

Business Record

SEPTEMBER 20, 2013

Business weekly

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Take a Closer Look at...

J.D. Polk, the new dean of osteopathic medicine at DMU.

PAGE 6



A downtown hotel boom

Columnist Dave Elbert explains the rush to add hotels downtown.

PAGE 51



Five Stooges & Alaska

Malcolm Berko gives a reader advice on selling an energy stock and an Alaska bank.

PAGE 55

BEST OF DES MOINES 2013

2 0 1 3
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BUSINESS
RECORD



David Leto, Executive Vice President and Austin Palmer, President

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TABLE OF CONTENTS

VOLUME 31 | NUMBER 38 | SEPTEMBER 20, 2013

13

BEST OF DES MOINES

The companies and people that Business Record readers have chosen as the “Best of Des Moines 2013.”

BUSINESS SUPPORT

- 30 Executive Search Firm
- 30 Temporary Employment Service
- 14 Law Firm
- 39 Place to Buy Office Supplies
- 28 Commercial Printer
- 42 Public Relations Firm
- 28 Place to Buy Office Furniture
- 24 Advertising Agency
- 18 Security Company

LIVING HERE

- 34 Coffee
- 16 Place to Hold a Business Conference
- 32 Hospital
- 40 MBA Program
- 22 Recycling/Waste Company
- 46 Residential Neighborhood
- 42 Place for Auto Repairs
- 38 Jewelry Store
- 36 Florist
- 38 Auto Dealership
- 18 Men’s Clothier
- 40 Women’s Clothier
- 44 Dry Cleaners

LEADERSHIP

- 22 Non-Profit
- 38 Business Supporting Local Charity
- 30 CEO
- 44 Minority Business Leader
- 44 Metro Business Leader
- 36 Up & Coming Business Leader
- 24 Politician on Business Issues
- 42 Small Company with a Bright Future
- 20 Large Company with a Bright Future
- 20 Company Workforce

TECHNOLOGY

- 32 Cellular Service
- 44 Web Developer
- 40 Computer Consulting Company
- 14 Social Media Company
- 34 Tech Start-up with a Bright Future
- 22 Video Production Company
- 26 Internet Service Provider
- 42 Company Use of Social Media

FINANCE & INSURANCE

- 38 Life Insurance Company
- 16 Health Insurance Company
- 14 Property/Casualty Insurance Company
- 40 Accounting Firm
- 26 Credit Union
- 20 Bank
- 20 Commercial Lender
- 20 Wealth Management Company

ENTERTAINMENT

- 46 New Restaurant
- 20 Restaurant for Conducting Business
- 20 Restaurant to take Out of Town Guests
- 42 Exercise Facility
- 32 Sporting Event to Entertain Clients
- 40 Bar to Entertain Clients
- 26 Happy Hour
- 34 Caterer
- 30 Golf Course
- 34 Place to Buy Wine and Spirits
- 44 Cultural Attraction

BUILDING IOWA

- 16 Thing to Happen to Central Iowa in the past year
- 26 Architectural Firm
- 28 Engineering Firm
- 20 City Government Conducive to doing Business
- 18 General Contractor
- 38 Electrical Contractor
- 32 Mechanical Contractor
- 36 Residential Real Estate Company
- 46 Thing that Will Happen to Central Iowa in the upcoming year
- 36 Commercial Real Estate Company
- 24 Real Estate Property Management Company
- 24 Development Company
- 24 Home Builder



PHOTO BY DUANE TINKEY

Jeff Courter, president of the Wakonda Club board of directors and an attorney at Nyemaster Goode P.C. Wakonda was voted Des Moines’ Best Golf Course in 2013.

ON THE COVER

THIS WEEK

4 BRIEFS

5 CALENDAR PICKS

Your first look at upcoming events

6 J.D. POLK

Take a closer look at the new dean of osteopathic medicine at Des Moines University.

VOICES

We want to hear from you. To submit an article for the Guest Opinion column or to send a letter to the editor, please contact editor Chris Conetzkey at (515) 661-6081 or chrisconetzkey@bpcdm.com.

51 WHY HOTEL DEVELOPERS LOVE DOWNTOWN DES MOINES

The Elbert Files: By Dave Elbert

52 THREE QUESTIONS ON MY BOOK

Sales: By Jeffrey Gitomer

52 WHAT DON’T YOU KNOW?

Marketing: By Drew McLellan

55 THE FIVE STOOGES AND ALASKA

Investing: By Malcolm Berko

BRIEFS

SMART FARMS MEET THE SMARTPHONE

BY KENT DARR

Iowa Network Services Inc. and an Oklahoma-based supplier of video surveillance and business applications are teaming up to deliver what they call "smart-farm technology," which they say will improve farm operations and increase safety and security in rural Iowa, all through the use of smartphones and tablet computers.

Farmers can monitor the temperature and humidity inside their grain bins, make certain that \$500,000 combines are safe and secure in the equipment shed and check activity on the 160-acre field that is located three miles or farther from the homestead.

All that is required is a broadband connection for the smartphone or tablet.

The smart-farm technology is part of Iowa Network Services' goal to spread broadband access across rural Iowa through its participation in IowaLinkedUp, a coalition made up of the Iowa Telecommunications Association the Rural Iowa Independent Telephone Association.

The company has joined forces with Clear2there, which is based in Oklahoma City and provides a range of technology-based services for home and business customers.



CYCLONE ENROLLMENT TOPS HAWKEYE'S

The University of Iowa may have won the Cy-Hawk trophy this year, but Iowa State University topped the Hawks by another measure - total enrollment. It's the first time in 34 years that ISU's enrollment topped that at Iowa. Iowa attracted more out-of-state students, though.

Total enrollment

ISU - 33,241
IOWA - 31,065

Percentage of out-of-state students among first-year students

ISU - 41.9%
IOWA - 52.2%

Sources: University of Iowa and Iowa State University

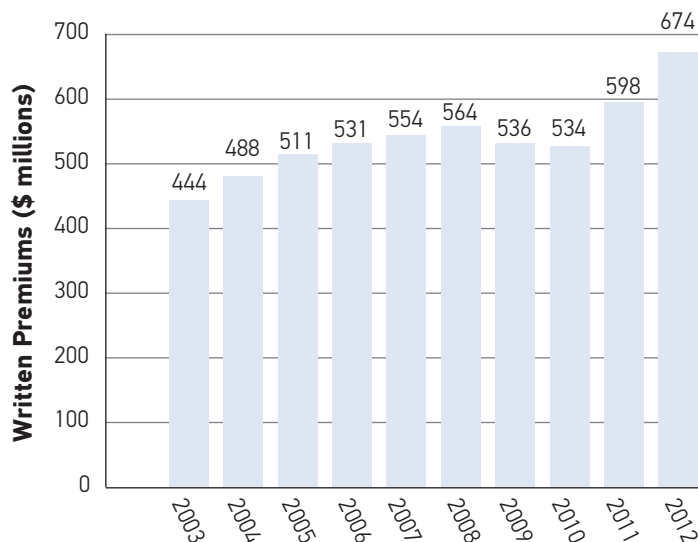
WORKERS' COMP PREMIUMS: TREND OF RISING PREMIUMS MAY EVEN OUT

Iowa companies paid \$674 million in workers' compensation premiums last year, a 12.7 percent increase from 2011.

This year, the insurance division phased in a 7.7 percent increase in both the voluntary and assigned risk categories by increasing the rate in January and again in July. The overall average voluntary rate has increased in each of the past four years by as much as 9.1 percent and last decreased in 2009 by 3.8 percent. The division is considering an average 2 percent decrease in 2014 for the voluntary rate, which is paid by most companies.

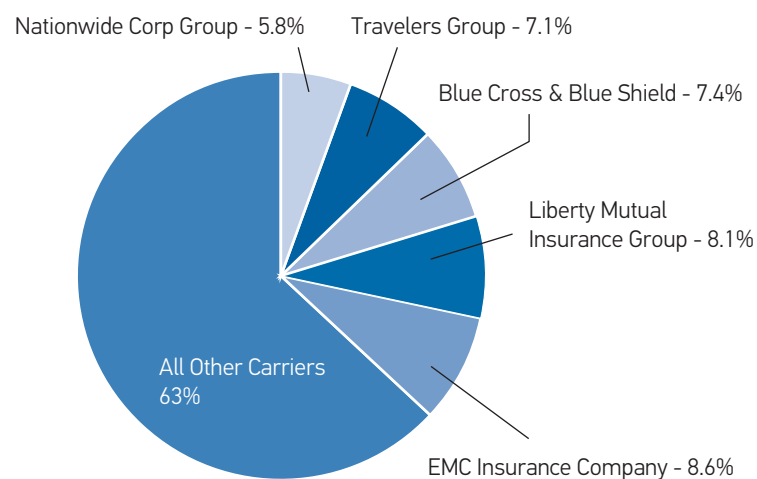
Here's a look at how total written premiums have increased, and the largest writers of coverage in the state.

Workers' Compensation Premiums - Iowa



SOURCE: NATIONAL COUNCIL ON COMPENSATION INSURANCE, INC.

Largest Workers' Compensation Insurers - Iowa



SOURCE: NATIONAL COUNCIL ON COMPENSATION INSURANCE, INC.

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CALENDAR

FAIR
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24 TUE
Host: Young Professionals Connection
What: The Volunteerism Fair will bring about 40 nonprofit organizations together with people interested in volunteering.
When: 6 to 8:30 p.m.
Where: Jasper Winery, 2400 George Flagg Parkway
More information: www.ypcdsm.com
Cost: Free

MEETING
LEGISLATIVE AGENDA

25 WED
Host: Greater Des Moines Partnership
What: The Partnership's Government Policy Council will host one of a series of meetings with members to discuss its legislative agenda.
When: 3:30 to 5 p.m.
Where: Greater Des Moines Partnership, 700 Locust St.
Register: Email – jmaldonado@desmoinesmetro.com
Cost: Free

WEBINAR
RECYCLING

26 THU
Host: Greater Des Moines Partnership
What: Rhonda O'Connor, program manager at Metro Waste Authority, will speak on how to start a recycling program at work.
When: Noon to 1 p.m.
Where: Webinar
Register: www.dsmmetromembers.com/events
Cost: Free


AFTER HOURS
DOWNTOWN CHAMBER

26 THU
Host: Des Moines Downtown Chamber of Commerce
What: The chamber will hold a Business After Hours event.
When: 4:30 to 6:30 p.m.
Where: The Standard, 208 Third St.
Register: www.desmoinesdowntownchamber.com
Cost: Free


CONVENTION AND
SPORTS CALENDAR

Sept. 27 to 29: Callahan Promotions Inc. Arts & Crafts show; 11,000 expected attendance
Sept. 27 to 29: Tradeshow Productions Ltd. Gun Show; 3,500 expected attendance
Sept. 28: Des Moines Rowing Club Head of the Des Moines Regatta; 1,500 expected attendance


To submit items for Calendar:
Go to www.businessrecord.com or email kyleoppenhuizen@bpcdm.com.



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Christopher Waddell, D.O.

Breast Imaging
Gopika Myneni, M.D.
Jill Westercamp, M.D.
Lindsey Grandbois, D.O., RPh
William Heggen, M.D.

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

Angiography and Interventional
Olaf Kaufman, M.D., Ph.D.
David Lacey, M.D.
Andrew Nish, M.D.
Chelsey Holcomb, PA-C
Pamela Sigmund, PA-C

Musculoskeletal
James Choi, M.D.
Brett Richardson, D.O.

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

Pediatric
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THE HUB
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Beal | Derkenne Construction recently completed construction of this exciting new \$40m project. The Hub is located in the heart of Tempe, AZ and boasts upscale amenities and student housing living at its finest. The project stands 19 stories and is located directly across from Sun Devil Stadium, home of the ASU Sundevils. The project is LEED Silver certified.

Andy Beal of Beal | Derkenne Construction was the Project Executive



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A CLOSER LOOK: A local leader you should know

J.D. POLK

Dean, College of Osteopathic Medicine, Des Moines University

BY JOE GARDYASZ

Dr. J.D. Polk's stint as a U.S. Air Force Reserve flight surgeon and helicopter emergency physician led to his joining the National Aeronautics and Space Administration, where he served as chief of space medicine during the space shuttle era. Besides working directly with the astronauts, one of the high points of his career was being part of a four-person NASA team sent to Chile in 2010 to help engineer the rescue of 33 miners trapped underground for 68 days. After the shuttle program ended, he joined the Department of Homeland Security, where he served as assistant secretary for health affairs and chief medical officer in Washington, D.C. He recently was selected by a national search committee to lead Des Moines University's College of Osteopathic Medicine. He began his new role in August. The previous dean, Dr. Kendall Reed, served in that position from 2003 until July 2012; Dr. David Plundo served as the interim dean for the past year.

Did your Air Force training come before or after medical school?

It came later; actually I went to medical school in Missouri and did my residency in Cleveland, Ohio. I was the chief of LifeFlight after residency; flying around in helicopters doing critical care, and enjoying the Air Force Reserve as well. I flew around in yellow helicopters during the week and green helicopters on the weekends. I did my Air Force training after residency.

How did you connect with NASA and Homeland Security?

One of the biggest assignments I had was supporting the launches and landings for the space shuttle in my reserve duty; that's how I got to meet and got engrained with the NASA folks. Then after a few years, I got invited down to work for NASA, so I spent a decade in Houston working for one of their contractors initially. I kept rising in the ranks at NASA; I was the chief of medical operations, then chief of clinical operations and then chief of space medicine – taking care of the astronauts and the employees and working space missions. It was pretty interesting. After the retirement of the space shuttle program, things began to shrink a great deal at NASA. So at that time I got offered the position to be the principal deputy assistant secretary of homeland se-

curity in D.C., which I did for the past two years. It's been an interesting ride, not your usual career path.

What made you decide to shift from government to a medical school?

I've always loved educating students, and I've always done a great deal of lecturing. I'm on the Commission for Osteopathic College Accreditation, which evaluates medical schools. We had just gotten to the point in my career where I thought, I've got enough certificates and medals and accolades. I've got to actually start teaching the next generation of D.O.s. Especially with the changes in health care right now, which are some pretty large changes, and with the growth of the osteopathic profession, this is probably the absolute best time to return to academia.

How has the growth been in osteopathic medicine?

I think it's supply and demand, quite frankly. There is a great deal of demand for primary care physicians. Especially with the new accountable care (organizations), there's even more demand for primary care physicians. We've always had as our business model in the D.O. world, producing primary care physicians mostly for rural areas, and that has become extremely important right now. Suddenly, there's a demand for our product. So we're increasing the number of schools and programs in order to meet that need. Preventive medicine and primary care have always been part of our mantra, and I think the rest of the world is catching up to us in that regard.

What are the biggest challenges ahead in training physicians?

The biggest challenge is that there are so many rapid changes in technology. You look at ultrasound now; it's about the size of your iPad. It's trying to achieve that balance with technology but not losing that personal touch. Patients don't want to be just a number scanned by technology; they still want to see their doctor. Finding that fine line in how to embrace all those developments in medicine while not losing your sense of self and identity is going to be paramount. Patients want to know that somebody is listening and actually cares about their situation.



PHOTO BY DUANE TINKEY



PHOTO SUBMITTED

Dr. J.D. Polk, former NASA chief of space medicine, now dean of the College of Osteopathic Medicine at Des Moines University, prepares for a flight in a NASA T38 jet.

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What was your Department of Homeland Security role like?

Most people probably wouldn't realize that health care is involved in a great deal of national security issues. We weren't just anti-terrorism; we also handle all hazards and all responses at Homeland Security, from tornadoes and natural disasters to Superstorm Sandy. The role for DHS, at least in health care, was to make sure that no particular disaster, whether it was man-made or natural, would start to encroach on national security. Even a pandemic, like a flu, could have a national security impact. It was very interesting to be at the White House very often in the situation room going through all these different things. It was also refreshing to see that the government at least looks at things in a holistic manner.

So government isn't as broken as Congress, perhaps?

It is disheartening to see how polarized Congress and Washington, D.C., has become, but the folks who are actually doing the day-to-day work in any area of government have as their main focus the mission, and they don't lose sight of that.

How new is the Midwest to you?

Actually I grew up in a rural farm town in southern Ohio, so I know as much about DeKalb and Pioneer seed corn as I do about medicine. Quite frankly, it's one of the things that drew me to Des Moines. The downtown is gorgeous with all the art, and is immaculate. With all the bike trails and things to do, it's the perfect mix for me between urban and rural. I can go to the symphony downtown and then back to my house down the dirt road surrounded by cornfields (in Sugar Creek west of West Des Moines).

What kind of hobbies do you have?

My wife and I both really enjoy music; she was originally a music major as an undergrad. We both enjoy the symphony. We enjoy a lot of outdoor sports, whether it's scuba diving, bicycling, hiking, just a whole host of things. I tell people I golf, but I'm not sure it really passes for golfing. We like to go pick a little town each weekend and go explore. That's probably one of our more favorite things that we do. And we're both empty nesters now; both kids are in college in different states, so we actually have a little more free time on the weekend.

You've had quite a career before hitting 50.

My wife tells people, "He keeps doing all these fantastic things, but it would be nice if he got a real job." We will be married 25 years in September. She has tolerated lots of different things. The hard part with Homeland Security was that I would come home and I couldn't tell her anything about what I did that day or what was going on. NASA was probably one of the more interesting jobs, obviously, with space flight. I still love space flight; I'm still involved with them from a research standpoint. I've had the privilege between LifeFlight, Homeland Security and NASA of being with some outstanding, exceptional teams that do some really high-reaching, outstanding things. Hopefully DMU will be the same. The students are above the national mean in scores, and as they graduate and take their exams, they're above the national mean. The faculty have been top-notch. The fact that we have that kind of quality and value and that type of training here in Des Moines is amazing. ■

HOMETOWN: Washington Court House, Ohio

EDUCATION: Doctor of Osteopathic Medicine, A.T. Still University, Kirksville, Mo.; master's degree in space studies, American Military University; master's in medical management, University of Southern California Marshall School of Business

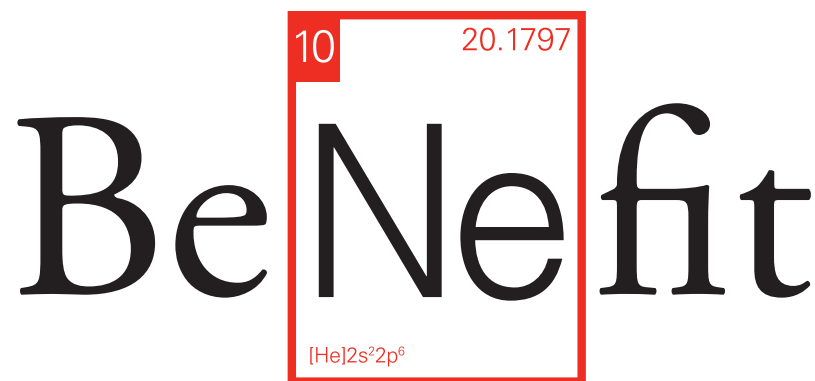
AGE: 48

FAMILY: Wife, Ferne, and two sons, Tyler and Trevor

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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WINNER

Best Life Insurance Company: Principal Life
Best Business Supporting Local Charity:
Principal Financial Group

RUNNER-UP

Best Event to Entertain Clients: Principal Charity Classic
Best Metro Business Leader: Larry Zimpleman, Principal
Best Company with a Bright Future: Principal Financial Group

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U.S. News & World Report

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Vice President for
Hubbell Homes

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Dr. Heidi Koch, Owner/Medical Director

Join us October 29th, 5-7pm as dsm magazine unveils their Fall 2013 issue at our location!



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2013 BEST OF DES MOINES

It's time again for our annual Best of Des Moines awards. As in past years, our readers voted via an online open-ended survey for the businesses, people and events that they thought were the "Best of Des Moines." We simply tallied the votes in all 72 categories.

As always, if you have questions, concerns, or feedback about the product, feel free to reach out directly to me at chrisconetzkey@bpcdm.com.

– Chris Conetzkey, editor of the Business Record





BEST PROPERTY/CASUALTY INSURANCE COMPANY

Nationwide Mutual Insurance Co.

Nationwide Mutual Insurance Co., whose Allied Insurance and Nationwide Agribusiness brands are based in Des Moines, may be best known for its automobile insurance coverage, but it also provides personal and commercial property/casualty coverage through six affiliated brands. Nine out of 10 Nationwide customers who filed an auto insurance claim would recommend Nationwide to a friend or family member, because it provides customers with better claims experience. On weather-related property claims, Nationwide paid out \$425 million in the most recent quarter to U.S. homeowners and businesses.

