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

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WELCOME

IT'S A TOOL. HERE'S HOW TO USE THE BOOK OF LISTS

One of my favorite parts of my job as editor of the Business Record is meeting with all of the people who are brand-new to the community. I like to put myself in their shoes and think back nearly five years to when I was brand-new to Des Moines.

The first resource I latched on to? The Book of Lists.

For 27 years, the Business Record has produced the annual Book of Lists as the ultimate resource directory for the Greater Des Moines business community.

And for the first year, I have the honor of introducing readers to the wealth of information and the potential the following pages contain.

So what to say? That's easy.

The same thing I say to every person I meet who's brand-new to Des Moines, in a new leadership position or unfamiliar with the product: Get a Book of Lists, then use it.

This isn't just a phone book or a membership directory. It's a tool. And take it from someone who has used this tool during the past five years, there are plenty of ways this book can help you do business better.

Here are some of the additional ways -- outside of researching businesses and services from more than 80 categories -- that I know people use the Book of Lists.

I encourage you to give it a try.

- Make a networking target list: Our list of Top-25 Most Influential Leaders on page 18 and an additional 63 leaders you should know is a great place to start.
- Never double-book an event again: Use the the Community Calendar on page 33 to see what major events are already planned for 2016 to plan your event on an open date.
- Research yourself: Go ahead, take a peek. There's no shame here. Check out the Index of Names, which contains the names and page numbers of everyone listed in the Book of Lists in the back of the book on page 168. Think of it as Googling yourself.

I know you'll find the same value that I've found and continue to find from a product that our entire company touches in some fashion.

I'm informed that years ago, we had to physically call and gather the information for each and every business. A truly monumental task. And though we are long into the computer age, the Book of Lists doesn't happen by magic.

The Book of Lists is a year-round project, one led by our meticulous Book of Lists editor, Amanda Jordan. As usual, she is at the ready to answer your questions about any list or take suggestions about how to make the product even stronger. She can be contacted at bookoflistseditor@bpcdm.com.

A big thank you to Amanda for her hard work, our Book of Lists sales manager, Lori Bratrud, for her experienced eye for detail, and to our design team for their diligent work.

And of course a big thank you to the readers and advertisers who year after year help us make the Book of Lists one of the best in the nation. Also, I want to recognize our Book of Lists sponsors who make this product possible with their support: Iowa State University College of Business, Colorfx, Better Business Bureau and Community Foundation of Greater Des Moines.



Chris Conetzkey
Business Record Editor



COVER ART

KAREN STROHBEEN AND BILL LUCHSINGER



Karen Strohbeen and Bill Luchsinger are a husband-and-wife team whose art and way of life have always been deeply connected to the land. They met at Drake University in Des Moines, Iowa, where both were students in a design class, and have lived in the Midwest except for a brief stint in New York City.

“Living in New York forced us to see art from a different perspective,” Karen says. “We attended concerts and gallery openings nightly, and it soon became clear to us that Iowa was what we wanted.” Through a serendipitous turn, a piece of farm land became available that included a pond, prairie grasses, gardens and a house with south-facing windows perfectly suited to a studio. Karen and Bill have lived and created on this 80-acre property since the early 1980’s.

Bill and Karen take inspiration from their surroundings to create the whimsical paintings, tiles and sculptures they call “toys for the soul.” As the couple’s interest in gardening has grown, so has the garden’s influence on their art. It can be seen from their computer transformed images of single flowers to metal sculpture, from ceramic tiles to the brightly colored flowers, hearts, stars and animals who inhabit Karen’s unique prints and oils. Karen and Bill’s gardening expertise has been honored by the Garden Club of America, who awarded them the Eloise Payne Luquer Medal for special achievement in the field of botany. Many corporate headquarters and homes have benefited from their garden designs.

When the couple first began creating prints in 1970, they used their own lithograph and intaglio printing presses. But for the last 14 years they have

been at the forefront of digital printmaking, which combines unlimited creative potential with the ability to produce one print at a time, and allows each print to be an exact duplicate of the master.

Karen and Bill have also used their expertise in photography and computer processes combined with their knowledge of plant material and their artists’ sense of color and design to create and produce a four-part video titled *Hardy Flowering Plants: A Closer Look*. The video is used as a reference guide by landscape architecture departments and botanical centers and has been featured on Iowa Public Television. Karen and Bill did a production in the past called *The Perennial Gardener*, a thirteen-part series of gardening programs for public television which was syndicated nationally. Their own gardens, now occupying over eight acres, was the setting for the shows, which were photographed and written by Bill, star Karen, and featured their art at the opening of each segment.

Karen and Bill believe art and nature form a natural link. “Art used to be a part of people’s daily lives, in how you made your home, tended your garden, plowed your field. That’s how it should be,” says Karen. “When you’re tired of painting, you go out and work in the garden. Then you get excited about something in the garden that you want to paint. Everything flows together.”

“In a way, the gardens are as conscious as painting,” Karen adds. “At a particular moment, there is a beauty but no one sees it. I decided that to me it did matter. This is why we do videos, because it’s beautiful at that moment. And my painting allows me one more way to capture and interpret that beauty.”



COVER ART

“Orange Zinnia”

48” x 48” digital image on canvas
Bill Luchsinger 2015

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There are many exciting things happening in businesses in Iowa and around the world. That's why faculty at the Iowa State College of Business continue to improve offerings for future students, alumni and professionals. We're in our 31st year as a College, and in the 11th year of being in the Gerding Business Building. We're excited to start the 2015-16 academic year with record-high enrollment of 4,485. That's a 9.8 percent increase over last year and breaks the 1986 record. Over the past two years, our undergraduate and graduate programs have been double-digit gainers in the U.S. News & World Report rankings. We are also number seven world-wide in supply chain research. We offer eight undergraduate majors, nine graduate programs and four Ph.D. programs, with plans to add more. We serve more Iowa high school graduates than any other four-year business program in the country. We continue to find ways to meet student expectations and provide them with the quality attention they need and deserve, whether they are in the undergraduate, graduate or Ph.D. program.

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We're proud to have printed the annual Book of Lists for the past several years and consider this publication to be a favorite annual project. To learn more, please visit colorfxprint.com



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Community Foundation of Greater Des Moines



Kristi Knous
President

The Community Foundation of Greater Des Moines improves quality of life for all by promoting charitable giving, connecting donors with causes they care about and providing leadership on important community issues ... we're simply better together. The Community Foundation administers assets in excess of \$380 million and manages more than 1,400 charitable funds. Through Community Foundation grantmaking programs and donor funds, nearly \$26 million was granted to charitable causes in 2014.

Connecting donors with causes they care about – Donors make a difference with the dollars they invest in Greater Des Moines through their charitable funds at the Community Foundation. These funds can benefit the community forever and help donors create personal legacies. Endowments may be established by individual donors, families, businesses or nonprofit organizations. We provide expert advice, professional fund management, maximum tax savings and strong connections to hundreds of local charities.

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Strengthening nonprofit organizations – The Community Foundation provides leadership by financially supporting local nonprofits through grants and building the capacity of nonprofit organizations through training opportunities.

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We understand the importance of being engaged in our community and working alongside our customers to provide sustainability. Our employees contribute more than 14,000 hours of volunteer service each year and the Bank provides over \$1 million in annual financial support to more than 100 area nonprofit organizations and events.

