriculture research institution and promoted the Agricultural Extension Service.

His grandson, Henry A. Wallace, founded the Hi-Bred Corn Co., now known as DuPont Pioneer, in 1926. He served as U.S. Secretary of Agriculture for President Franklin D. Roosevelt from 1933 to 1940, and as Roosevelt’s vice president from 1941 to 1945. After an unsuccessful run for the presidency in 1948, he retired from politics to write, travel, give speeches and farm.

SOURCE: THE WALLACE CENTERS OF IOWA



From top: “Uncle Henry” Wallace, Henry A. Wallace, Henry C. Wallace, family portrait.

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artist william butler Opens Des Moines Gallery

BUTLER, WHO STARTED PERFORMANCE PAINTING IN CHURCHES, WILL PAINT IN A HISTORIC HOME FRIDAY

BY ANNE CAROTHERS-KAY



PHOTO SUBMITTED

William Butler's Movement series of paintings includes "Rise and Fall" (left), a 24-inch by 48-inch acrylic painting on canvas and "Burst" (right) a 24-inch by 24-inch acrylic painting on canvas. The painting series will be on display and for sale at the Rollins Mansion, 2801 Fleur Drive through December.

the historic English Tudor-style manor house walls of the Rollins Mansion this week become home to the abstract expressionist paintings of William Butler.

It should be quite a combination.

The Rollins Mansion was built in the Roaring '20s by a women's hosiery baron as a copy of an English Tudor home, and is on both the state and national historic registers. Butler's contemporary paintings are brightly colored, abstract and intended to convey dynamic movement.

He'll be painting live at the gallery opening Friday, June 7. A reception will be from 5 to 9 p.m. His paintings, part of a series called Movements, will hang in rooms of the Rollins Mansion event center through December and will be for sale there, said event center owner Joel Woehler.

If Butler's name sounds familiar to you, chances are you've seen him paint live, either at a church service in Des Moines or at a fundraising event. Butler lived in Des Moines for 16 years and started his career here as a graphic designer. Then about six years ago, a pastor at his church, Lutheran Church of Hope in West Des Moines, asked if he would do a live painting during Good Friday services that reflected the themes of the sermon.

"I didn't really want to do it," Butler recalled. Although he was always doing some kind of fine art on the side of his graphic design business, this would be painting in front of an audience and he would to finish a painting in an

hour and a half. "There's a lot of risk involved. It would really be putting myself out there," he said.

On the other hand, his background as a graphic designer gave him skills and experience to convey words and ideas visually, so after some prayer, he agreed to do it.

The experience launched a new career for him. He regularly painted during holiday services at his church, which has about 15,000 members and attendees. Other churches asked him to do the same thing and soon he was doing live painting at fundraisers, such as one for Bravo Greater Des Moines, an arts advocacy and funding organization.

Today, Butler, his wife, Ronja, and their two sons live in Camden, N.J., where Butler has a studio and an art gallery - Gallery Eleven One - in a 1908 firehouse.

His live painting career has him traveling from coast to coast, painting for weddings, special events and fundraisers, often for organizations working for social justice.

"I don't have a checkbook where I can write a check for \$5,000 or \$6,000, but I can partner with those organizations to help," he said.



William Butler at his New Jersey art studio.

PHOTO SUBMITTED

Woehler, owner of the Rollins Mansion, has been friends with Butler for several years. Woehler said he knew that Butler has a fan base in Des Moines, so he thought having the mansion become a Des Moines gallery for his work would be a good, if not necessarily obvious, fit.

"We're excited about the venue in Des Moines," Butler said. ■

The Rollins Mansion is sponsoring two free events this weekend to celebrate the opening of the William Butler gallery.

WHEN: 5-9 p.m. Friday, June 7 and 1-4 p.m. Saturday, June 8.

WHAT: Butler will paint live from 7 to 8:15 p.m. Friday; Ryan Paul Buck will play live music

WHERE: Rollins Mansion, 2801 Fleur Drive

WHO: Anyone is welcome. The event is family-friendly.



PHOTO BY DUANE TINKEY

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THE BUSINESS RECORD PRESENTS



WOMEN *of* INFLUENCE

For the past 14 years the Business Record has recognized women who have made outstanding contributions to the community in a variety of areas with the Women of Influence awards. Nomination criteria is outlined at right. Deadline for nominations is Friday June 14th. Awards will be presented at a reception on August 8th.

WOMEN OF INFLUENCE 2013 NOMINATIONS

To be considered, please submit a resume and cover letter specifically addressing accomplishments that meet the judging criteria. Letters of recommendation, while not required, are also encouraged.

*** Deadline:**

Friday June 14th at noon

*** Submissions:**

Des Moines Business Record
c/o Jason Swanson
100 4th Street
Des Moines, Iowa 50309

Phone: 515-288-3338 ext. 209

Fax: 515-288-0309

E-mail: jasonswanson@bpcdm.com

Submit online: www.businessrecord.com

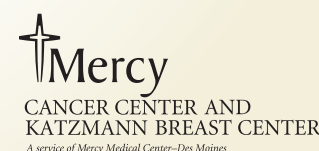
WOMEN OF INFLUENCE AWARDS

The Women of Influence awards celebrate the work of women who have made a difference. They've devoted their lives to doing things most wouldn't. They've spent countless hours on various boards. They've blazed a trail either personally or professionally for other women to follow. They're continually seeking ways to improve the Central Iowa, never satisfied with mere one-time contributions. They're role models with impeccable ethics.

When being considered for recognition candidates will be judged on the following criteria:

- Success in their chosen field
- Lasting impact on the community
- Involvement with civic and/or non-profit organizations
- Role model for other women through not only their achievements but also their high ethical standards

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Building a brand relationship

Whenever a wagging finger chants, “BRANDING! BRANDING! BRANDING!” at me, it takes me back to the farm. Though it seems easy to burn a name into an audience’s consciousness, the process does not necessarily lead to an empathetic relationship. Believe me. I have witnessed it firsthand.

Branding on the farm is a means to identify our product and force it back into our environment if it strays. Branding in the market is a disciplined but delicate attempt to generate a relationship with our customers that brings them back to our product again and again. Unlike the denizens of the cattle ranch, consumers, whether retail or business-to-business, don’t belong to us. They cannot be held in a pen, collected off the range, or herded onto a truck bound for market. Their market participation is voluntary. If name recognition is to increase participation, we must not impart that recognition painfully.

I used to frequent a convenience store for gasoline. It was convenient. It was clean. It was in consistently good working order and had compressed air and a car wash. It was everything I needed. I did not care how many other stores the corporation had. I did not need a Big Gulp or a candy bar. I never went inside, but I bought gas there quite often.

One day, the store equipped each pump with a box that squawked at me. I learned the name

of the store. I learned what I could buy inside. I learned where other stores were. I learned what loyalty club promotions were available. I learned just how annoying buying gas could be. I found another convenience store.

The new place is not quite as convenient. It costs me a little extra time and effort to get there. The pump doesn’t squawk, but the screen silently informs me of wondrous things inside. Mostly I don’t pay attention, but sometimes I do. Sometimes I am enticed into the store. What happens when I turn to go inside? I see the name of the convenience store – silently on the wall at just the moment I received useful information at the pump. Who would have thought successful branding could be so unobtrusive?

But disciplined delicacy is not enough. Building a brand relationship also requires disciplined relevance. Consider Procter & Gamble Co. It makes Tide, Charmin, Cascade and hundreds of other products. Tide is one of the strongest brands in the world, but if you listen to the ads, it seems Procter & Gamble doesn’t care if you know it makes Tide. It just wants you to trust Tide’s name. The product is the relevant consumer brand. “Tide” is the important concept.

Procter & Gamble actually prefers that consumers do not tie the corporate name too closely with Tide. It hurts the value of the brand to

MARK IMERMAN

Mark Imerman is the director of college relations, student recruiting and career services at Iowa State University’s College of Liberal Arts and Sciences.



the corporation. Suppose Procter & Gamble wants to sell Tide to Unilever NV (Lipton, Ben & Jerry’s, Dove and hundreds of other products). Unilever pays less and expects less return on its investment if Tide is tied to Procter & Gamble in the consumer’s mind. The consumer brand is “Tide.” That is all Unilever would want to buy.

But don’t kid yourself. Procter & Gamble is a brand. It is an investor brand. It is very important for Procter & Gamble that the investors of this world know it makes Tide. This is evident in its annual reports, on its website and anywhere that investor interest can be expected. Different levels of the brand hierarchy directed at different audiences in different venues. Procter and Gamble is more valuable if Tide is more valuable. Tide is more valuable if Procter and Gamble stays out of the consumer limelight.

I see lots of advertising efforts that are oblivious to the lessons of the convenience store and Procter & Gamble. These efforts treat our volunteers (customers) as captives (cattle). In a world of too much information, we too seldom discipline our communications with delicacy and relevance. Too often, we communicate to make certain someone will listen and acknowledge our presence.

The steer, kicking up dust on the ground, is left wondering why he frequents our corral. ■

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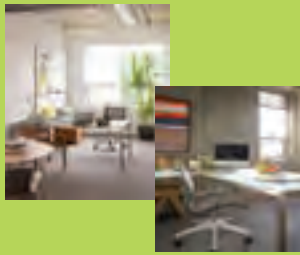
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NOMINATIONS NOW BEING ACCEPTED

WOMAN BUSINESS OWNER *of the* YEAR

Nominations are now being accepted for the 2013 Woman Business Owner of the Year award. This award is specifically designed to recognize a woman for her outstanding accomplishments in the business community.

NOMINEES WILL BE JUDGED ON THE FOLLOWING CRITERIA:

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Rowena Crosbie, *Tero International*
Teresa Van-Vleet Danos, *Rowat Cut Stone and Marble*
Denise Essman, *Essman Associates*

DEADLINE:

Friday, June 14th at noon

SUBMISSIONS:

E-mail: jasonswanson@bpcdm.com
Submit online: www.businessrecord.com

Two simple rules for success

Two Iowa companies figure prominently in a new Harvard Business Review study that is based on a book, "The Three Rules: How Exceptional Companies Think," published last week by Portfolio/Penguin.

The authors are Deloitte executives Michael E. Raynor and Mumtaz Ahmed, who quickly confess that there are really only two rules:

- 1. Better before cheaper – in other words, compete on differentiators other than price.
- 2. Revenue before cost – that is, prioritize increasing revenue over reducing costs.

The third rule: "There are no other rules – so change everything you must to follow Rules 1 and 2."

The rules are simple to understand but not so easy to follow, as any experienced executive can testify. They are the result of an exhaustive undertaking that involved collecting and analyzing data on 25,000 companies traded on U.S. stock exchanges between 1966 and 2010.

"The impetus for our research," the authors wrote in the Harvard study, "was the increasing popularity over the past 30 years of 'success study' business books," including Tom Peters' "In Search of Excellence" (1982) and Jim Collins' "Good to Great" (2001). Earlier efforts "don't give us any way to judge whether companies they hold up as examples are indeed exceptional," Raynor and

Ahmed wrote, because "randomness can crown an average company king for a year, two years, even a decade, before performance returns to mean."

The new study measured return on assets over decades, identifying successful businesses by long-term profitability. After crunching the numbers, the authors found two traits common to nearly all successful businesses. They were inevitably more interested in quality than price (better before cheaper). They also focused more on the income than the cost side of their balance sheets (revenue before costs). The study's main example of better-before-cheap is Heartland Express Inc., the North Liberty, Iowa, trucking company founded by Russell Gerdin and operated by his son, Michael, since Russell's death in 2011.

"In 1980, when trucking companies had to differentiate themselves after deregulation," the study said, "a host of new growth opportunities opened up." Yet Heartland chose to keep its geographic footprint and number of customers relatively small in order to provide reliable and on-time service, no matter how complex or unpredictable its customers requirements."

Heartland Express' superior service attracted and held customers willing to pay a 10 percent premium. Even when the company grew through acquisitions, it succeeded in instilling its corporate culture in new properties, allowing it to con-

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tinue to collect higher rates for better service.

The study does not mention share prices, but Heartland was among a small group of publicly traded companies whose share price was never appreciably affected by the 2008 recession.

Maytag Corp. is the other Iowa example cited by the authors. The Newton-based manufacturer was acquired by Whirlpool Corp. in 2006, following a steep decline in its final years. For most of its life, Maytag executives followed the two key rules. But then the appliance industry was disrupted by of big-box stores and cheap foreign competition, diverting the focus of top executives.

"Maytag responded by diversifying its product line and price points," the authors said, causing it to lose the competitive edge that had previously allowed it to charge premium prices and earn solid profits. The authors don't fault Maytag executives for responding to the threats. It's the way the executives responded that led to the company's downfall, they said.

"It takes enormous creativity to remain true to the first two rules," Raynor and Ahmed said.

The answers aren't always obvious, they said. But if you want to be successful, the key can be found within these two rules: Better before cheap and revenue before cost. ■

“HEARTLAND EXPRESS’ SUPERIOR SERVICE ATTRACTED AND HELD CUSTOMERS WILLING TO PAY A 10 PERCENT PREMIUM.”

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SALES

The tweet smell of success

Most people reading this have never tweeted. (You included?) On the off chance that you have tweeted, my guess is that you have fewer than 5,000 Twitter followers – maybe fewer than 500.

Whatever your situation, there's no denying that Twitter is a major force in business social media. The next few paragraphs will challenge your thinking in regard to participation, specifically why you need to begin to take advantage of Twitter today.

This is not simply a lesson. It's also a perspective and a business building challenge. Or to put it into your language: more sales NOW!

I began tweeting several years ago, but I didn't really understand the impact it could make or the opportunity it presented. I just took quotations from my books and began to post them.

What happened was very surprising to me. Not only did I gain more followers, but people also began to retweet my tweets to their followers. Cool.

That put my message in front of the followers of my followers. For free. Many of their followers then became my followers. For free. Is that cool or what?

That was 50,000 followers ago. I now have a much more sophisticated strategy to distribute my message, to add to my followers, and to gain new customers. For free.

Here are my Twitter actions and the thoughts behind them:

- I tweet several times a day. I'm consistent. Never miss.
- I include links to my videos or promotions on fewer than 30 percent of my tweets.
- I tweet my own thoughts 95 percent of the time. The other tweets are profound quotations of others, or people I believe are worth following.
- I only tweet what I believe my followers will benefit from.

Here are several examples of my tweets:

- Fear of being wrong is more powerful than risk of being right. Leaders emerge as they become fearless. #gitomer #fear #power
 - Social media is everywhere, you may not like it, but you can't ignore it. #gitomer
 - In a nuts and bolts world, there are far too many nuts, and an extreme shortage of bolts. #gitomer #greatquote
 - Are you a thinker beyond your business? If not you'll wallow in mediocrity. #gitomer #think
- Two hours ago, I tweeted: "It's no sin not to tweet or use Twitter, it's just a tremendous lost opportunity to sell and become known. #gitomer #twitter #opportunity."

So far this tweet has been retweeted 15 times, and seven people favored it. It has already reached more than 20,000 followers of

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- Phone: (704) 333-1112

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other people. With my name on it. For free.

Two days ago, this tweet: "The key to selling is to ask for the sale in a sincere, friendly manner. Don't push or use high pressure. #sales #gitomer." This had 24 retweets and 13 "favorites" within 24 hours (on a SUNDAY). This tweet reached another 20,000 people. With my name on it. For free!

Three days ago, this tweet: "If you lose, ask yourself this all powerful question. Did I do my BEST? If you didn't, you'll blame the world for your own lack of effort." This got 56 retweets and 24 favorites, on a holiday.

DESIRED OUTCOME: My Twitter goals are to be retweeted 100 times a day, be favored 50 times a day, and pick up 250 new followers a week. I usually tweet three or four times a day.

CAUTION: I have been tweeting for four years. In that time, I have learned what to do and what not to do. I am far from an expert, but I have more followers than most people who claim they are.

The advice I'm offering is based on my own experience and my own strategy. The best advice that I can give you is to create your own strategy focused around what you believe will help your customers the most. Then follow that strategy consistently. Daily. ■

MARKETING

Best sellers do it differently

I recently was sent the results of some new research done by The Rain Group on business-to-business sales. The study looked at more than 700 successful sales transactions. On average, the buyers were responsible for \$3.1 billion in annual purchases. The results are fascinating, and I think they go beyond just pure sales. I believe they can suggest some nuances we should be mindful of as we craft marketing messages that will hopefully pave the way to a sales conversation.

Here's an overview of what they found:

1. Winners sell very differently. In many ways, what sales winners do differently is both surprising and fascinating.
2. There's a specific combination of behaviors that sales winners do and outcomes they achieve that the second-place finishers don't.
3. Several key factors that set winners apart are rarely discussed in the world of selling.
4. Solution selling is definitely not dead, but fundamental solution sales concepts need reimagining and relabeling.

The study found that three levels of selling behaviors and outcomes set winners apart from second-place finishers. The levels are Connect, Convince and Collaborate. Let's take a look at each.

Connect: Winners connect the dots between customer needs and their company's products and services as solutions more often than the second-place finishers. Winners also connect with people. They're perceived to listen and connect personally with buyers more often.

Connecting used to be at the core of winning sales. Now it's table stakes. Sellers who stop at Level 1 do not find themselves in the winner's circle nearly as often anymore. Though the popular thinking on the concept needs to change in fundamental ways, relationship and solution sales are far from dead.

Convince: Winners convince buyers that they can achieve maximum returns, that the risks are minimal, and that the seller is the best choice among all options. How's that for a daunting to-do list?

Forty years ago, marketers and sellers didn't focus on results and impact. They were still busy talking about features and every once in a while, they might mention a benefit or two.

Fast-forward to today, and many marketing and sales messages promise results as key point of difference. Everyone promises results; yet buyers regularly report disappointment or even worse, just assume they'll be disappointed so

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they don't take the risk and buy in the first place.

Buyers and prospects simply don't believe they will get what they expect or were promised by sellers. They've been burned in the past, so they're gun shy of sellers and their claims. Which is why the third level is so vital.

Collaborate: When standing back and looking at all of the data collected, the second most important factor that separates the winners from the second-place finishers was "collaborated with me." The implications for selling are pretty compelling. Levels one and two, without collaboration, will fall short.

The essence of collaboration is working together to achieve a common goal. If the buyer begins to perceive the seller as an important member of the team, and sees moving the sale forward as a common goal, they're much more likely to take the risk and make the purchase.

Research shows the top two things that successful salespeople do more often than the runners-up are (A) educated me with new ideas or perspectives and (B) collaborated with me.

How would you morph these insights into your marketing strategies and messaging? ■



To get a complimentary copy of the research results, use this week's QR code to request a download link.

McDonald's is a dividend darling

Dear Mr. Berko:

Is McDonald's stock one of Warren Buffett's largest holdings? How many times has McDonald's split? Please tell me when McDonald's will split again. I bought 100 shares in October of last year at \$94, and I'm only ahead by 5 points. Should I continue to hold this issue for future growth, or do you think I should wait until it splits and then sell it?

F.S., Bloomsburg, Pa.

Dear F.S.:

McDonald's Corp. (MCD-\$99.05) has split 12 times since going public in 1965. The most recent split was a 2-for-1 distribution in March 1999, when the shares traded at \$85 and the dividend was a measly 18 cents. Today the dividend is \$3.08. The previous split (also 2-for-1) was in June 1994, when MCD was trading at \$62 and the dividend was 12 cents. All of the other splits occurred when the shares were trading between \$65 and \$110.

Mr. Buffett does not own MCD. Wells Fargo & Co. is his top position, followed by The Coca-Cola Co. and IBM Corp. Buffett purchased 35 million shares of MCD in 1995 at \$41 and sold them in 1997 and 1998 for between \$49 and \$62 a share. This was certainly not one of Buffett's finest moves but quite profitable nonetheless. I recall when MCD came public in 1965 at \$22.50. I bought 50 shares at \$26 shortly after the offering.

Like Buffett, I didn't keep my shares, and like Buffett, I made a small profit on the sale. However, if I had kept those 50 shares, I'd now have 36,000 shares, worth more than \$3.6 million. And if I had reinvested every dividend, I'd have about 47,000 shares – worth \$4.8 million, give or take a few hundred thousand dollars. I'd say this is a mighty impressive investment for a company that peddles hamburgers, french fries and milkshakes.

MCD is a dividend darling. Its \$3.08 payout, yielding 3.1 percent, has been raised annually for more than 35 consecutive years. Though revenues have grown each year since inception, there have been a couple of years in which earnings have not increased with revenues. Those lean years were the result of new competitors in the marketplace, high advertising costs and aggressive corporate expansion. However, most analysts believe that MCD will continue to grow revenues, earnings and dividends annually over the foreseeable future. New competitors will always compete in the marketplace, but management has faced them well in the past. There will continue to be various rough patches as revenues in Asia and Europe are affected by a tough economic climate. But MCD continues to increase revenues in the U.S., thanks to expansion of its dollar menu, its clever promotions and its excellent new product offerings.