RUNNERS-UP:

State Farm Mutual Automobile Insurance Co.
Allied Insurance

BEST SOCIAL MEDIA COMPANY Happy Medium LLC



Katie Stocking

Happy Medium has worked hard to make its social media presence “literally interactive,” said owner Katie Stocking. That means that social media managers are going to client events and live-tweeting, rather than doing the work from their desks. Happy Medium handled social media duties for Winefest Des Moines this year, and had company representatives at every event making live social media posts. The company also hosted a social media day in June with expert panelists from around the community. “I think we’re trying to grow more in a direction of opening up the community to social media as well, and not just our clients,” Stocking said.

RUNNERS-UP:

Strategic America Inc.
Hanser & Associates LC



BEST LAW FIRM Davis Brown Law Firm

RUNNERS-UP:

BrownWinick Law Firm
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BEST OF DES MOINES 2013



BEST PLACE FOR A BUSINESS CONFERENCE

Des Moines Marriott Downtown

Just two years after completing an extensive \$13 million renovation, the Des Moines Marriott Downtown in December will begin a full renovation of its third-floor meeting spaces and second-floor public spaces, as well as its Rock River Grille restaurant. The \$2.25 million project, to be completed by late January, will include sound system and lighting upgrades as well as new electronic reader boards for events. Additionally, the fitness center will be upgraded with all-new equipment. General Manager Terry McLane said he's particularly excited about the new local art package, featuring photos of art pieces such as those in the John and Mary Pappajohn Sculpture Park. The 33-floor luxury hotel and convention center at 700 Grand Ave. hosted approximately 225 events in the past year.

RUNNERS-UP:

Prairie Meadows Racetrack and Casino
Hy-Vee Hall

BEST HEALTH INSURANCE

Wellmark Blue Cross and Blue Shield

Wellmark provides health insurance to nearly 1.8 million Iowans, through more than 1,700 Wellmark employees who live and work in Iowa. The health insurer offers a number of health and wellness programs to assist employers and individuals in staying well, accessing preventive care and other in ways to minimize health care costs. Wellmark recently enhanced its mobile application to include secure mobile access to claims, benefits and financial information as well as quick access to the most popular tools and information the company provides on its secure, personalized website, www.myWellmark.

RUNNERS-UP:

United Healthcare Services Inc.
Coventry Health Care Iowa



BEST THING TO HAPPEN TO CENTRAL IOWA IN THE PAST YEAR

NCAA Wrestling National Championships

RUNNERS-UP:

Facebook data center in Altoona
Bike trail renovations

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BEST MEN'S CLOTHIER

Mr. B

Tim Sitzman, pictured above

RUNNERS-UP:

Badowers
Von Maur



Pictured: Tom Conley

BEST SECURITY COMPANY Conley Group Inc.

Armed security service is the fastest-growing area of Conley Group Inc. and one that sets the company apart from its competitors, said its president, Tom Conley. "Our customers know our armed officers are firmly committed to protecting them against a deadly force threat," he said, noting that it's unlikely that law enforcement agencies can arrive in time to react to an active shooter situation. "We are the only security services provider whose core is comprised of a highly dedicated, well-trained and professionally certified group of qualified security officers," he said. On the technology side, the company's Remote Viewing system is a proprietary system based on a cutting-edge military model that can save customers up to 50 percent on their annual security budget while increasing the level of their security effectiveness, Conley said.

RUNNERS-UP:

Per Mar Security Services
ADT Security Services



From left: Mike Towsley and Kevin Prust

BEST GENERAL CONTRACTOR The Weitz Co.

RUNNERS-UP:

Hansen Co.
Graham Construction Co.
Neumann Brothers Inc.



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RUNNERS-UP:

Django

801 Chophouse

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RUNNERS-UP:

Django

Zombie Burger + Drink Lab

BEST COMMERCIAL LENDER

& Bank, Company workforce, Large company with a bright future, Wealth management

Wells Fargo & Co.

Wells Fargo & Co. this year broke ground on a \$100 million addition to its Jordan Creek campus in West Des Moines. With about 13,500 team members in Greater Des Moines, the financial services company bases its home mortgage and credit solutions groups in Central Iowa. Wells Fargo was a leading U.S. Small Business Administration lender in Iowa for fiscal year 2012. The company donated \$4.4 million to Iowa nonprofits and charities in 2012, and its team members contributed 109,000 volunteer hours.

RUNNERS-UP:

Commercial lender & bank:

Bankers Trust Co.

West Bank

Company workforce:

Mercy Medical Center - Des Moines

UnityPoint Health - Des Moines

Large company with a bright future:

Principal Financial Group Inc.

UnityPoint Health - Des Moines

Wealth management:

Foster Group

BTC Wealth Management



BEST CITY GOVERNMENT CONDUCTIVE TO DOING BUSINESS

West Des Moines

RUNNERS-UP:

Des Moines

Ankeny

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Best Residential Real Estate Company, Runner-Up

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PROPERTY MANAGEMENT

New Home Site
REALTY.com



BEST NONPROFIT

United Way of Central Iowa

Mary Sellers, pictured above

United Way envisions a community where all individuals and families achieve their potential through education, income stability and healthy lives. Last year, the organization raised a record-breaking \$26.5 million in its annual campaign. United Way's goals in Greater Des Moines are to reduce three statistics by half: the number of high school students who don't graduate on time, the number of low-income families that are financially unstable and the number of people living unhealthy lifestyles. Charity Navigator ranks United Way of Central Iowa with four stars, with an overall rating of 61.47 out of 70.

RUNNERS-UP:

Animal Rescue League of Iowa
AHeinz57 Pet Rescue & Transport Inc.

BEST RECYCLING/ WASTE

Metro Waste Authority

With a major overhaul of its website this year, Metro Waste Authority is providing both residential and commercial customers easier access to waste disposal and recycling information. The website (www.WhereItShouldGo.com) now has a searchable recycling guide that provides options for donating, reusing and recycling as well as disposal. There's also an expanded section for businesses that includes a step-by-step guide for setting up office recycling, as well as information on hazardous waste disposal services, special waste and yard waste. An independent government agency, Metro Waste Authority operates a number of waste facilities in Greater Des Moines along with Curb It!, the most comprehensive curbside recycling program in the state.

RUNNER-UP:

Waste Management of Iowa Inc.



Pictured: Todd Hyde

BEST VIDEO PRODUCTION COMPANY Screenscape Studios

RUNNERS-UP:

Professional Video
Blur Media



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BEST ADVERTISING AGENCY

Flynn Wright

RUNNERS-UP:

Strategic America Inc.
Happy Medium LLC

BEST REAL ESTATE PROPERTY MANAGEMENT COMPANY

Hubbell Property Management LLC

BEST DEVELOPMENT COMPANY

Hubbell Realty Co.

BEST HOME BUILDER

Hubbell Homes

Hubbell Realty Co. is "hitting on all cylinders," said President and CEO Rick Tollakson. "We have seen a strong positive change in the economy – our commercial construction activity is the highest it has ever been, and we are starting more development than we did prior to the recession. Additionally, our Hubbell Apartment Living occupancy is at record levels, and our residential lot sales are up nearly 50 percent."

RUNNERS-UP:

Real estate property management company:

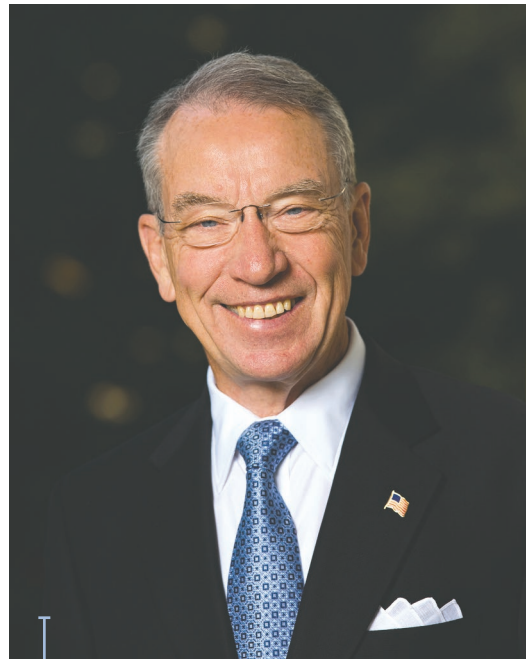
Knapp Properties Inc.
NAI Optimum

Development company:

The Hansen Co. Inc.
Knapp Properties Inc.

Home builder:

Jerry's Homes Inc.
Kimberley Development Corp.



BEST POLITICIAN ON BUSINESS ISSUES

Charles Grassley

RUNNERS-UP:

Terry Branstad
Jack Hatch

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Django

RUNNERS-UP:

Johnny's Hall of Fame
Americana Restaurant & Lounge

BEST CREDIT UNION

Veridian Credit Union

Veridian Credit Union increased its total assets by more than 16 percent last year to \$2.35 billion, while achieving loan growth of 10.4 percent. Last fall, Veridian launched a mobile banking application that enables members to make mobile check deposits, and in May, it added mobile bill payment. Veridian will open its 26th branch on Sept. 24 in the new Prairie Trail Hy-Vee store in Ankeny. The Waterloo-based credit union plans to open its first downtown Des Moines branch next year.

RUNNERS-UP:

Community Choice Credit Union
Premier Credit Union

BEST ARCHITECTURAL FIRM

RDG Planning & Design

In green construction, it doesn't get better than Platinum, and RDG Planning & Design can count eight projects it has helped lead to that certification within 80 miles of Greater Des Moines. "That's pretty cool. That's a huge deal," said RDG principal Phil Hodgins. Platinum is the top certification of the U.S. Green Building Council under its Leadership in Energy and Environmental Design (LEED) program. Local Platinum projects on which RDG has worked include the World Food Prize Hall of Laureates in Des Moines and the historic city hall in Valley Junction. The company also has worked on the "world's smallest" LEED Platinum project, the 2,200-square-foot headquarters of the Iowa chapter of the American Institute of Architects in Capital Square. "The work we're doing to support the environment in design is one of our shining stars," Hodgins said.

RUNNERS-UP:

Shive-Hattery Inc.
SVPA Architects Inc.



From left: Michael Sadler, Tim White and John Korkie

BEST INTERNET SERVICE PROVIDER

CenturyLink Inc.

CenturyLink Inc. has invested \$50 million throughout the state in the past couple of years to bring faster Internet speeds, said Tim White, vice president and general manager for Iowa. The company plans to continue to install more fiber-to-homes networks, and to provide a "seamless end-to-end integration" of its cloud solutions to meet business needs. CenturyLink and other Internet providers are having conversations with the Iowa Utilities Board on the appropriate scope of regulation for legacy phone companies, said Michael Sadler, assistant vice president for public policy and government relations.

RUNNERS-UP:

Mediacom Communications Corp.
Iowa Network Services Inc.

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BEST ENGINEERING FIRM

Shive-Hattery Inc.

Thanks to the range of markets it serves and services it provides, Shive-Hattery Inc. has been able to grow during the slow periods of the past three years, said Mike Kammerer, vice president and director of the Greater Des Moines office.

That office is changing, by the way. Shive-Hattery hit the 100-employee mark in the last year and it needs more room. The company is doing the design and engineering work on a complete remodel of the former Wall Street Journal building in West Des Moines. When finished, Shive-Hattery will occupy more than half of the 58,000-square-foot building.

Growth has been driven by health care, industrial, government, commercial and education clients. For those jobs, Shive-Hattery has provided architectural and building engineering work; site, water resources, infrastructure and transportation engineering work; and planning work for schools, parks, trails and community revitalization.

"The general construction industry appears to be gaining traction in Central Iowa. There are a number of large projects in the development stage. We hope this trend continues," Kammerer said.

RUNNERS-UP:

DLR Group Inc.
Bluestone Engineering LLC

BEST PLACE TO BUY OFFICE FURNITURE The Triplett Companies

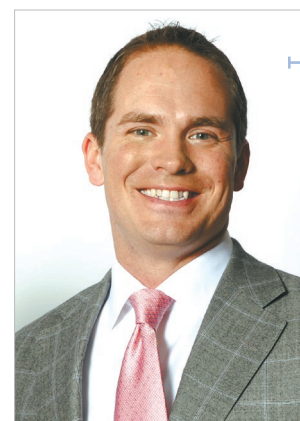
Tom Triplet thanks his lucky stars that his family-owned office supply company is located in the Midwest. "Since 2008 things have come back and the stability of our region makes a difference," he said. It helps to be surrounded by employees, many of them family members, whom you can count on. "Our family and company members are nimble, able to act quickly and make quick decisions to ensure our customers get the experience they deserve," Triplet said. "We continue to look for new things we can provide our customers to enhance the value we deliver and technology that helps deliver a great personal experience for the customers we serve."

RUNNERS-UP:

Storey-Kenworthy Co.
Homemakers Furniture



From left: Tom, Dick and Tim Triplet



Jon Troen

BEST COMMERCIAL PRINTER Colorfx

RUNNERS-UP:

Sigler
Christian Printers Inc.

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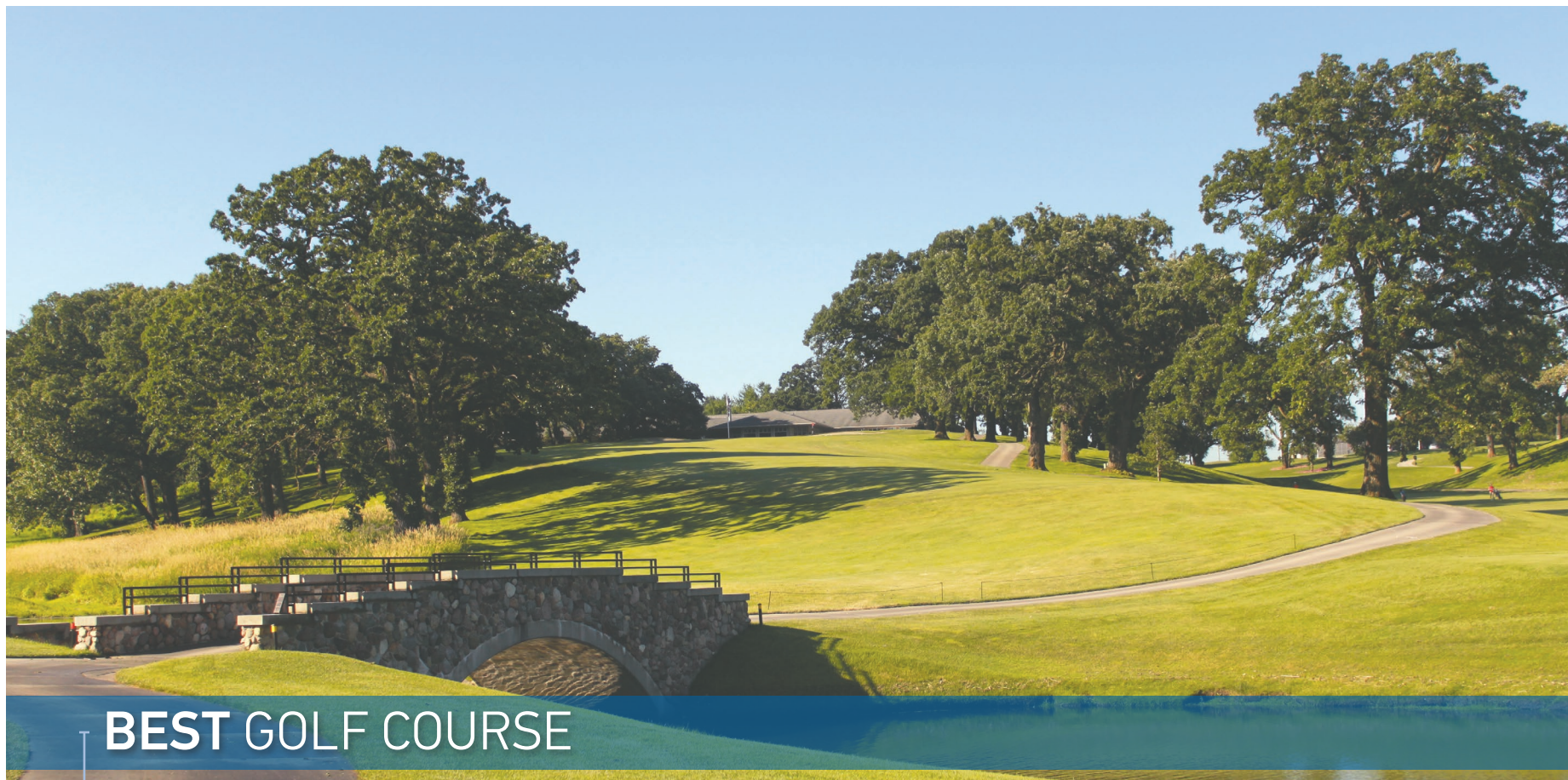
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Chairman, President and Chief Executive Officer, the Principal Financial Group®

Larry received his B.A. in actuarial science and his M.B.A. from Drake and joined the Principal Financial Group as an actuarial intern.

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BEST GOLF COURSE

Wakonda Club

As though one of the city's best-known country clubs needed the extra attention, the Wakonda Club landed in the spotlight this year when it hosted The Principal Charity Classic. The Champions Tour tournament will return to Wakonda for at least the next two years. The club has installed state-of-the-art bunker sand and liners on its signature par-3 17th hole. That's the layout with the stunning rock wall. Dave Schneider, general manager and director of golf, said member and guest usage has increased in all departments this year. In 2012, Wakonda Club celebrated its 90th anniversary.

RUNNERS-UP:

Des Moines Golf and Country Club
Waveland Golf Course

BEST EXECUTIVE SEARCH FIRM

& Temporary employment service

Palmer Group

David Leto, executive vice president at Palmer Group, said that 2013 is poised to be the best year in the company's 15-year history. In the past 2 1/2 years, Palmer Group has grown from 30 to 53 employees, and expects to add three to four more by year's end. The reason for growth, Leto says, can be partly attributed to being in Des Moines.

RUNNERS-UP:

Search firm:

Robert Half International Inc.
The Hamilton Group
Francis & Associates

Employment service:

ManpowerGroup
Portico Staffing



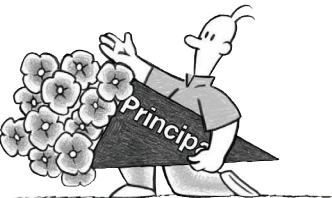
BEST CEO

Dave Vellinga, Mercy Health Network

RUNNERS-UP:

Suku Radia, Bankers Trust Co.
Eric Crowell, UnityPoint Health – Des Moines

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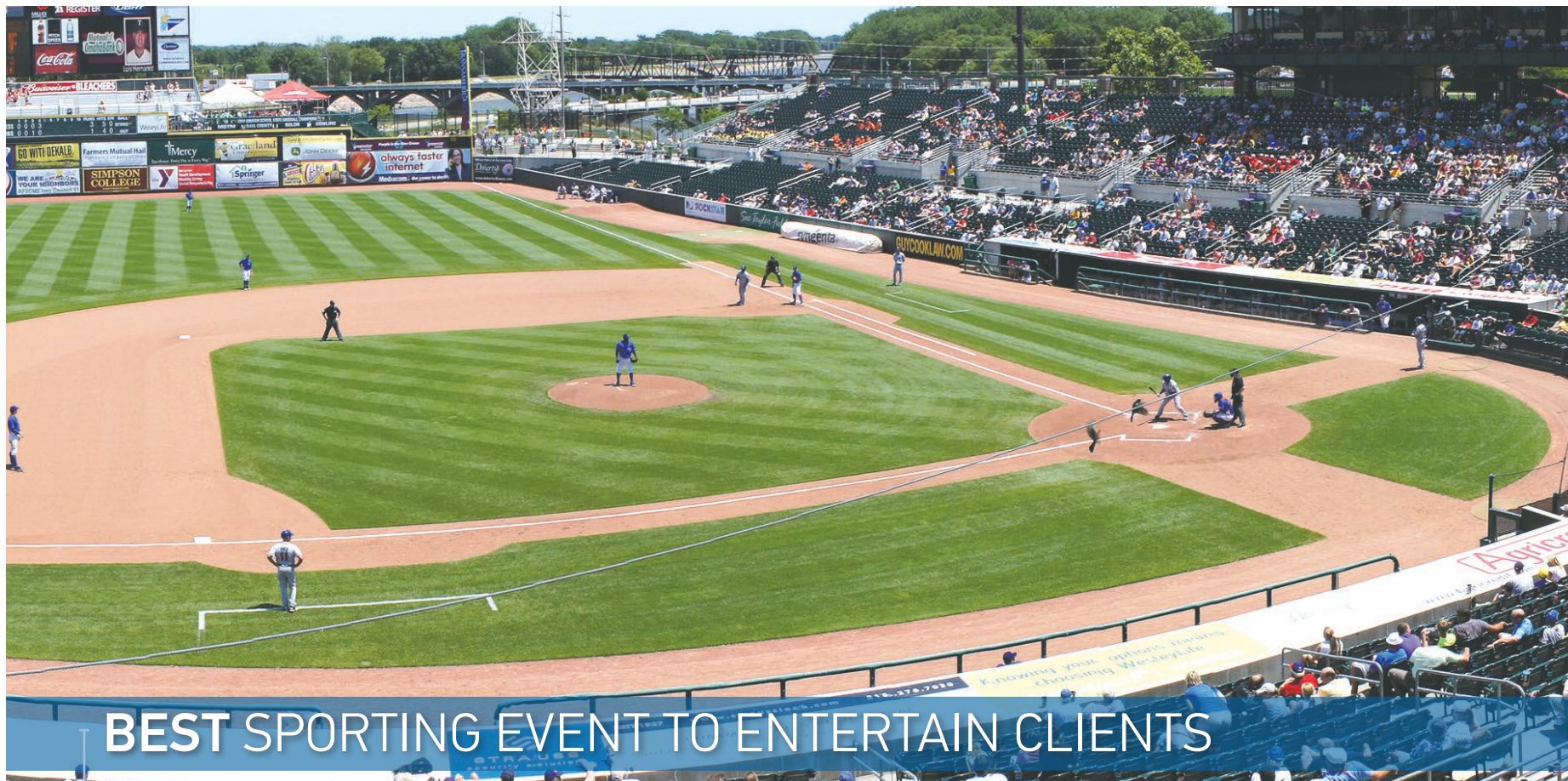
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BEST SPORTING EVENT TO ENTERTAIN CLIENTS

Iowa Cubs

RUNNERS-UP:

Iowa Barnstormers
The Principal Charity Classic

BEST MECHANICAL CONTRACTOR Baker Group

What a difference 50 years can make in the life of a company. Bernie and Bernice Baker started Baker Plumbing and Heating in their home. They had a pickup truck, two pipe wrenches and "a desire to do good work," according to the company newsletter. Today, Baker Group has more than 400 employees, with more than 150 added over the last two years, and offices serving Des Moines, Cedar Rapids, Iowa City and the Quad Cities. It is a full-service design-build contractor headed by BJ Baker III, Bernie and Bernice's son.