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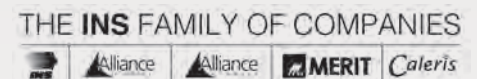
Ron Keller
President and CEO

Hassling with back-office operations doesn't let you focus on your core business. That's why organizations turn to the INS Family of Companies to help equip and support them with top-level talent, technology and tools.

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Visit us at www.INSFamilyofCompanies.com



City of West Des Moines



Steve Gaer
Mayor

The City of West Des Moines is a progressive city of approximately 63,000 residents with a daytime population in excess of 120,000 people due to the many jobs, outstanding recreation and various shopping opportunities available. The City continues to grow as existing companies expand, new companies move in, and entrepreneurs launch new businesses.

The City of West Des Moines is the winner of numerous awards and recognitions including the Business Record's 2015 City Government Most Conducive to Business award, an award the City has received for eighteen consecutive years.

West Des Moines affords fantastic growth opportunities to businesses, especially to our five targeted industries: Financial Services; Information Technology; Retail/Hospitality; Life Sciences; and Advanced Manufacturing/Logistics.

Visit www.wdm.iowa.gov to learn more.



Wells Fargo



Don Pearson
Lead Regional President

Wells Fargo in Iowa provides financial services from 72 community banking stores and employs approximately 15,000 team members throughout the state. Wells Fargo Bank & Company (NYSE: WFC) is a nationwide, diversified financial services company with \$1.7 trillion in assets. At the end of second quarter 2015, Wells Fargo ranked fourth in assets among U.S. banks and was the world's second most valuable bank by market capitalization. Founded in 1852, Wells Fargo provides banking, insurance, investments, mortgage, and consumer and commercial financial services through more than 8,700 locations, 12,800 ATMs, online (wellsfargo.com), and mobile devices.

Wells Fargo does business with 70 million customers and one in three U.S. households. Wells Fargo has approximately 266,000 team members in 36 countries across more than 90 businesses. In 2014, Wells Fargo was named "Most Respected Bank" by Barron's magazine, "Most Admired" among the world's largest banks by Fortune magazine, and "Best U.S. Bank" by The Banker magazine. Wells Fargo's vision is to satisfy our customers' financial needs and help them succeed financially.

Company-wide, over the last four years, Wells Fargo has invested \$1.1 billion in grants to nonprofits to support and revitalize communities, help charitable organizations, and grow local economies. Team members contributed 1.74 million volunteer hours in 2014. In Iowa in 2014, Wells Fargo contributed nearly 128,000 volunteer hours by team members and invested \$3.4 million to 407 nonprofits and schools through corporate and foundation giving. Wells Fargo team members gave approximately \$10.6 million through the annual 2014 and 2015 Community Support and United Way Campaigns. *The Chronicle of Philanthropy* ranked Wells Fargo's corporate cash giving in the top two among all U.S. companies each of the past two years.

For more information, please visit www.wellsfargo.com



MARKETFACTS

INTRODUCTION

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

CBRE|Hubbell Commercial and Frandson & Associates have been conducting this survey since 1997. The 2015 Market Survey contains information collected during the first quarters of 2013, 2014 and 2015.

SUBMARKET BOUNDARIES

Central Business District (CBD)

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

Western Suburbs

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

Northwest

Includes Northwest Des Moines and Western Saylor Township.

Northeast

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

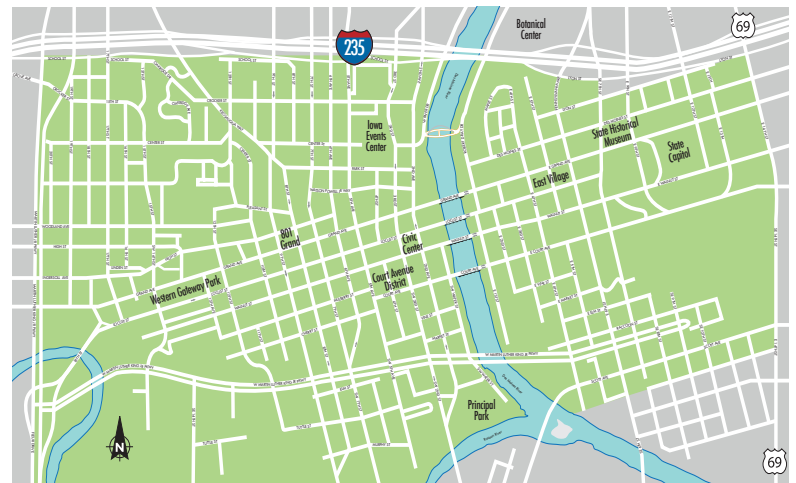
South

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

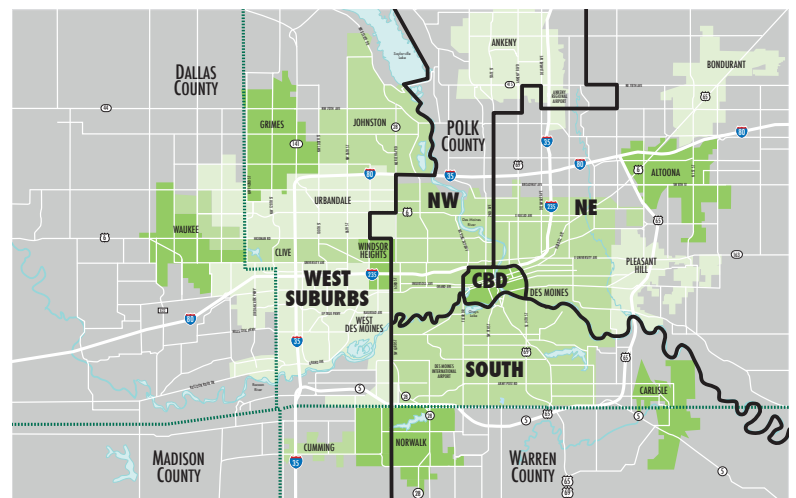
Ankeny

Evaluated separately.

DES MOINES CENTRAL BUSINESS DISTRICT (CBD)



DES MOINES METROPOLITAN AREA



MARKETFACTS

RETAIL

RETAIL

This survey focuses on three major categories of retail development including regional malls, neighborhood and community centers, and big box retail. This is not intended to be inclusive of the entire retail market, as there are numerous smaller free standing retail properties which are not included in our survey.

Regional Malls

The three regional malls in the Greater Des Moines area are Valley West Mall and Jordan Creek Town Center, both located in the Western Suburbs submarket (West Des Moines), and Merle Hay Mall located in the Northwest Des Moines submarket.

Occupancy at the three malls remains relatively strong. This is the ten year anniversary of the Jordan Creek Town Center's opening, and this mall has had the highest occupancy of all the malls since then. Occupancy continues to be strong at 98.6%. With the ten year anniversary, the mall will see a moderate transformation. As leases expire, some tenants may leave or move and new retailers are being considered as well. Changes include the closing of

Abercrombie & Fitch and the neighboring Abercrombie kids store. Victoria's Secret will move into the vacated Abercrombie spaces this spring. Sideline restaurant, the former Eighty Six'd and before that Champps, has closed. Officials with the mall are considering another restaurant or possibly using the space for retail.

The other two malls both had increased vacancies since the previous survey. The occupancy at Valley West Mall decreased from 96.5% in 2014 to 91.0% occupied in 2015.

Similarly, Merle Hay Mall decreased from 96.0% in 2014 to 93.6% in 2015. A new movie theater occupies approximately 40,000 SF, which is known as Flix Brewhouse, and is located in the center of the mall previously known as the upper bridge. Other changes at the mall include the demolition of a parking garage, and some interior bays were removed from being leased because they were underneath the new Flix space.