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One drawback, though, is that MCD's glacially slow and frustrating counter service is driving business to the competition. The drawback with too many of MCD's people is they don't know how to interact intelligently and efficiently with customers. There are some units where smart, attractive employees proudly wear their uniforms and take pride in their work. This service is evident at most of MCD's 7,000 bright and smoothly run company-owned units, which average \$3.6 million in annual revenues. However, the sloppy and indifferent service at many of MCD's 27,000 franchised units is very evident, which is why those locations average about \$2.5 million in revenues. On a non-busy afternoon, it can take 10 minutes to complete a six-item order, and the bag of goodies you receive is usually missing a fry or burger. Unfortunately, higher food costs, liability insurance and taxes and a huge jump in health insurance premiums are forcing franchisees to hire from less-skilled labor pools.

I suggest you keep the shares. Consumers are learning to embrace lower expectations and poor service because they have little choice. This is the new normal. MCD's revenues, earnings and dividends for 2014 should improve by 8 percent, and the out years look fairly good, too. ■

To read two more new Malcolm Berko columns, go to businessrecord.com.

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2013 BEST OF DES MOINES VOTING NOW OPEN

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Voting ends Friday June 14, 2013. Only one vote per computer is permitted. Results will be announced in the September 20 edition of the Business Record.

CITY ORDINANCES

ORDINANCE NO. 15,188

AN ORDINANCE to amend the Municipal Code of the City of Des Moines, Iowa, 2000, adopted by Ordinance No. 13,827, passed June 5, 2000, as heretofore amended, by amending Sections 102-708, 102-717 and 102-718 to remove reference to restoration cost schedule and replace with actual costs for right-of-way restoration work performed by city work crews or city contractor in relation to right-of-way excavation permits.

Be It Ordained by the City Council of the City of Des Moines, Iowa:

Section 1. That the Municipal Code of the City of Des Moines, Iowa, 2000, adopted by Ordinance No. 13,827, passed June 5, 2000, as heretofore amended, is hereby amended by amending Section 102-708 to remove reference to restoration cost schedule and replace with actual costs for right-of-way restoration work performed by city work crews or city contractor in relation to right-of-way excavation permits, and by amending Sections 102-717 and 102-718 for consistency with other Municipal Code Sections, as follows:

Sec. 102-708. Permit applications; plans and specifications; insurance; indemnification.

(a) Before any permit required by this article shall be issued, an application shall be made to the city engineer. A permit application will be accepted only if all of the following conditions have been met and the permit applicant has:

(1) If required, registered with the department pursuant to section 102-660.

(2) Fulfilled all obligations related to prior permits, including but not limited to the restoration of the right-of-way, and payment to the city of all money due for the following:

- a. Prior obstruction or excavation permits;
- b. Any loss, damage, or expense suffered by the city as a result of the applicant's prior excavations or obstructions of the rights-of-way or any emergency actions taken by the city in connection therewith;
- c. Restoration of the right-of-way by the city or the city's contractor;
- d. System management fees; and
- e. Fines assessed to the applicant pursuant to section 102-710.

(3) Submitted a completed permit application form, which includes (i) all required attachments, and (ii) scaled drawings showing the location and area of the proposed project and the location of all existing and proposed equipment, and which states or identifies the following:

a. The place, extent and purpose of the contemplated work including the identity of and location in the right-of-way at which any excavation is to be made.

b. The time when the work is to be commenced and the time it is to be completed.

c. For whom and in connection with what abutting property, if any, the work is to be performed.

d. To what street main, if any, the sewer, water, or gas connection is to be made or to what electric or telephone line, if any, the electric or telephone connection is to be made.

e. The name of the person or contractor who will do the work, the person who will be in charge thereof, and the public registration number issued by the state labor commissioner pursuant to I.C. ch. 91C for all contractors to be involved in the work for which the permit is sought.

(4) Provided as-built maps or GIS mapping data for all equipment which it has placed in the right-of-way in the past.

(5) Corrected deficiencies, if any, in prior restoration work performed by it.

(b) Plans and specifications shall be filed with an application for a permit to make an excavation involving the construction or installation of equipment within the right-of-way. Plans and specifications shall be in sufficient detail to identify the exact type of equipment to be constructed or installed in the right-of-way, and the horizontal and vertical location of such equipment within the right-of-way, with respect to right-of-way/property lines and established monuments, which location shall be established on such plans according to available existing records. Except where plans and specifications have been provided to the city pursuant to an application for a grading permit under section 42-87 or pursuant to the requirements of articles II and III of chapter 110 of this Code and articles IV, V and VI of chapter 118 of this Code, detailed plans and specifications shall not be required for individual excavations, such as individual water, sewer, gas, electric,

or telephone connections to a building. Unless a regulation approved and issued by the city engineer provides otherwise, a simple sketch on the application form provided by the city, including the dimensions of the proposed excavation in reference to permanent landmarks, shall be provided for individual excavations.

(c) If an applicant for an excavation permit is not qualified to perform right-of-way restoration work as provided in section 102-717, the application shall contain a stipulation that the applicant shall immediately notify the city engineer upon completion of the work done in connection with the excavation and that the applicant shall pay the actual costs that the city incurs in the refilling, replacement of pavement, and restoration and maintenance of the right-of-way by the city work crews or contractor working on behalf of the city, which costs shall be billed to the applicant following completion of the right-of-way restoration work and paid by the applicant in accordance with section 102-717(f) of this code.

(d) Applications for obstruction and excavation permits shall be accompanied by an insurance certificate as required by section 102-709, unless such certificate has been previously filed with the department and is still in effect. Applications for excavation permits, and obstruction permits when required as provided for in section 102-717(i), shall further be accompanied by a surety or performance and maintenance bond or other form or security as required by section 102-717, as applicable, unless such bond has been previously filed with the department and is still in effect.

(e) Except as otherwise provided in section 102-730, all applications for a permit under this article shall contain a stipulation that the applicant shall indemnify and hold harmless the city from any and all costs, expenses or liability for damages or injuries to persons or property or liability of any kind whatsoever arising from or growing out of any excavation or trench or surface restoration for which the permit is issued pursuant to this article.

(f) Permits for the construction or installation of equipment in the right-of-way, which is to be owned or operated by a franchised or licensed utility, shall be issued in the name of the franchisee or licensee. Permits for the construction or installation of equipment in the right-of-way, which is to be owned by the city water works, may be issued either in the name of the water works or in the name of its contractor. Permits for the construction or installation of equipment in the right-of-way, which is to be owned by a city utility or enterprise, may be issued either in the name of the municipal utility or enterprise or in the name of its contractor. Permits for the construction or installation of equipment in the right-of-way, which is to be owned or operated by an abutting property owner, may in the city engineer's discretion be issued either in the name of the abutting property owner or the abutting property owner's contractor. Permits for construction in the right-of-way of underground sewer, water, gas, electric, or telephone connections to an abutting property shall be issued in the name of the abutting property owner's contractor.

Sec. 102-717. Right-of-way restoration; performance and maintenance bond or other form of security requirements for excavation permit; surety bond requirements for obstruction permit.

(a) Restoration required. The work to be done upon an excavation permit issued pursuant to this article and the restoration of the right-of-way as required in this division must be completed within the dates specified in the permit. In addition to its own work, the permittee must restore or pay for the restoration of the general area of the work, and the surrounding areas, including the paving, its foundations and any special features, to its proper and required condition in accordance with the city's utility accommodation and street restoration specifications, unless the city engineer deems other or additional specifications must be utilized in order to secure proper restoration. Further, the permittee shall inspect the area of the work and use reasonable care to maintain the same condition for 48 months thereafter. If special features in the right-of-way at a proposed excavation site, including but not limited to special sidewalk surfaces, heated sidewalks, underground vaults, areaways, and landscaping, cannot be preserved or protected, the City must be notified prior to the applicant beginning work.

(b) Performance and maintenance bond. An applicant for an excavation permit shall, at the time of application for an excavation permit,

post a performance bond in an amount determined by the city engineer to be sufficient to cover the cost of restoring the right-of-way to its proper and required condition pursuant to the city's utility accommodation and street restoration specifications and in accordance with the current restoration cost schedule established by resolution of the city council. If at the conclusion of the 48-month period after completion of the restoration of the right-of-way, the department determines that the right-of-way has been properly restored, the surety on the performance bond shall be released.

(c) Bond condition. The bond shall be conditioned upon:

(1) The faithful performance of the right-of-way restoration work required under this article, or payment of the restoration costs incurred by the city; and

(2) The faithful performance of the terms of the permit, the provisions of this article, and any other requirements provided by law.

If the applicant fails or neglects to properly restore the right-of-way to its proper condition within the time for completion set forth in the permit, or within a reasonable time after notice by the city engineer of such failure or neglect, or fails to pay the restoration costs incurred by the city or fails or neglects to properly maintain the right-of-way to its proper condition within a reasonable time after notice by the city engineer of such failure or neglect, or fails to pay the maintenance costs incurred by the city, the right-of-way shall be restored or maintained by the city and the costs thereof, as certified by the city engineer, shall be promptly paid by the applicant or bonding company as the case may be.

(d) Alternate forms of security. In lieu of filing a performance bond in connection with each excavation permit application, an applicant may, in the discretion of the city engineer, be allowed to post with the city treasurer an alternate form of security in the form of an annual performance bond, letter of credit, certificate of deposit, or certified check in an amount deemed sufficient by the city engineer, but in no event less than \$25,000.00, to secure the applicant's performance of all restoration work which the applicant will become responsible for during the next 12-month period in accordance with the current restoration cost schedule established by resolution of the city council upon the recommendation of the city engineer. Such alternate form of security shall be conditioned upon the applicant's performance as provided in subsection (c) of this section. If the costs as certified by the city engineer during such year are less than such letter of credit, certificate of deposit, or certified check, or if the maintenance period provided for in the permit has expired with the applicant having satisfied all of its restoration and maintenance responsibilities, the balance thereof shall upon request be returned to the applicant. If it appears to the city engineer at any time after issuance of a permit that the security so provided by letter of credit, certificate of deposit, or certified check is inadequate to secure the performance of all such restoration work, the city engineer may require the permittee to increase such security. If the costs during such year exceed the amount of such additional security provided by letter of credit, certificate of deposit, or certified check, the applicant shall be required to pay such difference to the city. Such excess costs shall be paid before any subsequent application by the applicant for a permit under this article may be processed by the department. If the city incurs any outlay and expense in collecting its costs from the applicant, such outlay and expense shall be paid by the applicant or bonding company in addition to other amounts due.

(e) Bond for licensed plumbing contractors. A licensed plumbing contractor may satisfy the requirements of subsections (a) through (d) of this section by maintaining on file with the department a surety bond in the amount of \$5,000.00 for the period running concurrently with the plumbing contractor's license, so long as such bond specifically provides coverage for any and all street excavations undertaken pursuant to this article during such period, unless the city engineer determines such bond amount is insufficient to cover the anticipated cost of restoration of the right-of-way for which the permit is sought. A plumbing contractor qualified to perform street right-of-way restoration work who chooses to perform the street right-of-way restoration work itself or through its qualified subcontractor or independent contractor must comply with subsections (a) through (d) and (g)

through (i) of this section.

(f) Restoration by city or city contractor. If an applicant for an excavation permit is not qualified to perform right-of-way restoration work as provided in this division and requests in the permit application to have the city or the city's contractor restore the right-of-way, the applicant shall pay the costs thereof within 30 days of billing. If, during the 48 months following such restoration, the pavement settles due to the permittee's improper backfilling, the permittee shall pay to the city, within 30 days of billing, the cost of repairing the pavement.

(g) Restoration by permittee. An applicant for an excavation permit who has been determined qualified to perform right-of-way restoration work as provided in this section and who intends to itself restore the right-of-way shall so indicate in its application for an excavation permit. The permittee shall perform the work in accordance with the city's utility accommodation and street restoration specifications, unless the city engineer deems other or additional specifications must be utilized in order to secure proper restoration. The city engineer shall have the authority to prescribe the manner and extent of the restoration and may do so in written procedures of general application or on a case-by-case basis. The city engineer in exercising this authority shall be guided by the following standards and considerations: the number, size, depth and duration of the excavations, disruptions or damage to the right-of-way; the preexcavation condition of the right-of-way; the remaining life expectancy of the right-of-way affected by the excavation; whether the relative cost of the method of restoration to the permittee is in reasonable balance with the prevention of the accelerated depreciation of the right-of-way that would otherwise result from the excavation, disturbance or damage to the right-of-way; and the likelihood that the particular method of restoration would be effective in slowing the degradation of the right-of-way that would otherwise take place. Methods of restoration may include but are not limited to patching, replacement of the right-of-way base, and milling and overlay of the entire area of the right-of-way affected by the work. By choosing to restore the right-of-way itself, the permittee guarantees its work and shall maintain it for 48 months following its completion. During this 48-month period, the permittee shall, upon notification from the department, correct all restoration work to the extent necessary using the method required by the department. Such work shall be completed within the period of time allotted therefor as set forth in the notice from the department. If the permittee fails to restore the right-of-way in the manner and to the condition required by the department or fails to satisfactorily and timely complete all repairs required by the department, the city, at its option, may do such work or cause its contractor to do such work. In that event, the permittee shall pay to the city, within 30 days of billing, all costs incurred by the city in restoring the right-of-way.

(h) Identity of person performing restoration work. Any person restoring a permanently improved street shall provide permanent identification of the person performing the restoration work and the month and year such work was performed by imprint or medallion within the restored surface, as provided in the city's utility accommodation and street restoration specifications.

(i) Bond for obstruction permit. If the city engineer determines in his or her sole discretion that an obstruction permit applicant's proposed use of the right-of-way poses a risk of damage to the right-of-way, the city engineer may require such applicant to post a surety bond before the obstruction permit is issued. Such bond, if required, shall be placed on file with and approved by the city engineer; shall be in the minimum amount of \$5,000.00 or such other amount determined by the city engineer to be sufficient to cover the anticipated cost of damage to the right-of-way; and shall be conditioned to ensure removal of the obstruction and restoration of the right-of-way and all public improvements thereon by or before the expiration date of such obstruction permit or such extended time as may be granted by the city engineer.

Sec. 102-718. Qualification to perform right-of-way restoration work.

(a) The city engineer shall determine the qualifications of permit applicants to perform right-of-way restoration work as provided in section 102-717. In determining if an applicant is qualified to perform right-of-way restoration

CITY ORDINANCES

work, the city engineer may consider any of the following factors, which the applicant shall be obligated to demonstrate to the satisfaction of the city engineer:

- (1) The financial responsibility of the applicant.
- (2) The city's past record of transactions and experience with the applicant, including the quality of workmanship on past right-of-way restoration projects; the number of liens, claims or complaints filed regarding such past projects; and the number of repairs made on prior right-of-way restoration projects involving that applicant.
- (3) The adequacy of the applicant's equipment and materials.
- (4) The competency and experience of the applicant's managerial and supervisory personnel in performing right-of-way restoration work.
- (5) The applicant's demonstrated ability to complete performance of right-of-way restoration work or work of a similar nature.
- (b) The city engineer may decline to qualify an applicant for the performance of right-of-way restoration work if the city engineer determines that the applicant has not demonstrated satisfactory compliance with the criteria in subsection (a) of this section or if the city engineer determines that the applicant has:
- (1) Without good cause therefor failed to carry on or complete prior right-of-way restoration work or work of a similar nature in an acceptable manner or refused to comply with a written order of the engineer with regard thereto within a reasonable time;
- (2) Failed to perform prior right-of-way restoration work or work of a similar nature in reasonably close conformity with the plans and specifications therefor, or in reasonably close conformity with the city's design standards or the city's utility accommodation and street restoration specifications;
- (3) Failed or refused to remove and replace materials or work found by the city engineer not to be in reasonably close conformity with the plans and specifications or city's utility accommodation and street restoration specifications, as applicable, or failed to correct such material or work so as to cause such materials or finished product to be reasonably acceptable work; or
- (4) Offered or given gifts or gratuities to city employees in violation of state law or has had as its employee a person who was at the time also a city employee.
- (c) If the city engineer determines not to qualify an applicant to perform right-of-way restoration work, the city engineer shall so notify the affected applicant. The notice shall set forth the reasons supporting the city engineer's determination not to qualify the applicant and shall indicate that the city engineer's determination shall be considered final unless the applicant files a written request for review with the city manager within 30 days of the applicant's receipt of notice thereof. The notice shall be sent to the applicant by certified mail, return receipt requested.
- (d) Upon written request of the applicant received within 30 days of mailing of the notice provided in subsection (c) of this section, the city manager shall schedule and hold a hearing thereon, as provided in section 102-802. At such hearing, the applicant may present evidence or argument why it should be qualified to perform

right-of-way restoration work.

Section 2. This ordinance shall be in full force and effect as of July 1, 2013, after its passage and publication as provided by law.

FORM APPROVED:

Glenna K. Frank, Assistant City Attorney
T. M. Franklin Cownie, Mayor

Attest:

I, Diane Rauh, City Clerk of the City of Des Moines, Iowa, hereby certify that the above and foregoing is a true copy of an ordinance (Roll Call No. 13-0821), passed by the City Council of said City at a meeting held May 20, 2013 signed by the Mayor on May 20, 2013 and published and provided by law in the Business Record on June 7, 2013. Authorized by Publication Order No. 8246.

Diane Rauh, City Clerk

ORDINANCE NO. 15,189

AN ORDINANCE vacating portions of the 6th Avenue, Mulberry Street and alley rights-of-way adjoining the Midland Building at 206 6th Avenue.

WHEREAS, all prior requirements of law pertaining to the vacation of public right-of-way have been fully observed; and

WHEREAS, it is desirable that the public right-of-way herein described be vacated; NOW, THEREFORE,

BE IT ORDAINED by the City Council of the City of Des Moines, Iowa:

Section 1. That portions of the 6th Avenue, Mulberry Street and alley rights-of-way adjoining the Midland Building at 206 6th Avenue, more specifically described as follows, be and is hereby vacated:

ENCROACHMENTS AT GROUND GRADE

E2 BUILDING LINE:

A STRIP OF MULBERRY STREET RIGHT OF WAY LYING SOUTH OF AND ADJOINING THE SOUTH LINE OF LOT 5 BEGINNING 70.10 FEET EAST OF THE SOUTHWEST CORNER OF LOT 5 LYING 0.35 FEET SOUTH AND 3.16 FEET EAST, SAID LOT IN BLOCK ELEVEN IN THE ORIGINAL TOWN OF FORT DES MOINES, AN OFFICIAL PLAT, NOW INCLUDED IN AND FORMING A PART OF THE CITY OF DES MOINES, POLK COUNTY, IOWA, CONTAINING APPROXIMATELY 1.2 SQUARE FEET.

E3 BUILDING LINE:

A STRIP OF MULBERRY STREET RIGHT OF WAY LYING SOUTH OF AND ADJOINING THE SOUTH LINE OF LOT 5 BEGINNING AT THE SOUTHEAST CORNER OF LOT 5 LYING 0.25 FEET SOUTH AND 3.40 FEET WEST, SAID LOT IN BLOCK ELEVEN IN THE ORIGINAL TOWN OF FORT DES MOINES, AN OFFICIAL PLAT, NOW INCLUDED IN AND FORMING A PART OF THE CITY OF DES MOINES, POLK COUNTY, IOWA, CONTAINING APPROXIMATELY 0.9 SQUARE FEET.

E4 BUILDING LINE:

A STRIP OF PUBLIC ALLEY LYING NORTH OF AND ADJOINING THE NORTH LINE OF LOT 6 BEGINNING AT THE NORTHEAST CORNER OF LOT 6 LYING 3.50 FEET WEST AND 3.43 FEET NORTH, ALL IN BLOCK ELEVEN IN THE ORIGINAL TOWN OF FORT DES MOINES, AN OFFICIAL PLAT, NOW INCLUDED IN AND FORMING A PART OF THE CITY OF DES MOINES, POLK COUNTY, IOWA, CONTAINING APPROXIMATELY 12.0 SQUARE FEET.

UNDERGROUND ENCROACHMENTS

UE1 BASEMENT EXTENSION:

THE SUBSURFACE AREA EXTENDING BELOW GRADE BENEATH A 12.10 FEET WIDE STRIP OF 6TH AVENUE RIGHT OF WAY LYING EAST OF AND ADJOINING THE EAST LINE OF LOT 5, AND BENEATH A 12.10 FEET WIDE STRIP OF 6TH AVENUE RIGHT OF WAY LYING EAST OF AND ADJOINING THE EAST LINE OF LOT 6 EXCEPT THE NORTHERLY 33.00 FEET THEREOF, ALL IN AND ADJOINING BLOCK ELEVEN IN THE ORIGINAL TOWN OF FORT DES MOINES, AN OFFICIAL PLAT, NOW INCLUDED IN AND FORMING A PART OF THE CITY OF DES MOINES, POLK COUNTY, IOWA, CONTAINING APPROXIMATELY 1210.6 SQUARE FEET.