RUNNERS-UP:

Wolin and Associates Inc.
The Waldinger Corp.

BEST HOSPITAL

Mercy Medical Center - Des Moines



Robert Ritz

Mercy Medical Center - Des Moines has been recognized for quality by numerous organizations. The Delta Group, a national independent health care data organization, ranked the 802-bed hospital as among the top 1 percent of hospitals in the nation in overall quality for the second year in a row. It has also been named a best regional hospital in Iowa by U.S. News & World Report, and earned a CareChex 2012 Quality Award for excellence in pulmonary care, heart failure treatment and pneumonia care. One of the Midwest's largest referral centers, Mercy annually admits nearly 30,000 patients, performs more than 14,000 surgeries, and cares for approximately 60,000 people in its emergency room. Nearly three out of four patients surveyed said they would recommend the hospital to family or friends.

RUNNERS-UP:

Iowa Methodist Medical Center
Iowa Lutheran Hospital



BEST CELLULAR SERVICE Verizon Wireless

RUNNERS-UP:

U.S. Cellular Corp.
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BEST CATERER & BEST PLACE TO BUY WINE AND SPIRITS

Hy-Vee Inc.

Hy-Vee Inc.'s selection as the best caterer in Greater Des Moines can be credited to its focus on providing professional training and certification for its chefs, who in turn stir up more creative and inventive menus.

The chefs add "the little details and touches that make our catering a little bit special," said Ruth Comer, director of media relations.

In addition, the chefs can work with customers to develop special menus for specific events. Expanded menus also are the result of Hy-Vee's rollout of a broad line of food service offerings, such as sushi and Chinese and Italian cuisine.

Business Record readers also voted Hy-Vee's wine and spirits department as the best in the metro area.

"We have had tremendous growth in our craft beers," Comer said. "In our newer stores, we could have as many as 900 different beers."

Hy-Vee also has a private-label beer, Baraboo, that comes from Point Brewery in Stevens Point, Wis. Hy-Vee also provides customers the opportunity to mix and match beers in a six-pack carrier.

Key to Hy-Vee's reputation as a premium source for wine is its decision to provide tools for employees in the wine and spirits department to become wine educators and learn more about the wines they are selling.

RUNNERS-UP:

Best caterer:

Gateway Market
Palmer's Deli

Best place to buy wine and spirits:

Ingersoll Wine and Spirits
Gateway Market



BEST COFFEE Starbucks Corp.

RUNNERS-UP:

Caribou Coffee Co.
Zanzibar's Coffee Adventure



DWOLLA

BEST TECH STARTUP WITH THE BRIGHTEST FUTURE Dwolla Inc.

RUNNERS-UP:

Tikly LLC
Goodsmiths LLC



runner up

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BEST UP-AND-COMING BUSINESS LEADER

Chris Diebel

Chris Diebel has a long list of community activities on his resume in addition to his day job as managing director of public affairs at LPCA Public Strategies and his former job as director of marketing for Orchestrate Hospitality. Diebel serves on the Des Moines West Side Chamber of Commerce board, just finished his term as president of Winefest Des Moines and over the summer was the chairperson for planning the activities for RAGBRAI's stop in Des Moines. Oh, and he's running for an at-large seat on the Des Moines City Council. He moved to Los Angeles shortly after graduating from Drake University, but came back when he realized how much he valued the ability individuals have to make a difference in Des Moines. That's one reason Diebel says he is running for the council.

RUNNERS-UP:

Troy Hansen, president and broker, Hansen Real Estate Services

Tony Dickinson, vice president and marketing manager, Wells Fargo Bank

BEST COMMERCIAL REAL ESTATE COMPANY

& Residential Real Estate Company

Iowa Realty Commercial/ Iowa Realty Co. Inc.

"We have a great story to tell," said Kevin Crowley, who heads up Iowa Realty Commercial. You might think he's talking about the company, but he's actually talking about Iowa and the strength and diversity of its economy.

That story translates into success at the commercial brokerage, where volume exceeded expectations in 2012 and is following suit this year. "We've met our plan for the year, and it's August," Crowley said. "We've met our budget for the year, and we're expecting growth."

Iowa Realty CEO Mike Knapp said the picture is just as bright on the residential side. "We are seeing growing numbers in terms of sale price and units sold. The sales price is up 14 percent year over year and units sold are up 8.5 percent. It has exceed our expectations," he said.

Knapp also is excited about the Iowa Realty app, which allows house hunters to search for properties using a variety of criteria. The feature that allows the app to stand out is its Home Scan, which allows users to point their mobile device to the four corners of the earth and find houses for sale, at least within a few blocks of the direction they are aiming.



BEST FLORIST

Boesen the Florist

RUNNERS-UP:

Hy-Vee Inc.

Doherty's Flowers



Mike Knapp and Kevin Crowley

RUNNERS-UP:

Commercial real estate:

CBRE/Hubbell Commercial
Knapp Properties Inc.

Residential real estate:

Re/Max LLC
New Home Site Realty LLC



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Dave Vellinga was named Best CEO for the fifth consecutive year.

We also are honored to have Dave Vellinga, President & CEO of Mercy Health Network and CEO of Mercy Medical Center – Des Moines, chosen as the Best CEO in Des Moines for the fifth consecutive year, and to receive Runner-Up for Best Company Workforce. Dave's leadership has improved our community and his vision has led us to be recognized among the best.

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BEST ELECTRICAL CONTRACTOR

BEST ELECTRICAL CONTRACTOR Baker Electric

RUNNERS-UP:

Wolin
ABC Electric

BEST AUTO DEALERSHIP Willis Auto Campus

Storied British automaker Jaguar introduces its first roadster in 40 years, and the only spot to find it in Greater Des Moines is Willis Auto Campus, which used the Exec 1 Aviation hangar at the Ankeny airport earlier this summer to unveil the Jaguar F-type. More than 100 people enjoyed appetizers and sangria, with some taking rides "down the taxiway and onto the main runway at speeds only loosely defined as 'somewhat around or over 60ish,'" according to the company's blog. Willis gains the attention of Business Record readers because of its stable of stylish vehicles, including Cadillac, Infiniti, Lexus, Mini, Range Rover and Volvo.

RUNNERS-UP:

Bob Brown Chevrolet Inc.
Ed Stivers Ford Inc.

BEST LIFE INSURANCE & Business to Support Local Charity Principal Financial Group Inc.

Principal began in 1879 as a life insurance company, evolved into a U.S. retirement plan leader and is now a global investment management company with more than \$400 billion in assets under management. Although Principal has become greatly diversified, its U.S. Insurance Solutions arm still accounts for about 15 percent of the company's revenues. Principal is among the leading U.S. insurers for individual disability insurance sales and group benefit coverage. Locally, it's a charitable dynamo. Its Greater Des Moines employees and retirees last year contributed more than \$3 million to United Way of Central Iowa, and its annual Principal Charity Classic professional golf tournament has raised nearly \$4 million for children's charities in the past six years.

RUNNERS-UP:

Life Insurance:

Northwestern Mutual Life Insurance Co.
Farm Bureau Life Insurance Co.

Business to Support Local Charity:

Wells Fargo & Co.
Bankers Trust Co.



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RUNNERS-UP:

Anglo International
Iowa Diamond



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RUNNERS-UP:

Centro
Django

BEST M.B.A. PROGRAM

Drake University

A key focus for Drake University's M.B.A. program this year has been looking at the curriculum from a more holistic point of view, said Danette Kenne, assistant dean of Drake's College of Business and Public Administration. Instead of thinking about subjects like finance or corporate governance in silos, faculty members have emphasized how they fit into the big picture of strategic management.

RUNNERS-UP:

University of Iowa
Iowa State University

BEST COMPUTER CONSULTING COMPANY

& Accounting firm

McGladrey LLP

A recovering economy is directly affecting business at McGladrey LLP, said Des Moines-based partner Rod Foster. McGladrey, a nationwide assurance, tax and consulting firm, often works with midmarket firms, defined as those that are either larger privately owned companies or smaller public companies. Sales have returned in a lot of those companies, and McGladrey's services have been more in demand as a result. That is particularly true when it comes to computer consulting, Foster said. A lot of companies put off system updates or conversions while the economy was down. He looks for more growth, and more local hiring, in the next year.

RUNNERS-UP:

Computer consulting:

Alliance Technologies Inc.
Spindustry Systems Inc.

Accounting:

McGowen, Hurst, Clark & Smith P.C.
Denman & Co. LLP



BEST WOMEN'S CLOTHIER

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RUNNERS-UP:

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RUNNERS-UP:

YMCA Healthy Living Center
Aspen Athletic Club



Mike Schreurs

BEST COMPANY USE OF SOCIAL MEDIA & Public Relations Firm, Small Company with a Bright Future Strategic America Inc.

Mike Schreurs, CEO of Strategic America, said that a changing marketing world has led the company to focus on producing results for clients with data, social media and understanding how brand drives performance. The company has also developed more category expertise in the housing, retail, financial services and health sectors, investments which Schreurs expects to yield results in the coming year. The company has added senior-level talent to help strengthen its digital, public relations and branding capabilities. Schreurs said a couple of new employees have sharpened the company's social media capabilities, especially related to search engine optimization.

RUNNERS-UP:

Company use of social media:
Happy Medium LLC
Mediacom Communications Corp.

Public relations:
Hanser & Associates LC
Flynn Wright

Bright future:
Dwolla Inc.
Military Family Home Loans LLC



BEST PLACE FOR AUTO REPAIRS Westside Auto Pros

RUNNERS-UP:

Beckley Automotive Group
Willis Auto Campus

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BEST CULTURAL ATTRACTION

Des Moines Arts Festival

RUNNERS-UP:

Iowa State Fair

John and Mary Pappajohn Sculpture Park

BEST WEB DEVELOPER

Blue Compass Interactive LLC

Search engines are becoming more intelligent, so Blue Compass Interactive has focused on helping businesses with search engine optimization. The company has experts involved in all phases of website development to focus on optimization, rather than only worrying about it post-launch, said Drew Harden, president and co-founder of the company.

RUNNERS-UP:

Spindustry Systems Inc.

Happy Medium LLC



BEST DRY CLEANERS

Victoria Cleaners

RUNNERS-UP:

Frenchway Cleaners

Crown Cleaners



BEST MINORITY BUSINESS LEADER

Suku Radia, Bankers Trust Co.

RUNNERS-UP:

Michael Sadler, CenturyLink Inc.

Chris Diebel, LPCA Public Strategies

BEST METRO BUSINESS LEADER

Suku Radia, Bankers Trust Co.

RUNNERS-UP:

Larry Zimpleman, Principal Financial Group Inc.

Kyle Krause, Kum & Go LC

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The Ministries of WesleyLife

Independent and Assisted Living | Rehabilitation | Memory Support | Adult Day
Home Care | Hospice | Home-Delivered Meals | Transportation



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BEST NEW RESTAURANT

Exile Brewing Co.

A year after opening, Exile Brewing Co. is right where it wants to be, said owner R.J. Tursi, pictured above. The restaurant and brewery had a soft opening on July 28 last year, but Tursi said it didn't really get its feet on the ground until early October. Since then, the dining space has been expanded and the kitchen has been expanded to handle more volume and types of food. Now the brewery is focused on getting its beer bottled and in stores in order to be a true microbrewery. Tursi also anticipates brewing different types of beers – such as some Belgian- and English-style brews – in addition to its traditional German style.

RUNNERS-UP:

HoQ

Louie's Wine Dive

BEST THING THAT WILL HAPPEN TO CENTRAL IOWA IN THE UPCOMING YEAR

Facebook data center in Altoona



Facebook Inc. announced in April that it will build a state-of-the-art data center in Altoona. City Administrator Jeff Mark said at the time that Facebook picked Altoona because of MidAmerican Energy Co.'s nearby substation, the city's ample fiber-optic cables, and lower water and electric rates than other possible locations. The social media company plans to build the center in three phases, starting with a 476,000-square-foot "bunker" to house computer servers. Facebook is expected to invest at least \$299.5 million in the project, which could grow as large as a \$1.5 billion investment.

RUNNER-UP:

Downtown Walnut Street renovation



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RUNNERS-UP:

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THE LOYALTY SWITCH

A **BusinessRecord** EVENT

DATE: Thursday, September 12

VENUE: Sheraton Hotel, West Des Moines

TOPIC: How to make clients, employees and even the community loyal to you and your company

PHOTOS:

1. Jerry Foster
2. Dr. Brenton Koch, Daphne Christensen, Tricia Thinner
3. Wes Ehrecke, James Kane
4. John Myers, Amanda Wiemann, Mark Craiger
5. Shannon Cofield, Mike Schreurs
6. Greg Kenyon, Mark Stadlander, Ted Brackett
7. James Kane

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EXPO

Dan Gable to lead speaker line-up at Expo.

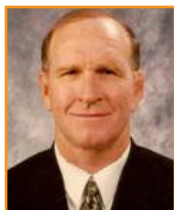
Tuesday, October 1

Sheraton Hotel
1800 50th Street
West Des Moines, IA
7:30 AM to 7 PM

Dan Gable will be delivering the keynote speech called Preparation for a Lifetime and Beyond.

The 2013 Expo will feature three speakers, 12 educational breakout sessions, breakfast, lunch, an evening cocktail reception and networking opportunities throughout the day. The Expo, which has been built on the backbone of education, networking and top-notch speakers, consistently attracts from across Iowa and surrounding states more

than 300 real estate professionals and entrepreneurs practicing in the commercial real estate field as bankers, architects, engineers, contractors, brokers, attorneys, property managers, developers or appraisers, among other specialties. Cost is \$100.00 per person advance registration. For more information and to register visit www.iowaexpo.com



KEYNOTE SPEAKER

Dan Gable

Former College and Olympic Gold Wrestler, Wrestling Coach of University of Iowa and USA. Currently Assistant to the Director of Athletics at the University of Iowa. Entrepreneur and Investor



NOON ECONOMIC SPEAKER

Chris Kuehl, PHD

Managing Director of Armada Corporate Intelligence



MORNING SPEAKER

Jeff Beals

Executive Vice President at World Group Commercial Real Estate and Seldin Company, Speaker and Business Author

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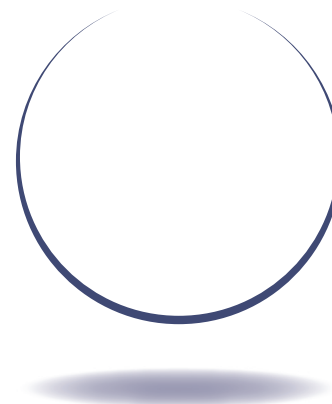
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Why hotel developers love D.M.

In case you haven't noticed, there's a lot of interest by hotel developers in downtown Des Moines.

Currently, four new hotels are in various stages of planning or construction, enough to rival the year 1919, when the Fort Des Moines and Savery hotels opened.

The centerpiece of today's activity is a 450-room, four-star convention hotel backed by Bill Knapp and Jim Cownie. The Des Moines Redevelopment Co. acquired the former Allied Insurance building immediately southwest of Iowa Events Center, and it is now reviewing proposals from three developers with a selection expected next month.

Meanwhile, efforts to build three other downtown hotels are also on track.

Hawkeye Hotels of Burlington is building a 131-room Hampton Inn on the west bank of the Des Moines River south of Court Avenue. At the request of the city, Hawkeye also is building a 127-room Residence Inn and parking ramp on the same site. The Residence Inn is expected to open this fall and the Hampton Inn in the spring.

On Eleventh Street, south of Martin Luther King Jr. Parkway, Minneapolis developer George Sherman will break ground this fall for a 102-room Holiday Inn Express.

There are several reasons for the current surge of interest.

One is the scarcity of modern limited-service hotels in the downtown area.

Only two relatively recent hotels serve that market: the Suites of 800 Locust, which opened in 2001 with 51 rooms, and Hyatt Place Des Moines/Downtown, which converted seven floors of the Liberty Building at 418 Sixth Ave. into 93 guest rooms in 2010. Both operations were well-received.

It's been more than 20 years since a major hotel was built downtown.

The Embassy Suites Hotel Des Moines Downtown opened in 1990. In the years since then, two major hotels closed. The Holiday Inn at Grays Lake went down with the 1993 flood, and the Kirkwood Hotel, a downtown landmark built in 1930, converted its 150 rooms to residential and commercial uses in 2003.

Hotel developers become interested in downtown markets when occupancy rates are high. But that's not exactly the case in Des Moines, where current occupancy averages are below 70 percent, said Glenn Lyons, president and CEO of the Downtown Community Alliance.

The interest here is driven by other factors, he said. Of the 1,649 hotel rooms in downtown, more than 1,500 are in old-line, full-service properties. The Des Moines Marriott Downtown is the largest with 417 rooms, followed by the Holiday Inn Downtown with 251 rooms, the Hotel Fort Des Moines with 236 rooms, Embassy Suites

DAVE ELBERT

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- Phone: (515) 988-3787

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with 234 rooms, the Renaissance Des Moines Savery Hotel with 212 rooms, and the Quality Inn & Suites Event Center with 155 rooms.

Only the Suites of 800 Locust and Hyatt Place tap the limited-service market, which the new Hampton Inn and Holiday Inn Express plan to serve, Lyons said. The niche market that the Residence Inn wants to serve is also open, he said.

The proposed convention center hotel is another matter. Local owners worry that it will draw business away from the old-line hotels, and it probably will, at least initially.

But it will also bring in a lot of new business, said Greater Des Moines Convention and Visitors Bureau President and CEO Greg Edwards. An adjacent four-star hotel will help the Events Center attract larger sporting and convention events, he said.

But the real reason more downtown hotels are needed is because recent attractions, including the Principal Riverwalk, the John and Mary Pappajohn Sculpture Park, the East Village and the Science Center of Iowa, attract more casual travelers to Des Moines.

And that will only increase after the Greater Des Moines Botanical Garden, Walnut Street, Cowles Commons and the State Historical Building are renovated. ■

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SALES

21.5 laws, three questions

Hi Jeffrey, I just purchased your new book on the 21.5 Unbreakable Laws of Selling. As usual, it's full of amazing content. But as I read it, it generated three compelling questions I hope you can answer.