The following table (Fig. 1) summarizes total mall area, including mall anchors as well as the number of stores and current occupancy percentages.

REGIONAL SHOPPING MALL STATUS*

FIG. 1

Shopping Mall	Inventory (SF)			Total Stores			Occupancy		
	2013	2014	2015	2013	2014	2015	2013	2014	2015
Merle Hay Mall	941,866	941,866	941,866	131	131	94	96.4%	96.0%	93.6%
Valley West Mall	910,000	910,000	910,000	132	132	111	95.0%	96.5%	91.0%
Jordan Creek Town Center	979,000	979,000	979,000	138	138	123	98.8%	98.0%	98.6%
Greater Des Moines Total	2,830,866	2,830,866	2,830,866	401	401	328	96.8%	96.9%	94.5%

* Southridge Mall held from figure due to redevelopment

Neighborhood and Community Centers

The neighborhood and community center analysis focuses on multi-tenant buildings with small to medium size occupants. Retail center bays smaller than 20,000 SF are included in this segment. Retail bays generally larger than 20,000 SF are analyzed separately in the big box retail segment.

Occupancy and Events

In 2015, the Greater Des Moines market experienced another increase in inventory with over 65,000 SF of net new space added. The Western Suburbs, Northeast and Ankeny submarkets experienced increases in inventory, while the Northwest and South submarkets saw declines in inventory. The CBD inventory remained unchanged. Overall occupancy decreased slightly from 81.9% in 2014, to 80.8% in 2015, after three years of improved occupancy. The only submarket that witnessed an increase in occupancy occurred in the Western Suburbs. Each of the other submarkets saw declines in occupancy.

Despite the recent recession, the overall retail occupancy rates have remained relatively stable over the last few years. The Greater Des Moines market has some areas holding rental rates, while other areas of the retail market are experiencing lower rates. Newly constructed retail and absorption of new space has occurred in some areas with other areas experiencing deflated rates and occupancy. The following summarizes some of the current and newer retail development in the metropolitan market.

NEIGHBORHOOD AND COMMUNITY CENTER OCCUPANCY FIG. 2

Submarket	2013	2014	2015
Western Suburbs	78.4%	82.6%	83.0%
CBD	51.9%	49.7%	37.1%
Northwest Des Moines	78.3%	83.8%	79.2%
Northeast Des Moines	85.7%	86.8%	85.8%
South Des Moines	74.9%	74.6%	70.6%
Ankeny	81.4%	82.5%	80.9%
Greater Des Moines Total	78.9%	81.9%	80.8%

NEIGHBORHOOD AND COMMUNITY CENTER INVENTORY FIG. 3

Submarket	TOTAL (SF)			TOTAL BUILDINGS		
	2013	2014	2015	2013	2014	2015
Western Suburbs	3,565,936	3,607,235	3,655,671	177	181	184
CBD	112,000	116,867	116,867	2	3	3
Northwest Des Moines	747,167	784,296	774,148	50	53	52
Northeast Des Moines	791,595	803,265	818,613	39	41	43
South Des Moines	616,938	616,938	591,706	31	31	31
Ankeny	670,311	692,941	731,332	40	42	46
Greater Des Moines Total	6,503,947	6,621,542	6,688,337	339	351	359

MARKETFACTS

BIG BOX RETAIL

BIG BOX RETAIL

Big Box stores generally include grocery stores, home improvement stores, large retail stores and discount stores that contain approximately 20,000 SF.

Inventory

Over half of the big box retail inventory is located in the Western Suburbs, which includes several retailers located on or near Jordan Creek Town Center regional mall campus. The Jordan Creek development also includes, in addition to the enclosed mall, detached retail centers, restaurants and hotels.

Big box inventory increased from 2014 to 2015, with over 142,000 SF of net new space. There has been new big box construction in several West Des Moines locations, including a new Fareway grocery store at 4th and Grand containing over 30,000 square feet, and a Nordstrom Rack/ Home Goods store completed near the Jordan Creek Town Center, which contains over 75,000

square feet. In Ankeny, a new Sam's Club big box store is nearing completion and has been added to inventory, which contains 137,191 square feet. Although big box inventory increased over the previous year, there were some big box stores that were razed. Family Fun Center at 4th and Grand in West Des Moines, was razed to make room for the new Fareway grocery store. In the Northwest submarket, Majestic Lion Antiques was located north of I-80 on 2nd Avenue. This building was purchased by Kum & Go and razed so the site could be used for a new convenience store/gas station. In the Northeast submarket, the former Homemaker's Furniture Outlet has been converted into four separate buildings. The big box store has been reduced from 77,000 square feet to 36,000 square feet, which remains vacant and available for lease.

Fig. 4 summarizes big box retail inventory for 2013, 2014 and 2015.

BIG BOX RETAIL INVENTORY				FIG. 4		
Submarket	TOTAL (SF)			TOTAL BUILDINGS		
	2013	2014	2015	2013	2014	2015
Western Suburbs	4,920,178	5,065,081	5,169,541	63	65	67
CBD	0	0	0	0	0	0
Northwest Des Moines	447,926	447,926	390,246	10	10	9
Northeast Des Moines	1,586,692	1,617,932	1,576,772	20	21	21
South Des Moines	1,302,093	1,302,093	1,302,093	20	20	20
Ankeny	1,559,152	1,654,152	1,791,343	20	21	22
Greater Des Moines Total	9,816,041	10,087,184	10,229,995	133	137	139

Occupancy and Events

Overall big box occupancy decreased from 97.5% in 2014, to an occupancy of 94.7% in 2015. The Northeast submarket is the only submarket that experienced increased occupancy. Each of the other submarkets experienced at least nominal decreases in occupancy, with the largest decrease of 4.9% occurring in the Western Suburbs submarket, which experienced increased vacancy in multiple locations.

- 2900 University Avenue (WDM) – Office Max and Office Depot are now a combined company. The Office Max store is closing, which is located in Clocktower Square. This building contains 26,000 SF.
- 1208 Grand Avenue (WDM) – Dahl's has vacated the store located on Grand Avenue in West Des Moines. This store contains 36,000 SF.
- 3799 86th Street (Urbandale) – Incredible Pizza was located at the southeast corner of 86th Street and Douglas Avenue in Urbandale. The building is now vacant.

- 5355 86th Street (Johnston) – American TV has closed its doors on the 144,899 square foot store located in Johnston. Goodwill Industries purchased the building in December 2014, and plans to move operations from their current warehouse on NE 22nd Street in late 2015 or early 2016.
- 102 NE 18th Street (Ankeny) – Dahl's has vacated their store located on North Ankeny Boulevard in Ankeny. This store contains 66,643 square feet and is available for lease.

Absorption

Overall net absorption was negative for the Greater Des Moines area with 150,777 SF of negative net absorption since the first quarter of 2014. Absorption was negative in the Western Suburbs, Northwest and South submarkets. The only submarket that experienced significant positive absorption occurred in the Ankeny submarket, with 71,742 SF of positive absorption.

The largest amount of negative absorption occurred in the Western Suburbs submarket, which experienced 151,668 SF of negative absorption.