UE2 BASEMENT EXTENSION:

AN AREA OF MULBERRY STREET RIGHT OF WAY LYING SOUTH OF AND ADJOINING THE SOUTH LINE OF LOT 5, BLOCK ELEVEN, ORIGINAL TOWN OF FORT DES MOINES, AN OFFICIAL PLAT, ALL NOW INCLUDED IN AND FORMING A PART OF THE CITY OF DES MOINES, POLK COUNTY, IOWA, SAID AREA DESCRIBED AS FOLLOWS: COMMENCING AT THE SOUTHWEST CORNER OF SAID LOT 5; THENCE 65 FEET ALONG SAID SOUTH LINE OF LOT 5 TO THE POINT OF BEGINNING; THENCE SOUTH 12.10 FEET ON A LINE THAT IS PERPENDICULAR TO SAID SOUTH LINE OF LOT 5; THENCE EAST AND PARALLEL TO SAID SOUTH LINE OF LOT 5 TO A POINT ON THE SOUTHERLY EXTENSION OF THE EAST LINE OF SAID LOT 5; THENCE NORTHEASTERLY ON A CURVE WITH A RADIUS OF 12.10 FEET AND THE CENTER OF SAID RADIUS BEING THE SOUTHEAST CORNER OF SAID LOT 5, TO A POINT ON THE EASTERLY EXTENSION OF THE SOUTH LINE OF SAID LOT 5; THENCE WEST ALONG SAID EASTERLY EXTENSION AND CONTINUING ALONG SAID SOUTH LINE OF LOT 5 TO THE POINT OF BEGINNING, CONTAINING APPROXIMATELY 712.3 FEET.

UE3 BASEMENT EXTENSION:

THE SUBSURFACE AREA EXTENDING BELOW GRADE BENEATH A 4.10 FEET WIDE STRIP OF PUBLIC ALLEY LYING NORTH OF AND ADJOINING LOT 6 BEGINNING AT THE NORTHEAST CORNER OF LOT 6 EXTENDING 67.00 FEET WEST ALL IN AND ADJOINING BLOCK ELEVEN IN THE ORIGINAL TOWN OF FORT DES MOINES, AN OFFICIAL PLAT, NOW INCLUDED IN AND FORMING A PART OF THE CITY OF DES MOINES, POLK COUNTY, IOWA, CONTAINING APPROXIMATELY 274.7 SQUARE FEET.

ABOVE GROUND ENCROACHMENTS

AR1 MID LEVEL AND UPPER CORNICE EXTENSION:

THE AIR RIGHTS COMMENCING 18 FEET ABOVE GRADE OVER THE WEST 1.60 FEET OF 6TH AVENUE RIGHT OF WAY LYING EAST OF AND ADJOINING LOT 5 AND LOT 6; AND OVER THE NORTH 1.60 FEET OF MULBERRY STREET RIGHT OF WAY LYING SOUTH OF AND ADJOINING LOT 5 EXCEPT THE WEST 73.00 FEET THEREOF; AND OVER THE SOUTH 1.60 FEET OF PUBLIC ALLEY LYING NORTH OF AND ADJOINING LOT 6 EXCEPT THE WEST 112.00 FEET THEREOF, SAID LOTS IN BLOCK ELEVEN IN THE ORIGINAL TOWN OF FORT DES MOINES, AN OFFICIAL PLAT, NOW INCLUDED IN AND FORMING A PART OF THE CITY OF DES MOINES, POLK COUNTY, IOWA, CONTAINING APPROXIMATELY 345.3 SQUARE FEET.

Sec. 2. The City of Des Moines hereby reserves an easement upon the property described

above for the continued use and maintenance of any utilities now in place, with the right of entry for servicing same.

Sec. 3. That the City Clerk is hereby authorized and directed to cause a certified copies of this ordinance and proof of publication thereof together with proof of publication of the notice of the public hearing on this matter to be properly filed in the office of the Recorder of Polk County, Iowa.

Sec. 4. This ordinance shall be in full force and effect from and after its passage and publication as provided by law.

FORM APPROVED:

Roger K. Brown, Assistant City Attorney
T. M. Franklin Cownie, Mayor

Attest:

I, Diane Rauh, City Clerk of the City of Des Moines, Iowa, hereby certify that the above and foregoing is a true copy of an ordinance (Roll Call No. 13-0827), passed by the City Council of said City at a meeting held May 20, 2013 signed by the Mayor on May 20, 2013 and published and provided by law in the Business Record on June 7, 2013. Authorized by Publication Order No. 8247.

Diane Rauh, City Clerk

ORDINANCE NO. 15,190

AN ORDINANCE vacating the south 45 feet of Guthrie Avenue adjoining 2223 East 21st Street.

WHEREAS, all prior requirements of law pertaining to the vacation of public right-of-way have been fully observed; and

WHEREAS, it is desirable that the public right-of-way herein described be vacated; NOW, THEREFORE, BE IT ORDAINED by the City Council of the City of Des Moines, Iowa:

Sec. 1. That the south 45 feet of Guthrie Avenue adjoining 2223 East 21st Street, more specifically described as follows, be and is hereby vacated.

THE SOUTH 45 FEET OF LOT 32, BLOCK 27 OF EASTON PLACE, AN OFFICIAL PLAT, ALL NOW INCLUDED IN AND FORMING A PART OF THE CITY OF DES MOINES, POLK COUNTY, IOWA.

Sec. 2. The City of Des Moines hereby reserves an easement upon the property described above for the continued use and maintenance of any utilities now in place, with the right of entry for servicing same.

Sec. 3. That the City Clerk is hereby authorized and directed to cause certified copies of this ordinance and proof of publication thereof together with proof of publication of the notice of the public hearing on this matter to be properly filed in the office of the Recorder of Polk County, Iowa.

Sec. 4. This ordinance shall be in full force and effect from and after its passage and publication as provided by law.

FORM APPROVED:

Glenna K. Frank, Assistant City Attorney
T. M. Franklin Cownie, Mayor

Attest:

I, Diane Rauh, City Clerk of the City of Des Moines, Iowa, hereby certify that the above and foregoing is a true copy of an ordinance (Roll Call No. 13-0843), passed by the City Council of said City at a meeting held May 20, 2013 signed by the Mayor on May 20, 2013 and published and provided by law in the Business Record on June 7, 2013. Authorized by Publication Order No. 8248.

Diane Rauh, City Clerk

POLK COUNTY NOTICES

POLK COUNTY PUBLICATION BILL LIST TO BE PAID 5-28-2013							
VENDOR	ACCOUNT	AMOUNT					
500 SW 7TH STREET LLC							
OTH SVCS & CHGS		\$12,464.00	1				
5626 DOUGLAS LLC							
HUMAN RES PROV CHGS		\$430.00	1				
A AVENUE PHARMACY INC - CEDAR RAPIDS							
HUMAN RES PROV CHGS		\$232.00	1				
A+ LAWN & LANDSCAPE	SUPPLIES	\$720.00	1				
A+ LAWN & LANDSCAPE							
OTH SVCS & CHGS		\$1,917.00	1				
A.M. LEONARD, INC.	SUPPLIES	\$321.41	1				
A.M. LEONARD, INC.							
OTH SVCS & CHGS		\$119.91	1				
AB HOME IMPROVEMENT							
HUMAN RES PROV CHGS		\$2,846.00	3				
ABC SIGN & DISPLAY							
OTH SVCS & CHGS		\$278.21	1				
ABM PARKING SERVICES							
OTH SVCS & CHGS		\$100.00	1				
ACME SIGNS	OTH SVCS & CHGS	\$298.75	2				
ACORN NATURALISTS INC	SUPPLIES	\$108.57	1				
ACTION SERVICES, INC							
OTH SVCS & CHGS		\$90.00	1				
ADDY, JERRY	OTH SVCS & CHGS	\$210.19	1				
ADVANTAGE COMPANIES							
OTH SVCS & CHGS		\$4,200.00	1				
ADVENTURE LIGHTING							
OTH SVCS & CHGS		\$13,000.03	1				
AIRGAS USA LLC	SUPPLIES	\$422.30	1				
ALAWADI, OMAR W							
HUMAN RES PROV CHGS		\$225.50	1				
ALL CITY SERVICES							
HUMAN RES PROV CHGS		\$1,716.00	3				
ALL-AMERICAN SCAFFOLD							
SUPPLIES		\$111.51	1				
ALLIANCE INCOME III PARTNERSHIP							
HUMAN RES PROV CHGS		\$451.00	1				
ALOCOR INVESTMENTS LLC							
HUMAN RES PROV CHGS		\$450.00	1				
ALPHA VIDEO & AUDIO INC							
OTH SVCS & CHGS		\$25,801.25	1				
ALTOONA HERALD-MITCHELLVILLE INDEX							
OTH SVCS & CHGS		\$4,581.37	42				
AMERICAN MARKING, INC.							
SUPPLIES		\$42.50	1				
AMERICAN MARKING, INC.	SUPPLIES	\$20.48	1				
AMERICAN PLANNING ASSOCIATION							
OTH SVCS & CHGS		\$700.00	1				
AMERICAN SOLUTIONS FOR BUSINESS							
OTH SVCS & CHGS		\$752.95	1				
AMERICAN SOLUTIONS FOR BUSINESS							
OTH SVCS & CHGS		\$663.86	1				
ANAWIM HOUSING							
HUMAN RES PROV CHGS		\$97.00	1				
ANDERSON, C TERRY							
HUMAN RES PROV CHGS		\$430.00	1				
ANIMAL CARE EQUIPMENT & SERV							
SUPPLIES		\$113.69	1				
ANIMAL RESCUE LEAGUE							
OTH SVCS & CHGS		\$2,914.80	1				
ANKENY VALUE PLACE							
HUMAN RES PROV CHGS		\$1,506.17	3				
ANNIE'S HOUSE							
HUMAN RES PROV CHGS		\$430.00	1				
APEX INSULATION AND CONSTRUCTION							
HUMAN RES PROV CHGS		\$4,392.00	1				
APPLEBY, TODD	OTH SVCS & CHGS	\$41.02	1				
AT&T	OTH SVCS & CHGS	\$8.77	1				
BANKERS TRUST	OTH SVCS & CHGS	\$236.00	1				
BASTONE, LLC							
HUMAN RES PROV CHGS		\$1,006.00	2				
BBMY II WILLOW PARK LP							
HUMAN RES PROV CHGS		\$963.00	2				
BEDFORD, CHRISTY							
HUMAN RES PROV CHGS		\$500.00	1				
BEHAVIORAL TECHNOLOGIES							
HUMAN RES PROV CHGS		\$4,919.46	1				
BENCE, LAURIE J.	OTH SVCS & CHGS	\$36.88	1				
BENEDICT HOME							
HUMAN RES PROV CHGS		\$1,580.20	5				
BENNETT GRAND WOODS APTS LTD.							
HUMAN RES PROV CHGS		\$419.00	1				
BERNTSEN INTERNATIONAL INC							
SUPPLIES		\$1,010.98	1				
BIG SKY ASSETS INC							
HUMAN RES PROV CHGS		\$500.00	1				
BLACK & DECKER U.S. INC.							
OTH SVCS & CHGS		\$1,200.00	1				
BLACKHAWK SPRINKLERS INC							
OTH SVCS & CHGS		\$375.18	1				