**Thanks,
Brandon**

1. What is the biggest difference between selling today and 10 years ago?

Three things have changed selling (and buying) forever: the Internet, smartphones and social media. The Internet sells trillions annually, and it does it 24/7/365. Customers can investigate, shop price, compare prices and values, and buy with one click – anyplace in the world. Social media is the largest one-on-one sales reference on the planet, and like the Internet, it's keeping business (and salespeople) honest. And it's making smarter customers. Smartphones have created access. Apps are the new Internet. And the combination of these three elements has changed the face and manner of doing business forever.

ADVICE: Get heavily involved with the Internet. Make sure it serves your customers, not just your company. Get heavily involved in social media, and don't just post – respond to comments, concerns and praise. Use your

smartphone to study your marketplace, transact business and post on social media.

2. Why “21.5” unbreakable laws and not more or fewer?

I started with more than 50 laws that I had written and compiled over the years, and after weeks of study and deliberation, I pared it down to 21.5 through combination and elimination.

CAUTION: They are NOT rules. They are LAWS. Rules can be bent or broken, but laws remain steadfastly the same.

BIGGER CAUTION: Reading the laws once will not make you great; rereading, studying and implementing them day-by-day will.

3. What are the biggest mistakes salespeople make today?

During my continuing journey, I have seen 3.5 flaws that are common to all weak salespeople. Not necessarily “mistakes,” like asking the wrong questions. Rather, blunders and errors in judgment and thinking that causes failure.

1. Lack of belief in what they sell, in whom they represent and in themselves. Lack of belief shows up in your presentation and is evident to the prospect. **ADVICE:** Visit customers who LOVE your product and have been loyal

JEFFREY GITOMER

- Nationally syndicated columnist
- Email: salesman@gitomer.com
- Phone: (704) 333-1112

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to you for years. Talk to them about WHY they have belief. It will strengthen yours.

2. Lack of love of what you do. If you have “hate” or have “no passion” for or about what you do, you'll never give it full effort, and you'll always be looking for greener pastures. **ADVICE:** Find a job you love before you're fired from the one you don't.

3. Blaming everything and everyone for what goes wrong or what didn't happen, rather than taking responsibility for what happened, and adding personal responsibility for making things happen. Seems so obvious, yet it's one of the biggest missing elements of sales (and society). **ADVICE:** Responsibility starts in the bathroom mirror in the morning.

3.5. Weak resilience. Rejection occurs 74 percent more frequently than acceptance. Salespeople, especially those forced to make cold calls, weaken and bow out way too soon.

There are many more mistakes made by salespeople, too many to list here for sure, but many sales shortcomings can be reduced or eliminated completely, simply by taking responsibility and purchasing the 21.5 Unbreakable Laws of Selling and putting the laws into action. ■

MARKETING

What don't you know?

Take off your “I'm trying to be healthier” hat for a minute and answer honestly. Wouldn't it be awesome if you could start every meal with one of your favorite desserts?

You either said yes, or you're lying! Of course it would be great to do that – desserts are not only tasty, but they're festive and somewhat celebratory as well. But we know better. We know desserts don't serve our bodies very well and we can't live on them alone. (Even if your idea of dessert is fresh fruit.) We have to follow the plan of eating enough of the good-for-us stuff that we can indulge in a dessert now and then.

That same principle works in marketing as well. We all want to rush to the tactics and the creative. It's easy to get caught up in that trap. And it's not just because it's the fun part. We're under the gun all the time to produce results, and somewhere in our subconscious, there's a voice urging us to get going already.

There's a third reason we rush to execution. It's comfortable. We know how to do it. Marketers live to accomplish and get things done, as a general rule. The execution stage feels right and good.

But if you want to be successful, you need to battle that urge and slow down. You need to stay in the uncomfortable place of not know-

ing, because that's where insights and actual innovation happen. All too often, we put together a marketing plan or even a marketing campaign based on what we think we know. We rarely linger in the “what we don't know” because it's uncomfortable.

Think about all the assumptions we make every day about everything from how customers perceive our product or service to what it's like to do business with us.

Especially with the advent of content or digital marketing, many marketers are simply putting out more stuff without much regard to what would actually move the needle. I believe if we were willing to stay in the discomfort of not knowing for longer, we'd actually execute better and enjoy better results.

So, how does one stay in the land of discomfort? I think it all starts with identifying what you don't know in some key areas. Take my examples and dive much deeper into identifying what you really do not know. Pay attention to the assumptions you've been operating on for years. Now is the time to test them.

What you sell: Do you really know what people think about your product or service? Do they understand how to evaluate its quality? What

DREW McLELLAN

- Top Dog at McLellan Marketing Group
- Blog: www.drewsmarketingminute.com
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might they consider instead of buying from you?

Your company: Have they ever heard of you? What is the first word that pops in their head when they think of you? From their perspective, what does it say about them if they do business with you?

The buying experience: What does it feel like to buy from you? How consistent is the follow-up? How do your salespeople come off? Are you consistently keeping all of your customer service promises?

Your current customers: How do they talk about you and their buying experience? Do they brag about doing business with you or keep it on the down-low? On a scale of 1 to 10, how delighted are they with you? What would make them go away and make a different choice?

Like I said, these just scratch the surface. You should also be asking yourself what you don't know about everything from production to promotion and post-sales systems. The biggest danger to you is the assumptions you're operating under.

The longer you stay in the “what we don't know” zone, the better your marketing will be. Then, you can treat yourself to some dessert! ■



This week's QR code will take you to an Inc. article that talks about critical thinking habits we should all develop.



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Nine leaders from nine of Central Iowa's most successful businesses will share 10 of their company's internal programs and initiatives – both big and small - that can be applied to any business. In a fast-paced discussion, the leaders will present their top ideas. You'll leave with a packet containing all **90 ideas** that could help improve your business in 2014. Learn how your company can: **improve** employee engagement - **impact** employee wellness - **market** your company effectively - **cut costs** while improving efficiency - **engage** and cultivate your clients.

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SPONSORS

The Five Stooges and Alaska

Dear Mr. Berko:

Because you recommended Capstone Turbine when it was trading at 90 cents, I bought 10,000 shares in January at 88 cents. You said it was very speculative, and you were very honest in your recommendation by saying the only reason it was selling for 90 cents was that the smart professionals in the investment community didn't think it was worth more than 90 cents. The stock went up to \$1.52 in July, but now it's crashed to \$1.17. Should I buy more or sell and take my profit? And what do you think of First National Bank Alaska as a long-term investment? It trades at \$1,794.99 a share and may split 100-for-1. At the split price, I could buy 600 shares if you recommended the stock.

G.N., Moline, Ill.

Dear G.N.:

I did not recommend Capstone Turbine Corp. (CPST-\$1.17) but rather discussed and complimented its product, which I still believe is an amazing low-maintenance, easy-to-install, low-cost, cutting-edge technology that produces impressive and highly efficient results. I told a reader that if he could afford to risk \$5,000, then CPST might be a good speculation. And apparently, it was. The revenues of this California company have grown tenfold in the past 10 years. However, its grossly incapacious man-

agement team seems to have a systemic allergy to profit. And those reasons are namely Darren Jamison, Eddie Reich, J.L. Brooks, Jim Crouse and M.G. Gilbreth. These are the Five Stooges, and they run CPST and are responsible for its \$400 million of cumulative losses since 2004. These serial losers couldn't manage a two-car funeral procession on a deserted one-way street in broad daylight.

There are six analysts following this micro-turbine technology company, and not one of them expects CPST to report a profit this year or next. So it's no wonder that in June, Jamison, Reich and Crouse cumulatively sold more than 1.3 million shares. CPST has, inarguably, an impressive product. Its low-emission turbines produce clean, green and affordable heat and cooling power at significant savings over traditional sources. Revenues are expected to increase again next year, but profits are unlikely. CPST needs an industrial-sized enema, and it doesn't have much of a future as long as the Five Stooges remain in control. But hold the stock, because there could be another 25-cent increase in the price, and on 10,000 shares, that would be \$2,500.

Alaska is a big piece of ground that's been around for a long time. But who needs all that land and ice and snow? Frankly, Alaska ruins the beautiful symmetry of the continental United

MALCOLM BERKO

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States. It just darn ruins it! And who needs First National Bank Alaska (FBAK-\$1,794.99)? This is a teeny little bank based in Anchorage, with 340,000 shares outstanding and \$145 million in revenues. Its chairman and CEO is 93-year-old D.H. Cuddy, who has been CEO since 1951 and is also a close friend of Sarah Palin's. Last year, FBAK earned \$118 a share, and rumor suggests that FBAK could earn a tad more this year. I say rumor, because there's not an analyst or brokerage I know that follows this stock. Wright Investors' Service has a current 37-page report, but that research piece will set me back \$450, and I don't care enough about FBAK to spend that kind of money. The \$50 dividend yields 2.8 percent, and the shares trade either a few hundred shares a month or by appointment.

FBAK has 30 branches, 12 of which are in Anchorage. The others are in big towns such as Seward, Palmer, Kodiak, Wasilla, Valdez, Juneau, Homer and Healy. There's little to no growth in this issue, and from my perspective, the shares are not even worth thinking about. The dividend has remained at \$50 since 2003, when revenues were \$127 million, earnings were \$129 a share and the stock traded at \$2,300. And to the best of my knowledge, there's no possibility of a stock split before Oct. 7, 2020. ■

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



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POLK COUNTY NOTICES

POLK COUNTY PUBLICATION BILL LIST			TO BE PAID 9-10-2013		
VENDOR	ACCOUNT	AMOUNT			
5626 DOUGLAS LLC			CENTRAL SALT LLC	SUPPLIES	\$4,916.28 3
HUMAN RES PROV CHGS	\$1,180.00 3		CENTURY LINK	OTH SVCS & CHGS	\$284.24 4
701 HARTFORD LLC			CFI TIRE SERVICE	OTH SVCS & CHGS	\$280.50 1
HUMAN RES PROV CHGS	\$1,290.00 3		CHARLES GABUS FORD	SUPPLIES	\$757.20 5
ABELS, AMY M.	OTH SVCS & CHGS	\$3.96 1	CHRIST, GEORGE		
ABENS, DARREN	OTH SVCS & CHGS	\$19.09 1	HUMAN RES PROV CHGS		\$550.00 1
ACME SIGNS	OTH SVCS & CHGS	\$130.00 1	CHRISTENSEN, KELSIE R.		
ADVANCED MEDICAL IMAGING OF IOWA			OTH SVCS & CHGS		\$74.58 1
OTH SVCS & CHGS	\$1,052.03 1		CITY OF GRIMES PARKS & RECREATION		
ADVENTURE LIGHTING	SUPPLIES	\$508.84 3	OTH SVCS & CHGS		\$43.75 1
AERIALINK	OTH SVCS & CHGS	\$273.24 1	CITY OF JOHNSTON		
AFSCME LOCAL 1868			HUMAN RES PROV CHGS		\$23.50 1
OTH SVCS & CHGS	\$788.55 1		CITY OF MITCHELLVILLE		
AHEPA 192 II APTS, INC.			HUMAN RES PROV CHGS		\$150.95 1
HUMAN RES PROV CHGS	\$272.00 1		CITY OF WEST DES MOINES		
AIR MANAGEMENT COMPANY			OTH SVCS & CHGS		\$1,500.00 1
SUPPLIES	\$3,161.23 2		CITY SUPPLY CORP	SUPPLIES	\$270.44 2
ALEXANDER, LA VONNE			CLIVE POWER EQUIPMENT	SUPPLIES	\$88.64 1
HUMAN RES PROV CHGS	\$450.00 1		COLLETTE VACATIONS		
ALL CITY SERVICES			CHGS FOR SVCS: NON-STAT. FEES		\$500.00 1
HUMAN RES PROV CHGS	\$950.00 2		COMMUNITY OPTIONS		
ALLIED SYSTEMS, INC.			HUMAN RES PROV CHGS		\$228.63 2
OTH SVCS & CHGS	\$1,508.33 1		COMMUNITY SUPPORT ADVOCATES		
AMERICAN ASSOC. OF POLICE			HUMAN RES PROV CHGS		\$3,799.14 3
OTH SVCS & CHGS	\$125.00 1		CONCRETE CO		
AMERICAN PLANNING ASSOCIATION			OTH SVCS & CHGS		\$28,545.00 1
OTH SVCS & CHGS	\$374.00 1		CONLIN PROPERTIES		
ANAWIM HOUSING			HUMAN RES PROV CHGS		\$1,018.00 2
HUMAN RES PROV CHGS	\$1,605.00 3		CONLIN, JAMES		
AXACORE, INC.	OTH SVCS & CHGS	\$815.00 1	HUMAN RES PROV CHGS		\$525.00 1
BANKERS TRUST COMPANY			CONTRACT EXCHANGE CORP		
HUMAN RES PROV CHGS	\$2,537.12 1		HUMAN RES PROV CHGS		\$325.00 1
BASSMAN, SUSAN			COOK, AMY P	OTH SVCS & CHGS	\$525.00 1
HUMAN RES PROV CHGS	\$685.00 1		CORVEL CORP	PERSONAL SERVICES	\$43.82 1
BASTONE, LLC			COTT SYSTEM	OTH SVCS & CHGS	\$2,924.00 1
HUMAN RES PROV CHGS	\$430.00 1		CROP PRODUCTION SERVICES		
BBMY II WILLOW PARK LP			SUPPLIES		\$112.50 1
HUMAN RES PROV CHGS	\$1,334.00 3		CSC	OTH SVCS & CHGS	\$3,875.00 1
BEACON OF LIFE			D & D INTERESTS LLC		
HUMAN RES PROV CHGS	\$1,209.00 3		HUMAN RES PROV CHGS		\$451.00 1
BEHAVIORAL TECHNOLOGIES			DAHL'S FOOD MART		
HUMAN RES PROV CHGS	\$4,554.61 2		HUMAN RES PROV CHGS		\$78.03 4
BERNARD, BRUCE D & ASSOCIATES			DAHL, KEITH		
OTH SVCS & CHGS	\$850.00 1		HUMAN RES PROV CHGS		\$710.00 1
BLACK HILLS ENERGY			DAVISON, WAYNE	OTH SVCS & CHGS	\$13.56 1
OTH SVCS & CHGS	\$260.76 6		DEER RIDGE 5 APARTMENTS		
BOATRIGHT, RONALD			HUMAN RES PROV CHGS		\$348.00 1
HUMAN RES PROV CHGS	\$420.00 1		DEERING, LOREN		
BOB'S TOOLS, INC.	SUPPLIES	\$142.93 2	HUMAN RES PROV CHGS		\$430.00 1
BODENSTEINER, FRANCISCA			DEPT. OF INSPECTIONS & APPEALS		
HUMAN RES PROV CHGS	\$425.00 1		OTH SVCS & CHGS		\$135.00 2
BOGAARD, DAVID L.			DES MOINES DAYCARE		
CHGS FOR SVCS: NON-STAT. FEES	\$120.00 1		HUMAN RES PROV CHGS		\$50.00 1
BOTANICAL CENTER (THE)			DES MOINES HABITAT FOR HUMANITY		
MISCELLANEOUS	\$200,000.00 1		HUMAN RES PROV CHGS		\$418.00 1
BOYLES, JOEL	OTH SVCS & CHGS	\$10.00 1	DES MOINES REGISTER		
BP AMOCO	SUPPLIES	\$86.50 1	OTH SVCS & CHGS		\$87.44 1
BRAUN, TERRI	OTH SVCS & CHGS	\$72.00 1	DES MOINES STREET VILLAGE		
BRAVO OF GREATER DES MOINES INC			HUMAN RES PROV CHGS		\$785.00 1
OTH SVCS & CHGS	\$24,832.14 1		DES MOINES WATER WORKS		
BROADLAWNS (SUSAN G KOMEN)			HUMAN RES PROV CHGS		\$1,450.75 11
OTH SVCS & CHGS	\$5,057.06 1		DES MOINES WATER WORKS		
BROADLAWNS MEDICAL CENTER			OTH SVCS & CHGS		\$435.66 2
HUMAN RES PROV CHGS	\$12,395.62 4		DIAGNOSTIC IMAGING ASSOC		
BROCKMAN, JOLENE			PERSONAL SERVICES		\$60.30 1
OTH SVCS & CHGS	\$54.00 1		DIAGNOSTIC IMAGING ASSOC		
BRONES, JON D.			OTH SVCS & CHGS		\$453.81 1
HUMAN RES PROV CHGS	\$451.00 1		DIAM PEST CONTROL	SUPPLIES	\$35.00 1
BROWN, JAMES	OTH SVCS & CHGS	\$28.75 1	DIAMOND VOGEL PAINT (PO)		
BULLS & BEARS LLC			SUPPLIES		\$28.18 1
HUMAN RES PROV CHGS	\$430.00 1		DILULLO, AMANDA M		
BURKE, SHIRLEY			OTH SVCS & CHGS		\$44.00 1
CHGS FOR SVCS: NON-STAT. FEES	\$55.00 1		DM LEASED HOUSING ASSOC IX LP		
BUSINESS PUBLICATIONS			HUMAN RES PROV CHGS		\$963.00 2
OTH SVCS & CHGS	\$947.36 1		DONNA JEANNE'S HOUSE		
CAMPBELL, DALE I.			HUMAN RES PROV CHGS		\$782.00 2
HUMAN RES PROV CHGS	\$1,000.00 2		DOORS, INC.	SUPPLIES	\$400.00 2
CANFIELD, MELVIN			DOUGLAS AVENUE LP		
HUMAN RES PROV CHGS	\$930.50 3		HUMAN RES PROV CHGS		\$390.00 1
CANTERBURY PARK III LLC			DOWD, BRIAN J		
HUMAN RES PROV CHGS	\$430.00 1		HUMAN RES PROV CHGS		\$339.00 2
CAPITAL SANITARY SUPPLY CO.INC			DOWNING, KIMBERLY		
SUPPLIES	\$1,109.61 5		OTH SVCS & CHGS		\$32.00 1
CARPENTER UNIFORM AND	SUPPLIES	\$46.99 1	DYKSTRA, VIRGIL		
CARQUEST AUTO PARTS	SUPPLIES	\$201.85 3	HUMAN RES PROV CHGS		\$850.00 2
CARROLL COUNTY SHERIFF			E.T.R. ASSOCIATES	SUPPLIES	\$244.16 1
HUMAN RES PROV CHGS	\$74.75 1		EAST VILLAGE PARK APARTMENTS LLC		
CASSIDY TECHNOLOGIES	SUPPLIES	\$71.95 1	HUMAN RES PROV CHGS		\$225.50 1
CASSIDY TECHNOLOGIES			EASTER SEAL SOCIETY OF IOWA		
OTH SVCS & CHGS	\$1,306.00 1		HUMAN RES PROV CHGS		\$18,260.31 6
CDW GOVERNMENT, INC.	SUPPLIES	\$473.08 1	EASTERN IOWA THERAPEUTICS PC		
CENTER ASSOCIATES			PERSONAL SERVICES		\$3,529.62 5
HUMAN RES PROV CHGS	\$67.00 1		EASTERN IOWA TIRE	SUPPLIES	\$4,970.58 7
CENTER FOR OCCUPATIONAL & PHYSICAL			OTH SVCS & CHGS		\$109.73 1
PERSONAL SERVICES	\$204.00 2		EDDY COOPERATIVE HOUSING ASSOC		
CENTRAL IOWA RESIDENTIAL FUND I LLC			HUMAN RES PROV CHGS		\$425.00 1
HUMAN RES PROV CHGS	\$1,280.00 2		ELLIOTT COOPERATIVE HOUSING ASSOC		
CENTRAL IOWA SUPPORTIVE HOUSING LLLP			HUMAN RES PROV CHGS		\$100.00 1
HUMAN RES PROV CHGS	\$750.00 3		EMPLOYEE & FAMILY RESOURCES		
			OTH SVCS & CHGS		\$500.00 1
			EPS SETTLEMENTS GROUP		
			OTH SVCS & CHGS		\$57,083.92 1
			EVANS, ALEXANDRIA M.		
			OTH SVCS & CHGS		\$123.17 1
			EVANS, BECKY	OTH SVCS & CHGS	\$16.95 1
			EVISON, REX K.	SUPPLIES	\$100.00 1
			EXCEL MECHANICAL CO., INC.		
			OTH SVCS & CHGS		\$1,028.00 1
			EXECUTIVE PROPERTY MGMT LP		
			HUMAN RES PROV CHGS		\$430.00 1
			EVERLY-BALL COMMUNITY MENTAL		
			HUMAN RES PROV CHGS		\$107,633.43 16
			FAREWAY GROCERY STORES INC. #909		
			HUMAN RES PROV CHGS		\$442.73 3
			FARM & CITY SUPPLY	SUPPLIES	\$206.95 6
			FEDERAL ADVOCATES INC		
			OTH SVCS & CHGS		\$7,500.00 1
			FEDEX	OTH SVCS & CHGS	\$42.35 1
			FERRELLGAS, INC.		
			OTH SVCS & CHGS		\$2,482.07 6
			FEXSTEVE LIMITED COMPANY		
			HUMAN RES PROV CHGS		\$5,962.00 1
			FINE LIVING LLC		
			HUMAN RES PROV CHGS		\$533.00 1
			FIRST BANK CARD	SUPPLIES	\$6,737.87 10
			FIRST BANK CARD		
			OTH SVCS & CHGS		\$2,486.36 19
			FIRST BAPTIST HOUSING		
			HUMAN RES PROV CHGS		\$178.00 1
			FOOTE, KRISTY	OTH SVCS & CHGS	\$280.00 4
			FORGET, NORMAN		
			HUMAN RES PROV CHGS		\$595.00 1
			FORKLIFTS OF DES MOINES		
			OTH SVCS & CHGS		\$242.50 1
			FRANCIS MOSAIC	OTH SVCS & CHGS	\$46.90 1
			FREEDOM HOUSES INC		
			HUMAN RES PROV CHGS		\$350.00 1
			FRITO LAY, INC	SUPPLIES	\$1,480.32 3
			G & K SERVICES	OTH SVCS & CHGS	\$41.90 1
			GALL'S INC.	SUPPLIES	\$170.99 1
			GENERAL FIRE & SAFETY EQUIP.		
			OTH SVCS & CHGS		\$2,773.00 1
			GINTHER, RANDALL L		
			HUMAN RES PROV CHGS		\$300.00 1
			GLACIER PROPERTIES L.C.		
			HUMAN RES PROV CHGS		\$451.00 1
			GLAXOSMITH KLINE	SUPPLIES	\$3,915.20 1
			GLOBAL SPECTRUM LP		
			OTH SVCS & CHGS		\$53,446.00 1
			GOLDEN CIRCLE BEHAVIORAL HLTH.		
			HUMAN RES PROV CHGS		\$20,638.17 2
			GOODWILL INDUSTRIES OF DM		
			HUMAN RES PROV CHGS		\$14,650.01 8
			GOVERNMENT RESOURCE GROUP LLC		
			OTH SVCS & CHGS		\$5,016.00 1
			GRAINGER	SUPPLIES	\$194.61 4
			GRAINGER	OTH SVCS & CHGS	\$43.60 1
			GREATER DM CONVENTION & VISITORS BUREAU		
			OTH SVCS & CHGS		\$24,832.14 1
			GREENWOOD'S SEWER SERVICE		
			OTH SVCS & CHGS		\$329.95 2
			GRIMES BUCK,SCHOELL,BEACH & HITCHINS		
			HUMAN RES PROV CHGS		\$151.40 1
			GROUNDSWELL PUBLIC STRATEGIES		
			OTH SVCS & CHGS		\$2,250.00 1
			GUARANTEE OIL CO, INC	SUPPLIES	\$863.50 1
			GUS FARMS & HOME JUICE	SUPPLIES	\$22.50 1
			HACHMANN, TODD		
			OTH SVCS & CHGS		\$155.38 1
			HALLETT CONSTRUCTION COMPANY		
			SUPPLIES		\$277.21 1
			HAMILTON'S FUNERAL HOME INC.		
			HUMAN RES PROV CHGS		\$1,775.84 1
			HAMMER MEDICAL SUPPLY		
			PERSONAL SERVICES		\$193.63 1
			HAMMER MEDICAL SUPPLY		
			HUMAN RES PROV CHGS		\$613.78 1
			HANDS UP COMMUNICATIONS		
			OTH SVCS & CHGS		\$360.00 1
			HARDEN HOME HEALTH OF IOWA		
			HUMAN RES PROV CHGS		\$215.71 1
			HARRINGTON, NATHAN		
			HUMAN RES PROV CHGS		\$2,374.60 1
			HAWKEYE TRUCK EQUIPMENT		
			SUPPLIES		\$112.00 1
			HECHT, DIANA		
			HUMAN RES PROV CHGS		\$375.00 1
			HENDERSON-HIGHLAND PARK FUNERAL SVC LLC		
			HUMAN RES PROV CHGS		\$775.00 1
			HEWLETT PACKARD	SUPPLIES	\$2,958.00 5
			HILLYARD/DES MOINES SANITARY SUPPLY		
			SUPPLIES		\$83.16 2
			HINRICHS, JEFFREY D		
			OTH SVCS & CHGS		\$9.40 1
			HOLLAND, SAMUEL		
			HUMAN RES PROV CHGS		\$430.00 1
			HOME DEPOT CRC/GEFCF	SUPPLIES	\$226.71 1
			HOPKINS & HUEBNER, PC		
			PERSONAL SERVICES		\$275.00 1
			HOTCHKISS, BRAD	OTH SVCS & CHGS	\$11.30 1
			HOWELL, HEATHER		
			HUMAN RES PROV CHGS		\$266.50 1
			HUXLEY COMMUNICATIONS COOP		
			OTH SVCS & CHGS		\$102.25 1
			HY-VEE DRUGSTORE #7031		
			HUMAN RES PROV CHGS		\$38.91 2
			HY-VEE FOOD STORE #01138		
			HUMAN RES PROV CHGS		\$18.94 1
			HY-VEE FOOD STORE #01148		
			HUMAN RES PROV CHGS		\$20.00 1
			HY-VEE FOOD STORE #01142		
			HUMAN RES PROV CHGS		\$59.33 3
			HYDRO-KLEAN	SUPPLIES	\$1,076.60 1
			INFOMAX OFFICE SYSTEMS INC.		
			OTH SVCS & CHGS		\$205.50 1
			IOWA CLINIC RADIOLOGY		
			OTH SVCS & CHGS		\$326.50 1
			IOWA COMMUNICATIONS NETWORK		
			OTH SVCS & CHGS		\$903.17 2
			IOWA DEPT. OF TRANSPORTATION		
			SUPPLIES		\$124.63 1
			IOWA DES MOINES SUPPLY INC.		
			SUPPLIES		\$668.50 1
			IOWA ENVIRONMENTAL SERVICES		
			OTH SVCS & CHGS		\$50.00 1
			IOWA HOME CARE LLC		
			HUMAN RES PROV CHGS		\$2,515.00 1
			IOWA LUTHERAN HOSPITAL		
			HUMAN RES PROV CHGS		\$1,410.45 1
			IOWA LUTHERAN HOSPITAL		
			OTH SVCS & CHGS		\$1,149.79 1
			IOWA METHODIST OCCUPATIONAL MEDICINE		
			OTH SVCS & CHGS		\$524.00 1
			IOWA PARK AND RECREATION ASSOC		
			OTH SVCS & CHGS		\$145.00 1
			IOWA PRISON INDUSTRIES	SUPPLIES	\$681.50 2
			IOWA RADIOLOGY		
			OTH SVCS & CHGS		\$894.34 1
			IOWA SIGNAL INC.	SUPPLIES	\$3,835.98 10
			IOWA STATE ASSOCIATION OF COUNTIES		
			OTH SVCS & CHGS		\$575.00 3
			JACOBS PLACE APARTMENTS		
			HUMAN RES PROV CHGS		\$50.00 2
			JARCOR LLC		
			HUMAN RES PROV CHGS		\$430.00 1
			JIM'S JOHNS INC	SUPPLIES	\$70.00 1
			JIM'S JOHNS INC	OTH SVCS & CHGS	\$125.00 1
			JOHANSEN, GREG		
			HUMAN RES PROV CHGS		\$250.00 1
			JOHNSTON CONSTRUCTION INC		
			HUMAN RES PROV CHGS		\$225.00 1
			KADING PROPERTIES LLC		
			HUMAN RES PROV CHGS		\$650.00 1
			KAIN, DENNIS	OTH SVCS & CHGS	\$150.00 1
			KARBON ARMS, INC		
			OTH SVCS & CHGS		\$75.00 1
			KATHLEEN'S CARE, INC.		
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POLK COUNTY NOTICES