BIG BOX RETAIL OCCUPANCY				FIG. 5		
Submarket	TOTAL (SF)					
	2013	2014	2015			
Western Suburbs	96.7%	97.3%	92.4%			
CBD	N/A	N/A	N/A			
Northwest Des Moines	96.4%	96.4%	93.1%			
Northeast Des Moines	95.1%	95.2%	97.7%			
South Des Moines	98.4%	99.4%	99.2%			
Ankeny	97.1%	99.3%	95.7%			
Greater Des Moines Total	96.7%	97.5%	94.7%			

BIG BOX RETAIL ABSORPTION				FIG. 6		
Submarket	TOTAL (SF)					
	2013	2014	2015			
Western Suburbs	104,332	170,512	(151,668)			
CBD	0	0	0			
Northwest Des Moines	21,500	0	(68,482)			
Northeast Des Moines	(24,768)	31,327	235			
South Des Moines	57,292	13,021	(2,604)			
Ankeny	265,344	128,636	71,742			
Greater Des Moines Total	423,700	343,496	(150,777)			

MARKETFACTS

OFFICE - ENTIRE MARKET

OFFICE - ENTIRE MARKET

The entire office market segment includes competitive and non-competitive office space in Classes A, B and C. Total office inventory has decreased for the second year in a row, although the decline was smaller than last year. Prior to the previous survey total inventory had not declined since the onset of the survey. Total inventory increased in Class A, offset by declines which occurred in Class C space, driven mainly by the CBD submarket. However, both the Western Suburbs and Ankeny submarkets experienced increases in inventory.

Inventory

While subtle signs of an improving economy have been witnessed, there has not been significant new office development in the Greater Des Moines area over the past year. Class C office buildings continue to be repurposed or removed, especially in the CBD. Most of the submarkets were relatively stable in all three classes. Increases in Class A inventory

occurred in Johnston with the construction of additional space at Delta Dental, and also in downtown Des Moines, with the addition of a new Class A office. Increases in Class B inventory also occurred in Johnston, in addition to new inventory in Ankeny. The CBD witnessed the removal of 900 Keo Way, a Class B office building which contained over 150,000 square feet, as well as four separate Class C office buildings totaling over 80,000 square feet.

Although new office construction has slowed substantially in the last three years, there is new construction occurring, and new inventory has been added with additional inventory currently under construction. A new Class A competitive office is nearing completion in the East Village, and a pre-1970 warehouse in the same neighborhood is being converted to competitive office space as well. In addition, two new Class A office buildings are being constructed in West Des Moines.

Fig. 7 demonstrates aggregate office inventory in the entire market segregated by class and by submarket.

OFFICE INVENTORY - ENTIRE MARKET															FIG. 7		
Submarket	CLASS A			CLASS B			CLASS C			TOTAL (SF)			TOTAL BUILDINGS				
	2013	2014	2015	2013	2014	2015	2013	2014	2015	2013	2014	2015	2013	2014	2015		
Western Suburbs	8,691,994	8,744,170	8,772,124	2,523,982	2,523,982	2,530,082	2,229,430	2,229,430	2,229,430	13,445,406	13,497,582	13,531,636	341	342	343		
CBD	6,484,724	6,484,724	6,506,012	2,707,973	2,707,973	2,603,296	3,038,669	2,791,553	2,707,429	12,231,366	11,984,250	11,816,737	117	116	113		
Northwest Des Moines	79,296	79,296	79,296	84,199	84,199	84,199	744,934	744,934	710,978	908,429	908,429	874,473	60	60	59		
Northeast Des Moines	0	0	0	128,147	128,147	128,147	274,015	274,015	274,015	402,162	402,162	402,162	25	25	25		
South Des Moines	0	0	0	216,773	216,773	216,773	235,360	228,208	214,537	452,133	444,981	431,310	23	22	21		
Ankeny	16,732	16,732	16,732	326,894	347,816	380,944	133,641	133,641	133,641	477,267	498,189	531,317	35	36	37		
Greater Des Moines Total	15,272,746	15,324,922	15,374,164	5,987,968	6,008,890	5,943,441	6,656,049	6,401,781	6,270,030	27,916,763	27,735,593	27,587,635	601	601	598		

OFFICE OCCUPANCY - ENTIRE MARKET													FIG. 8		
Submarket	CLASS A			CLASS B			CLASS C			TOTAL (SF)					
	2013	2014	2015	2013	2014	2015	2013	2014	2015	2013	2014	2015			
Western Suburbs	93.0%	93.9%	94.3%	82.8%	84.0%	86.8%	87.9%	89.8%	89.7%	90.3%	91.4%	92.1%			
CBD	90.0%	90.5%	91.2%	81.3%	81.8%	84.8%	88.0%	93.4%	95.5%	87.6%	89.2%	90.8%			
Northwest Des Moines	90.2%	91.2%	91.4%	91.0%	100.0%	100.0%	83.9%	85.8%	82.7%	85.1%	87.6%	85.1%			
Northeast Des Moines	N/A	N/A	N/A	95.5%	93.9%	93.9%	91.4%	89.2%	89.2%	92.7%	90.7%	90.7%			
South Des Moines	N/A	N/A	N/A	90.8%	93.6%	96.6%	87.9%	96.2%	90.6%	89.3%	95.0%	93.6%			
Ankeny	100.0%	100.0%	100.0%	93.5%	92.3%	75.1%	91.8%	94.0%	93.4%	93.3%	93.0%	80.5%			
Greater Des Moines Total	91.7%	92.5%	92.9%	83.4%	84.3%	85.9%	87.7%	91.2%	91.5%	89.0%	90.4%	91.1%			

OFFICE ABSORPTION - ENTIRE MARKET													FIG. 9		
Submarket	Class A			Class B			Class C			Total (SF)					
	2013	2014	2015	2013	2014	2015	2013	2014	2015	2013	2014	2015			
Western Suburbs	0	127,221	61,337	60,576	30,288	75,967	4,459	42,359	(2,229)	65,035	199,868	135,075			
CBD	51,878	32,424	64,808	(188,172)	13,540	(7,527)	(258,916)	(66,718)	(21,716)	(395,210)	(20,754)	35,565			
Northwest Des Moines	0	793	159	0	7,578	0	(35,012)	14,154	(51,175)	(35,012)	22,525	(51,016)			
Northeast Des Moines	N/A	N/A	N/A	(1,025)	(2,050)	0	(15,619)	(6,028)	0	(16,644)	(8,078)	0			
South Des Moines	N/A	N/A	N/A	(5,203)	6,070	6,503	(7,296)	12,655	(25,166)	(12,499)	18,725	(18,663)			
Ankeny	0	0	0	39,521	15,388	(34,945)	(1,042)	2,940	(802)	38,479	18,328	(35,747)			
Greater Des Moines Total	51,878	160,438	126,304	(94,303)	70,814	39,998	(313,426)	(638)	(101,088)	(355,851)	230,614	65,214			

MARKETFACTS

OFFICE - COMPETITIVE MARKET

Occupancy and Events

The percentage of occupied office space remained relatively stable overall since the last survey, increasing slightly from 90.4% in 2014 to 91.1% in 2015. Increased occupancy was witnessed across all three classes, with slight increases indicative of a flat yet stable market. The most dramatic decrease in occupancy occurred in the Ankeny submarket Class B space, which experienced a decrease of 17.2%. This large decrease is due to the fact that this submarket has relatively few buildings, and small changes can have a significant impact on the total. One of the drivers of this reduced occupancy was the vacancy of nearly 60,000 square feet of Class B office space by Pioneer, who moved to Pioneer's new building in Johnston.

The following summarizes office construction in the Greater Des Moines metropolitan market:

A new Class B office building has been constructed in Johnston, located at the northeast corner of NW 54th Avenue and 88th Street. This

is a multi-tenant building that adds 6,100 SF to Class B inventory in the Western Suburbs submarket.