POLK COUNTY NOTICES

BLANK PEDIATRIC CLINICS		SUPPLIES	\$4,795.00 1	ELSBERRY, DEBRA SUE		OTH SVCS & CHGS	\$95.89 1
OTH SVCS & CHGS	\$950.00 1	COMPASS CONSTRUCTION SERVICES		OTH SVCS & CHGS	\$3,280.00 1	HY-VEE FOOD STORE #01138	
BLASS, SUE		OTH SVCS & CHGS	\$765.00 1	EMC SUPPLIES	\$233.12 2	SUPPLIES	\$46.28 2
HUMAN RES PROV CHGS	\$225.50 1	COMPASS EXPEDITING INC		EMPHASYS OTH SVCS & CHGS	\$8,021.15 1	HY-VEE FOOD STORE #1011	
BNL INVESTMENTS LLC		OTH SVCS & CHGS	\$1,201.00 1	ESSEL IOWA HOSPITALITY LLC		SUPPLIES	\$60.87 1
HUMAN RES PROV CHGS	\$100.00 1	CONLIN PROPERTIES		HUMAN RES PROV CHGS	\$451.00 1	HY-VEE FOOD STORE #1022	
BOB'S SEPTIC TANK AND MOBILE		HUMAN RES PROV CHGS	\$430.00 1	EVANS, CHRISTY OTH SVCS & CHGS	\$128.26 1	SUPPLIES	\$159.76 1
OTH SVCS & CHGS	\$100.00 1	CONTROL INSTALLATIONS IA INC.		EWING TRACE		HY-VEE FOOD STORE #01142	
BOWEN, GARY		SUPPLIES	\$907.00 1	HUMAN RES PROV CHGS	\$628.00 1	OTH SVCS & CHGS	\$64.94 1
HUMAN RES PROV CHGS	\$500.00 1	COPPOLA, ANA M.		EXCEL/PAY-LESS OFFICE PRODUCTS		HY-VEE FOOD STORE #01151	
BREWER WHOLESALE MEATS INC.		OTH SVCS & CHGS	\$111.92 2	SUPPLIES	\$10,035.23 52	HUMAN RES PROV CHGS	\$174.25 9
SUPPLIES	\$7,243.46 3	COTTAGES OF PLEASANT HILL L.P.		EXCEL/PAY-LESS OFFICE PRODUCTS		HY-VEE IOWA CITY WATERFRONT	
BROADLAWNS MEDICAL CENTER		HUMAN RES PROV CHGS	\$430.00 1	OTH SVCS & CHGS	\$127.10 2	HUMAN RES PROV CHGS	\$416.87 2
HUMAN RES PROV CHGS	\$83,644.07 2	COX, ELIZABETH OTH SVCS & CHGS	\$40.00 1	FAREWAY STORES INC-STORE #975		HYDRO-KLEAN SUPPLIES	\$740.16 1
BROADLAWNS MEDICAL CENTER		CRAWDADDY OUTDOORS LLC		HUMAN RES PROV CHGS	\$13.51 1	INGERSOLL-ACADIAN LLC	
OTH SVCS & CHGS	\$1,300.00 1	SUPPLIES	\$187.50 1	FARM PLAN SUPPLIES	\$167.74 1	HUMAN RES PROV CHGS	\$978.00 3
BROWN III, DONNIE		CREATIVE COMMUNITY OPTIONS		FASTENAL COMPANY SUPPLIES	\$66.42 2	INLAND TRUCK PARTS COMPANY	
HUMAN RES PROV CHGS	\$225.50 1	HUMAN RES PROV CHGS	\$601.00 2	FEDEX OTH SVCS & CHGS	\$480.64 3	SUPPLIES	\$11.66 1
BROWN, DARLA		CRESCENT ELECTRIC SUPPLY CO.		FEEZELL, BERNARD C. SUPPLIES	\$120.00 1	INTOXIMETERS INC. SUPPLIES	\$210.00 1
OTH SVCS & CHGS	\$15.00 1	SUPPLIES	\$54.56 1	FEXSTEVE LIMITED COMPANY		IOWA DEPT. OF NATURAL RESOURCES	
BROWN, KARL SUPPLIES	\$6.83 1	CRITTENTON CENTER		HUMAN RES PROV CHGS	\$5,372.00 1	OTH SVCS & CHGS	\$175.00 1
BUCH, REBECCA		HUMAN RES PROV CHGS	\$2,332.50 2	FIELD PAPER COMPANY		IOWA DEPT. OF TRANSPORTATION	
OTH SVCS & CHGS	\$477.99 1	CROP PRODUCTION SERVICES		OTH SVCS & CHGS	\$247.50 1	SUPPLIES	\$150.00 1
BULLINGTON, KEVIN		SUPPLIES	\$2,866.00 2	FIFTH JUDICIAL DIST		IOWA DES MOINES SUPPLY INC.	
OTH SVCS & CHGS	\$132.95 1	CROP PRODUCTION SERVICES		OTH SVCS & CHGS	\$17,780.65 2	SUPPLIES	\$668.50 1
BUSHELL, WILLIAM		OTH SVCS & CHGS	\$1,895.00 1	FIRST RESOURCES		IOWA HOME CARE LLC	
OTH SVCS & CHGS	\$234.00 1	CUMMINS CENTRAL POWER, LLC		HUMAN RES PROV CHGS	\$867.80 1	HUMAN RES PROV CHGS	\$3,070.00 1
BUSINESS PUBLICATIONS		OTH SVCS & CHGS	\$1,176.25 3	FLICK, ZACHARY		IOWA INJURY INSTITUTE	
OTH SVCS & CHGS	\$961.36 2	DAHL'S FOOD MART		OTH SVCS & CHGS	\$200.00 1	PERSONAL SERVICES	\$2,990.00 2
C-J COOPER UNLIMITED, INC.		HUMAN RES PROV CHGS	\$37.94 2	FORBES, MELISA D.		IOWA NATURAL HERITAGE FOUND.	
HUMAN RES PROV CHGS	\$500.00 1	DALLAS COUNTY CARE FACILITY		OTH SVCS & CHGS	\$332.22 1	CAPITAL OUTLAYS	\$5,000.00 1
CAPITAL CITY EQUIPMENT CO., INC.		HUMAN RES PROV CHGS	\$4,836.00 1	FORD, STEPHEN		IOWA ONE CALL OTH SVCS & CHGS	\$81.90 2
SUPPLIES	\$142.33 1	DAMERON, VIRGINIA		HUMAN RES PROV CHGS	\$635.00 1	IOWA OUTDOOR PRODUCTS, INC.	
CAPITAL CITY EQUIPMENT CO., INC.		HUMAN RES PROV CHGS	\$430.00 1	FORKLIFTS OF DES MOINES		MISCELLANEOUS	\$42,701.00 1
OTH SVCS & CHGS	\$1,098.97 4	DATA BUSINESS EQUIP. INC.		OTH SVCS & CHGS	\$273.79 1	IOWA PRISON INDUSTRIES SUPPLIES	\$312.22 2
CAPITAL SANITARY SUPPLY CO.INC		SUPPLIES	\$2,906.47 1	FOSTER, JEFFREY G.		IOWA STATE UNIVERSITY EXTENSION-POLK CO	
SUPPLIES	\$1,800.19 3	DEAF SERVICES UNLIMITED INC		PERSONAL SERVICES	\$865.95 1	OTH SVCS & CHGS	\$900.00 1
CAPITOL CITY MINI STORAGE III		OTH SVCS & CHGS	\$375.00 2	FOUNDATION 2		IPROMOTEU OTH SVCS & CHGS	\$110.98 1
OTH SVCS & CHGS	\$485.00 2	DELAWARE COUNTY SHERIFF		HUMAN RES PROV CHGS	\$1,259.55 1	JARCOR LLC	
CAPSTONE CENTER INC		HUMAN RES PROV CHGS	\$41.30 1	FREDERICKSON, CHRIS		HUMAN RES PROV CHGS	\$430.00 1
HUMAN RES PROV CHGS	\$88.00 1	DENOVO OTH SVCS & CHGS	\$980.00 2	OTH SVCS & CHGS	\$500.00 1	JEFFERSON COOPERATIVE HOUSING ASSOC	
CARLSON, JOHN		DES MOINES AREA REGIONAL TRANSIT AUTH.		FRESE-NOTIS WEATHER, INC.		HUMAN RES PROV CHGS	\$430.00 1
HUMAN RES PROV CHGS	\$650.00 1	HUMAN RES PROV CHGS	\$2,520.00 1	OTH SVCS & CHGS	\$375.00 1	JOHNSON COUNTY MH/DD	
CARQUEST AUTO PARTS SUPPLIES	\$136.77 9	DES MOINES HEATING COOLING LLC		FSH COMMUNICATIONS LLC		HUMAN RES PROV CHGS	\$200.00 1
CARRELL, TIMOTHY J		HUMAN RES PROV CHGS	\$350.00 1	OTH SVCS & CHGS	\$55.00 1	JONES, DAVID A OTH SVCS & CHGS	\$17.72 1
HUMAN RES PROV CHGS	\$16,000.00 1	DES MOINES RADIO GROUP		FYI ANSWERING SERVICE INC		K & M CONTRACTORS	
CASSIDY TECHNOLOGIES SUPPLIES	\$540.75 1	OTH SVCS & CHGS	\$1,041.86 1	OTH SVCS & CHGS	\$71.50 1	HUMAN RES PROV CHGS	\$4,249.00 2
CASSIDY TECHNOLOGIES		DES MOINES REGENCY MANOR		G & K SERVICES SUPPLIES	\$54.00 2	K-MART, #4160 SUPPLIES	\$168.34 1
OTH SVCS & CHGS	2	HUMAN RES PROV CHGS	\$348.00 1	G & K SERVICES OTH SVCS & CHGS	\$23.90 1	KACHER, BRENDA	
CCVI, LLC		DES MOINES REGISTER SUPPLIES	\$36.00 2	GARRITY, FRANCIS L., M.D.		OTH SVCS & CHGS	\$200.00 1
HUMAN RES PROV CHGS	\$430.00 1	DES MOINES REGISTER		OTH SVCS & CHGS	\$4,900.00 1	KARL CHEVROLET, INC.	
CENTER ASSOCIATES		OTH SVCS & CHGS	\$3,522.68 17	GAYLAND PROPERTIES LLC		CAPITAL OUTLAYS	\$25,788.36 1
HUMAN RES PROV CHGS	\$177.00 2	DES MOINES SKYWALK ASSOCIATION		HUMAN RES PROV CHGS	\$500.00 1	KAVALLIER & ASSOCIATES P.C.	
CENTER FOR OCCUPATIONAL & PHYSICAL		OTH SVCS & CHGS	\$1,280.11 1	GENERAL FIRE & SAFETY EQUIP.		OTH SVCS & CHGS	\$4,583.33 1
PERSONAL SERVICES	\$1,576.00 7	DES MOINES STREET VILLAGE		OTH SVCS & CHGS	\$110.00 1	KECK OIL, INC. SUPPLIES	\$26,815.45 2
CENTRAL IOWA DISTRIBUTING INC		HUMAN RES PROV CHGS	\$785.00 1	GESTACH AND PAULSON PROPERTIES LLC		KELTEK INC SUPPLIES	\$4,619.12 1
SUPPLIES	\$1,199.20 1	DES MOINES SUMMER PLACE		HUMAN RES PROV CHGS	\$430.00 1	KELTEK INC OTH SVCS & CHGS	\$365.94 1
CENTRAL IOWA JUVENILE DETENTION CENTER		HUMAN RES PROV CHGS	\$533.00 1	GILMORE, KATE OTH SVCS & CHGS	\$227.70 1	KINSER-DOUGLAS, MOLLY	
HUMAN RES PROV CHGS	\$1,200.00 2	DES MOINES WATER WORKS		GLACIER PROPERTIES L.C.		OTH SVCS & CHGS	\$620.00 1
CENTRAL IOWA RESIDENTIAL FUND I LLC		HUMAN RES PROV CHGS	\$1,443.64 10	HUMAN RES PROV CHGS	\$500.00 1	KNAUF LAW FIRM PLLC	
HUMAN RES PROV CHGS	\$680.00 2	DES MOINES WATER WORKS		GLAXOSMITH KLINE SUPPLIES	\$5,157.00 1	OTH SVCS & CHGS	\$666.00 2
CENTRAL IOWA SHELTER & SERVICES INC		OTH SVCS & CHGS	\$7,541.66 8	GOLDEN CIRCLE BEHAVIORAL HLTH.		KNOCK, DAVE OTH SVCS & CHGS	\$580.00 13
HUMAN RES PROV CHGS	\$3,500.00 1	DEWEY FORD, INC.		HUMAN RES PROV CHGS	\$68,879.52 2	KNUDSEN, SHANNON	
CENTRAL IOWA SUPPORTIVE HOUSING LLLP		OTH SVCS & CHGS	\$206.70 1	GRAINER SUPPLIES	\$3,201.44 14	OTH SVCS & CHGS	\$475.00 1
HUMAN RES PROV CHGS	\$598.00 3	DEX MEDIA INC		GRAINER OTH SVCS & CHGS	\$1,581.88 1	KOCH BROTHERS SUPPLIES	\$71.98 1
CENTURY LINK		HUMAN RES PROV CHGS	\$92.00 1	GREAT AMERICAN OUTDOOR		KOCH BROTHERS	
OTH SVCS & CHGS	\$2,203.84 3	DEX MEDIA INC OTH SVCS & CHGS	\$92.00 1	SUPPLIES	\$1,176.81 3	OTH SVCS & CHGS	\$1,931.85 9
CHARLESTON, DAN		DM LEASED HOUSING ASSOC IX LP		GREENWOOD'S SEWER SERVICE		KOENCK, KURTIS OTH SVCS & CHGS	\$175.15 1
OTH SVCS & CHGS	\$43.22 1	HUMAN RES PROV CHGS	\$100.00 1	HUMAN RES PROV CHGS	\$131.25 1	KRYGER GLASS OTH SVCS & CHGS	\$482.61 1
CHEERYBLE BROTHERS LLC		DM LEASED HOUSING VIII LP		GREENWOOD'S SEWER SERVICE		KSKIMBALL OTH SVCS & CHGS	\$437.31 1
HUMAN RES PROV CHGS	\$451.00 1	HUMAN RES PROV CHGS	\$451.00 1	OTH SVCS & CHGS	\$375.00 1	LA CROSSE FORAGE & TURF SEED LLC	
CHILDREN & FAMILIES OF IOWA		DMB SUPPLY INC SUPPLIES	\$98.42 1	GRIMES ASPHALT & PAVING CORP.		SUPPLIES	\$150.00 1
HUMAN RES PROV CHGS	\$89.89 1	DOGIC, BECO		SUPPLIES	\$3,488.34 2	LACEY, BEN OTH SVCS & CHGS	\$332.22 1
CHRISTENSEN, KELSIE R.		HUMAN RES PROV CHGS	\$533.00 1	HALLETT CONSTRUCTION COMPANY		LAGODZINSKI, ALEX	
OTH SVCS & CHGS	\$27.99 1	DOMINO'S PIZZA		SUPPLIES	\$440.74 1	OTH SVCS & CHGS	\$110.00 1
CHUCK & LARRY'S TRANSMISSIONS		HUMAN RES PROV CHGS	\$161.52 1	HAMILTON'S FUNERAL HOME INC.		LAPPE, KRISTY OTH SVCS & CHGS	\$315.00 1
OTH SVCS & CHGS	\$154.88 1	DONNA JEANNE'S HOUSE		HUMAN RES PROV CHGS	\$1,550.00 2	LAVORATO, JANIS	
CITIMORTGAGE INC		HUMAN RES PROV CHGS	\$430.00 1	HARBOR OF HOPE MISSION		OTH SVCS & CHGS	\$486.00 1
HUMAN RES PROV CHGS	\$500.00 1	DSM AREA REGIONAL TRANSIT AUTH		HUMAN RES PROV CHGS	\$800.00 2	LEDGER, NICOLLE L.	
CITY OF CLIVE		HUMAN RES PROV CHGS	\$91,497.90 4	HARLAN, DENISE OTH SVCS & CHGS	\$72.00 1	PERSONAL SERVICES	\$597.73 1
HUMAN RES PROV CHGS	\$49.00 1	DSMBLC HOLDINGS INC		HAWKEYE TRUCK EQUIPMENT		LEHS, KENT	
CITY OF DES MOINES		HUMAN RES PROV CHGS	\$860.00 1	SUPPLIES	\$388.26 1	HUMAN RES PROV CHGS	\$930.00 2
OTH SVCS & CHGS	\$52,964.67 1	DULANEY COURT REPORTING		HAWTHORN HILL		LEVY, ANDREW OTH SVCS & CHGS	\$49.50 2
CITY OF RUNNELLS		OTH SVCS & CHGS	\$345.50 1	HUMAN RES PROV CHGS	\$385.00 1	LEWELLIN, LARRY R	
OTH SVCS & CHGS	\$500.00 1	DUNN & COMPANY, INC.		HIGHLAND PARK MALL INVEST. INC		OTH SVCS & CHGS	\$9.10 1
CLARK MOSQUITO CONTROL		CAPITAL OUTLAYS	\$121.80 2	OTH SVCS & CHGS	\$12,479.87 1	LIBERTY TIRE RECYCLING LLC	
SUPPLIES	\$4,937.25 1	DZAFIC, DURSUM		HILLCREST FAMILY SERVICES		SUPPLIES	\$1,600.26 1
CLIVE POWER EQUIPMENT		HUMAN RES PROV CHGS	\$430.00 1	HUMAN RES PROV CHGS	\$2,796.57 1	LIBERTY TIRE RECYCLING LLC	
SUPPLIES	\$117.40 1	EARTHGRAINS COMPANY THE		HILLTOP TIRE SERVICE SUPPLIES	\$480.22 1	OTH SVCS & CHGS	\$178.46 1
CLIVE POWER EQUIPMENT		SUPPLIES	\$6,785.17 2	HILLYARD/DES MOINES SANITARY SUPPLY		LIFEWORKS COMMUNITY SERVICES	
OTH SVCS & CHGS	\$240.00 1	EASTER SEAL SOCIETY OF IOWA		SUPPLIES	\$5,688.38 2	HUMAN RES PROV CHGS	\$186.80 1
COLE-PARMER INSTRUMENT CO.		HUMAN RES PROV CHGS	\$95,156.27 7	HINES, CHAD A OTH SVCS & CHGS	\$10.00 1	LISTER INDUSTRIES SUPPLIES	\$540.00 1
SUPPLIES	\$439.36 2	EASTERN IOWA TIRE SUPPLIES	\$168.00 1	HUBBELL REALTY CO		LOFFREDO FRESH PRODUCE CO INC	
COLLEGE OF MASSAGE & THE HEALING ARTS		ECHO ELECTRIC SUPPLY CO SUPPLIES	\$37.29 1	OTH SVCS & CHGS	\$12,570.08 1	SUPPLIES	\$988.23 4
OTH SVCS & CHGS	\$400.00 1	ECOLAB SUPPLIES	\$886.72 1	HUTCH, CARMIN SUPPLIES	\$25.90 1	LOGAN PARK ASSOCIATES L.P.	
COLVIN, JANNA		EDDY COOPERATIVE HOUSING ASSOC		HUTCHISON, DELANA L.		HUMAN RES PROV CHGS	\$234.00 1
OTH SVCS & CHGS	\$122.61 1	HUMAN RES PROV CHGS	\$225.50 1	PERSONAL SERVICES	\$476.70 1	LOSE, MICHAEL PERSONAL SERVICES	\$778.86 1
COMMERCIAL BAG & SUPPLY CO. INC.		ELECTRON MICROSCOPY SCIENCES		HY-VEE FOOD STORE #1318		LUICK, LESLIE	
SUPPLIES	\$685.00 1	SUPPLIES	\$409.27 1	OTH SVCS & CHGS	\$48.46 2	HUMAN RES PROV CHGS	\$287.50 1
COMMUNITY SUPPORT ADVOCATES		ELECTRONIC ENGINEERING CO.		HY-VEE FOOD STORE #01136		LUING, DAVID D. SUPPLIES	\$100.00 1
HUMAN RES PROV CHGS	\$115,764.02 5	OTH SVCS & CHGS	\$49.75 2	HUMAN RES PROV CHGS	\$59.68 3	LUNDY CO INC	
COMPASS CONSTRUCTION SERVICES		ELLIOTT, SUE OTH SVCS & CHGS	\$9.39 1	HY-VEE FOOD STORE #01136		HUMAN RES PROV CHGS	\$6,214.00 2

POLK COUNTY NOTICES

LYNN CROSSING APARTMENTS		OTH SVCS & CHGS	\$516.00	1	SEA BASS INVESTMENT LC		HUMAN RES PROV CHGS	\$1,385.00	3			
HUMAN RES PROV CHGS	\$325.00	OPN ARCHITECTS INC			HUMAN RES PROV CHGS	\$533.00	1	VOIGT, JAMES	OTH SVCS & CHGS	\$10.00	1	
MAHASKA COUNTY HOSPITAL		OTH SVCS & CHGS	\$210.15	1	SHERWIN WILLIAMS SUPPLIES	\$37.99	1	WAL-MART COMMUNITY BRC				
HUMAN RES PROV CHGS	\$417.50	OPPORTUNITY VILLAGE			SHERWIN WILLIAMS CO SUPPLIES		2	OTH SVCS & CHGS	\$163.29	1		
MANNING, STAN		HUMAN RES PROV CHGS	\$5,624.92	3	SHERZAN, GARY			WALL, KARA	OTH SVCS & CHGS	\$72.00	1	
OTH SVCS & CHGS	\$38.43	OPTIMAE LIFE SERVICES			OTH SVCS & CHGS	\$1,570.00	1	WALSH DOOR & HARDWARE CO				
MARSHALL COUNTY SHERIFF		HUMAN RES PROV CHGS	\$875.00	2	SHORT CONSTRUCTION			SUPPLIES	\$36.36	1		
OTH SVCS & CHGS	\$37,638.99	OPTIMAE LIFE SERVICES			HUMAN RES PROV CHGS	\$2,450.00	1	WASTE MANAGEMENT OF IOWA				
MARTIN BROTHERS DIST. CO., INC		OTH SVCS & CHGS	\$750.00	1	SIMMONS, JAMES D.			SUPPLIES	\$758.40	1		
SUPPLIES	\$12,579.35	ORBITCOM, INC.			PERSONAL SERVICES	\$195.39	1	WATERLOO COURIER				
MARTIN MARIETTA AGGREGATES		OTH SVCS & CHGS	\$451.20	1	SINK PAPER COMPANY SUPPLIES	\$2,347.62	4	OTH SVCS & CHGS	\$87.33	1		
SUPPLIES	\$9,436.59	OTTO, JERRY			SIouxLAND MENTAL HEALTH CTR.			WDM HUMAN SERVICES				
MATTRESS FIRM		HUMAN RES PROV CHGS	\$430.00	1	HUMAN RES PROV CHGS	\$300.00	1	HUMAN RES PROV CHGS	\$7,073.93	2		
HUMAN RES PROV CHGS	\$189.73	OUTDOOR RECREATION PRODUCTS			SKOLD DOOR COMPANY			WELLS FARGO BANK (CREDIT CARD)				
MAURO, JOHN	OTH SVCS & CHGS	OTH SVCS & CHGS	\$638.00	1	OTH SVCS & CHGS	\$105.00	1	PERSONAL SERVICES	\$950.00	1		
MC CLISH, MIKE		PALMER & PALMER			SM HENTGES & SONS, INC			WELLS FARGO BANK (CREDIT CARD)				
HUMAN RES PROV CHGS	\$795.00	HUMAN RES PROV CHGS	\$860.00	1	CAPITAL OUTLAYS	\$107,208.57	1	SUPPLIES	\$10,116.19	1		
MC MASTER CARR SUPPLIES	\$21.54	PAPER CORPORATION (THE)			SMITH BODY & PAINT INC			WELLS FARGO BANK (CREDIT CARD)				
MCCABE, JODY	OTH SVCS & CHGS	SUPPLIES	\$2,587.20	2	OTH SVCS & CHGS	\$8,778.92	2	HUMAN RES PROV CHGS	\$4,491.58	1		
MCCARTHY, ANTHONY J.		PAPER CORPORATION (THE)			SMITH, KWAME A.			WELLS FARGO BANK (CREDIT CARD)				
PERSONAL SERVICES	\$549.09	OTH SVCS & CHGS	\$271.60	1	OTH SVCS & CHGS	\$500.00	1	OTH SVCS & CHGS	\$17,164.80	1		
MCCLAIN, JOHN A		PARKS, JOHN R	OTH SVCS & CHGS	\$5.96	1	SNAP-ON TOOLS SUPPLIES	\$850.00	1	WELLS FARGO BANK (CREDIT CARD)			
LICENSES AND PERMITS	\$5.00	PATHOLOGY LABORATORY			SNYDER & ASSOCIATES INC.			CAPITAL OUTLAYS	\$558.00	1		
MCCRACKEN-YOUNG, JOANNE		OTH SVCS & CHGS	\$304.01	2	OTH SVCS & CHGS	\$4,543.11	2	WESLEY AT HOME				
OTH SVCS & CHGS	\$40.00	PATRIOT HOLDINGS LLC			SOFTTEC, INC.	OTH SVCS & CHGS	\$7,600.00	1	HUMAN RES PROV CHGS	\$35,256.97	1	
MCENROE LAW FIRM		HUMAN RES PROV CHGS	\$533.00	1	SOLINGER, MYNDI			WESLEY COMMUNITY SERVICES				
HUMAN RES PROV CHGS	\$82.50	PATTON, CONNIE			OTH SVCS & CHGS	\$57.63	1	HUMAN RES PROV CHGS	\$13,980.00	1		
MCKESSON GENERAL MEDICAL CORP.		OTH SVCS & CHGS	\$200.00	1	SPJ LLC			WEST CENTRAL CO-OP SUPPLIES	\$1,527.54	1		
SUPPLIES	\$57.46	PAUL, MATTHEW	OTH SVCS & CHGS	\$166.92	1	HUMAN RES PROV CHGS	\$414.00	2	WEST PAYMENT CENTER SUPPLIES	\$6,294.49	1	
MEDICAP PHARMACY - INDIANOLA		PENN CENTER			SPRAYER SPECIALTIES SUPPLIES	\$227.19	4	WESTPHAL, BRYAN D				
HUMAN RES PROV CHGS	\$1,010.26	HUMAN RES PROV CHGS	\$3,971.40	1	SPRINT	OTH SVCS & CHGS	\$3,207.20	1	OTH SVCS & CHGS	\$90.97	1	
MENARDS-ALTOONA SUPPLIES	\$217.02	PERFORMANCE FOOD GROUP			STAPLES CREDIT PLAN SUPPLIES	\$336.16	4	WHITE CAP CONSTRUCTION SUPPLY				
MENARDS-ANKENY SUPPLIES	\$162.21	SUPPLIES	\$2,229.02	4	STAR EQUIPMENT SUPPLIES	\$75.60	1	SUPPLIES	\$48.60	1		
MENARDS-DES MOINES SUPPLIES	\$335.09	PERKINELMER GENETICS INC			STARKEY, SARAH M.			WHITFIELD & EDDY PLC				
MERCK & CO SUPPLIES	\$4,384.55	OTH SVCS & CHGS	\$50.00	1	PERSONAL SERVICES	\$99.02	1	OTH SVCS & CHGS	\$467.50	1		
MERCY CLINICAL LAB		PERRY'S SERVICE STATION			STETSON BUILDING PRODUCTS INC.			WHITMAN PROPERTIES LLC				
OTH SVCS & CHGS	\$1,031.40	HUMAN RES PROV CHGS	\$79.00	2	SUPPLIES	\$537.00	1	HUMAN RES PROV CHGS	\$500.00	1		
MERIC PROPERTY MANAGEMENT LLC		PETERSEN COURT REPORTERS INC			STEVENSON, CAROLE			WHYTE, SHEILA				
HUMAN RES PROV CHGS	\$475.00	OTH SVCS & CHGS	\$107.65	1	OTH SVCS & CHGS	\$35.60	1	OTH SVCS & CHGS	\$3,675.00	1		
MIDAMERICAN ENERGY		PITNEY BOWES PRESORT SERVICES INC			STIVERS FORD			WILLOW BEND I LP				
OTH SVCS & CHGS	\$3,497.15	OTH SVCS & CHGS	\$2,329.95	3	CAPITAL OUTLAYS	\$23,770.00	1	HUMAN RES PROV CHGS	\$740.00	2		
MIDAMERICAN ENERGY		PLAGMAN, NANCY			STRATUS BUILDING SOLUTIONS OF IOWA			WINDSTREAM	OTH SVCS & CHGS	\$69.35	1	
HUMAN RES PROV CHGS	\$1,474.24	OTH SVCS & CHGS	\$200.00	1	OTH SVCS & CHGS	\$645.50	1	WOODSIDE PARK APTS				
MIDLAND BUILDING		PLAINS AREA MHC			STRAUSS SECURITY SOLUTIONS			HUMAN RES PROV CHGS	\$625.00	1		
OTH SVCS & CHGS	\$23,306.00	HUMAN RES PROV CHGS	\$110.00	1	SUPPLIES	\$18.00	1	XCESSORIES SQUARED DEV. & MRG				
MIDLAND POWER COOPERATIVE		PLAYPOWER LT FARMINGTON INC			STROM, DAVID			SUPPLIES	\$279.92	1		
OTH SVCS & CHGS	\$320.21	SUPPLIES	\$671.00	1	HUMAN RES PROV CHGS	\$1,290.00	1	YAMAHA GOLF & EQUIPMENT CO				
MIDWEST ACOUSTICAL SUPPLY		PLAYPOWER LT FARMINGTON INC			STROUD, SUSIE K	OTH SVCS & CHGS	\$119.50	1	SUPPLIES	\$199.36	1	
SUPPLIES	\$45.12	OTH SVCS & CHGS	\$251.00	1	STRUTHERS BROS. KAWASAKI-			Z GROUP LLC	OTH SVCS & CHGS	\$117.87	1	
MIDWEST RESIDENTIAL FUND I LLC		PLUMB SUPPLY SUPPLIES	\$26.62	1	SUPPLIES	\$63.59	1	ZALETTEL, EDWARD T.				
HUMAN RES PROV CHGS	\$1,876.00	POLK COUNTY CLERK OF COURT			SUMMERS, CINDI			HUMAN RES PROV CHGS	\$525.00	1		
MILLER HARDWARE, INC.	SUPPLIES	MISCELLANEOUS REVENUES	\$80.00	1	CHGS FOR SVCS: NON-STAT. FEES	\$240.00	2	ZEE MEDICAL SERVICE COMPANY				
MINUTE MENU SYSTEMS LLC		POLK COUNTY TREASURER			SUNBURST APARTMENT LTD			SUPPLIES	\$301.63	3		
OTH SVCS & CHGS	\$937.75	MISCELLANEOUS	\$1,860.00	1	HUMAN RES PROV CHGS	\$929.00	2	ZEE MEDICAL SERVICE COMPANY				
MNG INC SUPPLIES	\$18.00	POTTHOFF APPRAISALS			SUNSHINE PROPERTIES LLC			OTH SVCS & CHGS	\$754.96	1		
MOON, JULIE A	OTH SVCS & CHGS	OTH SVCS & CHGS	\$1,000.00	1	HUMAN RES PROV CHGS	\$650.00	1	OVATIONS - WEEK ENDING 5/24/2013				
MP PROPERTY MGMT LLC		PRESTIGE CARPENTRY LC			TAHER, INC.			- BEER CHECKS				
HUMAN RES PROV CHGS	\$430.00	CAPITAL OUTLAYS	\$66,196.00	1	HUMAN RES PROV CHGS	\$18,336.78	2	VENDOR ACCOUNT AMOUNT				
MR FREEZE HTG & A/C		PROFESSIONAL COURT REPORTERS OF IOWA			TAPCO LC			Iowa Beverage Systems				
HUMAN RES PROV CHGS	\$1,420.00	OTH SVCS & CHGS	\$325.45	1	HUMAN RES PROV CHGS	\$575.00	1	Catering beer	\$144.00			
MTI DISTRIBUTING, INC SUPPLIES	\$37.64	PSYCHIATRIC ASSOCIATES OF N.E. IOWA			TED'S BODY SHOP			Beverage Distributors of IA				
MY IOWA HOMES LLC		HUMAN RES PROV CHGS	\$516.70	2	OTH SVCS & CHGS	\$2,654.73	1	Catering liquor	\$1,670.48			
HUMAN RES PROV CHGS	\$628.00	PTS OF AMERICA, LLC			TELLIGEN			Johnson Brothers/IA Wine				
NAGGAR, AYAL M.		OTH SVCS & CHGS	\$1,064.25	1	HUMAN RES PROV CHGS	\$8,301.28	4	Catering Wine	\$1,044.00			
PERSONAL SERVICES	\$903.23	QUAIL HOLLOW FARM SUPPLIES	\$752.80	1	TIERNEY, REBECCA R			Doll Distributing	Catering beer	\$181.50		
NAME BRANDS DIRECT INC		QUALITY STRIPING INC DBA DPLM			OTH SVCS & CHGS	\$5.00	1	Iowa Beverage Systems				
HUMAN RES PROV CHGS	\$7,892.00	OTH SVCS & CHGS	\$95.00	1	TIMBERLAND PARTNERS XXIII, LLP			Catering beer	\$376.00			
NAPA AUTO PARTS SUPPLIES	\$880.51	RACOM CORPORATION SUPPLIES	\$621.00	1	HUMAN RES PROV CHGS	\$655.00	1	POLK COUNTY EMPLOYEE INSURANCE				
NARCISSE, JONATHAN		RACOM CORPORATION			TOBEY, DUANE	OTH SVCS & CHGS	\$71.82	1	- TO BE PAID 5/28/2013			
OTH SVCS & CHGS	\$1,228.00	OTH SVCS & CHGS	\$790.78	7	TRAINING SOLUTIONS INC.			VENDOR ACCOUNT AMOUNT				
NATIONAL MEDICAL SERVICES		RADDATZ FUNERAL SERVICES INC			OTH SVCS & CHGS	\$800.00	1	Wellmark	Health Insur Claims	\$282,472.00		
OTH SVCS & CHGS	\$4,319.00	HUMAN RES PROV CHGS	\$775.00	1	TRANS IOWA, L.C.			Principal Financial				
NATL ACADEMY OF EMERG MEDICAL		RADISH (THE)	OTH SVCS & CHGS	\$650.00	1	HUMAN RES PROV CHGS	\$1,108.00	1	Health Insur Claims	\$8,845.20		
DISPATCH	OTH SVCS & CHGS	RALPH N. SMITH INC			TREZAC CONSTRUCTION			NOTICE OF PUBLIC HEARING				
NEMMERS, PATSY		OTH SVCS & CHGS	\$20,129.00	1	HUMAN RES PROV CHGS	\$5,480.00	2	You are hereby notified that a Public Hearing will be held at 9:30am, Tuesday, June 11, 2013 in Room 120, County Administration Office Building, 111 Court Avenue, Des Moines, Iowa, at which time any interested person may appear and speak for or against Polk County proposing to lease certain Print Shop equipment for a period of five (5) years, with the total obligation to Polk County of \$186,385.92 per year. The print shop will be able to run more efficiently and produce higher quality product. Oral or written objections from any County resident or property owner will be received and considered by the Board of Supervisors at a Public Hearing in room 120, Polk County Administration Building, 111 Court Avenue, Des Moines, at 9:30 a.m. on June 11, 2013. Copies of the proposed leases are available at the office of the Polk County Auditor, Room 230 of the Administration Building. Published by order of Polk County Board of Supervisors, Polk County, Iowa.				
PERSONAL SERVICES	\$618.53	RANDOLPH INVESTMENT CORP.			U.S. CELLULAR	OTH SVCS & CHGS	\$2,101.58					4
NEW LIFE CENTER, INC.		HUMAN RES PROV CHGS	\$2,898.85	8	UNITED REFRIGERATION, INC							
HUMAN RES PROV CHGS	\$790.00	RCC CONSULTANTS INC			OTH SVCS & CHGS	\$88.06	1					
NEXTEL COMMUNICATIONS		OTH SVCS & CHGS	\$2,947.50	1	UNITED STATES POSTAL SERVICE							
OTH SVCS & CHGS	\$4,358.46	REINHART FOODS SUPPLIES	\$5,829.93	3	OTH SVCS & CHGS	\$4,000.00	1					
NFM BUILDER SALES SUPPLIES	\$1,285.99	REZARCH, ANN	OTH SVCS & CHGS	\$340.00	8	UNIVERSITY OF IOWA HEALTH CARE			Copies of the proposed leases are available at the office of the Polk County Auditor, Room 230 of the Administration Building. Published by order of Polk County Board of Supervisors, Polk County, Iowa.			
NFM BUILDER SALES		RIVERS, KERRI	OTH SVCS & CHGS	\$179.85	1	HUMAN RES PROV CHGS	\$1,000.00	1				
HUMAN RES PROV CHGS	\$924.00	ROBERT HALF TECHNOLOGY			UNIVERSITY TERRACE COOP							
NFM BUILDER SALES		OTH SVCS & CHGS	\$2,483.92	2	HUMAN RES PROV CHGS	\$1,000.00	1					
CAPITAL OUTLAYS	\$675.00	ROOSE, JASON			US FOODS SUPPLIES	\$1,399.33	3					
NICHOLS CONTROLS & SUPPLY, INC		HUMAN RES PROV CHGS	\$451.00	1	VAISALA, INC SUPPLIES	\$545.00	1					
SUPPLIES	\$16.56	ROSONKE, JASON			VAL-VISTA/HILLOCK LLC							
NO SWEAT FITNESS LLC		HUMAN RES PROV CHGS	\$291.00	1	HUMAN RES PROV CHGS	\$1,432.14	4					
CAPITAL OUTLAYS	\$3,000.00	RUSSELL HOUSE			VAN BAALE, MICHAEL							
NOBBIES INC SUPPLIES	\$54.86	HUMAN RES PROV CHGS	\$430.00	1	HUMAN RES PROV CHGS	\$500.00	1					
NOLAN HORSES		RV & RV PROPERTIES LLC			VAN OORT, STEVEN D.							
OTH SVCS & CHGS	\$12,325.00	HUMAN RES PROV CHGS	\$530.00	2	OTH SVCS & CHGS	\$20.00	1					
NPHIC	HUMAN RES PROV CHGS	S & P SPECIALTIES SUPPLIES	\$29.00	1	VARIABLE MEASURES LLC							
O'HALLORAN INTERNATIONAL, INC.		SALSBUry INDUSTRIES SUPPLIES	\$373.50	1	HUMAN RES PROV CHGS	\$4,392.00	1					
SUPPLIES	\$898.59	SANOPI PASTEUR INC SUPPLIES	\$7,961.63	1	VERIZON WIRELESS SUPPLIES	\$58.93	1					
OAKLAND 1600 LLC		SAPP, COLE SUPPLIES	\$100.00	1	VERIZON WIRELESS							
HUMAN RES PROV CHGS	\$100.00	SCHEELS ALL SPORTS SUPPLIES	\$199.95	1	HUMAN RES PROV CHGS	\$163.45	1					
OAKVIEW TERRACE LP		SCHMUNK, GREGORY A.			VERIZON WIRELESS							
HUMAN RES PROV CHGS	\$314.00	OTH SVCS & CHGS	\$507.60	1	OTH SVCS & CHGS	\$9,313.67	1					
OEHLERKING, FRED		SCIONE, RAY ANN			VERMEER SALES & SERVICE							
HUMAN RES PROV CHGS	\$430.00	OTH SVCS & CHGS	\$68.93	1	SUPPLIES	\$144.00	1					
OMG MIDWEST INC		SCOTT-MARRIN INC SUPPLIES	\$31.80	1	VILLAGE GREEN COOP							