OTH SVCS & CHGS	\$3,540.00	1	PLUMB SUPPLY SUPPLIES	\$212.67	1	TODD, CATHY OTH SVCS & CHGS	\$196.00	1	CARPENTER UNIFORM	\$1,427.95
MARION COUNTY SHERIFF			POIL, LINDA OTH SVCS & CHGS	\$21.47	1	TREASURER-STATE OF IOWA			CDW GOVERNMENT, INC.	\$490.13
HUMAN RES PROV CHGS	\$409.03	1	POLK COUNTY TREASURER			MISCELLANEOUS	\$2,676.55	1	CENTURYLINK	\$7,254.02
MARTIN MARIETTA AGGREGATES			OTH SVCS & CHGS	\$20.00	1	TREZAC CONSTRUCTION			CENTURYLINK	\$90.25
SUPPLIES	\$842.87	2	PRAIRIE WOODS APTS			HUMAN RES PROV CHGS	\$6,504.00	1	CHASSELLS, RANDY	\$40.00
MASON, LINDA L. OTH SVCS & CHGS	\$47.46	1	HUMAN RES PROV CHGS	\$195.00	1	TUCKER LAW OFFICE			CITY SUPPLY CORPORATION	\$30.95
MATHESON TRI-GAS INC. SUPPLIES	\$34.97	1	PRIVATE VENTURE MANAGEMENT, LLC			HUMAN RES PROV CHGS	\$75.00	1	CLEARINGHOUSE, ATLAS NO 0002224972025	\$116.14
MC CLISH, MIKE			OTH SVCS & CHGS	\$740.00	3	UBBEN BUILDING SUPPLIES INC			CLEVER DEVICES	\$2,310.00
HUMAN RES PROV CHGS	\$1,263.00	2	PRODUCTS INC SUPPLIES	\$16.58	1	SUPPLIES	\$1,315.00	1	COMMONWEALTH ELECTRIC CO. OF	
MCCARGAR, HOLLIE M.			PURE FORCE SUPPLIES	\$248.23	1	UNDERGROUND CO., LTD (THE)			THE MIDWEST	\$2,962.00
OTH SVCS & CHGS	\$22.04	1	QUETEL CORP OTH SVCS & CHGS	\$5,774.00	1	OTH SVCS & CHGS	\$37,600.00	2	COVENTRY HEALTH CARE OF IOWA	\$69,938.23
MENARDS-ALTOONA SUPPLIES	\$36.88	1	QUICK FUEL FLEET SERVICES INC			UNITED REFRIGERATION, INC			CUMMINS CENTRAL POWER LLC	\$2,048.98
MENARDS-ANKENY			SUPPLIES	\$8,173.71	1	SUPPLIES	\$166.62	2	DAIMLER BUSES NORTH AMERICA	\$1,968.51
OTH SVCS & CHGS	\$664.69	1	RACOM CORPORATION			UNITED STATES POSTAL SERVICE			DAVIDSON, TESS	\$170.42
MENARDS-DES MOINES SUPPLIES	\$133.58	5	OTH SVCS & CHGS	\$3,584.28	2	OTH SVCS & CHGS	\$3,500.00	1	DES MOINES FIRE DEPT.	\$300.00
MENARDS-DES MOINES			RADISH (THE) OTH SVCS & CHGS	\$580.00	1	UNIVERSITY TERRACE COOP			DES MOINES REGISTER	\$239.51
OTH SVCS & CHGS	\$8,617.60	2	RAHNER INC OTH SVCS & CHGS	\$1,000.00	1	HUMAN RES PROV CHGS	\$430.00	1	DEWEY FORD, INC.	\$2,932.30
MERCY MEDICAL CENTER			RALPH N. SMITH INC			URBANDALE WATER DEPT.			DIANA J. DEIBLER	\$2,850.00
OTH SVCS & CHGS	\$267.42	1	OTH SVCS & CHGS	\$760.00	1	HUMAN RES PROV CHGS	\$68.84	1	DMACC	\$450.00
MERCY PROFESSIONAL PRACTICE ASSOC			RALPH N. SMITH INC			VAL-VISTA/HILLOCK LLC			DUNAGAN, CHRISTINA	\$40.00
PERSONAL SERVICES	\$96.90	1	CAPITAL OUTLAYS	\$89.10	1	HUMAN RES PROV CHGS	\$370.00	1	FACTORY MOTOR PARTS	\$668.56
METCALF, DREW Z			RANDOLPH INVESTMENT CORP.			VALGOI, ROY OTH SVCS & CHGS	\$261.60	1	FAMILY SUPPORT REGISTRY	\$491.81
OTH SVCS & CHGS	\$500.00	1	HUMAN RES PROV CHGS	\$851.00	2	VALLEY WEST APTS LLC			FERRELLGAS,INC	\$838.89
METRO WASTE AUTHORITY			RAY ALLEN MANUFACTURING, LLC			HUMAN RES PROV CHGS	\$209.00	1	G & K SERVICES	\$37.67
OTH SVCS & CHGS	\$21,942.27	1	SUPPLIES	\$279.98	1	VAN WALL EQUIPMENT, INC.			G & I CLOTHING	\$337.25
MIDAMERICAN ENERGY			REAL OPTICS, INC.			SUPPLIES	\$981.44	5	GATR OF DES MOINES, INC.	\$380.16
OTH SVCS & CHGS	\$597.05	4	HUMAN RES PROV CHGS	\$150.00	1	VARIABLE MEASURES LLC			GILLIG LLC	\$5,684.79
MIDAMERICAN ENERGY			REASBY, DAVID			HUMAN RES PROV CHGS	\$6,072.00	1	GREATER DSM PARTNERSHIP	\$2,150.00
HUMAN RES PROV CHGS	\$8,141.82	30	HUMAN RES PROV CHGS	\$225.50	1	VERMEER SALES & SERVICE			GUNN, LES	\$40.00
MIDWEST MATTRESS			RHOADS, TONY OTH SVCS & CHGS	\$44.07	1	SUPPLIES	\$1,181.94	1	HANIFEN CO. INC.	\$546.00
HUMAN RES PROV CHGS	\$200.00	1	RIGHI, DINO			VILLAGE COURT ASSOCIATES			HARTLAND FUEL PRODUCTS LLC	\$76,959.70
MIDWEST OFFICE TECHNOLOGY, INC			HUMAN RES PROV CHGS	\$430.00	1	HUMAN RES PROV CHGS	\$725.50	2	HERC-U-LIFT	\$423.29
OTH SVCS & CHGS	\$364.46	2	ROBERT HALF TECHNOLOGY			WADLE, EDWIN MICHAEL			HUBLER, GINNY	\$50.00
MILLER HARDWARE, INC. SUPPLIES	\$26.68	2	OTH SVCS & CHGS	\$10,005.00	4	PERSONAL SERVICES	\$598.35	1	HYATT, GAYLE	\$50.00
MILLER, HARVEY			ROBERTS, ANGELA			WAL-MART COMMUNITY BRC			IOWA DEPARTMENT OF REVENUE	\$572.54
HUMAN RES PROV CHGS	\$550.00	1	HUMAN RES PROV CHGS	\$177.66	1	OTH SVCS & CHGS	\$90.42	1	IOWA FIRE EQUIPMENT	\$198.75
MTI DISTRIBUTING, INC SUPPLIES	\$692.49	2	RODISH, HELEN M.			WALKER, BILLINGSLEY & BAIR			JANEK CORPORATION	\$400.00
MTM RECOGNITION			HUMAN RES PROV CHGS	\$533.00	1	OTH SVCS & CHGS	\$24,803.60	1	JOHNSON, MATT	\$67.99
OTH SVCS & CHGS	\$1,173.85	1	ROGERS, CHRIS			WALRAVEN, GLORIA			JOHNSTON, RENEE	\$75.00
MYERS, DOUGLAS D			LICENSES AND PERMITS	\$134.60	1	OTH SVCS & CHGS	\$100.00	1	JORGENSEN, CHRISTOPHER	\$75.00
HUMAN RES PROV CHGS	\$750.00	1	ROSENDAHL, GENE			WATCH GUARD SUPPLIES	\$530.00	1	KANSAS PAYMENT CENTER	\$180.00
NAPA AUTO PARTS SUPPLIES	\$152.63	4	HUMAN RES PROV CHGS	\$500.00	1	WAYNE DENNIS SUPPLY CO.			KARL CHEVROLET	\$2,101.81
NAPA AUTO PARTS			RUSHING, WILMA OTH SVCS & CHGS	\$40.00	1	SUPPLIES	\$71.20	3	KINNEY, LA SHELLE	\$50.00
OTH SVCS & CHGS	\$137.19	2	RUSSELL HOUSE			WE CAN BUILD IT LLC			KRYGER GLASS COMPANY	\$51.45
NATIONAL BISCUIT CO FLATTS LLC			HUMAN RES PROV CHGS	\$430.00	1	HUMAN RES PROV CHGS	\$451.00	1	LEAF COMMERCIAL CAPITAL, INC.	\$725.71
HUMAN RES PROV CHGS	\$495.00	1	RUSSELL'S TROPHIES & ENGRAVING INC			WEST DES MOINES WATERWORKS			LEE, KATRINA	\$50.00
NATIONAL ENVIRONMENTAL HEALTH ASSOC			OTH SVCS & CHGS	\$34.50	1	OTH SVCS & CHGS	\$169.50	1	LIU, YAQIN	\$75.00
OTH SVCS & CHGS	\$95.00	1	RYDER TRANSPORTATION SERVICES			WESTPHAL, PATRICIA			MARSDEN BUILDING MAINTENANCE	\$923.08
NATIONWIDE ADVANTAGE MORTGAGE			OTH SVCS & CHGS	\$820.10	3	OTH SVCS & CHGS	\$11.87	1	MCCONNELL, PAUL	\$75.00
HUMAN RES PROV CHGS	\$655.50	2	SALVATION ARMY			WHITE CAP CONSTRUCTION SUPPLY			MCGLADREY LLP	\$1,279.00
NEMMERS, PATSY			HUMAN RES PROV CHGS	\$200.00	1	SUPPLIES	\$156.90	2	MENARDS INC	\$102.01
PERSONAL SERVICES	\$618.53	1	SECRETARY OF STATE			WIEDERIN REAL ESTATE LLC			METHODIST OPPUCATIONAL HEALTH &	
NETTELAND FAMILY HOLDINGS IV			OTH SVCS & CHGS	\$30.00	1	HUMAN RES PROV CHGS	\$347.50	1	WELLNESS	\$511.48
HUMAN RES PROV CHGS	\$860.00	2	SHERWIN WILLIAMS SUPPLIES	\$48.48	1	WILLIAMS, AMBER			MID AMERICAN ENERGY CO.	\$91.57
NEW LIFE CENTER, INC.			SHERWIN WILLIAMS CO SUPPLIES	\$319.07	1	OTH SVCS & CHGS	\$825.00	1	MIDWEST PROFESSIONAL STAFFING, LLC	\$1,812.00
HUMAN RES PROV CHGS	\$415.00	1	SHERWIN-WILLIAMS CO. SUPPLIES	\$176.37	1	WILLOW BEND I LP			MIDWEST WHEEL COMPANIES	\$654.72
NGUYEN, HUNG			SIMMONS, JAMES D.			HUMAN RES PROV CHGS	\$860.00	2	MILLER, JENNIFER	\$40.00
HUMAN RES PROV CHGS	\$533.00	1	PERSONAL SERVICES	\$195.39	1	WILLOW HEIGHTS INC			MINNESOTA CHILD SUPPORT	\$158.28
NGUYEN, STEVEN			SINK PAPER COMPANY SUPPLIES	\$2,032.20	2	HUMAN RES PROV CHGS	\$3,317.31	2	MISDU	\$304.71
HUMAN RES PROV CHGS	\$451.00	1	SLATER, SCOTT SUPPLIES	\$13.84	1	WINCHESTER, DAVID			MOHAWK MFG & SUPPLY CO	\$3,973.55
NORTH TRILEIN APARTMENT COMPLEX LLC			SNAP-ON INDUSTRIAL, INC.			OTH SVCS & CHGS	\$60.00	1	MOORE, JOHN	\$620.00
HUMAN RES PROV CHGS	\$430.00	1	SUPPLIES	\$868.33	1	WINDSTREAM OTH SVCS & CHGS	\$58.18	1	MURPHY, SHELLY	\$50.00
NURSE FORCE INC			SOUTHEAST POLK YOUTH TACKLE FOOTBALL			WOODSIDE PARK APTS			NABI	\$267.31
HUMAN RES PROV CHGS	\$1,450.00	1	MISCELLANEOUS	\$25,000.00	1	HUMAN RES PROV CHGS	\$782.59	2	NAPA AUTO PARTS	\$5,544.69
O'DELL, BRANDI OTH SVCS & CHGS	\$172.00	1	SOUTHERN IOWA MENTAL HLTH CTR			ZEE MEDICAL SERVICE COMPANY			NEW FLYER PARTS	\$1,278.98
O'HALLORAN INTERNATIONAL, INC.			HUMAN RES PROV CHGS	\$334.34	1	SUPPLIES	\$41.35	1	NODUS TECHNOLOGIES, INC.	\$102.50
SUPPLIES	\$2,480.73	2	SOUTHWINDS APARTMENTS			ZEE MEDICAL SERVICE COMPANY			O'REILLY AUTOMOTIVE INC.	\$95.88
O'REILLY, JOHN			HUMAN RES PROV CHGS	\$675.00	2	CAPITAL OUTLAYS	\$8,541.45	1	OBERT, SHANNON	\$75.00
HUMAN RES PROV CHGS	\$860.00	1	SPRAYER SPECIALTIES SUPPLIES	\$87.46	1	OVATIONS- WEEK ENDING 9-6-2013 -			OCCUPATIONAL HEALTH CENTERS OF THE	
OLSON, TREVA R OTH SVCS & CHGS	\$84.19	1	STECH, BILL OTH SVCS & CHGS	\$21.47	1	BEER CHECKS			SOUTHWEST, P.A.	\$280.00
OMB GUNS/GLOBAL GUNS AND HUNTING INC			STEINKAMP INVESTMENTS			VENDOR ACCOUNT AMOUNT			OFFICEMAX INCORPORATED	\$992.04
CAPITAL OUTLAYS	\$3,651.99	2	CHGS FOR SVCS: NON-STAT. FEES	\$5.00	1	Doll Distributing			OMAHA PRINTING COMPANY	\$2,923.00
OMG MIDWEST INC SUPPLIES	\$7,986.08	2	STEWART-ROWEN, KRISTEN			Catering canned beer	\$373.76		OPTIMAL PHONE INTERPRETERS, INC.	\$33.18
OPPORTUNITY VILLAGE			OTH SVCS & CHGS	\$59.89	1	POLK COUNTY EMPLOYEE INSURANCE -			PALMER GROUP	\$1,626.65
HUMAN RES PROV CHGS	\$5,747.69	3	STOCKDALE, SUSAN R			TO BE PAID 9-10-2013			PALMER'S DELI & MARKET	\$178.82
ORACLE USA INC			HUMAN RES PROV CHGS	\$115.00	1	VENDOR ACCOUNT AMOUNT			PENICK, CONNIE	\$84.45
OTH SVCS & CHGS	\$3,991.11	1	STONE, JEREMY OTH SVCS & CHGS	\$71.40	1	Wellmark Health Insur Claims	\$521,454.84		PINKERTON, DORINDA	\$75.00
P & P SMALL ENGINES INC. SUPPLIES	\$71.45	1	STRAWHACKER & ASSOCIATES LLC			Principal Financial			PITTSBURGH PAINTS	\$245.78
PARKSIDE EAST III APTS LP			HUMAN RES PROV CHGS	\$35,964.37	3	Health Insur Claims	\$4,447.00		POLK COUNTY HEALTH SERVICES	\$12,177.50
HUMAN RES PROV CHGS	\$200.00	1	STRIEGEL LAW FIRM LLC			Principal Financial	\$9,485.00		POLK COUNTY SHERIFF	\$249.59
PASSAGEWAY			HUMAN RES PROV CHGS	\$843.64	2	Principal Financial			PRATHI, VIGNARAJ	\$75.00
HUMAN RES PROV CHGS	\$3,182.40	1	STRUTHERS BROS. KAWASAKI-			Health Insur Claims	\$6,574.92		PRESUTTI, ELIZABETH	\$55.00
PATTERSON, PAMELA			SUPPLIES	\$311.58	1	Principal Financial			RED WING SHOE STORE	\$150.00
OTH SVCS & CHGS	\$90.97	1	SUNNYBROOK MOBILE HOME PARK			Health Insur Claims	\$7,775.16		RICHARDS, JENNIFER	\$75.00
PEACHTREE PROPERTIES LLC			HUMAN RES PROV CHGS	\$175.00	1	Principal Financial			RICHARDS, TJ	\$250.00
HUMAN RES PROV CHGS	\$400.00	1	SUPERGLASS WINDSHIELD REPAIR			ACCOUNTS PAYABLE CHECKS			SADLER POWERTRAIN	\$981.17
PENN CENTER			OTH SVCS & CHGS	\$40.00	1	DART 6-2013			SAPP BROS PETROLEUM	\$132,936.00
HUMAN RES PROV CHGS	\$4,066.66	1	SWACKER, JAMES			Vendor Name	Document Amount		SPECIALTY VEHICLES	\$663.44
PERFORMANCE FOOD GROUP			HUMAN RES PROV CHGS	\$430.00	1	TRIBRIDGE, LLC	\$36,300.00		SPENCER, CAROL	\$75.00
HUMAN RES PROV CHGS	\$397.08	1	TARVIN, MIKE OTH SVCS & CHGS	\$20.85	1	CYRIDE	\$154.75		SPRING VALLEY RADIO	\$4,480.00
PERRY'S SERVICE STATION			TAYLOR STREET CO-OP INC			A & B CONTRACTING LLC	\$26,327.16		STEW HANSEN'S DODGE CITY	\$557.70
HUMAN RES PROV CHGS	\$10.00	1	HUMAN RES PROV CHGS	\$575.00	1	ACK ENTERPRISES	\$250.75		TEAMSTERS LOCAL 238	\$201.50
PETERSEN, HAROLD			TAYLOR, MARY			AMERICAN SECURITY & INVESTIGATIONS	\$8,773.82		THERMO KING CORP.	\$696.68
HUMAN RES PROV CHGS	\$500.00	1	HUMAN RES PROV CHGS	\$750.00	1	AMSAAN LLC	\$1,434.92		THOLUND, ERIC	\$400.00
PETTY, MIKEESHA			TED'S BODY SHOP			BALDWIN SUPPLY CO.	\$14.66		THOMAS BROTHERS SEPTIC TANK SERVICES	\$175.00
OTH SVCS & CHGS	\$7,500.00	1	THEISEN, SALLY OTH SVCS & CHGS	\$209.65	1	BOLIN, JOAN	\$75.00		THOMAS BUS SALES OF IOWA	\$1,403.87
PHYSIOTHERAPY ASSOC			THOMSON, JERI OTH SVCS & CHGS	\$266.00	1	BOOZE ALLEN CH2M HILL, INC.	\$30,868.56		TIM HILDRETH CO., INC.	\$1,134.98
PERSONAL SERVICES	\$2,015.79	3	TIERNEY BROTHERS INC			BOWMAN DISTRIBUTION	\$4,386.54		TOYOTA OF DES MOINES	\$69.85
PIETZ, NANCY L			OTH SVCS & CHGS	\$4,913.00	1	BOYER PETROLEUM	\$695.95		TRANS IOWA, L.C.	\$9,681.60
HUMAN RES PROV CHGS	\$207.80	1	TINKER TOOLING INC.			BUCKLEY, RHONDA	\$50.00		TRIBRIDGE, LLC	\$17,022.12
PITTSBURG PAINT AND GLASS			OTH SVCS & CHGS	\$198.00	1	CAPPY'S TIRE & AUTO SERVICE	\$36.41		U.S. DEPARTMENT OF EDUCATION	\$551.33
SUPPLIES	\$128.58	1							UNITED PARCEL SERVICE	\$31.97