- A new Class B office building has been constructed in Ankeny at 2675 N. Ankeny Boulevard. This is the third building of its kind within this office park and adds 12,650 SF to Class B inventory.
- Also in Ankeny, an existing Class B office has expanded their square footage with new construction. The Lauridsen Group has added 20,478 square feet of new space to their office located on Oak Tree Court, which is east of I-35 and north of Oralabor Road.
- Delta Dental has expanded their current office on Northpark Drive. The construction of this new space adds 27,954 square feet of Class A office space to the Western Suburbs submarket.
- Wells Fargo Home Mortgage is expanding their latest addition of 265,000 SF of office space at their West Des Moines Campus.

OFFICE INVENTORY - COMPETITIVE MARKET

FIG. 10

Submarket	Class A			Class B			Class C			Total (SF)			Total Buildings		
	2013	2014	2015	2013	2014	2015	2013	2014	2015	2013	2014	2015	2013	2014	2015
Western Suburbs	3,913,058	3,949,490	3,949,490	1,913,303	1,913,303	1,919,403	1,738,593	1,738,593	1,738,593	7,564,954	7,601,386	7,607,486	251	252	253
CBD	2,680,231	2,680,231	2,701,519	1,302,405	1,302,405	1,354,405	982,324	982,324	952,452	4,964,960	4,964,960	5,008,376	63	63	63
Northwest Des Moines	79,296	79,296	79,296	23,150	23,150	23,150	490,302	490,302	497,604	592,748	592,748	600,050	38	38	39
Northeast Des Moines	0	0	0	18,900	18,900	18,900	75,440	83,348	83,348	94,340	102,248	102,248	6	7	7
South Des Moines	0	0	0	94,008	94,008	94,008	87,960	87,960	87,960	181,968	181,968	181,968	16	16	16
Ankeny	0	0	0	209,542	230,464	243,114	101,237	101,237	101,237	310,779	331,701	344,351	28	29	30
Greater Des Moines Total	6,672,585	6,709,017	6,730,305	3,561,308	3,582,230	3,652,980	3,475,856	3,483,764	3,461,194	13,709,749	13,775,011	13,844,479	402	405	408

OFFICE OCCUPANCY - COMPETITIVE MARKET

FIG. 11

Submarket	CLASS A			CLASS B			CLASS C			TOTAL (SF)		
	2013	2014	2015	2013	2014	2015	2013	2014	2015	2013	2014	2015
Western Suburbs	86.8%	88.1%	87.6%	78.1%	78.9%	82.6%	85.7%	89.2%	87.5%	84.4%	86.1%	86.3%
CBD	75.8%	79.0%	79.3%	82.5%	82.7%	79.1%	84.5%	87.4%	87.2%	79.3%	81.6%	80.7%
Northwest Des Moines	90.2%	91.2%	91.4%	67.4%	100.0%	100.0%	80.7%	83.5%	80.6%	81.4%	85.2%	82.8%
Northeast Des Moines	N/A	N/A	N/A	69.5%	58.8%	58.8%	91.8%	86.2%	86.2%	87.4%	81.1%	81.1%
South Des Moines	N/A	N/A	N/A	78.8%	85.3%	92.2%	87.5%	90.2%	77.1%	83.0%	87.7%	84.9%
Ankeny	N/A	N/A	N/A	89.9%	88.4%	85.7%	89.1%	92.0%	91.2%	89.6%	89.5%	87.3%
Greater Des Moines Total	82.4%	84.5%	84.3%	80.3%	81.1%	81.7%	84.9%	87.9%	86.2%	82.5%	84.5%	84.1%

OFFICE ABSORPTION - COMPETITIVE MARKET

FIG. 12

Submarket	CLASS A			CLASS B			CLASS C			TOTAL (SF)		
	2013	2014	2015	2013	2014	2015	2013	2014	2015	2013	2014	2015
Western Suburbs	(3,913)	82,966	(19,747)	59,313	15,307	75,831	(3,477)	60,851	(29,556)	51,923	159,124	26,528
CBD	40,203	85,767	24,922	6,492	2,605	(5,755)	(50,351)	28,487	(28,013)	(3,656)	116,859	(8,846)
Northwest Des Moines	0	793	159	0	7,547	0	(27,947)	13,728	(8,333)	(27,947)	22,068	(8,174)
Northeast Des Moines	N/A	N/A	N/A	(1,039)	(2,022)	0	981	2,592	0	(58)	570	0
South Des Moines	N/A	N/A	N/A	(5,264)	6,111	6,487	0	2,375	(11,523)	(5,264)	8,486	(5,036)
Ankeny	N/A	N/A	N/A	18,310	15,352	4,619	(1,136)	2,936	(810)	17,174	18,288	3,809
Greater Des Moines Total	36,290	169,526	5,334	77,812	44,900	81,182	(81,930)	110,969	(78,235)	32,172	325,395	8,281

MARKETFACTS

INDUSTRIAL/MANUFACTURING

INDUSTRIAL

Industrial properties are divided into categories of warehouse and manufacturing space. Warehouse and manufacturing inventory are analyzed in two general age groups: Pre-1970 and Post-1970.

This segregation of inventory and occupancy into subgroups allows for a more precise analysis of each sector. Special use properties are excluded from the analysis.

In the industrial market, there is significant competition across submarkets so aggregate occupancy and absorption are more of a consideration.

MANUFACTURING INVENTORY

FIG. 13

Submarket	Pre-1970			Post-1970			Total (SF)			Total Buildings		
	2013	2014	2015	2013	2014	2015	2013	2014	2015	2013	2014	2015
Western Suburbs	1,325,867	1,312,217	1,296,537	1,767,989	1,718,007	1,742,326	3,093,856	3,030,224	3,038,863	60	59	58
CBD	267,661	237,023	237,023	64,900	64,900	64,900	332,561	301,923	301,923	12	11	11
Northwest Des Moines	795,857	795,857	795,857	50,587	50,587	50,587	846,444	846,444	846,444	12	12	12
Northeast Des Moines	4,387,366	4,340,106	4,340,106	1,724,293	1,756,713	1,756,713	6,111,659	6,096,819	6,096,819	70	70	70
South Des Moines	388,600	388,600	388,600	810,742	810,742	810,742	1,199,342	1,199,342	1,199,342	19	19	19
Ankeny	565,921	565,921	565,921	1,300,411	1,342,963	1,342,963	1,866,332	1,908,884	1,908,884	14	15	15
Greater Des Moines Total	7,731,272	7,639,724	7,624,044	5,718,922	5,743,912	5,768,231	13,450,194	13,383,636	13,392,275	187	186	185

MANUFACTURING OCCUPANCY

FIG. 14

Submarket	PRE-1970			POST-1970			TOTAL		
	2013	2014	2015	2013	2014	2015	2013	2014	2015
Western Suburbs	94.2%	99.4%	100.0%	94.4%	98.9%	96.3%	94.3%	99.1%	97.9%
CBD	74.2%	73.0%	73.0%	84.0%	100.0%	84.0%	76.1%	78.8%	75.4%
Northwest Des Moines	93.7%	93.7%	93.7%	43.6%	43.6%	43.6%	90.7%	90.7%	90.7%
Northeast Des Moines	97.7%	97.9%	97.7%	100.0%	100.0%	99.2%	98.4%	98.5%	98.2%
South Des Moines	90.1%	100.0%	96.4%	87.6%	98.3%	98.3%	88.4%	98.9%	97.7%
Ankeny	100.0%	100.0%	100.0%	99.8%	100.0%	100.0%	99.9%	100.0%	100.0%
Greater Des Moines Total	95.7%	97.2%	97.0%	95.8%	98.9%	97.7%	95.7%	98.0%	97.3%