POLK COUNTY NOTICES

OFFICIAL PUBLICATION

Des Moines, Iowa
May 21, 2013
Tuesday, 9:30 a.m.

PROCEEDINGS OF THE POLK COUNTY
BOARD OF SUPERVISORS

The Polk County Board of Supervisors met in regular session Tuesday, May 21, 2013 at 9:30 a.m.

MEMBERS PRESENT: Steve Van Oort, Robert Brownell, Angela Connolly, John F. Mauro, Tom Hockensmith.

Moved by Mauro, Seconded by Brownell to dispense with the reading of the May 14, 2013 minutes and they stand approved as printed. The May 15, 2013 discussion meeting minutes were also approved.

VOTE YEA: Van Oort, Brownell, Connolly, Mauro, Hockensmith.

The Bills as certified by the County Auditor were allowed or disallowed on each according to the certified list.

VOTE YEA: Van Oort, Brownell, Connolly, Mauro, Hockensmith.

PUBLIC HEARING: FY 12/13 BUDGET AMENDMENT

Proof of Publication is on file with the Clerk of the Board. No one appeared for or against. Public Hearing closed.

RESOLUTION: Resolution amending the FY 12/13 budget.

VOTE YEA: Van Oort, Brownell, Connolly, Mauro, Hockensmith.

APPOINTMENTS: Moved by Brownell, Seconded by Mauro that the following Resolution be adopted: BE IT FURTHER RESOLVED that the individuals named on this Memorandum be approved for personnel action:

James Brown, Lieutenant, Sheriff, \$87,008 beginning May 18, 2013

Caleb Copley, Util Office Asst, Empl Svcs, \$9.64 beginning May 20, 2013

Alex Flinn, Util Lab, Empl Svcs, \$10.42 beginning May 20, 2013

Jared Horn, Util Office Asst, Empl Svcs, \$9.64 beginning May 22, 2013

Larry Lewellin, Deputy, Sheriff, \$62,686 beginning May 25, 2013

Brent Long, Sergeant, Sheriff, \$79,144 beginning May 18, 2013

VOTE YEA: Van Oort, Brownell, Connolly, Mauro, Hockensmith.

PERMITS: Application for Class "B" Native Wine Permit for Casey's, 6301 SE 116th Street, Runnells.

VOTE YEA: Van Oort, Brownell, Connolly, Hockensmith.

PASS: Mauro.
Renewal application for Class "C" Liquor License, Sunday Sales and Outdoor Service Area Permit for Terrace Hills Golf Course, 8700 NE 46th Avenue.

VOTE YEA: Van Oort, Brownell, Connolly, Hockensmith.

PASS: Mauro.
REFERRED TO PUBLIC WKS & CO ATTORNEY: Notice of hearing regarding Pleasant Hill Voluntary Annexation within the urbanized area of City of Altoona.

Communication regarding proposed West Central Urban Renewal Plan, Johnston, Iowa.

Communication regarding amendment no. 4 to the NW 62nd Avenue Urban Renewal Plan, Johnston, Iowa.

RESOLUTIONS: Resolution approving the expenditure of development fund dollars to develop and train providers on peer employ-

ment and support.

VOTE YEA: Van Oort, Brownell, Connolly, Mauro, Hockensmith.

Resolution approving contracts and amendments with various providers for Mental health services (Behavioral Technologies, American Baptist Homes,

Christian Opportunity Center, H.O.P.E., Goodwill Industries, Lutheran Services, Mosaic, Passageways, Progress Industries, Timmins, Kroll & Jacobsen and Trans Iowa).

VOTE YEA: Van Oort, Brownell, Connolly, Mauro, Hockensmith.

Resolution authorizing the Auditor's Office to publish Notice of Public Hearing for June 4, 2013 on Disposal of County Interest in Real Estate (0 - 29th Street).

VOTE YEA: Van Oort, Brownell, Connolly, Mauro, Hockensmith.

Resolution authorizing Public Works to submit funding application for US DOT TIGER V funding (Transportation Investment Generating Economic Recovery).

VOTE YEA: Van Oort, Brownell, Connolly, Mauro, Hockensmith.

Resolution establishing a truck embargo on NE 46th Street (from NE 62nd Avenue to NE 94th).

VOTE YEA: Van Oort, Brownell, Connolly, Mauro, Hockensmith.

Resolution approving Iowa DOT agreement for improvements included as Part of the bridge replacement project on SE 20th Avenue.

VOTE YEA: Van Oort, Brownell, Connolly, Mauro, Hockensmith.

Resolution approving alternative plan to FY 13 Local Public Health Services contract.

VOTE YEA: Van Oort, Brownell, Connolly, Mauro, Hockensmith.

Resolution approving subordination agreement for 636 - 9th Street, West DesmMoines (B. Hulen).

VOTE YEA: Van Oort, Brownell, Connolly, Mauro, Hockensmith.

Resolution authorizing the Auditor's Office to publish Notice of Public Hearing for June 4, 2013 regarding installation of an electric easement at Jester Park (Mid American Energy Company).

VOTE YEA: Van Oort, Brownell, Connolly, Mauro, Hockensmith.

Moved by Connolly, Seconded by Mauro to adjourn until May 28, 2013 at 9:30 a.m.

VOTE YEA: Van Oort, Brownell, Connolly, Mauro, Hockensmith.

TOM HOCKENSMITH

CHAIRPERSON BOARD OF SUPERVISORS

JAMIE FITZGERALD

POLK COUNTY AUDITOR

No qualified individuals with a disability will be excluded on the basis of a disability from participation in meetings, hearings, programs, activities or services conducted by Polk County. To request information in an alternative format or request an accommodation to participate in a meeting, hearing, program, activity or service, contact the office conducting the meeting or offering the program, activity or service.

NOTICE OF PUBLIC HEARING

The Polk County Board of Supervisors will hold a Public Hearing on the 18th of June, 2013 at 9:30 a.m. in Room 120 of the Polk County Administration Building, 111 Court Avenue, Des Moines, Iowa, to consider a proposal to dispose of real estate with the local address of property located at 1525 E Pleasant View Drive, Des Moines, Iowa and legally described as:

LT 124 OP SW 1/4 SW 1/4 -EX N 20 F- SEC 14-78-24

For additional information, contact Polk County Public Works, Real Estate Division at (515)286-3705.

NOTICE OF PUBLIC HEARING

A public hearing will be held on June 11th, 2013 at 9:30 A.M. at the regularly scheduled meeting of the Polk County Board of Supervisors, Polk County Administrative Office Building, Room 120, 111 Court Avenue, Des Moines, Iowa. The hearing will be regarding the proposed vacation of unused right-of-way on Beaver Avenue located in Section 20, Township-79-North, Range-24-West.

The legal description of the proposed vacation and reclassification of road right-of-way is as follows:

A parcel of land located in Lot 3, Beaver Hills, an official plat in Section 20, T-79-N, R-24-W, of the 5th P.M. in Polk County, Iowa and more specifically described as follows:

The West 5.0 feet of the North 96.7 feet of Lot 3, Beaver Hills, said parcel containing 0.011 acres, more or less.

Said proposed vacation is made with the reservations of right-of-way easements for existing public utilities (electric, gas, communications cable TV, water and sanitary sewer) within the above described parcels for the right to service said utilities.

ORDINANCE NO. 297

WHEREAS, on August 28, 2007, the Polk County Board of Supervisors adopted the Zoning Ordinance and map for the unincorporated territory of Polk County, Iowa; and

WHEREAS, the petitioners, Gregory W. Hartung, 6520 NW 6th Drive, Des Moines, IA and Cyrus J. Rustin, R & I Enterprises, LC 4904 Cody Drive West Des Moines, IA (titleholders and Casey's Marketing Company (perspective buyer), One SE Convenience Blvd, Ankeny, IA, are requesting a Zoning Map amendment from the HDR-High Density Residential District to the GC-General Commercial District for part of the subject property identified below and located at 250 NW 54th Avenue and 5380 NW 2nd Street, Saylor Township; and

WHEREAS, a Zoning Map Amendment was reviewed and heard by the Polk County Zoning Commission on Monday, April 22, 2013, at 7:00 P.M., at the meeting room of the Polk County Public Works Department, Planning Division, 5885 N.E. 14th Street, Des Moines, Iowa, due and timely notice published as provided by law; and

WHEREAS, the Polk County Zoning Commission, after hearing the evidence both in favor and opposed to the Zoning Map Amendment, voted five (5) for, zero (0) against, with one (1) absent to recommend approval to the Polk County Board of Supervisors that the zoning map amendment from the HDR-High Density Residential District to the GC-General Commercial District for part of the subject property identified below and located at 250 NW 54th Avenue and 5380 NW 2nd Street, Saylor Township be approved; and

WHEREAS, the Zoning Map amendment was heard by the Polk County Board of Supervisors on Tuesday, May 28, 2013 at 9:30 A.M., in Room 120 of the Polk County Administrative Office Building, 111 Court Avenue, Des Moines, Iowa, due and timely

notice published as provided by law.

NOW, THEREFORE, BE IT ORDAINED that the Zoning Map amendment (Attachment A) from the the HDR-High Density Residential District to the GC-General Commercial District for part of the subject property identified below and located at 250 NW 54th Avenue and 5380 NW 2nd Street, Saylor Township for the following described property:
The north 420 feet of Lot 41 and the east 40.50 feet of the north 260 feet of Lot 42, in Pine Hill, Plat 2, an Official Plat, all being in and forming a part of Polk County, IA in Saylor Township.
BE APPROVED.

POLK COUNTY BOARD OF SUPERVISORS:
Tom Hockensmith, Chairperson

ATTEST:
Jamie Fitzgerald
Polk County Auditor

ORDINANCE NO. 298

WHEREAS, on August 28, 2007, the Polk County Board of Supervisors adopted the Zoning Ordinance and map for the unincorporated territory of Polk County, Iowa; and
WHEREAS, the petitioner, Alan W. Reichow (titleholder), 10160 SW Egret Pl. Beaverton, OR, is requesting a Zoning Map amendment from the GC-General Commercial District to the LI-Light Industrial District for the subject property located at 5201 NE 14th Street in Saylor Township; and
WHEREAS, a Zoning Map Amendment was reviewed and heard by the Polk County Zoning Commission on Monday, April 22, 2013, at 7:00 P.M., at the meeting room of the Polk County Public Works Department, Planning Division, 5885 N.E. 14th Street, Des Moines, Iowa, due and timely notice published as provided by law; and
WHEREAS, the Polk County Zoning Commission, after hearing the evidence both in favor and opposed to the Zoning Map Amendment, voted four (4) for, one (1) against, with one (1) absent to recommend approval to the Polk County Board of Supervisors that the zoning map amendment from the GC-General Commercial District to the LI-Light Industrial District be approved; and

WHEREAS, the Zoning Map amendment was heard by the Polk County Board of Supervisors on Tuesday, May 28, 2013 at 9:30 A.M., in Room 120 of the Polk County Administrative Office Building, 111 Court Avenue, Des Moines, Iowa, due and timely notice published as provided by law.
NOW, THEREFORE, BE IT ORDAINED that the Zoning Map amendment (Attachment A) from the GC-General Commercial District to the LI-Light Industrial District with conditions (Attachment B) for the subject property located at 5201 NE 14th Street for the following described property:

Lot One, Except the North 218 feet of the East 218 feet thereof and Except the South 253 feet thereof in Iowa Fund Inc. Industrial Park Subdivision, an Official Plat, Polk County, Iowa; And the South 33 feet of the North 815 feet of East 66 feet of the West 116 feet of the Northwest Quarter all in Section Thirteen, Township Seventy-nine North, Range Twenty-four West of the 5th P.M. Polk County, Iowa, Saylor Township
BE APPROVED.