POLK COUNTY NOTICES

UNITED WAY	\$369.88
VANDUSSELDORP, CINDY	\$250.00
VANZEE, BRIAN	\$50.00
W W GRAINGER, INC.	\$1,161.78
WAGE WORKS	\$102.00
WASTE CONNECTIONS INC.	\$1,214.09
WESCO DISTRIBUTION, INC.	\$193.71
EASTERN IOWA TIRE	\$359.40
ACME TOOLS	\$14.02
AMERICAN SECURITY & INVESTIGATIONS	\$9,002.30
AMSAN LLC	\$900.72
APTA	\$2,500.00
ARMSTRONG, CRYSTAL	\$75.00
AVILLA, TERRI	\$75.00
AWARDS PROGRAM SERVICES	\$50.00
AYALA, MADWIN	\$400.00
BAUER BUILT, INC.	\$678.00
BOWMAN DISTRIBUTION	\$5,306.31
BOYER PETROLEUM	\$549.46
BROCKMANN, KELLI	\$75.00
BUMPUS, CLAUDE	\$40.00
CARPENTER UNIFORM	\$2,479.03
CARTER PRINTING CO., INC.	\$984.00
CDW GOVERNMENT, INC.	\$330.89
CENTURYLINK	\$105.99
CENTURYLINK	\$1,021.45
CHANCE RIDES MANUFACTURING, INC.	\$293.50
CITY OF DES MOINES	\$14,025.00
COLORFX	\$140.00
CRESCENT ELECTRIC SUPPLY	\$79.00
CUMMINS CENTRAL POWER LLC	\$409.98
DAIMLER BUSES NORTH AMERICA	\$1,125.12
DELL MARKETING L.P.	\$148.89
DES MOINES METRO RECYLING	\$240.00
DES MOINES REGISTER	\$512.00
DEWEY FORD, INC.	\$244.31
DEX MEDIA EAST LLC	\$61.00
EB JACOBS LLC	\$50.00
ENGLE, RICHARD	\$597.66
G & L CLOTHING	\$637.28
GFI GENFARE	\$17.03
GILLIG LLC	\$8,230.62
GOLF CARS OF IOWA	\$350.00
HALO BRANDED SOLUTIONS	\$791.78
HARTLAND FUEL PRODUCTS LLC	\$5,733.89
HAWKINS, DENNIS	\$40.00
INLAND TRUCK PARTS	\$269.84
IOWA COUNCIL FOR INTERNATIONAL UNDERSTANDING	\$40.00
J. LAURENZO SPECIALTY PRODUCTS	\$134.00
JEWETT, TERRY	\$40.00
JOBDIG	\$350.00
KCCI-TV	\$8,200.00
KECK PARKING	\$1,135.00
KING DELIVERY SERVICE	\$61.44
KL EXECUTIVE SEARCH, LLC	\$10,125.00
KRYGER GLASS COMPANY	\$237.78
LEMMON, KERRI	\$250.00
LOWEN CORPORATION	\$2,284.00
MAJORS, DANIELLE	\$1,200.00
MARSDEN BUILDING MAINTENANCE	\$5,195.00
MCGLADREY LLP	\$6,750.00
MENARDS INC	\$378.78
MID AMERICAN ENERGY CO.	\$73.86
MIDWEST AUTOMATIC SPRINKLER COMPANY	\$1,338.00
MIDWEST PROFESSIONAL STAFFING, LLC	\$1,971.00
MIDWEST WHEEL COMPANIES	\$5.60
MINCKS, BRENDA	\$75.00
MITEL NETSOLUTIONS	\$12.93
MOHAWK MFG & SUPPLY CO	\$1,098.75
MOORE, JOHN	\$760.00
NABI	\$1,207.42
NADOLSKY, PATRICIA	\$75.00
NAPA AUTO PARTS	\$2,321.00
NORTH-CENTRAL ADJUSTMENT COMPANY	\$294.00
OCCUPATIONAL HEALTH CENTERS OF THE SOUTHWEST, P.A.	\$112.00
OFFICEMAX INCORPORATED	\$425.64
OMAHA PRINTING COMPANY	\$7,120.00
PALMER GROUP	\$812.26
POLLPETER, BEV	\$75.00
PRAXAIR DISTRIBUTION INC.	\$314.88
RACEWAY TIRE & EXHAUST	\$412.00
SAPP BROS PETROLEUM	\$95,440.80
SATURDAY MANUFACTURING, INC.	\$960.00
SAXTON INC., DESIGN GROUP	\$480.00
SCOTTY'S BODY SHOP	\$2,539.06
SHOES FOR CREWS	\$217.84
STIVERS FORD	\$1,702.56
T&T LOGISTICS LLC	\$52.83
TERMINIX INTERNATIONAL	\$145.00
THERMO KING CORP.	\$696.78
THOMAS BROTHERS SEPTIC TANK SERVICES	\$175.00
THOMAS BUS SALES OF IOWA	\$1,135.11
TRANS IOWA, L.C.	\$355.80
TRIBRIDGE, LLC	\$5,192.60
UNITED PARCEL SERVICE	\$61.14
VERIZON WIRELESS	\$2,374.70
W W GRAINGER, INC.	\$1,457.75
WALDINGER CORPORATION	\$230.00
WALMAN OPTICAL CO.	\$59.00
WAYNE DALTON OF CENTRAL IOWA	\$518.00

DOORS INC.	\$21.00
HY-VEE, INC	\$2,320.64
PRO SEARCH, INC.	\$1,770.80
A & B CONTRACTING LLC	\$21,697.07
A.J. ALLEN MECHANICAL CONTRACTORS, INC.	\$343.02
ACK ENTERPRISES	\$364.71
AIRGAS NORTH CENTAL	\$129.74
AMSAN LLC	\$809.43
APPLIED ART & TECHNOLOGY	\$4,069.00
APTA	\$27,276.00
AUTO KRAFT, INC.	\$185.00
BAUER BUILT, INC.	\$1,470.00
BLUE CROSS-BLUE SHIELD	\$1,493.70
BONNIE'S BARRICADES, INC.	\$155.60
BOWMAN DISTRIBUTION	\$2,998.28
BOYER PETROLEUM	\$276.93
CARPENTER UNIFORM	\$1,212.01
CDW GOVERNMENT, INC.	\$6,966.00
CENTURYLINK	\$379.50
CLEARINGHOUSE, ATLAS NO 000222497202	\$116.14
CLEVER DEVICES	\$2,349.00
COLORFX	\$1,085.00
COMITO, CARMELLA	\$959.04
CUMMINS CENTRAL POWER LLC	\$158.48
DAHLBERG, RON	\$134.39
DAHL'S FOODS	\$600.00
DAIMLER BUSES NORTH AMERICA	\$2,224.52
DAN'S OVEHEAD DOORS & MORE, INC.	\$568.00
DELL MARKETING L.P.	\$13,669.39
DES MOINES REGISTER	\$2,360.00
DEWEY FORD, INC.	\$354.32
FACTORY MOTOR PARTS	\$495.84
FAMILY SUPPORT REGISTRY	\$491.81
FIDELITY SECURITY LIFE IN	\$205.07
GILLIG LLC	\$3,226.46
GLORIA DEI LUTHERAN CHURCH	\$700.00
GREATER DES MOINES ICE SPORTS ASSOCIATION	\$250.00
HANIFEN CO. INC.	\$190.00
HOLMES MURPHY	\$2,250.00
IMAGING TECHNOLOGIES	\$1,031.33
INLAND TRUCK PARTS	\$413.12
IOWA DEPARTMENT OF REVENUE	\$679.41
IOWA STATE FAIR	\$25.00
JANEK CORPORATION	\$700.00
KANSAS PAYMENT CENTER	\$180.00
KENWORTH MID-IOWA	\$52.93
MC MASTER-CARR SUPPLY CO.	\$99.67
MCGLADREY LLP	\$3,718.00
MENARDS INC	\$152.89
MEYER, DEBRA	\$40.68
MID AMERICAN ENERGY CO.	\$17.30
MIDLAND PLASTICS, INC.	\$111.78
MIDWEST PROFESSIONAL STAFFING, LLC	\$1,894.50
MIDWEST TRANSIT EQUIPMENT	\$2,798.10
MIDWEST WHEEL COMPANIES	\$56.80
MINNESOTA CHILD SUPPORT	\$158.28
MISDU	\$304.71
MOHAWK MFG & SUPPLY CO	\$1,245.63
MYERS TIRE SUPPLY	\$268.76
NABI	\$2,022.24
NAPA AUTO PARTS	\$470.98
NEW FLYER PARTS	\$1,191.62
O.C. TANNER JEWELRY CO.	\$265.33
OCCUPATIONAL HEALTH CENTERS OF THE SOUTHWEST, P.A.	\$112.00
OFFICEMAX INCORPORATED	\$621.19
OMAHA PRINTING COMPANY	\$982.00
PALMER GROUP	\$1,970.08
POLK COUNTY SHERIFF	\$661.44
PRECISION INDUSTRIES INC.	\$56.28
SATURDAY MANUFACTURING, INC.	\$1,080.00
SAXTON INC., DESIGN GROUP	\$4,996.36
STEPHENS, KELLY	\$40.00
TEAMSTERS LOCAL 238	\$237.50
TENNANT	\$1,751.58
THERMO KING CORP.	\$7,995.38
THOMAS BROTHERS SEPTIC TANK SERVICES	\$175.00
THOMAS BUS SALES OF IOWA	\$1,094.39
TRAPEZE SOFTWARE, INC.	\$5,633.67
TRIBRIDGE, LLC	\$7,943.75
U.S. DEPARTMENT OF EDUCATION	\$546.74
UNION SECURITY INSURANCE	\$954.46
UNITED PARCEL SERVICE	\$41.54
UNITED WAY	\$369.88
UNITED HEALTHCARE SPECIALTY BENEFITS	\$1,007.50
UNUM LIFE INSURANCE CO.	\$2,201.42
W W GRAINGER, INC.	\$781.06
WAYNE DENNIS SUPPLY CO.	\$1,156.09
WRIGHT EXPRESS FLEET SERVICES	\$35,981.58
ASI SIGNAGE	\$9,678.64
BOB BROWN CHEVROLET, INC.	\$272,870.00
HOTSY EQUIPMENT COMPANY	\$7,055.20
STEW HANSEN'S DODGE CITY	\$24,084.00
A.J. ALLEN MECHANICAL CONTRACTORS, INC.	\$343.02
ACK ENTERPRISES	\$364.71
AIRGAS NORTH CENTAL	\$129.74
AMSAN LLC	\$809.43
APPLIED ART & TECHNOLOGY	\$4,069.00
APTA	\$27,276.00
ASI SIGNAGE	\$9,678.64
AUTO KRAFT, INC.	\$185.00