MANUFACTURING ABSORPTION

FIG. 15

Submarket	PRE-1970			POST-1970			TOTAL		
	2013	2014	2015	2013	2014	2015	2013	2014	2015
Western Suburbs	(11,933)	55,377	(7,807)	60,710	30,127	(21,249)	48,777	85,504	(29,056)
CBD	(30,513)	(25,578)	0	0	10,384	(10,384)	(30,513)	(15,194)	(10,384)
Northwest Des Moines	0	0	0	(28,531)	0	0	(28,531)	0	0
Northeast Des Moines	(4,387)	(37,493)	(8,680)	139,930	32,420	(14,054)	135,543	(5,073)	(22,734)
South Des Moines	0	38,471	(13,990)	53,509	86,749	0	53,509	125,220	(13,990)
Ankeny	0	0	0	289,872	45,153	0	289,872	45,153	0
Greater Des Moines Total	(46,833)	30,777	(30,477)	515,490	204,833	(45,687)	468,657	235,610	(76,164)

MARKETFACTS

INDUSTRIAL/WAREHOUSE

Occupancy and Events

Overall occupancy of warehouse space in the Greater Des Moines market declined slightly since the previous survey from 94.8% in 2014, to 93.3% in 2015. Nearly 600,000 SF of net new warehouse space has been added to the market since 2014. Warehouse inventory for the Western Suburbs, Northeast and Ankeny submarkets increased from the previous survey. The CBD experienced a decline in warehouse inventory due to the repurposing of several warehouses. The occupancy of manufacturing space has been hovering above 95% occupied for several years. Overall manufacturing inventory increased slightly since the last survey, with a net increase occurring in the Western Suburbs. The manufacturing inventory for all of the other submarkets remained unchanged.

Lease rates have remained stable with nominal rent reductions and concessions. Generally, net lease rates for warehouse space range from \$2.50/SF to \$5.25/SF depending on the age, quality of the building, and features such as clear height, loading capabilities and interstate access.

The following summarizes current and recently completed industrial construction and other relevant events in the Greater Des Moines metropolitan market:

- In the Northeast submarket, two new high cube warehouses have been constructed and added to the survey. One of the buildings contains 150,000 SF and is being occupied by Jacobson. The other building contains 162,500 SF with an additional 125,000 SF to be added in 2015. Both of the buildings are located on NE 19th Street, north of NE 58th Avenue in the Jacobson Industrial Park.
- A speculative warehouse that contains 60,400 SF has been added to the Northeast submarket. This is located in the Albaugh Industrial Park between NE 58th Avenue and NE 66th Avenue.
- Also within the Albaugh Industrial Park, three new warehouse buildings have been added due to new construction. These three buildings total 67,920 SF and are occupied by Flooring Warehouse.
- In Grimes, a 110,000 square foot warehouse has been completed and delivered within the Grimes Business Park in 2015. This is the third building of its kind, with a fourth building being planned for the same industrial park. Construction of the fourth building is expected to begin in mid 2015.

WAREHOUSE INVENTORY

FIG. 16

Submarket	Pre-1970			Post-1970			Total (SF)			Total Buildings		
	2013	2014	2015	2013	2014	2015	2013	2014	2015	2013	2014	2015
Western Suburbs	1,309,748	1,278,956	1,270,413	7,797,299	8,041,962	8,359,962	9,107,047	9,320,918	9,630,375	195	197	198
CBD	1,551,482	1,363,417	1,175,117	194,565	194,565	194,565	1,746,047	1,557,982	1,369,682	51	48	44
Northwest Des Moines	741,624	725,104	725,104	520,086	520,086	520,086	1,261,710	1,245,190	1,245,190	69	68	68
Northeast Des Moines	4,386,613	4,354,396	4,354,396	8,056,143	8,270,539	8,693,359	12,442,756	12,624,935	13,047,755	244	249	254
South Des Moines	1,596,438	1,596,438	1,596,438	2,152,001	2,152,001	2,152,001	3,748,439	3,748,439	3,748,439	56	56	56
Ankeny	271,610	271,610	271,610	3,009,275	3,009,275	3,047,748	3,280,885	3,280,885	3,319,358	65	65	65
Greater Des Moines Total	9,857,515	9,589,921	9,393,078	21,729,369	22,188,428	22,967,721	31,586,884	31,778,349	32,360,799	680	683	685

WAREHOUSE OCCUPANCY

FIG. 17

Submarket	PRE-1970			POST-1970			TOTAL		
	2013	2014	2015	2013	2014	2015	2013	2014	2015
Western Suburbs	94.4%	82.5%	97.3%	92.9%	96.5%	91.6%	93.1%	94.6%	92.4%
CBD	64.7%	68.3%	67.3%	76.3%	78.1%	82.6%	66.0%	69.5%	69.4%
Northwest Des Moines	85.6%	90.5%	94.5%	97.9%	100.0%	91.3%	90.7%	94.5%	93.1%
Northeast Des Moines	86.3%	96.9%	94.3%	95.5%	98.5%	96.3%	92.3%	97.9%	95.7%
South Des Moines	90.4%	84.5%	83.0%	96.8%	99.5%	97.7%	94.0%	93.1%	91.4%
Ankeny	100.0%	100.0%	100.0%	95.4%	97.5%	98.3%	95.8%	97.7%	98.5%
Greater Des Moines Total	84.9%	88.4%	89.6%	94.6%	97.6%	94.8%	91.6%	94.8%	93.3%

WAREHOUSE ABSORPTION

FIG. 18

Submarket	PRE-1970			POST-1970			TOTAL		
	2013	2014	2015	2013	2014	2015	2013	2014	2015
Western Suburbs	0	(181,263)	180,973	401,447	516,803	(102,768)	401,447	335,540	78,205
CBD	34,495	(72,595)	(140,360)	(37,005)	3,502	8,755	(2,510)	(69,093)	(131,605)
Northwest Des Moines	40,140	21,389	29,004	(10,922)	10,922	(45,247)	29,218	32,311	(16,243)
Northeast Des Moines	41,226	433,763	(113,214)	(80,561)	452,864	225,224	(39,335)	886,627	112,010
South Des Moines	4,789	(94,190)	(23,947)	21,520	58,104	(38,736)	26,309	(36,086)	(62,683)
Ankeny	0	0	0	592,560	63,195	61,893	592,560	63,195	61,893
Greater Des Moines Total	120,650	107,104	(67,544)	887,039	1,105,390	109,121	1,007,689	1,212,494	41,577

MARKETFACTS

FLEX SPACE

Inventory

All of the flex space is considered to be “competitive” space. The occupancy trend of flex space is more office oriented in nature, especially in the CBD. In other submarkets, flex space has a wider variety of occupiers.

Over 60% of the flex market is located in the Western Suburbs submarket, which has an inventory of 3,313,328 SF. This is the same inventory from the previous survey, as no new flex space has been added since the previous survey. There will be additional inventory of flex space in the next year, however, as new construction is underway along Urbandale Avenue in Urbandale. There are currently three multi-tenant buildings within the development known as the Anderson Business Park and construction of a fourth building has begun.

Other than the Western Suburbs submarket, no other new flex construction has been announced.