POLK COUNTY BOARD OF SUPERVISORS:
Tom Hockensmith, Chairperson

ATTEST:
Jamie Fitzgerald
Polk County Auditor

PUBLIC NOTICES

PUBLIC NOTICES
DEADLINES AND REQUIREMENTS

The deadline for public notices is 3 p.m. Wednesday, 7 business days prior to publication date. TO ENSURE ACCURACY, NO PUBLIC NOTICES WILL BE ACCEPTED BY FAX OR TELEPHONE. We must be notified of any changes to or cancellations of previously submitted notices no later than noon Thursday prior to publication. Notices should be typed (including all signatures, preferably double-spaced) and accompanied by a cover letter stating any publication requirements (such as the number of times the notice is to be published and whether it must be published by a certain date), whom to bill, and a phone number at which you can be reached should any question arise. When submitting by mail, send all public notices to: Business Record

Attn: Michea Boyd
The Depot at Fourth
100 Fourth St.
Des Moines, Iowa 50309
(515) 288-3338 ext. 217

By e-mail, send public notices to: publicnotices@bpcdm.com. E-mails should be sent either in a Microsoft Word or Excel document, Text, or PDF. Please direct all inquiries concerning billing and affidavits of publication to Eileen Jackson at (515) 288-3338 ext. 437.

NOTICE OF APPOINTMENT
OF CO-ADMINISTRATOR
AND NOTICE TO CREDITORS

The Iowa District Court
Polk County

Probate No. ES65284

IN THE MATTER OF THE ESTATE OF
Lavon M. McConville, Deceased.

To All Persons Interested in the Estate of Lavon M. McConville, Deceased, who died on or about May 13, 2013:

You are hereby notified that on the 20th day of May, 2013, the undersigned was appointed administrator of the estate.

Notice is hereby given that all persons indebted to the estate are requested to make immediate payment to the undersigned, and creditors having claims against the estate shall file them with the clerk of the above named district court, as provided by law, duly authenticated, for allowance, and unless so filed by the later to occur of four months from the second publica-

tion of this notice or one month from the date of the mailing of this notice (unless otherwise allowed or paid) a claim is thereafter forever barred.

Dated this 17th day of May, 2013.

Owen P. McConville, III
Co-Administrator of the Estate
2241 Dakota Dr., Pella, IA 50219
Gregory C. McConville
Co-Administrator of the Estate
8245 Boulder, West Des Moines, IA 50266

Richard O. McConville, ICIS PIN No: AT0005124
Attorney for executor
Coppola, McConville, Coppola, Hockenberg & Scalise, P.C.
Address: 2100 Westown Parkway, Ste. 210
West Des Moines, Iowa 50265
Date of second publication
7th day of June, 2013

PUBLIC NOTICES

SUMMARY NOTICE OF PUBLIC AUCTION OF RESIDENTIAL PROPERTY

The residential property located at 1525 E. Pleasant View Dr. Des Moines, will be offered for sale by Polk County at Public Auction on the 12th day of June, 2013 at 9:00 A.M. at 1525 E. Pleasant View Dr. The minimum bid for this property is \$2,500.00. Property will be open for inspection at 8:00 A.M. on the same day. The property is offered for sale "as is". Polk County does not warrant that the property is fit for any particular use. The property will be open for inspection prior to the auction. The property will be sold to the highest bidder. Persons who intend to bid must register before the beginning of the auction. Polk County reserves all rights to reject any and all bids that might be presented. The successful bidder will execute an "Offer to Buy and Acceptance" agreement at the conclusion of the auction. The buyer shall submit certified funds in the amount of \$1,000.00 with the agreement. The agreement will be voted on by the Polk County Board of Supervisors for acceptance. Closing will take place at a later specified time. Polk County will provide an abstract to the buyer for review. The property will be conveyed by Quit Claim Deed. Polk County Development Services, Real Estate Division, 5885 NE 14th Street, Des Moines, Ia 50313 Contact Rachelle Martin at 286-3303 for any other questions. Details are available on the Polk County Web Site at assess.co.polk.ia.us/go to property search then home query & enter address. NO QUALIFIED INDIVIDUAL WITH A DISABILITY WILL BE EXCLUDED FROM PARTICIPATION IN POLK COUNTY SERVICES, PROGRAMS, OR ACTIVITIES ON THE BASIS OF A DISABILITY. THE INFORMATION PRINTED IN THIS NOTICE MAY BE OBTAINED IN ACCESSIBLE FORMATS BY QUALIFIED PERSONS WITH A DISABILITY BY MAKING APPROPRIATE ARRANGEMENTS. TO RECEIVE MORE INFORMATION OR TO REQUEST AN ACCOMMODATION TO PARTICIPATE IN THE SERVICES, PROGRAMS, OR ACTIVITIES, PLEASE CONTACT PLANNING & DEVELOPMENT SERVICES DEPARTMENT, REAL ESTATE DIVISION, 5885 NE 14TH STREET, DES MOINES, IOWA 50313, PHONE: 286-3303. Published in the Business Record on June 7, 2013.

ORIGINAL NOTICE FOR PUBLICATION

In The Iowa District Court For Polk County

Equity No. EQCE072689

CHRISTIANA TRUST, A DIVISION OF WILLIAMSON SAVINGS FUND SOCIETY, FSB, AS TRUSTEE FOR STANWICH MORTGAGE LOAN TRUST, SERIES 2012-13, 51-0054940 Plaintiff, vs. ZONA M. TILLER AKA ZONA TILLER AND STEVE TILLER: CITY OF DES MOINES, IOWA:DAVID LAZAR; Defendants.

TO THE ABOVE NAMED DEFENDANTS: You are hereby notified that there is a petition on file in the office of the clerk of the above court which petition prays for a judgment in rem against the property involved in this action for the sum of \$125,953.66 with interest at 7% per annum from and including December 1, 2011, on the promissory note executed by Zona M. Tiller and mortgage executed by Steve Tiller and Zona M. Tiller to First National Bank Midwest and assigned to Plaintiff, who is the sole and absolute owner thereof. Said note, together with the mortgage given to secure the same are due and payable by reason of the failure of the Defendants Steve Tiller and Zona M. Tiller to pay the installments of principal when due. Plaintiff also prays in said Petition for the foreclosure of said mortgage dated May 25, 2006 recorded in Book 11672, Page 756 in the Recorder's Office of Polk County, Iowa, with said note dated May 25, 2006 on the following described property, to-wit: Lot 8 (except the South 314 feet) in Kinsey Place, an Official Plat, now included in and forming a part of the City of Johnston, Polk County, Iowa and also asking that said mortgage be declared a prior and superior lien to that of each of the above named Defendants; for appointment of a receiver; for the amount paid by Plaintiff for attorneys' fees, abstract expense, costs and

accruing costs of this action; that special execution issue for the sale of said real estate to satisfy said judgment, interest, attorneys' fees and costs and for such other and further relief as may be just and equitable. FOR FURTHER PARTICULARS, SEE COPY OF PETITION NOW ON FILE. THE PLAINTIFF HAS ELECTED FORECLOSURE WITHOUT REDEMPTION. THIS MEANS THAT THE SALE OF THE MORTGAGED PROPERTY WILL OCCUR PROMPTLY AFTER ENTRY OF JUDGMENT UNLESS YOU FILE WITH THE COURT A WRITTEN DEMAND TO DELAY THE SALE. IF YOU FILE A WRITTEN DEMAND, THE SALE WILL BE DELAYED UNTIL SIX MONTHS FROM ENTRY OF JUDGMENT IF THE MORTGAGED PROPERTY IS YOUR RESIDENCE AND IS A ONE-FAMILY OR TWO-FAMILY DWELLING OR UNTIL TWO MONTHS FROM ENTRY OF JUDGMENT IF THE MORTGAGED PROPERTY IS NOT YOUR RESIDENCE OR IS RESIDENCE BUT NOT A ONE-FAMILY OR TWO-FAMILY DWELLING. YOU WILL HAVE NO RIGHT OF REDEMPTION AFTER THE SALE. THE PURCHASER AT THE SALE WILL BE ENTITLED TO IMMEDIATE POSSESSION OF THE MORTGAGED PROPERTY. YOU MAY PURCHASE AT THE SALE. The Plaintiff's attorneys are Petosa, Petosa & Boecker, L.L.P. by Theodore R. Boecker, whose address is 1350 NW 138th Street, Suite 100, Clive, Iowa 50325-8308, telephone number (515) 222-9400, facsimile number (515) 222-9121. You must serve a motion or answer on or before the 27th day of June, 2013 and within a reasonable time thereafter file your motion or answer in the Iowa District Court of Polk County, at the Courthouse in Des Moines, Iowa. If you do not, judgment by default may be rendered against you for the relief demanded in the Petition. If you require the assistance of auxiliary aids or services to participate in court because of a disability, immediately call your district ADA coordinator at (515) 286-3394. (If you are hearing impaired, call Relay Iowa TTY at 1-800-735-2942.) Randy Osborn Clerk of the Above Court Polk County Courthouse Des Moines, Iowa 50309 YOU ARE ADVISED TO SEEK LEGAL ADVICE AT ONCE TO PROTECT YOUR INTERESTS. Published in the Business Record on May 24 & 31 & June 7, 2013. ORIGINAL NOTICE FOR PUBLICATION In The Iowa District Court For Polk County Equity No. EQCE073933 U.S. BANK NATIONAL ASSOCIATION, AS TRUSTEE, SUCCESSOR IN INTEREST TO BANK OF AMERICA, NATIONAL ASSOCIATION AS TRUSTEE AS SUCCESSOR BY MERGER TO LASALLE BANK NATIONAL ASSOCIATION, AS TRUSTEE FOR CERTIFICATEHOLDERS OF BEAR STEARNS ASSET BACKED SECURITIES I LLC, ASSET BACKED-CERTIFICATES, SERIES 2005-HE12, 41-0417860 Plaintiff, vs. TROY E. ATKINSON AND KIM A. ATKINSON; MORTGAGE ELECTRONIC REGISTRATION SYSTEMS, INC.; PORTFOLIO RECOVERY ASSOC. LLC; Defendants. TO THE ABOVE NAMED DEFENDANTS: You are hereby notified that there is a petition on file in the office of the clerk of the above court which petition prays for a judgment in rem against the property involved in this action for the sum of \$121,751.70 with interest at 7.5% per annum from and including July 1, 2009, on the promissory note executed by Troy E. Atkinson and mortgage executed by Troy E. Atkinson and Kim A. Atkinson to Mortgage Electronic Registration Systems, Inc. and assigned to Plaintiff, who is the sole and absolute owner thereof. Said note, together with the mortgage given to secure the same are due and payable by reason of the failure of the Defendants Troy E. Atkinson and Kim A. Atkinson to pay the installments of principal when due. Plaintiff also prays in said Petition for the foreclosure of said mortgage dated August 1, 2005 recorded in Book 11223 Page 208 in the Recorder's Office of Polk County, Iowa, with said note dated August 1, 2005 on the following described property, to-wit: Lot Twenty-eight (28) in Hurd's Hickory Heights Plat 4, an Official Plat, now included in and forming a part of the

City of Pleasant Hill; situated in Polk County in the State of Iowa. AKA Lot 28 in Hurd's Hickory Heights Plat 4, an Official Plat, now included in and forming a part of the City of Pleasant Hill, Polk County, Iowa and also asking that said mortgage be declared a prior and superior lien to that of each of the above named Defendants; for appointment of a receiver; for the amount paid by Plaintiff for attorneys' fees, abstract expense, costs and accruing costs of this action; that special execution issue for the sale of said real estate to satisfy said judgment, interest, attorneys' fees and costs and for such other and further relief as may be just and equitable. FOR FURTHER PARTICULARS, SEE COPY OF PETITION NOW ON FILE. THE PLAINTIFF HAS ELECTED FORECLOSURE WITHOUT REDEMPTION. THIS MEANS THAT THE SALE OF THE MORTGAGED PROPERTY WILL OCCUR PROMPTLY AFTER ENTRY OF JUDGMENT UNLESS YOU FILE WITH THE COURT A WRITTEN DEMAND TO DELAY THE SALE. IF YOU FILE A WRITTEN DEMAND, THE SALE WILL BE DELAYED UNTIL SIX MONTHS FROM ENTRY OF JUDGMENT IF THE MORTGAGED PROPERTY IS YOUR RESIDENCE AND IS A ONE-FAMILY OR TWO-FAMILY DWELLING OR UNTIL TWO MONTHS FROM ENTRY OF JUDGMENT IF THE MORTGAGED PROPERTY IS NOT YOUR RESIDENCE OR IS RESIDENCE BUT NOT A ONE-FAMILY OR TWO-FAMILY DWELLING. YOU WILL HAVE NO RIGHT OF REDEMPTION AFTER THE SALE. THE PURCHASER AT THE SALE WILL BE ENTITLED TO IMMEDIATE POSSESSION OF THE MORTGAGED PROPERTY. YOU MAY PURCHASE AT THE SALE. The Plaintiff's attorneys are Petosa, Petosa & Boecker, L.L.P. by Theodore R. Boecker, whose address is 1350 NW 138th Street, Suite 100, Clive, Iowa 50325-8308, telephone number (515) 222-9400, facsimile number (515) 222-9121. You must serve a motion or answer on or before the 11th day of July, 2013 and within a reasonable time thereafter file your motion or answer in the Iowa District Court of Polk County, at the Courthouse in Des Moines, Iowa. If you do not, judgment by default may be rendered against you for the relief demanded in the Petition. If you require the assistance of auxiliary aids or services to participate in court because of a disability, immediately call your district ADA coordinator at (515) 286-3394. (If you are hearing impaired, call Relay Iowa TTY at 1-800-735-2942.) Randy Osborn Clerk of the Above Court Polk County Courthouse Des Moines, Iowa 50309 YOU ARE ADVISED TO SEEK LEGAL ADVICE AT ONCE TO PROTECT YOUR INTERESTS. Published in the Business Record on June 7 & 14 & 21, 2013. ORIGINAL NOTICE FOR PUBLICATION In The Iowa District Court For Polk County Equity No. EQCE074035 JPMORGAN CHASE BANK, NATIONAL ASSOCIATION, 13-4994650 Plaintiff, vs. RONALD P. DYER AND HEATHER DYER; ATLANTIC CREDIT AND FINANCE INC.; LORI MILLER AKA LORI A. WEBB; NEBRASKA FURNITURE MART INC.; RIVER FUNDING CORP., ISAOA; STATE OF IOWA, IOWA DEPARTMENT OF HUMAN SERVICES; US BANK NA; Defendants. TO THE ABOVE NAMED DEFENDANTS: You are hereby notified that there is a petition on file in the office of the clerk of the above court which petition prays for a judgment in rem against the property involved in this action for the sum of \$101,129.24 with interest at 7.25% per annum from and including March 1, 2012, on the promissory note executed by Ronald P. Dyer and Heather Dyer and mortgage executed by Ronald P. Dyer and Heather Dyer to Mortgage Electronic Registration Systems, Inc. and assigned to Plaintiff, who is the sole and absolute owner thereof. Said note, together with the mortgage given to secure the same are due and payable by reason of the failure of the Defendants Ronald P. Dyer and Heather Dyer to pay the installments of principal when due. Plaintiff also prays in said Petition for the foreclosure of said mortgage

dated July 27, 2006 recorded in Book 11775, Page 118 in the Recorder's Office of Polk County, Iowa, with said note dated July 27, 2006 on the following described property, to-wit: Lot 413, Crawford Place, an Official Plat, now included in and forming a part of the City of Des Moines, Iowa AKA Lot 413 in Crawford Place, an Official Plat, now included in and forming a part of the City of Des Moines, Polk County, Iowa and also asking that said mortgage be declared a prior and superior lien to that of each of the above named Defendants; for appointment of a receiver; for the amount paid by Plaintiff for attorneys' fees, abstract expense, costs and accruing costs of this action; that special execution issue for the sale of said real estate to satisfy said judgment, interest, attorneys' fees and costs and for such other and further relief as may be just and equitable. FOR FURTHER PARTICULARS, SEE COPY OF PETITION NOW ON FILE. THE PLAINTIFF HAS ELECTED FORECLOSURE WITHOUT REDEMPTION. THIS MEANS THAT THE SALE OF THE MORTGAGED PROPERTY WILL OCCUR PROMPTLY AFTER ENTRY OF JUDGMENT UNLESS YOU FILE WITH THE COURT A WRITTEN DEMAND TO DELAY THE SALE. IF YOU FILE A WRITTEN DEMAND, THE SALE WILL BE DELAYED UNTIL SIX MONTHS FROM ENTRY OF JUDGMENT IF THE MORTGAGED PROPERTY IS YOUR RESIDENCE AND IS A ONE-FAMILY OR TWO-FAMILY DWELLING OR UNTIL TWO MONTHS FROM ENTRY OF JUDGMENT IF THE MORTGAGED PROPERTY IS NOT YOUR RESIDENCE OR IS RESIDENCE BUT NOT A ONE-FAMILY OR TWO-FAMILY DWELLING. YOU WILL HAVE NO RIGHT OF REDEMPTION AFTER THE SALE. THE PURCHASER AT THE SALE WILL BE ENTITLED TO IMMEDIATE POSSESSION OF THE MORTGAGED PROPERTY. YOU MAY PURCHASE AT THE SALE. The Plaintiff's attorneys are Petosa, Petosa & Boecker, L.L.P. by Theodore R. Boecker, whose address is 1350 NW 138th Street, Suite 100, Clive, Iowa 50325-8308, telephone number (515) 222-9400, facsimile number (515) 222-9121. You must serve a motion or answer on or before the 11th day of July, 2013 and within a reasonable time thereafter file your motion or answer in the Iowa District Court of Polk County, at the Courthouse in Des Moines, Iowa. If you do not, judgment by default may be rendered against you for the relief demanded in the Petition. If you require the assistance of auxiliary aids or services to participate in court because of a disability, immediately call your district ADA coordinator at (515) 286-3394. (If you are hearing impaired, call Relay Iowa TTY at 1-800-735-2942.) Randy Osborn Clerk of the Above Court Polk County Courthouse Des Moines, Iowa 50309 YOU ARE ADVISED TO SEEK LEGAL ADVICE AT ONCE TO PROTECT YOUR INTERESTS. Published in the Business Record on June 7 & 14 & 21, 2013. NOTICE OF DISSOLUTION - UNKNOWN CREDITORS (pursuant to Iowa Code § 490.1407) YOU ARE HEREBY NOTIFIED that The Garden, Inc. (hereinafter "Corporation") was dissolved by the filing of Articles of Dissolution with the Iowa Secretary of State on May 22, 2013. 1. Any claim against the Corporation may be made by providing written notice of the exact amount and nature of such claim to the address listed in Paragraph 2 below. 2. Claims may be mailed to the following address: The Garden, Inc. 450 W. Briar Place, 12K Chicago, IL 60657 ATTN: Scott Neasham 3. Any claim against the Corporation will be barred unless a proceeding to enforce the claim is commenced within three (3) years after the date of publication of this Notice. THIS NOTICE published June 7, 2013. THE GARDEN, INC. By: Name: Scott Neasham Title: President Published in the Business Record on June 7, 2013.

PUBLIC NOTICES

ORIGINAL NOTICE FOR PUBLICATION

In The Iowa District Court
For Polk County

Equity No. EQCE073912

JPMORGAN CHASE BANK, NATIONAL ASSOCIATION, 13-4994650
Plaintiff,

vs.
ROBERT L. WRIGHT, JR.; ADVANCE AMERICA; CREDIT ACCEPTANCE CORPORATION; MONAHAN PROPERTIES LLC; REGINA ANN WRIGHT; STATE OF IOWA, IOWA DEPARTMENT OF HUMAN SERVICES; THE CBE GROUP INC.; UNIFUND CCR PARTNERS; UNITED STATES OF AMERICA, INTERNAL REVENUE SERVICE;

Defendants.

TO THE ABOVE NAMED DEFENDANTS:
You are hereby notified that there is a petition on file in the office of the clerk of the above court which petition prays for a judgment in rem against the property involved in this action for the sum of \$157,598.24 with interest at 4.625% per annum from and including September 1, 2012, on the promissory note executed by Robert L. Wright, Jr. and mortgage executed by Robert L. Wright, Jr. to Mortgage Electronic Registration Systems, Inc. and assigned to Plaintiff, who is the sole and absolute owner thereof. Said note, together with the mortgage given to secure the same are due and payable by reason of the failure of the Defendants Robert L. Wright, Jr. to pay the installments of principal when due. Plaintiff also prays in said Petition for the foreclosure of said mortgage dated May 22, 2006 recorded in Book 11666, Page 168 in the Recorder's Office of Polk County, Iowa, with said note dated May 22, 2006 on the following described property, to-wit:

Lot Thirty-five (35) in Clear View Subdivision, an Official Plat, now included in and forming a part of the City of Urbandale, Polk County, Iowa
and also asking that said mortgage be declared a prior and superior lien to that of each of the above named Defendants; for appointment of a receiver; for the amount paid by Plaintiff for attorneys' fees, abstract expense, costs and accruing costs of this action; that special execution issue for the sale of said real estate to satisfy said judgment, interest, attorneys' fees and costs and for such other and further relief as may be just and equitable.