BAUER BUILT, INC.	\$1,470.00
BLUE CROSS-BLUE SHIELD	\$1,493.70
	\$1,299,889.42
ACCOUNTS PAYABLE CHECKS DART 7-2013	
Vendor Name	Document Amount
A & B CONTRACTING LLC	\$41,763.05
ACK ENTERPRISES	\$767.25
ALLEN, AMANDA	\$15.00
AMSAN LLC	\$729.30
AUTO-JET MUFFLER	\$178.12
BAER-HARDING, KIRSTIN	\$72.05
BAUER BUILT, INC.	\$9,165.06
BOWMAN DISTRIBUTION	\$3,908.57
BOYER PETROLEUM	\$2,259.04
CARPENTER UNIFORM	\$162.00
CENTURYLINK	\$3,326.34
CENTURYLINK	\$182.56
CERTIFIED POWER, INC.	\$258.38
CLARK, BRUCE	\$1,077.90
COLORFX	\$140.00
COVENTRY HEALTH CARE OF IOWA	\$72,326.39
CULLIGAN WATER CONDITION.	\$189.05
CUMMINS CENTRAL POWER LLC	\$1,024.65
DAIMLER BUSES NORTH AMERICA	\$5,246.21
DES MOINES WATER WORKS	\$3,318.96
DEWEY FORD, INC.	\$1,221.42
EARLES, KIMBERLY	\$15.00
FACTORY MOTOR PARTS	\$1,184.21
G & K SERVICES	\$82.80
GILLIG LLC	\$3,736.00
GRAHAM COMMERCIAL TIRE	\$3,686.08
GREATER DSM COMMITTEE	\$1,950.00
HANIFEN CO. INC.	\$385.00
HUYSER, ANN	\$15.00
HYDRAQUIP SALES & SERVICE	\$1,589.82
JOBDIG	\$350.00
KARL CHEVROLET	\$6,279.98
LAFATA, TONY	\$411.57
LARSON, DAWN	\$50.00
LEAF COMMERCIAL CAPITAL, INC.	\$725.71
MAYER, RANDY	\$50.00
MCDONALD TRANSIT ASSOCIATES, INC.	\$6,000.00
MCGLADREY LLP	\$2,909.00
MENARDS INC	\$49.98
MENDICKI, MARJ	\$49.95
MID AMERICAN ENERGY CO.	\$8,674.43
MIDWEST TRANSIT EQUIPMENT	\$515.43
MIDWEST WHEEL COMPANIES	\$195.18
MOHAWK MFG & SUPPLY CO	\$310.68
MOORE, JOHN	\$280.00
MUNRO LAW OFFICE	\$3,938.86
NABI PARTS, LLC	\$328.88
NAPA AUTO PARTS	\$99.55
NEW FLYER PARTS	\$596.80
NORTH-CENTRAL ADJUSTMENT COMPANY	\$342.60
OCCUPATIONAL HEALTH CENTERS OF THE SOUTHWEST, P.A.	\$112.00
OFFICEMAX INCORPORATED	\$159.47
RADIO ENGINEERING IND.	\$3,122.08
SADLER POWERTRAIN	\$880.84
SCHUTTY, LINDSAY	\$15.00
SELECTIVE INSURANCE-FLOOD	\$19,775.00
STIVERS FORD	\$2,458.24
THERMO KING CORP.	\$447.98
THOMAS BUS SALES OF IOWA	\$932.20
TRAPEZE SOFTWARE, INC.	\$52,075.00
TROST DEVELOPMENT SERVICES, LLC	\$2,454.18
W W GRAINGER, INC.	\$6,886.44
WARD, PHILLIP	\$50.00
WASKERDORF WIMMER & MARCOULLIER PC	\$1,250.00
WEITZ COMPANY LLC	\$750,726.52
WESCO DISTRIBUTION, INC.	\$38.86
ZEP MANUFACTURING CO.	\$315.86
ROCHESTER ARMORED CAR CO., INC.	\$689.79
SUBSTANCE	\$88,190.20
A CUSTOMER'S POINT OF VIEW INC.	\$490.00
ACK ENTERPRISES	\$355.43
AMERICAN SECURITY & INVESTIGATIONS	\$64.00
AMSAN LLC	\$4,450.46
BAKER ELECTRIC, INC.	\$2,100.00
BELCHER, SCOTT	\$40.00
BOESEN THE FLORIST	\$272.99
BOOZE ALLEN CH2M HILL, INC.	\$24,662.62
BOWMAN DISTRIBUTION	\$4,243.42
BOYER PETROLEUM	\$825.27
CARL, JERRY	\$35.00
CARPENTER UNIFORM	\$16.62
CDW GOVERNMENT, INC.	\$2,434.84
CENTURYLINK	\$3,880.80
CENTURYLINK	\$85.44
CHANCE RIDES MANUFACTURING, INC.	\$1,256.00
CHAVEZ, CESAR	\$134.39
CIPRICH, LINDA	\$46.00
CLEARINGHOUSE, ATLAS NO 000222497202	\$116.14
CLYMER, KELLI	\$250.00
COPY SYSTEMS INC.	\$46.50
CUMMINS CENTRAL POWER LLC	\$4,894.97
DAIMLER BUSES NORTH AMERICA	\$576.62
DES MOINES RADIO GROUP	\$2,998.50

DES MOINES REGISTER	\$54.70
DIANA J. DEIBLER	\$800.00
DOHERTY'S FLOWERS	\$60.95
ENTERPRISE RENT A CAR	\$199.43
FACTORY MOTOR PARTS	\$240.84
FAMILY SUPPORT REGISTRY	\$491.81
FEDERAL EXPRESS CORP	\$196.75
FERGUSON COMMERCIAL REAL ESTATE SERVICES, LC	\$9,878.40
FERRELLGAS, INC	\$752.35
FREEMAN DECORATING CO	\$245.00
GILLIG LLC	\$21,438.12
GRACE LABEL, INC.	\$664.34
HANIFEN CO. INC.	\$475.00
INTERSTATE PWR SYS	\$6,086.35
IOWA DEPARTMENT OF REVENUE	\$272.77
IOWA PRISON INDUSTRIES	\$151.80
KANSAS PAYMENT CENTER	\$180.00
KARL CHEVROLET	\$928.22
KECK, INC.	\$17,760.20
KEUL, MARK	\$500.00
KING DELIVERY SERVICE	\$79.45
KL EXECUTIVE SEARCH, LLC	\$10,000.00
LETTER PUBLICATIONS, INC.	\$325.00
LOWEN CORPORATION	\$1,200.00
MARSDEN BUILDING MAINTENANCE	\$306.36
MCQUISTON, RON	\$540.00
MENARDS INC	\$75.77
METHODIST OPPUCATIONAL HEALTH & WELLNESS	\$1,167.90
MID AMERICAN ENERGY CO.	\$83.17
MIDWEST PROFESSIONAL STAFFING, LLC	\$2,400.00
MIDWEST WHEEL COMPANIES	\$107.89
MINNESOTA CHILD SUPPORT	\$158.28
MISDU	\$304.71
MOHAWK MFG & SUPPLY CO	\$1,219.36
NABI PARTS, LLC	\$120.88
NAPA AUTO PARTS	\$1,031.47
NEW FLYER PARTS	\$94.79
NOLAND, AIMEE	\$75.00
NORSOLV SYSTEMS ENVIRONMENTAL SERVICES	\$551.80
NORTH-CENTRAL ADJUSTMENT COMPANY	\$518.20
OCCUPATIONAL HEALTH CENTERS OF THE SOUTHWEST, P.A.	\$172.00
OFFICEMAX INCORPORATED	\$650.78
OMAHA PRINTING COMPANY	\$1,523.02
POLK COUNTY SHERIFF	\$897.37
PRAXAIR DISTRIBUTION INC.	\$184.12
QUALITY SERVICES	\$369.93
RACEWAY TIRE & EXHAUST	\$609.99
RDG PLANNING & DESIGN	\$45,000.00
ROSKILLY, SCOTT	\$75.00
ROUSE, PAM	\$175.00
SADLER POWERTRAIN	\$828.10
SAM'S CLUB	\$390.18
SAPP BROS PETROLEUM	\$157,699.76
SEABURY & SMITH MARSH @ WORK SOLUTIONS-A/R	\$4,021.90
SENECA COMPANIES	\$109.00
SHOES FOR CREWS	\$232.84
SMITH, SARA	\$29.00
STROM, VICKY	\$48.00
SWARTHOUT, CAROLYN	\$75.00
TEAMSTERS LOCAL 238	\$219.50
THOMAS BROTHERS SEPTIC TANK SERVICES	\$175.00
THOMAS BUS SALES OF IOWA	\$91.07
TOYOTA OF DES MOINES	\$182.45
TRANS IOWA, L.C.	\$14,662.10
TRANSITTALENT.COM	\$115.00
TRIBRIDGE, LLC	\$291,264.98
U.S. DEPARTMENT OF EDUCATION	\$635.48
UNITED REFRIGERATION, INC.	\$6,057.50
UNITED WAY	\$364.88
VALLE, LUIS	\$140.26
W W GRAINGER, INC.	\$2,237.79
WALMAN OPTICAL CO.	\$318.00
WALSH DOOR & HARDWARE CO.	\$406.00
WASTE CONNECTIONS INC.	\$1,214.09
WAYNE DALTON OF CENTRAL IOWA	\$651.50
WAYNE DENNIS SUPPLY CO.	\$98.30
WEBSPEC DESIGN	\$11,322.00
WES FINCH AUTO PLAZA	\$113.76
WESTON, CHRIS	\$40.00
ZHOU, AMBER	\$55.00
A & B CONTRACTING LLC	\$21,777.76
AWARDS PROGRAM SERVICES	\$9.80
EASTERN IOWA TIRE	\$96.65
STEW HANSEN'S DODGE CITY	\$27,481.00
A-TEC RECYCLING, INC.	\$267.56
A.J. ALLEN MECHANICAL CONTRACTORS, INC.	\$8,552.00
ACK ENTERPRISES	\$1,391.90
ACME TOOLS	\$11.96
AIRGAS NORTH CENTAL	\$126.20
AMSAN LLC	\$751.99
BAKER GROUP	\$23,315.00
BEST PORTABLE TOILETS, INC	\$420.00
BIDDLE, BRENDA	\$40.00
BLACK, DANA	\$15.00
BOB BROWN CHEVROLET, INC.	\$68,990.00
BOWMAN DISTRIBUTION	\$10,738.67

POLK COUNTY NOTICES

BOYER PETROLEUM	\$10,211.31
BRICK GENTRY P.C.	\$10,909.35
BUSINESS PUBLICATIONS	\$233.58
CARPENTER UNIFORM	\$2,919.63
CDW GOVERNMENT, INC.	\$13,353.18
CENTURYLINK	\$1,161.85
CFI TIRE SERVICE	\$905.52
CRESCENT ELECTRIC SUPPLY	\$50.34
DAIMLER BUSES NORTH AMERICA	\$1,206.04
DES MOINES HEATING & COOLING, LLC	\$544.00
DEWEY FORD, INC.	\$89.14
DEX MEDIA EAST LLC	\$61.00
EB JACOBS LLC	\$180.00
ELBERT, HOLLY	\$40.00
FACTORY MOTOR PARTS	\$629.02
FORD, BRENDA	\$325.94
G & I CLOTHING	\$878.95
GATR OF DES MOINES, INC.	\$190.08
GILLIG LLC	\$7,854.56
GRAYBAR ELECTRIC CO., INC.	\$1,213.88
HASANOVIC, NERMIN	\$500.00
HEAD, TERRY	\$40.00
HOGLUND BUS CO. INC.	\$685.95
HOLMES MURPHY	\$48,806.00
HUNLEY, BERNARD	\$52.98
HY-VEE, INC	\$443.36
IOWA COUNCIL FOR INTERNATIONAL UNDERSTANDING	\$170.00
IOWA FIRE EQUIPMENT	\$203.20
JEFFREY, JAMES	\$40.00
KARPAN, KIM	\$40.00
KECK PARKING	\$1,135.00
KINMAN GLASS INC.	\$2,750.40
KRYGER GLASS COMPANY	\$1,859.86
LAME, MATT	\$500.00
LANDS' END	\$256.70
LONG, NATASHA	\$4.00
LOWEN CORPORATION	\$895.00
MCGGLADREY LLP	\$3,778.00
MENARDS INC	\$123.90
MESSERSMITH, KARA	\$1,562.80
MID AMERICAN ENERGY CO.	\$90.41
MIDWEST PROFESSIONAL STAFFING, LLC	\$648.00
MIDWEST WHEEL COMPANIES	\$117.95
MITEL NETSOLUTIONS	\$12.93
MOHAWK MFG & SUPPLY CO	\$3,273.44
NABI PARTS, LLC	\$1,940.58
NAMESCAPE CORPORATION	\$285.00
NAPA AUTO PARTS	\$5,290.58
NEOPOST USA, INC.	\$162.00
NEW FLYER PARTS	\$39,092.54
NGUYEN, TRI	\$500.00
NODUS TECHNOLOGIES, INC.	\$102.85
NORTH-CENTRAL ADJUSTMENT COMPANY	\$257.00
OCCUPATIONAL HEALTH CENTERS OF THE SOUTHWEST, P.A.	\$240.00
OFFICEMAX INCORPORATED	\$1,685.18
OMAHA PRINTING COMPANY	\$2,912.00
PALMER GROUP	\$2,562.22
PUSH-PEDAL-PULL	\$30,255.00
RCS MILLWORK, L.C.	\$940.98
RED WING SHOE STORE	\$170.00
ROSS, RANDY	\$289.32
SADLER POWERTRAIN	\$1,571.63
SENECA COMPANIES	\$280.04

SHOES FOR CREWS	\$76.96
SPECIALTY VEHICLES	\$232.14
STEVENS, KATHY	\$60.15
STEW HANSEN CHRYSLER	\$3,095.65
T&T LOGISTICS LLC	\$21.69
TERMINIX INTERNATIONAL	\$145.00
THERMO KING CORP.	\$426.07
THOLUND, ERIC	\$500.00
THOMAS BROTHERS SEPTIC TANK SERVICE	\$350.00
THOMAS BUS SALES OF IOWA	\$867.78
TOLAR MFG COMPANY INC.	\$543.00
TRANS IOWA, L.C.	\$272.60
TRANSIT SOLUTIONS, LLC	\$2,900.00
TRAPEZE SOFTWARE, INC.	\$78,345.64
UNUM LIFE INSURANCE CO.	\$2,100.42
VAN OORT, STEVE	\$219.80
VERIZON WIRELESS	\$2,478.59
W W GRAINGER, INC.	\$4,956.89
WESCO DISTRIBUTION, INC.	\$5,440.64
ZEP MANUFACTURING CO.	\$860.18
ZIEGLER INC.	\$330.82
CUMMINS CENTRAL POWER LLC	\$1,308.45
TROST DEVELOPMENT SERVICES, LLC	\$392.98
	\$2,281,577.30

OFFICIAL PUBLICATION
Des Moines, Iowa, September 3, 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, September 3, 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 August 27, 2013 minutes and they stand approved as printed. The August 28, 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.

AWARDS: Supervisor Van Oort presented the Employee of the Month Award to James Hathaway, Polk County Attorney's Office.

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

Jana Abens, Sergeant, Sheriff, \$76,247 beginning August 29, 2013

William Buck, Stores Wkr, CFYS, \$16.51 beginning September 9, 2013

Michelle Davis, Comm Spec, Sheriff, \$39,610 beginning September 17, 2013

Larry Gamblin, Court Security Officer, Sheriff, \$39,470 beginning September 7, 2013

Martha Garcia-Zuniga, CMA (Bi-Lingual), Health, \$17.26 beginning September 4, 2013

Kristina Grier, Reg Nurse, Health, \$24.87 beginning September 4, 2013

John Killip, Telecomm Spec, Gen Svcs, \$80,229 beginning August 1, 2013

Linda Lane, Asst County Attorney, \$69,571 beginning September 24, 2013

Daniel Maloney, Admn Supr, Pub Wks, \$55,045 beginning August 31, 2013

Michelle McDaniel, Reg Nurse, Health, \$24.87 beginning September 4, 2013

Kevin Patrick Asst County Attorney, \$69,571 beginning September 12, 2013

Kristen Riley, Office Spec, CFYS, \$42,691 beginning September 9, 2013

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

RESOLUTIONS: Resolution approving minor final subdivision plat of Sandra K. Rasmussen Subdivision.

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

Resolution approving amendment to contract with Shannon Knudsen (Sexual Assault Nurse Examiner coordination services).

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

Resolution approving agreement with Young Women's Resource Center for support services.

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

Resolution approving Subordination Agreement for property at 2195-30th Street (J. Kisner).

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

Resolution approving agreement with Iowa Department of Public Health for Community Transformation Grant Community Projects.

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

Resolution approving agreement with Iowa Department of Public Health for Project LAUNCH initiative.

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

Resolution approving contract with Washington University's St. Louis STD/HIV Prevention Training Center to provide clinical training (public health practitioners).

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

Resolution approving agreement to address lead hazard repairs at 2901 Cambridge St (A. Han).

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

Resolution approving agreement to address lead hazard repairs at 1524-56th St (J. Chugg).

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

Resolution approving agreement to address

lead hazard repairs at 4016 SW 12th St (R. Moore).

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

Resolution approving agreement to address lead hazard repairs at 602-2nd St, Perry (V. Calderon).

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

Resolution declaring an official intent to issue debt to reimburse original expenditures paid in connection with the Neighborhood Finance Corporation and the Housing Trust Fund.

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

Resolution declaring an official intent to issue debt to reimburse original expenditures paid in connection with the Asset Repair/Replacement Program and I.T. improvements in the County.

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

Resolution authorizing the Auditor's Office to publish Notice of Public Hearing for September 24, 2013 on proposed amendment to the FY 13/14 budget.

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

Resolution approving contract with Munro Construction for the Polk County Attorney Tenant Improvement Project.

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

Resolution approving settlement of workers' compensation claim (Walraven).

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

Resolution approving Mutual Release and Settlement Agreement with Populous, Inc. (i/k/a/ HOK Sport, Inc).

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

Resolution approving Community Development Grant for the Southeast Polk Youth Tackle Football League.

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

Moved by Mauro, Seconded by Brownell to adjourn until September 10, 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.

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

By e-mail, send public notices to:
publicnotices@bpccdm.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 Becky Hotchkiss at (515) 288-3338 ext. 436.

AMENDED ORIGINAL NOTICE

**In The Iowa District Court
For Polk County**

Equity No. EQCE074669

M&T BANK,
Plaintiff,
v.
CLINT HINDERAKER, RACHEL HINDERAKER,
PARTIES IN POSSESSION, WALCOTT TRUST AND
SAVINGS BANK, MICHAEL R. ADAMS, and
LAURA J. ADAMS,
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 June 4, 2013, and prays for foreclosure of plaintiff's mortgage against the property at 1403 Adams Street, Bondurant IA 50035, which is legally described as Lot 26 in Clarence Oleson Vista Estates Plat 1, an official plat, now included in and forming a part of the City of Bondurant, 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 October 11, 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 September 6, 13 & 20, 2013.

NOTICE TO REDEEM FROM TAX SALE

Cert No. 210-3418

TO: LBT Iowa 9404
Person in whose name the property described below is taxed
YOU ARE HEREBY NOTIFIED that on the 21st

day of June, 2010, the following described real estate, situated in Polk County, Iowa, to-wit:
Lot 4 Coggeshall & Hunts add
Dist: 30 Parcel: 00789
now included in and forming a part of the City of Des Moines, Iowa, was sold by the County Treasurer of Polk County, Iowa for the then delinquent and unpaid taxes against the said real estate for the years 2007, 2008 to Polk County, Iowa; that a Certificate of Purchase was duly issued to Polk County, Iowa, by the County Treasurer of Polk County, Iowa, and that the right of Redemption will expire and a deed for the said real estate will be made unless Redemption from said sale is made within ninety days from the completed service of this Notice.
Dated this 6th day of September, 2013.
Mary Maloney, Treasurer
Polk County, Iowa
Published in the Business Record on September 20, 2013.

PUBLIC NOTICES

ORIGINAL NOTICE FOR PUBLICATION

In The Iowa District Court
For Polk County

Equity No. EQCE073508

BANK OF AMERICA, N.A.
Plaintiff,

vs.
AMY S. VACCO; SPOUSE OF AMY S. VACCO,
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 \$95,257.02 with interest at 6.75% per annum from and including June 1, 2012, on the promissory note executed by Amy S. Vacco and mortgage executed by Amy S. Vacco 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 Amy S. Vacco to pay the installments of principal when due. Plaintiff also prays in said Petition for the foreclosure of said mortgage dated October 22, 2007 recorded in Book 12425, Page 862 in the Recorder's Office of Polk County, Iowa, with said note dated October 22, 2007 on the following described property, to-wit:

Lot 7 in Joseph's Place, an Official Plat, now included in and forming a part of the City of Des Moines, Iowa AKA Lot 7 in Joseph's 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 YOUR 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 10th day of October, 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 September 6, 13 & 20, 2013.

ORIGINAL NOTICE FOR PUBLICATION

In The Iowa District Court
For Polk County

Equity No. CE 074493

BANKERS TRUST COMPANY,
Plaintiff,

vs.
REBECCA JEAN SCHLEUGER-VALADAO,
ALL KNOWN AND UNKNOWN HEIRS AND
DEVISEES OF MAURO DE FREITAS VALADAO,
ESTATE RECOVERY PROGRAM and PARTIES IN
POSSESSION.

Defendants.

TO THE ABOVE NAMED DEFENDANTS: All Known and Unknown Heirs and Devisees of Mauro De Freitas Valadao
YOU ARE NOTIFIED that a Petition has been electronically filed in the Office of the Clerk of this Court naming you as a Defendant in this action (see Iowa Court Rules Chapter 16 for general rules and information on electronic filing, and Chapter 16, Division VI regarding protection of personal information in court filings). The Petition prays for judgment in rem against the property involved in this action for the sum of \$79,882.70 with interest at 5.625% per annum from and including May 29, 2013 plus costs associated with foreclosure on the Note executed by Rebecca Jean Schleuger-Valadao and Mauro DeFreitas Valadao to Bankers Trust Company, which is the sole and absolute owner thereof. Said Note, together with the Mortgage given to secure the same, is due and payable by reason of the failure of Defendants, Rebecca Jean Schleuger-Valadao and Mauro DeFreitas Valadao, to pay the installment of principal and interest when due. Plaintiff prays in said Petition for the foreclosure of said Mortgage dated January 27, 2006, recorded in Book 11503 at Page 323 in the Recorder's Office of Polk County, Iowa, on the following described property:

Lot 20 (except the North 8.5 feet thereof) in Howell Place, an Official Plat, now included in and forming a part of the City of Des Moines, Polk County, Iowa locally known as 514 Park Avenue, Des Moines, Iowa, 50315.

The attorney for the Plaintiff is Adam C. Van Dike, BrownWinick Law Firm, 666 Grand Avenue, Suite 2000, Des Moines, Iowa, 50309; telephone: (515)242-2400.