The CBD experienced a large decline in flex space inventory, with over 100,000 square feet of flex space removed due to the razing of several buildings in the River Hills Business Park on the east side of the river. Residential development is being planned for this tract of land.

Occupancy and Events

Overall occupancy of flex space remained relatively stable since the last survey from 90.6% in 2014 to 90.7% in 2015. Occupancy gains were experienced in all submarkets with the exception of the Western Suburbs and Ankeny submarkets which experienced slight declines in occupancy. The CBD occupancy percentage increased due to the removal of significant space, which was razed in the River Hills Business Park.

Quoted net lease rates for flex properties average \$7.50/SF for finished office space and \$4.50/SF for unfinished space. In most cases, the degree of concessions such as rent abatement and tenant improvement allowances vary dependent upon individual owner.

Absorption

Absorption is the net increase or decrease in actual area occupied between survey periods. There has been negative absorption in occupied flex space since the previous survey. This is a turnaround from the previous three years which experienced positive absorption in each of those years. The negative absorption was experienced in the Western Suburbs, CBD and Ankeny submarkets. There is ample land available for further flex development. Until this year, improvement had taken place in the overall occupancy of space; significant new flex development is not expected in the immediate future.

FLEX INVENTORY

FIG. 19

Submarket	Total (SF)			Total Buildings		
	2013	2014	2015	2013	2014	2015
Western Suburbs	3,291,608	3,313,328	3,313,328	92	93	93
CBD	706,197	706,197	589,697	13	13	9
Northwest Des Moines	99,161	99,161	99,161	6	6	6
Northeast Des Moines	586,110	586,110	586,110	21	21	21
South Des Moines	237,370	237,370	237,370	5	5	5
Ankeny	421,710	421,710	421,710	16	16	16
Greater Des Moines Total	5,342,156	5,363,876	5,247,376	153	154	150

FLEX OCCUPANCY

FIG. 20

Submarket	TOTAL (SF)		
	2013	2014	2015
Western Suburbs	88.3%	91.1%	89.5%
CBD	78.9%	82.1%	90.4%
Northwest Des Moines	92.2%	90.2%	93.2%
Northeast Des Moines	87.5%	90.9%	94.0%
South Des Moines	97.7%	97.7%	100.0%
Ankeny	77.0%	93.9%	91.9%
Greater Des Moines Total	86.7%	90.6%	90.7%

FLEX ABSORPTION

FIG. 21

Submarket	TOTAL (SF)		
	2013	2014	2015
Western Suburbs	88,234	111,952	(53,013)
CBD	(71,256)	22,598	(46,702)
Northwest Des Moines	(4,462)	(1,983)	2,975
Northeast Des Moines	17,583	19,928	18,169
South Des Moines	47,237	0	5,460
Ankeny	(26,568)	71,269	(8,434)
Greater Des Moines Total	50,768	223,764	(81,545)



MOST INFLUENTIAL BOARDS & LEADERS

Three years ago we began a new tradition in the Book of Lists. While the book has traditionally focused on businesses, we wanted to add some new lists that highlighted the vast array of business people in our community.

That led us to two questions: Who does the business community think is the most influential business leader and which board of directors has the most influence? We polled our readers and revealed the first list in the 2013 Book of Lists.

Once again, based on readers' votes, we have ranked the top 25 business leaders and boards in an effort to help you get to know some of the key movers and shakers in Des Moines.

In addition, we included a list of 63 additional business leaders you should know if you are doing business in Greater Des Moines.

We hope you enjoy the lists and, as always, thank you for your participation in this year's survey.

- Chris Conetzkey, editor of the Business Record



Want to see last year's rankings?

The full lists of boards and business leaders from 2015 can be viewed in last year's Book of Lists. Simply go to www.businessrecord.com/BOL and view the digital version of the Book of Lists.

Our Process:

Most Influential Business Leaders and Boards:

We conducted an online survey of only our Business Record Members and asked them to vote for who they thought is the most influential leader and then asked them to pick nine other leaders who are influential. For our influential boards list, we had an open online poll - similar to the one for influential leaders - in which anyone in the business community could vote. We tallied the votes, weighting votes that were cast for being the "Most Influential," to come up with the final list. We also analyzed IP addresses and the data, much as we do for our Best of Des Moines voting, to remove suspicious voting and obvious attempts to fraudulently influence the rankings.

Business Leaders You Should Know:

This section was compiled after taking into consideration the voting for Most Influential Business Leaders and after careful selection by our editorial team. The list is displayed alphabetically and is not ranked in a particular order.

Most *influential*

BUSINESS LEADERS

#1 BUSINESS LEADER OF THE YEAR

As voted by Business Record Insiders



SUKU RADIA

CEO and President, Bankers Trust Co.

HOMETOWN Kampala, Uganda

EDUCATION B.S. (with distinction), Iowa State University (1974) and CPA (1975)

CAREER BACKGROUND 1975-2000 KPMG - last eight years, managing partner, Des Moines office; 2000-2008 Meredith Corp. - treasurer and chief financial officer; 2008-present Bankers Trust Co. - CEO and president

COMMUNITY INVOLVEMENT Vice chair and Executive Committee, United Way of Central Iowa; Executive Committee, Drake University; Executive Committee, Community Foundation of Greater Des Moines; chair, Mercy Medical Center Board of Directors

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President
ccoleman@dm.bbb.org
515.243.8137 x 307



Bobby Hansen,
Community and
Membership Development
bobby@dm.bbb.org
515.243.8137 x 316

Most influential

BUSINESS LEADERS

CONTINUED FROM PAGE 18

2. KYLE J. KRAUSE



President and CEO, Kum & Go LC

HOMETOWN Hampton, Iowa

EDUCATION Bachelor of Business Administration, University of Iowa

CAREER BACKGROUND Has been with Kum & Go for more than 43 years. In 1997, he was named president of Kum & Go; in 2004, he became owner and CEO

COMMUNITY INVOLVEMENT Des Moines Art Center Board of Trustees, president; Community Foundation of Greater Des Moines, executive committee member; University of Iowa, Henry B. Tippie College of Business, advisory board

4. JIM COWNIE



Owner, JSC Properties Inc.

HOMETOWN Des Moines, Iowa

EDUCATION University of Notre Dame

CAREER BACKGROUND Co-founder/president, Heritage Communications Inc.; chairman, JSC Properties/Westwind Logistics Inc.

COMMUNITY INVOLVEMENT The Des Moines Register's Iowa Star Award; inducted into Iowa Business Hall of Fame; Greater Des Moines Leadership Institute - "A. Arthur Davis Leadership"

6. STEVE LACY



Chairman and CEO, Meredith Corp.

HOMETOWN Kansas City, Mo.

EDUCATION Bachelor's degree in accounting, Kansas State University; M.B.A., Kansas State University

CAREER BACKGROUND Joined Meredith in 1998 as chief financial officer; became CEO in 2006 and added chairman role in 2010

COMMUNITY INVOLVEMENT Current chair of Des Moines Redevelopment Co.; chair of United Way of Central Iowa's 2011 campaign; chair of the Greater Des Moines Partnership board of directors in 2008 and 2009

8. GERARD D. NEUGENT



President and CEO, Knapp Properties Inc.

HOMETOWN Milwaukee, Wis.