FOR FURTHER PARTICULARS, SEE COPY OF PETITION NOW ON FILE.

THE PLAINTIFF HAS ELECTED FORECLOSURE WITHOUT REDEMPTION. THIS MEANS THAT THE SALE OF THE MORTGAGED PROPERTY WILL OCCUR PROMPTLY AFTER ENTRY OF JUDGMENT UNLESS YOU FILE WITH THE COURT A WRITTEN DEMAND TO DELAY THE SALE. IF YOU FILE A WRITTEN DEMAND, THE SALE WILL BE DELAYED UNTIL SIX MONTHS FROM ENTRY OF JUDGMENT IF THE MORTGAGED PROPERTY IS YOUR RESIDENCE AND IS A ONE-FAMILY OR TWO-FAMILY DWELLING OR UNTIL TWO MONTHS FROM ENTRY OF JUDGMENT IF THE MORTGAGED PROPERTY IS NOT YOUR RESIDENCE OR IS RESIDENCE BUT NOT A ONE-FAMILY OR TWO-FAMILY DWELLING. YOU WILL HAVE NO RIGHT OF REDEMPTION AFTER THE SALE. THE PURCHASER AT THE SALE WILL BE ENTITLED TO IMMEDIATE POSSESSION OF THE MORTGAGED PROPERTY. YOU MAY PURCHASE AT THE SALE.

The Plaintiff's attorneys are Petosa, Petosa & Boecker, L.L.P. by Ryan C. Holtgraves, whose address is 1350 NW 138th Street, Suite 100, Clive, Iowa 50325-8308, telephone number (515) 222-9400, facsimile number (515) 222-9121.

You must serve a motion or answer on or before the 11th day of July, 2013 and within a reasonable time thereafter file your motion or answer in the Iowa District Court of Polk County, at the Courthouse in Des Moines, Iowa. If you do not, judgment by default may be rendered against you for the relief demanded in the Petition.

If you require the assistance of auxiliary aids or services to participate in court because of a disability, immediately call your district ADA coordinator at (515) 286-3394. (If you are hearing impaired, call Relay Iowa TTY at 1-800-735-2942.)

Randy Osborn
Clerk of the Above Court
Polk County Courthouse
Des Moines, Iowa 50309
YOU ARE ADVISED TO SEEK LEGAL ADVICE AT ONCE TO PROTECT YOUR INTERESTS.
Published in the Business Record on June 7 &

14 & 21, 2013.

ORIGINAL NOTICE FOR PUBLICATION

In The Iowa District Court
For Polk County

Equity No. EQCE074075

FEDERAL NATIONAL MORTGAGE ASSOCIATION, 52-0883107
Plaintiff,

vs.
RONALD S. GOMEZ; LAURA JEAN BRACELIN FKA LAURA GOMEZ; SPOUSE OF RONALD S. GOMEZ, IF ANY;

Defendants.

TO THE ABOVE NAMED DEFENDANTS:
You are hereby notified that there is a petition on file in the office of the clerk of the above court which petition prays for a judgment in rem against the property involved in this action for the sum of \$70,327.74 with interest at 7.375% per annum from and including November 1, 2012, on the promissory note executed by Ronald S. Gomez and mortgage executed by Ronald S. Gomez to Mortgage Electronic Registration Systems, Inc. and assigned to Plaintiff, who is the sole and absolute owner thereof. Said note, together with the mortgage given to secure the same are due and payable by reason of the failure of the Defendants Ronald S. Gomez to pay the installments of principal when due. Plaintiff also prays in said Petition for the foreclosure of said mortgage dated May 5, 2006 recorded in Book 11646 Page 909 in the Recorder's Office of Polk County, Iowa, with said note dated May 5, 2006 on the following described property, to-wit:

Lot 330 in David McKee Place, an Official Plat, now included in and forming a part of the City of Des Moines, Polk County, Iowa

and also asking that said mortgage be declared a prior and superior lien to that of each of the above named Defendants; for appointment of a receiver; for the amount paid by Plaintiff for attorneys' fees, abstract expense, costs and accruing costs of this action; that special execution issue for the sale of said real estate to satisfy said judgment, interest, attorneys' fees and costs and for such other and further relief as may be just and equitable.

FOR FURTHER PARTICULARS, SEE COPY OF PETITION NOW ON FILE.

THE PLAINTIFF HAS ELECTED FORECLOSURE WITHOUT REDEMPTION. THIS MEANS THAT THE SALE OF THE MORTGAGED PROPERTY WILL OCCUR PROMPTLY AFTER ENTRY OF JUDGMENT UNLESS YOU FILE WITH THE COURT A WRITTEN DEMAND TO DELAY THE SALE. IF YOU FILE A WRITTEN DEMAND, THE SALE WILL BE DELAYED UNTIL SIX MONTHS FROM ENTRY OF JUDGMENT IF THE MORTGAGED PROPERTY IS YOUR RESIDENCE AND IS A ONE-FAMILY OR TWO-FAMILY DWELLING OR UNTIL TWO MONTHS FROM ENTRY OF JUDGMENT IF THE MORTGAGED PROPERTY IS NOT YOUR RESIDENCE OR IS RESIDENCE BUT NOT A ONE-FAMILY OR TWO-FAMILY DWELLING. YOU WILL HAVE NO RIGHT OF REDEMPTION AFTER THE SALE. THE PURCHASER AT THE SALE WILL BE ENTITLED TO IMMEDIATE POSSESSION OF THE MORTGAGED PROPERTY. YOU MAY PURCHASE AT THE SALE.

The Plaintiff's attorneys are Petosa, Petosa & Boecker, L.L.P. by Benjamin W. Hopkins, whose address is 1350 NW 138th Street, Suite 100, Clive, Iowa 50325-8308, telephone number (515) 222-9400, facsimile number (515) 222-9121.

You must serve a motion or answer on or before the 11th day of July, 2013 and within a reasonable time thereafter file your motion or answer in the Iowa District Court of Polk County, at the Courthouse in Des Moines, Iowa. If you do not, judgment by default may be rendered against you for the relief demanded in the Petition.

If you require the assistance of auxiliary aids or services to participate in court because of a disability, immediately call your district ADA coordinator at (515) 286-3394. (If you are hearing impaired, call Relay Iowa TTY at 1-800-735-2942.)

Randy Osborn
Clerk of the Above Court
Polk County Courthouse
Des Moines, Iowa 50309

YOU ARE ADVISED TO SEEK LEGAL ADVICE AT ONCE TO PROTECT YOUR INTERESTS.
Published in the Business Record on June 7 & 14 & 21, 2013.

ORIGINAL NOTICE FOR PUBLICATION

In The Iowa District Court
For Polk County

Equity No. EQCE073974

FEDERAL NATIONAL MORTGAGE ASSOCIATION, 52-0883107
Plaintiff,

vs.
WILLIAM JAKUES AKA WILLIAM EDWIN JAKUES; ANGELA JAKUES; SPOUSE OF WILLIAM JAKUES AKA WILLIAM EDWIN JAKUES, IF ANY;

Defendants.

TO THE ABOVE NAMED DEFENDANTS:
You are hereby notified that there is a petition on file in the office of the clerk of the above court which petition prays for a judgment in rem against the property involved in this action for the sum of \$114,631.73 with interest at 7% per annum from and including October 1, 2012, on the promissory note executed by William Jaques and Angela Jaques and mortgage executed by William Jaques and Angela Jaques to Bank of America, N.A. and assigned to Plaintiff, who is the sole and absolute owner thereof. Said note, together with the mortgage given to secure the same are due and payable by reason of the failure of the Defendants William Jaques and Angela Jaques to pay the installments of principal when due. Plaintiff also prays in said Petition for the foreclosure of said mortgage dated October 31, 2007 recorded in Book 12437, Page 115 in the Recorder's Office of Polk County, Iowa, with said note dated October 31, 2007 on the following described property, to-wit:

The East 1/2 of Lot Fifty-seven (57) in Lovington, an Official Plat, Polk County, Iowa

and also asking that said mortgage be declared a prior and superior lien to that of each of the above named Defendants; for appointment of a receiver; for the amount paid by Plaintiff for attorneys' fees, abstract expense, costs and accruing costs of this action; that special execution issue for the sale of said real estate to satisfy said judgment, interest, attorneys' fees and costs and for such other and further relief as may be just and equitable.

FOR FURTHER PARTICULARS, SEE COPY OF PETITION NOW ON FILE.

THE PLAINTIFF HAS ELECTED FORECLOSURE WITHOUT REDEMPTION. THIS MEANS THAT THE SALE OF THE MORTGAGED PROPERTY WILL OCCUR PROMPTLY AFTER ENTRY OF JUDGMENT UNLESS YOU FILE WITH THE COURT A WRITTEN DEMAND TO DELAY THE SALE. IF YOU FILE A WRITTEN DEMAND, THE SALE WILL BE DELAYED UNTIL SIX MONTHS FROM ENTRY OF JUDGMENT IF THE MORTGAGED PROPERTY IS YOUR RESIDENCE AND IS A ONE-FAMILY OR TWO-FAMILY DWELLING OR UNTIL TWO MONTHS FROM ENTRY OF JUDGMENT IF THE MORTGAGED PROPERTY IS NOT YOUR RESIDENCE OR IS RESIDENCE BUT NOT A ONE-FAMILY OR TWO-FAMILY DWELLING. YOU WILL HAVE NO RIGHT OF REDEMPTION AFTER THE SALE. THE PURCHASER AT THE SALE WILL BE ENTITLED TO IMMEDIATE POSSESSION OF THE MORTGAGED PROPERTY. YOU MAY PURCHASE AT THE SALE.

The Plaintiff's attorneys are Petosa, Petosa & Boecker, L.L.P. by Benjamin W. Hopkins, whose address is 1350 NW 138th Street, Suite 100, Clive, Iowa 50325-8308, telephone number (515) 222-9400, facsimile number (515) 222-9121.

You must serve a motion or answer on or before the 11th day of July, 2013 and within a reasonable time thereafter file your motion or answer in the Iowa District Court of Polk County, at the Courthouse in Des Moines, Iowa. If you do not, judgment by default may be rendered against you for the relief demanded in the Petition.

If you require the assistance of auxiliary aids or services to participate in court because of a disability, immediately call your district ADA coordinator at (515) 286-3394. (If you are hearing impaired, call Relay Iowa TTY at 1-800-735-2942.)

Randy Osborn
Clerk of the Above Court
Polk County Courthouse
Des Moines, Iowa 50309

YOU ARE ADVISED TO SEEK LEGAL ADVICE AT ONCE TO PROTECT YOUR INTERESTS.
Published in the Business Record on June 7 & 14 & 21, 2013.

ORIGINAL NOTICE FOR PUBLICATION

In The Iowa District Court
For Polk County

Equity No. EQCE073870

FEDERAL NATIONAL MORTGAGE ASSOCIATION, 52-0883107
Plaintiff,

vs.
ANTHONY MUNOZ AKA ANTHONY D. MUNOZ; BANK OF AMERICA, N.A.; MISTY MUNOZ; UNION BANK AND TRUST COMPANY;

Defendants.

TO THE ABOVE NAMED DEFENDANTS:
You are hereby notified that there is a petition on file in the office of the clerk of the above court which petition prays for a judgment in rem against the property involved in this action for the sum of \$85,994.87 with interest at 4.375% per annum from and including May 1, 2012, on the promissory note executed by Anthony Munoz and mortgage executed by Anthony Munoz and Misty Munoz to Bank of America, N.A. and assigned to Plaintiff, who is the sole and absolute owner thereof. Said note, together with the mortgage given to secure the same are due and payable by reason of the failure of the Defendants Anthony Munoz and Misty Munoz to pay the installments of principal when due. Plaintiff also prays in said Petition for the foreclosure of said mortgage dated September 21, 2007 recorded in Book 12384, Page 360 in the Recorder's Office of Polk County, Iowa, with said note dated September 21, 2007 on the following described property, to-wit:

Lot 19 in Dewey Heights, now included in and forming a part of the City of Des Moines, Polk County, Iowa

and also asking that said mortgage be declared a prior and superior lien to that of each of the above named Defendants; for appointment of a receiver; for the amount paid by Plaintiff for attorneys' fees, abstract expense, costs and accruing costs of this action; that special execution issue for the sale of said real estate to satisfy said judgment, interest, attorneys' fees and costs and for such other and further relief as may be just and equitable.

FOR FURTHER PARTICULARS, SEE COPY OF PETITION NOW ON FILE.

THE PLAINTIFF HAS ELECTED FORECLOSURE WITHOUT REDEMPTION. THIS MEANS THAT THE SALE OF THE MORTGAGED PROPERTY WILL OCCUR PROMPTLY AFTER ENTRY OF JUDGMENT UNLESS YOU FILE WITH THE COURT A WRITTEN DEMAND TO DELAY THE SALE. IF YOU FILE A WRITTEN DEMAND, THE SALE WILL BE DELAYED UNTIL SIX MONTHS FROM ENTRY OF JUDGMENT IF THE MORTGAGED PROPERTY IS YOUR RESIDENCE AND IS A ONE-FAMILY OR TWO-FAMILY DWELLING OR UNTIL TWO MONTHS FROM ENTRY OF JUDGMENT IF THE MORTGAGED PROPERTY IS NOT YOUR RESIDENCE OR IS RESIDENCE BUT NOT A ONE-FAMILY OR TWO-FAMILY DWELLING. YOU WILL HAVE NO RIGHT OF REDEMPTION AFTER THE SALE. THE PURCHASER AT THE SALE WILL BE ENTITLED TO IMMEDIATE POSSESSION OF THE MORTGAGED PROPERTY. YOU MAY PURCHASE AT THE SALE.

The Plaintiff's attorneys are Petosa, Petosa & Boecker, L.L.P. by Benjamin W. Hopkins, whose address is 1350 NW 138th Street, Suite 100, Clive, Iowa 50325-8308, telephone number (515) 222-9400, facsimile number (515) 222-9121.

You must serve a motion or answer on or before the 11th day of July, 2013 and within a reasonable time thereafter file your motion or answer in the Iowa District Court of Polk County, at the Courthouse in Des Moines, Iowa. If you do not, judgment by default may be rendered against you for the relief demanded in the Petition.

If you require the assistance of auxiliary aids or services to participate in court because of a disability, immediately call your district ADA coordinator at (515) 286-3394. (If you are hearing impaired, call Relay Iowa TTY at 1-800-735-2942.)

Randy Osborn
Clerk of the Above Court
Polk County Courthouse
Des Moines, Iowa 50309

YOU ARE ADVISED TO SEEK LEGAL ADVICE AT ONCE TO PROTECT YOUR INTERESTS.
Published in the Business Record on June 7 & 14 & 21, 2013.

PUBLIC NOTICES

ORIGINAL NOTICE OF NOTICE OF VIOLATION

IN THE ENFORCEMENT OF THE MUNICIPAL CODE OF THE CITY OF DES MOINES, IOWA

COD 2013-01814

JOYCE A HOWE AND ALL OTHERS HAVING A LEGAL INTEREST IN THE PROPERTY LOCATED AT 1012 SE 10TH Des Moines IA 50309

TO THE ABOVE NAMED PARTY/PARTIES and all others having a legal interest in the subject property:

You are hereby notified that on April 10th, 2012 10:22a.m THE CITY OF DES MOINES, IOWA, conducted an inspection of the property located at 1012 SE 10th St, Des Moines IA 50309 locally known as N 40 F LOT 7 BLK 73 TOWN OF DE MOINE, and found violations of Chapter 42 of the Municipal Code of the City of Des Moines Iowa. The violations constitutes a public nuisance as follows: The illegal storage of junk, debris, inoperable and/or unlicensed vehicles outside a completely enclosed building. The notice of violation and pictures can be viewed or copied in the Office of the Neighborhood Inspection & Zoning Division of the City of Des Moines, at 602 Robert D. Ray Drive, Armory Bldg, 2nd Flr, Des Moines, IA, between the hours of 8:00 am-4:30pm, phone (515) 283-4046. The violations must be abated within 14 days from the date of this published notice by removing or causing to be stored in a completely enclosed building all illegally stored junk, debris, inoperable and/or unlicensed vehicles and you shall contact the inspector at the telephone number listed below to verify compliance. If you fail to abate the public nuisance the City will cause the nuisance to be abated, bill you all associated costs incurred and send you a bill for payment. The City may also seek other alternative relief including legal proceedings. If you fail to pay the costs the City will file an assessment against your property to be paid the same as property tax. You have the right to request an administrative hearing to contest the validity of the violations and the decision to assess clean up costs incurred by the City against the property, the same as property tax. If you choose to proceed with an administrative hearing you must within 10 days from the date of this published notice, file a written request for the hearing. Submit your request for the hearing to the City of Des Moines City Clerk, at 400 Robert D. Ray Dr., Des Moines, Iowa 50309. A date and time for a hearing will be sent to you at the address you provide in the Request for Administrative Hearing.

Neighborhood Inspection/Zoning Inspector 602 Robert D. Ray Drive Des Moines, Iowa Telephone: (515)283-4046

If you require the assistance of auxiliary aids or services to participate in the hearing because of a disability, immediately call your district ADA coordinator at 1 (515) 286-3394. If you are hearing impaired call Relay Iowa TTY at 1-800-735-2942. Published in the Business Record on June 7, 2013.

ORIGINAL NOTICE OF NOTICE OF VIOLATION

IN THE ENFORCEMENT OF THE MUNICIPAL CODE OF THE CITY OF DES MOINES, IOWA

COD 2013-01902

PAUL L JENNETT AND ALL OTHERS HAVING A LEGAL INTEREST IN THE PROPERTY LOCATED AT 671 37TH ST Des Moines IA 50312

TO THE ABOVE NAMED PARTY/PARTIES and all others having a legal interest in the subject property:

You are hereby notified that on April 9th, 2013 1:16p.m. THE CITY OF DES MOINES, IOWA, conducted an inspection of the property located at 671 37TH ST locally W 170F LOT 58 MILLER HEIGHTS, and found violations of Chapter 42 of the Municipal Code of the City of Des Moines Iowa. The violations constitutes a public nuisance as follows: The illegal storage of junk, debris, inoperable and/or unlicensed vehicles outside a completely enclosed building.

The notice of violation and pictures can be viewed or copied in the Office of the Neighborhood Inspection & Zoning Division of the City of Des Moines, at 602 Robert D. Ray Drive, Armory Bldg, 2nd Flr, Des Moines, IA, between the hours of 8:00 am-4:30pm, phone (515) 283-4046. The violations must be abated within 14 days from the date of this published notice by removing or causing to be stored in a completely enclosed building all illegally stored junk, debris, inoperable and/or unlicensed vehicles and you shall contact the inspector at the telephone number listed below to verify compliance. If you fail to abate the public nuisance the City will cause the nuisance to be abated, bill you all associated costs incurred and send you a bill for payment. The City may also seek other alternative relief including legal proceedings. If you fail to pay the costs the City will file an assessment against your property to be paid the same as property tax. You have the right to request an administrative hearing to contest the validity of the violations and the decision to assess clean up costs incurred by the City against the property, the same as property tax. If you choose to proceed with an administrative hearing you must within 10 days from the date of this published notice, file a written request for the hearing. Submit your request for the hearing to the City of Des Moines City Clerk, at 400 Robert D. Ray Dr., Des Moines, Iowa 50309. A date and time for a hearing will be sent to you at the address you provide in the Request for Administrative Hearing.

Neighborhood Inspection/Zoning Inspector 602 Robert D. Ray Drive Des Moines, Iowa Telephone: (515)283-4046

If you require the assistance of auxiliary aids or services to participate in the hearing because of a disability, immediately call your district ADA coordinator at 1 (515) 286-3394. If you are hearing impaired call Relay Iowa TTY at 1-800-735-2942. Published in the Business Record on June 7, 2013.

ORIGINAL NOTICE OF NOTICE OF VIOLATION

IN THE ENFORCEMENT OF THE MUNICIPAL CODE OF THE CITY OF DES MOINES, IOWA

COD 2013-01096

ANDRES D CRUZ AND ALL OTHERS HAVING A LEGAL INTEREST IN THE PROPERTY LOCATED AT 1343 COLLEGE AVE Des Moines IA 50314

TO THE ABOVE NAMED PARTY/PARTIES and all others having a legal interest in the subject property:

You are hereby notified that on February 28th, 2013 1:16p.m. THE CITY OF DES MOINES, IOWA, conducted an inspection of the property located at LOT 72 FOREST PARK locally known as 1343 College Ave Des Moines IA 50314, and found violations of Chapter 42 of the Municipal Code of the City of Des Moines Iowa. The violations constitutes a public nuisance as follows: The illegal storage of junk, debris, inoperable and/or unlicensed vehicles outside a completely enclosed building.