You must serve a motion or answer within twenty (20) days after the date of the last publication of the Original Notice and, within a reasonable time thereafter, file your motion or answer with the Clerk of Court for Polk County, Iowa, 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 286-3930. (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 September 20, 27 & October 4, 2013.

PUBLIC NOTICE OF STORM WATER DISCHARGE

The city of Urbandale 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 clearing and grubbing of a site located in Southwest 1/4, Section 27, Township 79N, Range 25W. Storm water will be discharged from 3 point sources and will be discharged to the following streams: Road ditch to Industrial 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 September 20, 2013.

ORIGINAL NOTICE

In The Iowa District Court
For Polk County

Law No. LACL127661

EARL DONALD RHOADES,
Plaintiff,

vs.
ERIC JOSEPH WEISENBERGER; LINDSAY
ELIZABETH ELDER; FINANCIAL SERVICES
VEHICLE TRUST; and NATIONWIDE MUTUAL
INSURANCE COMPANY,

Defendants.

TO THE ABOVE NAMED DEFENDANTS:
You are hereby notified that there is now on file in the office of the clerk of the above court, a petition in the above-titled action, a copy of which petition is attached hereto. Plaintiff is represented by Marc S. Harding, located at 1217 Army Post Road, Des Moines, Iowa 50315, phone (515)287-1454, fax (515)287-1442.

You are further notified that unless, within twenty (20) days after service of this original notice upon you, you serve, and within a reasonable time thereafter file, a motion or answer, in the Iowa District Court for Polk County, at the courthouse in Des Moines, Iowa, judgment by default may be rendered against you for the relief demanded in this petition.

This case has been filed in a county that utilizes electronic filing. General rules and information on electronic filing are contained in Iowa Court Rules Chapter 16. Information regarding requirements related to the protection of personal information in court filings is contained in Iowa Court Rules Chapter 16, Division VI.

NOTE: THE ATTORNEY WHO IS EXPECTED TO REPRESENT THE DEFENDANT SHOULD BE PROMPTLY ADVISED BY DEFENDANT OF THE SERVICE OF THIS NOTICE.

If you need assistance to participate in court due to a disability, call the disability coordinator at (515) 286-3394. Persons who are hearing or speech impaired may call Relay Iowa TTY (1-800-735-2942). Disability coordinators cannot provide legal advice.

Published in the Business Record on September 20, 2013.

ORIGINAL NOTICE OF VIOLATION

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

COD 2013-04796

Jeffery D. Bates
4121 14th St
Des Moines, IA 50313

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

You are hereby notified that on August 14th, 2013 11:05 am THE CITY OF DES MOINES, IOWA, conducted an inspection of the property located at 4121 14th St Des Moines, IA 50313 locally known as W 210 F LOT 24 SKAINS PLACE PLAT 2, 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.

Eric Moore: 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 September 20, 2013.

NOTICE OF FORFEITURE OF REAL ESTATE CONTRACT

TO: G. DeShaun Rashadd and any unnamed person in possession of the following described real estate.

You and each of you are hereby notified:
(1) The written contract executed by Marc S. Harding and Janet Witte Harding, as Vendor, and G. DeShaun Rashadd, as Vendees, recorded the 29th day of May, 2009, in the office of the Polk County Recorder, recorded as document reference number Book 13061, Page 22 for the sale of the following described real estate:

Lot 25 Fairmeadows Plat No. 12, an Official Plat, now included in and forming part of the City of West Des Moines, Polk County, Iowa, locally known as 3112 Giles, West Des Moines, Iowa

has not been complied with in the following particulars:

(a) Mortgage payments and real estate taxes \$57,714.19
Total \$57,714.19

(2) The contract shall stand forfeited unless the parties in default, within 30 days after the completed service of this notice, shall perform the terms and conditions in default, and in addition pay the reasonable costs of serving this notice.

(3) The amount of attorney fees claimed by the Vendor pursuant to Section 656.7 of the Code of Iowa is \$50.00 (not to exceed \$50.00). Payment of the attorney fees is not required to comply with this notice in order to prevent forfeiture.

Marc Harding & Janet Witte Harding
Vendor (or Successor in Interest)
By Marc Harding
Their Attorney
1217 Army Post Road
Des Moines, IA 50315
(515)287-1454

Published in the Business Record on September 20, 27 & October 4, 2013.

PUBLIC NOTICE OF STORM WATER DISCHARGE

Prairie Crossing Investment, 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 a new commercial development located in the NW 1/4 of Section 15, Township 79N, Range 23W, Polk County.

Storm water will be discharged from 3 point source(s) and will be discharged to Private storm sewer to a regional detention basin to an unnamed tributary of Fourmile Creek.

Comments may be submitted to the Storm Water Discharge Coordinator, IOWA DEPARTMENT OF NATURAL RESOURCES, Environmental Protection Division, 900 E. Grand Avenue, 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 September 20, 2013.

PUBLIC NOTICES

AMENDED ORIGINAL NOTICE

In The Iowa District Court For Polk County

Equity No. EQCE074669

DEUTSCHE BANK NATIONAL TRUST COMPANY, AS TRUSTEE FOR NEW CENTURY HOME EQUITY LOAN TRUST, SERIES 2005-C, ASSET BACKED PASSTHROUGH CERTIFICATES, Plaintiff,

vs. MARK A. BARNHILL, KATHRYN E. BARNHILL, ALL PERSONS WITH AN INTEREST IN THE ESTATE OF RANDY LEE WARRENS, DECEASED NOVEMBER 17, 2012, and HOLLY WEBSTER, 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 July 10, 2013, and prays for foreclosure of plaintiff's mortgage against the property at 4720 NE 32nd Street, Des Moines IA 50317, which is legally described as Lot 86 in Douglas Acres Plat 6, an official plat, according to the recorded plat thereof, situated in 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 Metcalfe, 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 October 11, 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 September 6, 13 & 20, 2013.

ORIGINAL NOTICE FOR PUBLICATION

In The Iowa District Court For Polk County

Equity No. EQCE074703

JPMORGAN CHASE BANK, NATIONAL ASSOCIATION

Plaintiff,

vs. JOCELYN M. SIMMONS, EXECUTOR OF THE ESTATE OF ANITA LOUISE BROWN AKA ANITA L. BROWN, DECEASED; ALL OF THE UNKNOWN CLAIMANTS, INCLUDING BUT NOT LIMITED TO ALL OF THE UNKNOWN HEIRS, SPOUSES, ASSIGNEES, GRANTEEES, LEGATEES, DEVISEES AND BENEFICIARIES OF ANITA L. BROWN AKA ANITA LOUISE BROWN, DECEASED; JOCELYN M. SIMMONS; UT LE; 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 \$115,067.32 with interest at 6.25% per annum from and including October 1, 2009, on the promissory note executed by Anita L. Brown and mortgage executed by Anita L. Brown to Bankers Trust Company, 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 Anita L. Brown to pay the installments of principal when due. Plaintiff also prays in said Petition for the foreclosure of said mortgage dated November 8, 2006 recorded in Book 11943, Page 906 in the Recorder's Office of Polk County, Iowa, with said

note dated November 8, 2006 on the following described property, to-wit:

Lot Forty-nine (49) in Johnson-Smith Heights, an Official Plat, now included in and forming a part of the City of Des Moines, Iowa AKA Lot 49 in Johnson-Smith Heights, 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 YOUR 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 October, 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 September 6, 13 & 20 2013.

ORIGINAL NOTICE FOR PUBLICATION

In The Iowa District Court For Polk County

Equity No. EQCE074709

BANK OF AMERICA, N.A. Plaintiff,

vs. EDWIN K. HAN AKA EDWIN KENICHI HAN; RENEE LYNN HAN FKA RENEE L. PEARCE; SPOUSE OF EDWIN K. HAN AKA EDWIN KENICHI HAN, IF ANY; VILLAGE ON DELAWARE ASSN.; 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 \$105,041.03 with interest at 5% per annum from and including January 1, 2013, on the promissory note executed by Edwin K. Han and Renee L. Pearce and mortgage executed by Edwin K. Han and Renee L. Pearce 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 Edwin K. Han and Renee L. Pearce to pay the installments of principal when due. Plaintiff also

prays in said Petition for the foreclosure of said mortgage dated September 8, 2004 recorded in Book 10729, Page 92 in the Recorder's Office of Polk County, Iowa, with said note dated September 8, 2004 on the following described property, to-wit:

Lot 119 in Replat of Countryside Meadows, an Official Plat, now included in and forming a part of the City of Ankeny, 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 YOUR 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 10th day of October, 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 September 6, 13 & 20, 2013.

ORIGINAL NOTICE FOR PUBLICATION

In The Iowa District Court For Polk County

Equity No. EQCE074779

BANK OF AMERICA, N.A. Plaintiff,

vs. CAMILIA KAY JIMENEZ FKA CAMILIA K. FOUTS AKA CAMILIA FOUTS; DANA D. FOUTS AKA DANA FOUTS; SPOUSE OF CAMILIA KAY JIMENEZ FKA CAMILIA K. FOUTS AKA CAMILIA FOUTS, 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 \$105,075.19 with interest at 6.5% per annum from and including August 1, 2010, on the promissory note executed by Dana D. Fouts aka Dana Fouts and Camilia K. Fouts aka Camilia Fouts and mortgage executed by Dana D. Fouts aka Dana Fouts and Camilia K. Fouts aka Camilia Fouts 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 Dana D. Fouts aka Dana Fouts and Camilia K. Fouts aka Camilia Fouts to pay the installments of principal when due. Plaintiff also prays in said Petition for the foreclosure of said mortgage dated July 27, 2007 recorded in Book 12307, Page 33 in the Recorder's Office of Polk County, Iowa, with said note dated July 27, 2007 on the following described property, to-wit:

Lot 6 in University Heights, 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 YOUR 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 10th day of October, 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 September 6, 13 & 20, 2013.

PUBLIC NOTICE OF STORM WATER DISCHARGE

Kings Landing 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 development located in NW ¼ of Section 22, Township 78N, Range 26W, Dallas County, Iowa. Storm water will be discharged from 1 point source and will be discharged to the following stream: Sugar Creek 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 September 20, 2013.

PUBLIC NOTICES

ORIGINAL NOTICE FOR PUBLICATION

In The Iowa District Court
For Polk County

Equity No. EQCE074869

BANK OF AMERICA, N.A.
Plaintiff,
vs.
DONNA A. LEMON AND ANDREW B. LEMON,
JR.; HSBC BANK NEVADA, 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 \$124,916.22 with interest at 7.125% per annum from and including April 1, 2010, on the promissory note executed by Donna A. Lemon and Andrew B. Lemon, Jr. and mortgage executed by Donna A. Lemon and Andrew B. Lemon, 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 Donna A. Lemon and Andrew B. Lemon, Jr. to pay the installments of principal when due. Plaintiff also prays in said Petition for the foreclosure of said mortgage dated August 7, 2006 recorded in Book 11794 Page 48 in the Recorder's Office of Polk County, Iowa, with said note dated August 7, 2006 on the following described property, to-wit:

Lot 8 in Adventureland Estates Plat 11, an Official Plat, now included in and forming a part of the City of Altoona, 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 YOUR 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 24th day of October, 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 September 20, 27 & October 4, 2013.

NOTICE OF APPOINTMENT OF ADMINISTRATOR AND NOTICE TO CREDITORS

The Iowa District Court
Polk County

Probate No. ESPR 563846

In The Estate Of
Robert Mash Jr., Deceased.
To All Persons Interested in the Estate of Robert Mash Jr., Deceased, who died on or about March 24, 2011:

You are hereby notified that on the 30th day of May, 2012, 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 publication 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 15th day of July, 2013.

Norvillene G. Mash
Administrator of the Estate
1009 27th Street
Des Moines, Iowa 50311

James P. Piazza Jr., ICIS Pin No.: AT 0006236
Attorney for the Administrator
2600 Grand Avenue, Auite 230
Des Moines, Iowa 50312
Date of second publication 27th day of September, 2013.

ORIGINAL NOTICE FOR PUBLICATION

In The Iowa District Court
For Polk County

Equity No. EQCE074784

U.S. BANK NATIONAL ASSOCIATION AS TRUSTEE
FOR THE CERTIFICATEHOLDERS OF CITIGROUP
MORTGAGE LOAN TRUST INC. ASSET-BACKED
PASS-THROUGH CERTIFICATES SERIES 2007-AMC1

Plaintiff,

vs.

DONALD LEE ERICKSON; SPOUSE OF DONALD LEE ERICKSON, IF ANY; STATE OF IOWA, IOWA DEPARTMENT OF REVENUE AND FINANCE; SYLVIA ERICKSON; 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 \$141,526.33 with interest at 9.25% per annum from and including February 1, 2008, on the promissory note executed by Donald Lee Erickson and mortgage executed by Donald Lee Erickson and Sylvia Erickson to Argent Mortgage Company, LLC 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 Donald Lee Erickson and Sylvia Erickson to pay the installments of principal when due. Plaintiff also prays in said Petition for the foreclosure of said mortgage dated September 28, 2006 recorded in Book 11886, Page 702 in the Recorder's Office of Polk County, Iowa, with said note dated September 28, 2006 on the following described property, to-wit:

The West 40 feet of Lot 2 and the East 20 feet of Lot 3 (except the South 42 feet of said tract); also 6 feet North of and adjoining said tract, being a part of High Street, now vacated, all in Block 3 in McCain Place, now included in and forming a part of the City of Des Moines, Iowa AKA The West 40 feet of Lot 2 and the East 20 feet of Lot 3 (except the South 42 feet of said tract); also 6 feet North of and adjoining said tract, being a part of High Street, now vacated, all in Block 3 in McCain 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 YOUR 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 24th day of October, 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 September 20, 27 & October 4, 2013.

ORIGINAL NOTICE FOR PUBLICATION

In The Iowa District Court
For Polk County

Equity No. EQCE074884

GREEN TREE SERVICING LLC
Plaintiff,

vs.

KAREN KREBSBACH AKA KAREN L. KREBSBACH; SPOUSE OF KAREN KREBSBACH AKA KAREN L. KREBSBACH, 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 \$44,869.00 with interest at 7% per annum from and including March 1, 2012, on the promissory note executed by Karen Krebsbach and Harry Stinson and mortgage executed by Karen Krebsbach and Harry Stinson aka H. Darwin Stinson 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 Karen Krebsbach and Harry Stinson aka H. Darwin Stinson to pay the installments of principal when due. Plaintiff also prays in said Petition for the foreclosure of said mortgage dated November 9, 2005 recorded in Book 11424, Page 842 in the Recorder's Office of Polk County, Iowa, with said note dated November 9, 2005 on the following described property, to-wit:

The South 1/2 of Lot 10 and the North 12 1/2 feet of Lot 11 in Block 2 of Northmoreland, 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 YOUR 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 24th day of October, 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 September 20, 27 & October 4, 2013.

ORIGINAL NOTICE FOR PUBLICATION

In The Iowa District Court
For Polk County

Equity No. EQCE074705

BANK OF AMERICA, N.A.
Plaintiff,

vs.

CURT REED AND JENNIFER REED; BALDUCI LAW OFFICE; CAPITAL ONE BANK; CENTRAL IOWA ORTHODONTICS; MARBERRY LAW FIRM; PREMIER CREDIT UNION; SPOUSE OF CURT REED, IF ANY; SPOUSE OF JENNIFER REED, 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 \$79,148.60 with interest at 6.25% per annum from and including March 1, 2010, on the promissory note executed by Curt Reed and Jennifer Reed and mortgage executed by Curt Reed and Jennifer Reed 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 Curt Reed and Jennifer Reed to pay the installments of principal when due. Plaintiff also prays in said Petition for the foreclosure of said mortgage dated January 23, 2008 recorded in Book 12523 Page 832 in the Recorder's Office of Polk County, Iowa, with said note dated January 23, 2008 on the following described property, to-wit:

PUBLIC NOTICES

Lots 18 and 19 in Hubbell Avenue Addition, an Official Plat, now included in and forming a part of the City of Des Moines, 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 YOUR 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 10th day of October, 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 September 6, 13 & 20, 2013.

ORIGINAL NOTICE FOR PUBLICATION

In The Iowa District Court
For Polk County

Equity No. EQCE074544

BANK OF AMERICA, N.A.
Plaintiff,

vs.

PATRICIA GARCIA FKA PATRICIA GARCIA-PERRY; BANK AND TRUST COMPANY; DONALD R. PERRY; PARTIES IN POSSESSION; RONALD M. DELANEY IRA; SPOUSE OF DONALD R. PERRY, 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 \$167,215.60 with interest at 5.375% per annum from and including January 1, 2012, on the promissory note executed by Patricia Garcia-Perry and mortgage executed by Patricia Garcia-Perry and Donald R. Perry 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 Patricia Garcia-Perry and Donald R. Perry to pay the installments of principal when due. Plaintiff also prays in said Petition for the foreclosure of said mortgage dated September 24, 2009 recorded in Book 13224, Page 485 in the Recorder's Office of Polk County, Iowa, with said note dated September 24, 2009 on the following described property, to-wit:

Lot 7 Primrose Park Plat 2, an Official Plat, now included in and forming a part of the City of Clive, 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 YOUR 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 October, 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 September 6, 13 & 20 2013.

ORIGINAL NOTICE FOR PUBLICATION

In The Iowa District Court
For Polk County

Equity No. EQCE074808

JPMORGAN CHASE BANK, NATIONAL ASSOCIATION
Plaintiff,

vs.

ANGIE R. WIGNALL FKA ANGIE R. OLDES AND RANDY E. WIGNALL; JULIE ANN WIGNALL; LIZZIE J. OLDES; STATE OF IOWA, IOWA DEPARTMENT OF HUMAN SERVICES; TAU WANA RAE MADISON; THE CBE GROUP INC. LITIGATION CENTER;

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 \$98,279.09 with interest at 4% per annum from and including October 1, 2012, on the promissory note executed by Angie R. Wignall and mortgage executed by Angie R. Wignall and Randy E. Wignall 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 Angie R. Wignall and Randy E. Wignall to pay the installments of principal when due. Plaintiff also prays in said Petition for the foreclosure of said mortgage dated September 21, 2005 recorded in Book 11357, Page 367 in the Recorder's Office of Polk County, Iowa, with said note dated September 21, 2005 on the following described property, to-wit:

Lot 10 in Tiffin Place, an Official Plat, now included in and forming a part of the City of Des Moines; situated in Polk County in the State of Iowa AKA Lot 10 in Tiffin 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 YOUR 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 10th day of October, 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 September 6, 13 & 20, 2013.

PUBLIC NOTICE OF STORM WATER DISCHARGE

JBTT, 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 an apartment building and daycare facility located in SW ¼, Section 29, Township 80N, Range 25W, Polk County, Iowa. Storm water will be discharged from 1 point source and will be discharged to the following stream: Little Beaver Creek 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 September 20, 2013.

PUBLIC NOTICE OF STORM WATER DISCHARGE

DRA Properties, 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 a new commercial development located in the NW 1/4 of Section 12, Township 79N, Range 24W, Polk County. Storm water will be discharged from 2 point source(s) and will be discharged to Private storm sewer to regional detention to an unnamed tributary of Saylor Creek.

Comments may be submitted to the Storm Water Discharge Coordinator, IOWA DEPARTMENT OF NATURAL RESOURCES, Environmental Protection Division, 900 E. Grand Avenue, 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 September 20, 2013.

NOTICE OF APPOINTMENT
OF ADMINISTRATOR
AND NOTICE TO CREDITORS

The Iowa District Court
Polk County

Probate No. ESPR065633

In The Estate Of
Shannon F. Potts, Deceased.

To All Persons Interested in the Estate of Shannon F. Potts, Deceased, who died on or about July 23, 2011:

You are hereby notified that on the 26th day of August, 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 publication 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 26th day of August, 2013.

Kathryn M. Winger

Administrator of the Estate
3208 Hillsdale Avenue
Urbandale, IA 50322

Wayne I. Wilson, ICIS Pin No.: AT0008636

Attorney for the Administrator
Wilson, Deege, Despotovich, Riemenschneider & Rittgers

4200 University Avenue, Suite 424
West Des Moines, IA 50266

Date of second publication 27th day of September, 2013.

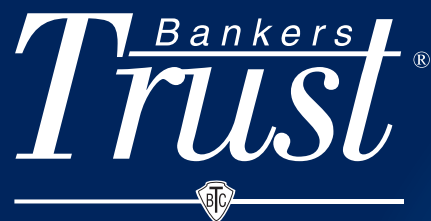
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