The notice of violation and pictures can be viewed or copied in the Office of the Neighborhood Inspection & Zoning Division of the City of Des Moines, at 602 Robert D. Ray Drive, Armory Bldg, 2nd Flr, Des Moines, IA, between the hours of 8:00 am-4:30pm, phone (515) 283-4046. The violations must be abated within 14 days from the date of this published notice by removing or causing to be stored in a completely enclosed building all illegally stored junk, debris, inoperable and/or unlicensed vehicles and you shall contact the inspector at the telephone number listed below to verify compliance. If you fail to abate the public nuisance the City will cause the nuisance to be abated, bill you all associated costs incurred and send you a bill for payment. The City may also seek other alternative relief including legal proceedings. If you fail to pay the costs the City will file an assessment against your property to be paid the same as property tax. You have the right to request an administrative hearing to contest the validity of the violations and the decision to assess clean up costs incurred by the City against the property, the

same as property tax. If you choose to proceed with an administrative hearing you must within 10 days from the date of this published notice, file a written request for the hearing. Submit your request for the hearing to the City of Des Moines City Clerk, at 400 Robert D. Ray Dr., Des Moines, Iowa 50309. A date and time for a hearing will be sent to you at the address you provide in the Request for Administrative Hearing.

Neighborhood Inspection/Zoning Inspector 602 Robert D. Ray Drive Des Moines, Iowa Telephone: (515)283-4046

If you require the assistance of auxiliary aids or services to participate in the hearing because of a disability, immediately call your district ADA coordinator at 1 (515) 286-3394. If you are hearing impaired call Relay Iowa TTY at 1-800-735-2942. Published in the Business Record on June 7, 2013.

ORIGINAL NOTICE FOR PUBLICATION

In The Iowa District Court For Polk County

Equity No. EQCE073911

THE BANK OF NEW YORK MELLON TRUST COMPANY, NATIONAL ASSOCIATION FKA THE BANK OF NEW YORK TRUST COMPANY, N.A. AS SUCCESSOR TO JPMORGAN CHASE BANK N.A., SUCCESSOR BY MERGER TO BANK ONE NATIONAL ASSOCIATION, AS TRUSTEE FOR RAMP 2002-RS2, 91-1815463 Plaintiff,

vs. ELLEN SMITH AKA ELLEN M. SMITH; CACV OF COLORADO LLC; CAPITAL ONE BANK; CAPITAL ONE BANK; CASEBINE CREDIT UNION; CURRAHEE FINANCIAL LLC ASSIGNEE OF HOUSEHOLD BANK; DOMONICK DEFINO; EAST VILLAGE PARK APTS.; MIDLAND FUNDING LLC; MIKE KINTER; MORTGAGE ELECTRONIC REGISTRATION SYSTEMS, INC.; MRC RECEIVABLES CORP.; NCO PORTFOLIO MANAGEMENT INC.; RIVER HILLS APARTMENTS #1; SANDRA KINTER; SIGNATURE PROPERTIES LC; SPOUSE OF ELLEN SMITH AKA ELLEN M. SMITH, IF ANY; SUNBURST APARTMENTS LP; SUNBURST APARTMENTS LTD; VICKIE DEFINO; WELLS FARGO FINANCIAL LEASING INC.; WEST ASSET MANAGEMENT INC., SUCCESSOR BY MERGER WITH OMNIUM WORLDWIDE INC.; Defendants.

TO THE ABOVE NAMED DEFENDANTS: You are hereby notified that there is a petition on file in the office of the clerk of the above court which petition prays for a judgment in rem against the property involved in this action for the sum of \$54,090.30 with interest at 5.75% per annum from and including August 1, 2012, on the promissory note executed by Willie Smith and Ellen Smith and mortgage executed by Willie Smith and Ellen Smith to Concorde Acceptance Corporation and assigned to Plaintiff, who is the sole and absolute owner thereof.

Said note, together with the mortgage given to secure the same are due and payable by reason of the failure of the Defendants Willie Smith and Ellen Smith to pay the installments of principal when due. Plaintiff also prays in said Petition for the foreclosure of said mortgage dated August 22, 2001 recorded in Book 8963, Page 446 in the Recorder's Office of Polk County, Iowa, with said note dated August 22, 2001 on the following described property, to-wit:

Lot 31 in Glen Oaks, an Official Plat, now included in and forming a part of the City of Des Moines, Iowa AKA Lot 31 in Glen Oaks, an Official Plat, now included in and forming a part of the City of Des Moines, Polk County, Iowa and also asking that said mortgage be declared a prior and superior lien to that of each of the above named Defendants; for appointment of a receiver; for the amount paid by Plaintiff for attorneys' fees, abstract expense, costs and accruing costs of this action; that special execution issue for the sale of said real estate to satisfy said judgment, interest, attorneys' fees and costs and for such other and further relief as may be just and equitable.

FOR FURTHER PARTICULARS, SEE COPY OF PETITION NOW ON FILE.

THE PLAINTIFF HAS ELECTED FORECLOSURE WITHOUT REDEMPTION. THIS MEANS THAT THE SALE OF THE MORTGAGED PROPERTY

WILL OCCUR PROMPTLY AFTER ENTRY OF JUDGMENT UNLESS YOU FILE WITH THE COURT A WRITTEN DEMAND TO DELAY THE SALE. IF YOU FILE A WRITTEN DEMAND, THE SALE WILL BE DELAYED UNTIL SIX MONTHS FROM ENTRY OF JUDGMENT IF THE MORTGAGED PROPERTY IS YOUR RESIDENCE AND IS A ONE-FAMILY OR TWO-FAMILY DWELLING OR UNTIL TWO MONTHS FROM ENTRY OF JUDGMENT IF THE MORTGAGED PROPERTY IS NOT YOUR RESIDENCE OR IS RESIDENCE BUT NOT A ONE-FAMILY OR TWO-FAMILY DWELLING. YOU WILL HAVE NO RIGHT OF REDEMPTION AFTER THE SALE. THE PURCHASER AT THE SALE WILL BE ENTITLED TO IMMEDIATE POSSESSION OF THE MORTGAGED PROPERTY. YOU MAY PURCHASE AT THE SALE.

The Plaintiff's attorneys are Petosa, Petosa & Boecker, L.L.P. by Theodore R. Boecker, whose address is 1350 NW 138th Street, Suite 100, Clive, Iowa 50325-8308, telephone number (515) 222-9400, facsimile number (515) 222-9121.

You must serve a motion or answer on or before the 11th day of July, 2013 and within a reasonable time thereafter file your motion or answer in the Iowa District Court of Polk County, at the Courthouse in Des Moines, Iowa. If you do not, judgment by default may be rendered against you for the relief demanded in the Petition.

If you require the assistance of auxiliary aids or services to participate in court because of a disability, immediately call your district ADA coordinator at (515) 286-3394. (If you are hearing impaired, call Relay Iowa TTY at 1-800-735-2942.)

Randy Osborn Clerk of the Above Court Polk County Courthouse Des Moines, Iowa 50309

YOU ARE ADVISED TO SEEK LEGAL ADVICE AT ONCE TO PROTECT YOUR INTERESTS. Published in the Business Record on June 7 & 14 & 21, 2013.

PUBLIC NOTICE OF STORM WATER DISCHARGE

LEG Investment, LC plans to submit a Notice of Intent to the Iowa Department of Natural Resources to be covered under NPDES General Permit No. 2, "Storm Water Discharge Associated with Industrial Activity for Construction Activities". The storm water discharge will be from site development and construction of a retail center, located in the NW 1/4 of Section 35, T79N, R26W, of the 5th P.M., City of Waukee, Dallas County, Iowa. Storm water will be discharged from one point source on the site, and will be discharged to the following streams: an unnamed tributary of Walnut Creek in Dallas County.

Comments may be submitted to the Storm Water Discharge Coordinator, IOWA DEPARTMENT OF NATURAL RESOURCES, Environmental Protection Division, Henry A. Wallace Building, 502 E. 9th Street, Des Moines, IA 50319-0034. The public may review the Notice of Intent from 8 a.m. to 4:30 p.m., Monday through Friday, at the above address after it has been received by the department.

Published in the Business Record on June 7, 2013.

PUBLIC NOTICE OF STORM WATER DISCHARGE

Ryan Companies US, Inc plans to submit a Notice of Intent to the Iowa Department of Natural Resources to be covered under NPDES General Permit No. 2, "Storm Water Discharge Associated with Industrial Activity for Construction Activities". The storm water discharge will be from site development and construction of a research building, located in the SW 1/4 of Section 2, T79N, R25W, of the 5th P.M., City of Johnston, Polk County, Iowa. Storm water will be discharged from one point source on the site, and will be discharged to the following streams: the Beaver Creek in Polk County. Comments may be submitted to the Storm Water Discharge Coordinator, IOWA DEPARTMENT OF NATURAL RESOURCES, Environmental Protection Division, Henry A. Wallace Building, 502 E. 9th Street, Des Moines, IA 50319-0034. The public may review the Notice of Intent from 8 a.m. to 4:30 p.m., Monday through Friday, at the above address after it has been received by the department.

Published in the Business Record on June 7, 2013.

PUBLIC NOTICES

AMENDED ORIGINAL NOTICE

In The Iowa District Court For Polk County

Equity No. EQCE69676

DEUTSCHE BANK TRUST COMPANY AMERICAS AS INDENTURE TRUSTEE FOR THE REGISTERED HOLDERS OF SAXON ASSET SECURITIES TRUST 2005-3 MORTGAGE LOAN ASSET BACKED NOTES, SERIES 2005-3,
Plaintiff,

v.

DAVID E. INMAN, SPOUSE OF DAVID E. INMAN, WELLS FARGO BANK, N.A., SPEEDY RELEASE BAIL BOND and NAIM MADYUN, Defendants.

TO THE ABOVE NAMED DEFENDANT(S):

You are notified that a petition has been filed in the office of this court naming you as the defendant in this action. The petition was filed on October 11, 2011, and prays for foreclosure of plaintiff's mortgage against the property at 1811 Frazier, Des Moines IA 50315, which is legally described as Lot 97, (except the west 40.65 feet thereof) and the west 26.05 feet of Lot 96 in Wakonda Manor Plat No. 5, an official plat, now included in and forming a part of the City of Des Moines, Polk County, Iowa. For further details, please review the petition on file in the clerk's office. The plaintiff's attorney is Gregory J. Kreitner, of Metcalf, Conlon & Siering, P.L.C., whose address is 126 West Second Street, Muscatine, Iowa 52761-3713. His phone number is (563) 263-9494; his facsimile number is (563) 263-7824.

You must serve a motion or answer on or before July 23, 2013, and within a reasonable time thereafter file your motion or answer with the Clerk of Court for Polk County, at the county courthouse in Des Moines, Iowa. If you do not, judgment by default may be rendered against you for the relief demanded in the petition.

If you require the assistance of auxiliary aids or services to participate in a court action because of a disability, immediately call your District ADA Coordinator at 1-515-286-3394. If you are hearing impaired, call Relay Iowa TTY at 1-800-735-2942.

Randy Osborn

CLERK OF THE ABOVE COURT
Polk County Courthouse
Des Moines, Iowa 50309

IMPORTANT:

YOU ARE ADVISED TO SEEK LEGAL ADVICE AT ONCE TO PROTECT YOUR INTERESTS.
Published in the Business Record on June 7 & 14 & 21, 2013.

NOTICE OF PROBATE OF WILL, OF APPOINTMENT OF EXECUTOR, AND NOTICE TO CREDITORS

The Iowa District Court Polk County

Probate No. ES 65276

IN THE MATTER OF THE ESTATE OF

CHARLES M. EDGETT, Deceased.
To All Persons Interested in the Estate of CHARLES M. EDGETT, Deceased, who died on or about May 13, 2013:

You are hereby notified that on the 16th day of May, 2013, the last will and testament of CHARLES M. EDGETT, deceased, bearing date of the 1st day of November, 2012, was admitted to probate in the above named court and that Gail Egli and Jason Egli was appointed executor of the estate. Any action to set aside the will must be brought in the district court of said county within the later to occur of four months from the date of the second publication of this notice or one month from the date of mailing of this notice to all heirs of the decedent and devisees under the will whose identities are reasonably

ascertainable, or thereafter be forever barred.

Notice is further given that all persons indebted to the estate are requested to make immediate payment to the undersigned, and creditors having claims against the estate shall file them with the clerk of the above named district court, as provided by law, duly authenticated, for allowance, and unless so filed by the later to occur of four months from the second publication of this notice or one month from the date of mailing of this notice (unless otherwise allowed or paid) a claim is thereafter forever barred. Dated this 13th day of May, 2013.

Gail Egli and Jason Egli

Executor of estate
2023 W. 8th Street
Cedar Falls, Iowa 50613

Tom W. George, ICIS PIN Number: AT0002735

Attorney for executor
Gaudineer, Comito & George, LLP.
3737 Westown Parkway, Suite 2D
West Des Moines, Iowa 50266
Date of second publication
14th day of June, 2013

NOTICE OF PROBATE OF WILL, OF APPOINTMENT OF EXECUTOR, AND NOTICE TO CREDITORS

The Iowa District Court Polk County

Probate No. ESPR065239

In the Matter of the Estate of

KENNETH L. ROBERTS, Deceased.

To All Persons Interested in the Estate of KENNETH L. ROBERTS, Deceased, who died on or about the 17th day of April, 2013:
You are hereby notified that on the 7th day of May, 2013, the undersigned was appointed administrator of the estate.

Notice is further given that all persons indebted to the estate are requested to make immediate payment to the undersigned, and creditors having claims against the estate shall file them with the clerk of the above named district court, as provided by law, duly authenticated, for allowance, and unless so filed by the later to occur of four months from the second publication of this notice or one month from the date of mailing of this notice (unless otherwise allowed or paid) a claim is thereafter forever barred. Dated this 22nd day of May, 2013.

Verla J. Adams, Administrator

14260 Sprague Circle
Omaha, Nebraska 68164

Raymond C. Meyer (AT0005280)

Attorney for Administrator
106 North Grand Street
P.O. Box 678
Clariton, Iowa 50049
Date of second publication
14th day of June, 2013

NOTICE OF PROBATE OF WILL, OF APPOINTMENT OF EXECUTOR, AND NOTICE TO CREDITORS

The Iowa District Court Polk County

Probate No. ES65237

IN THE MATTER OF THE ESTATE OF

MARVIN DALE QUANDT, Deceased.

To All Persons Interested in the Estate of MARVIN DALE QUANDT, Deceased, who died on or about November 18, 2012:

You are hereby notified that on the 7th day of May, 2013, the undersigned was appointed administrator of the estate.

Notice is further given that all persons indebted to the estate are requested to make immediate payment to the undersigned, and creditors having claims against the estate shall file them with the clerk of the above named district court, as provided by law, duly authenticated, for

allowance, and unless so filed by the later to occur of four months from the second publication of this notice or one month from the date of mailing of this notice (unless otherwise allowed or paid) a claim is thereafter forever barred. Dated this 21st day of May, 2013.

Mary Elizabeth Quandt

Administrator of the Estate
2412 Maryland Pike
Des Moines, Iowa 50310

Steven C. Despotovich,

ICIS PIN Number: AT0002014
Attorney for the Administrator
4200 University Avenue, Suite 424
West Des Moines, Iowa 50266-5945
Date of second publication
14th day of June, 2013

PUBLIC NOTICE OF STORM WATER DISCHARGE

Triple T, LLC plans to submit a Notice of Intent to the Iowa Department of Natural Resources to be covered under the NPDES General Permit No. 2 "Storm Water Discharge Associated with Industrial Activity for Construction Activities." The storm water discharge will be from housing development construction located in SW 1/4 Sec 15, T78N, R26W, Dallas County. Storm water will be discharged from 3 point sources and will be discharged to the following streams: ditches to Sugar Creek.

Comments may be submitted to the Storm Water Discharge Coordinator, Iowa Department of Natural Resources, Environmental Protection Division, 502 E. 9th Street, Des Moines, IA 50319-0034. The public may review the Notice of Intent from 8 a.m. to 4:30 p.m., Monday through Friday, at the above address after it has been received by the department. Published in the Business Record on June 7, 2013.

PUBLIC NOTICE OF STORM WATER DISCHARGE

Bailey's Grove, LLC plans to submit a Notice of Intent to the Iowa Department of Natural Resources to be covered under the NPDES General Permit No. 2 "Storm Water Discharge Associated with Industrial Activity for Construction Activities." The storm water discharge will be from the construction of a residential subdivision located in SE 1/4, Section 32, Township 79N, Range 27W, Dallas County, Iowa. Storm water will be discharged from 2 point sources and will be discharged to the following stream: North Raccoon River via unnamed ditches, storm sewer, and tributaries. Comments may be submitted to the Storm Water Discharge Coordinator, Iowa Department of Natural Resources, Environmental Protection Division, 502 E. 9th Street, Des Moines, IA 50319-0034. The public may review the Notice of Intent from 8 a.m. to 4:30 p.m., Monday through Friday, at the above address after it has been received by the department. Published in the Business Record on June 7, 2013.

PUBLIC NOTICE OF STORM WATER DISCHARGE

Des Moines Community School District plans to submit a Notice of Intent to the Iowa Department of Natural Resources to be covered under the NPDES General Permit No. 2 "Storm Water Discharge Associated with Industrial Activity for Construction Activities".

The storm water discharge will be from site grading and construction located in NW1/4 of Section 34, T-79N, R-24W, Polk Co. Storm water will be discharged from one point source(s) and will be discharged to the following streams: public sewers to tributaries of Des Moines River.

Comments may be submitted to the Storm Water Discharge Coordinator, Iowa Department of Natural Resources, Environmental Protection Division, 502 E. 9th St., Des Moines, IA 50319-0034. The public may review the Notice of Intent from 8 a.m. to 4:30 p.m., Monday through

Friday, at the above address after it has been received by the department. Published in the Business Record on June 7, 2013.

PUBLIC NOTICE OF STORM WATER DISCHARGE

Newton Village ELIM Care plans to submit a Notice of Intent to the Iowa Department of Natural Resources to be covered under NPDES General Permit No. 2, "Storm Water Discharge Associated with Industrial Activity for Construction Activities". The storm water discharge will be from the construction of a building addition and associated parking lot addition, including associated grading, utilities, paving, and landscaping. Newton Village ELIM Care Facility is located at 110 North 5th Avenue W. in the SW 1/4 of Section 27, T80N, R19W of the 5th P.M., City of Newton, Jasper County, Iowa. Storm water will be discharged from one point source into an existing unnamed stream that discharges into Cherry Creek, then the South Skunk River. Comments may be submitted to the Storm Water Discharge Coordinator, IOWA DEPARTMENT OF NATURAL RESOURCES, Environmental Protection Division, Henry A. Wallace Building, 502 E. 9th Street, Des Moines, IA 50319-0034. The public may review the Notice of Intent from 8 a.m. to 4:30 p.m., Monday through Friday, at the above address after it has been received by the department.

NOTICE OF PROBATE OF WILL, OF APPOINTMENT OF EXECUTOR, AND NOTICE TO CREDITORS

The Iowa District Court Polk County

Probate No. ES65286

IN THE MATTER OF THE ESTATE OF

Joseph Leo Hansman, Sr., Deceased.

To All Persons Interested in the Estate of Joseph Leo Hansman, Sr., Deceased, who died on or about May 2, 2013:

You are hereby notified that on the 24th day of May, 2013, the last will and testament of Joseph Leo Hansman, Sr., deceased, bearing date of the 7th day of May, 2009, was admitted to probate in the above named court and that Frank Hansman was appointed executor of the estate. Any action to set aside the will must be brought in the district court of said county within the later to occur of four months from the date of the second publication of this notice or one month from the date of mailing of this notice to all heirs of the decedent and devisees under the will whose identities are reasonably ascertainable, or thereafter be forever barred.

Notice is further given that all persons indebted to the estate are requested to make immediate payment to the undersigned, and creditors having claims against the estate shall file them with the clerk of the above named district court, as provided by law, duly authenticated, for allowance, and unless so filed by the later to occur of four months from the second publication of this notice or one month from the date of mailing of this notice (unless otherwise allowed or paid) a claim is thereafter forever barred. Dated this 10th day of May, 2013.

Frank Hansman

Executor of estate
6605 Linocln Avenue
Windsor Heights, Iowa 50324

Richard O. McConville, ICIS PIN No: AT0005124


Attorney for executor
Coppola, McConville, Coppola, Hockenberg & Scalise, P.C.

2100 Westown Parkway, Ste. 210
West Des Moines, Iowa 50265
Date of second publication
7th day of June, 2013

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EXCEPTIONAL REMARKABLE OUTSTANDING



Welcome Jon to the
Denny Elwell Team



Jon Lowman

jlowman@dennyelwellcompany.com

515.231.7369

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