EDUCATION Marquette University; J.D., Drake University

CAREER BACKGROUND Wimer, Hudson, Flynn & Neugent, attorney (1976-1989); Belin, Harris, Lamson, McCormick, attorney (1989-1993); Knapp Properties Inc. (1993 to present)

COMMUNITY INVOLVEMENT The Greater Des Moines Partnership, board chair; Senior Housing Corporation of the Diocese of Des Moines, trustee and board member; Taxpayers Association of Central Iowa, board member

10. DANIEL J. HOUSTON



President and CEO, Principal Financial Group Inc.

HOMETOWN Council Bluffs, Iowa

EDUCATION Bachelor's degree, Iowa State University

CAREER BACKGROUND Joined Principal in 1984. Named senior VP in 2000, president of retirement and investor services in 2008, and president and COO in 2014. Assumed current role in 2015

COMMUNITY INVOLVEMENT Serves on the boards of the Greater Des Moines Partnership, Employee Benefits Research Institute, Iowa State University Business School Dean's Advisory Council and Partnership for a Healthier America

12. JOHN PAPPAJOHNS



Owner and CEO, Pappajohn Capital Resources

HOMETOWN Mason City, Iowa

EDUCATION Bachelor's degree, University of Iowa

CAREER BACKGROUND Has owned Pappajohn Capital Resources and Equity Dynamics since 1969. Prior to that, he was a co-founder of Guardsman Life Insurance in Des Moines

COMMUNITY INVOLVEMENT Serves on the University of Iowa Foundation board of trustees; member of the Iowa Business Hall of Fame; with his wife, Mary, donated the sculptures for the John and Mary Pappajohn Sculpture Park in 2009

3. STEVEN E. ZUMBACH



Attorney, Belin McCormick P.C.

HOMETOWN Manchester, Iowa

EDUCATION Ph.D. in economics, Iowa State University; law degree, University of Iowa (Order of the Coif)

CAREER BACKGROUND Belin McCormick since 1977; Drake University Law School, adjunct professor

COMMUNITY INVOLVEMENT Cultivation Corridor advisory board; member of Greater Des Moines Partnership executive committee; member of Iowa State University board of governors

5. JAY BYERS



CEO, Greater Des Moines Partnership

HOMETOWN Meriden, Iowa

EDUCATION B.A. in political science, Simpson College; law degree, University of Iowa

CAREER BACKGROUND Partnership's senior VP of government relations and public policy; past district director for Congressman Leonard Boswell's office; attorney at Ice Miller Law Firm

COMMUNITY INVOLVEMENT ChildServe Board of Trustees; The Homestead Board of Directors; Simpson College Board of Trustees

7. LARRY ZIMPLEMAN



Chairman, Principal Financial Group Inc.

HOMETOWN Williamsburg, Iowa

EDUCATION Bachelor of Actuarial Science and MBA, Drake University

CAREER BACKGROUND Joined Principal as an actuarial intern; named president of retirement and investor services in 2003, president and CEO in 2008 and chairman in 2009

COMMUNITY INVOLVEMENT Past chairman of the Greater Des Moines Partnership; member of the Iowa Partnership for Economic Progress board; chair of the board of trustees for Drake University; chair of the Iowa Business Council

9. WILLIAM C. KNAPP



Chairman Emeritus, Knapp Properties, Inc.

HOMETOWN Allerton, Iowa

EDUCATION Allerton High School and American Institute of Business

CAREER BACKGROUND Started Iowa Realty Co. Inc. in 1952; formed Knapp Properties Inc. in 1992; currently chairman emeritus of Knapp Properties

COMMUNITY INVOLVEMENT Community Foundation of Greater Des Moines; United Way of Central Iowa; Drake University; Iowa State Fair

11. TERRY BRANSTAD



Governor, State of Iowa

HOMETOWN Lake Mills, Iowa

EDUCATION Bachelor of Arts, University of Iowa; law degree, Drake University

CAREER BACKGROUND A farmer and attorney from 1974 to 1982, Branstad was a state representative from 1973 to 1979, when he became Gov. Robert Ray's lieutenant governor. He was Iowa's longest-serving governor from 1983 to 1998 and then was re-elected governor in 2010 and 2014. Between his two tenures, he served as president of Des Moines University

13. JOHN RUAN III



Executive Chairman, Ruan Transportation Management Systems Inc.

HOMETOWN Des Moines, Iowa

EDUCATION B.S. in business administration, Northwestern University; Program for Management Development, Harvard Business School

CAREER BACKGROUND Chairman and CEO of BTC Financial Corp.; former chairman of the U.S. Chamber of Commerce

COMMUNITY INVOLVEMENT Board member, Hubbell Realty Co.; chairman, World Food Prize Foundation; Iowa Business Council; past chair, YMCA of Greater D.M.; Des Moines Area MPO

CONTINUED ON PAGE 22

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Most influential

BUSINESS LEADERS

CONTINUED FROM PAGE 20

14. DENNIS ALBAUGH



Chairman, Albaugh LLC

HOMETOWN Ankeny, Iowa

EDUCATION Agricultural business degree, Des Moines Area Community College

CAREER BACKGROUND Sold grain and fertilizer for a local cooperative for seven years; worked for Thompson Hayward as a chemical sales representative; left Thompson Hayward in 1979 to start Albaugh Inc.

COMMUNITY INVOLVEMENT DMACC; National Agriculture Chemical Association

16. CHRISTINE HENSLEY



Member, Des Moines City Council; vice president, Midwest Housing Equity Group

HOMETOWN Des Moines

EDUCATION Drake University

CAREER BACKGROUND Retired from Bank of the West as government and community relations vice president; past executive director, YWCA of Greater Des Moines.

COMMUNITY INVOLVEMENT Past board chair and current board member of Neighborhood Finance Corp.; chair, Iowa Student Loan Liquidity Corp.; vice president of Bravo Greater Des Moines

18. MICHAEL GARTNER



Chairman and principal owner, Iowa Cubs

HOMETOWN Des Moines

EDUCATION B.A., Carleton College; law degree, New York University

CAREER BACKGROUND Page One editor, The Wall Street Journal; editor and president, The Des Moines Register; president, NBC News; winner of Pulitzer Prize, 1997

COMMUNITY INVOLVEMENT Member, Iowa Board of Regents, 2005-2011 (chairman, 2005-2008); chairman, Vision Iowa Board, 2000-2005

20. ANGELA CONOLLY



Member, Board of Supervisors, Polk County

HOMETOWN Des Moines

CAREER BACKGROUND Worked for 19 years at Polk County Public Works and was an active member of AFSCME Local 1868; In 1998 she was elected as a Polk County supervisor

COMMUNITY INVOLVEMENT Serves as co-chair of The Tomorrow Plan and as tri-chair for Capital Crossroads; received the Hero for Homeless award from Central Iowa Shelter & Services and the Distinguished Public Servant Award from Primary Health Care

22. RICK TOLLAKSON



President and CEO, Hubbell Realty Co.

HOMETOWN Hampton, Iowa

EDUCATION B.S. in construction engineering, Iowa State University; Master of Business Administration - University of Iowa

CAREER BACKGROUND Joined Hubbell Realty Co. in 1984 and has served as president and CEO since 2004

COMMUNITY INVOLVEMENT Greater Des Moines Partnership Board of Directors and Executive Committee Downtown Community Alliance Board of Directors, co-chairman Metro YMCA Board of Directors, vice chairman

24. STEVE CHAPMAN



Executive Chairman, Ruan Transportation Management Systems Inc.

HOMETOWN Bettendorf, Iowa

EDUCATION B.S. in marketing and economics, Drake University

CAREER BACKGROUND 2011-2014: CEO, Ruan Transportation Management Systems Inc. 2009-2011: Vice chairman and COO, Ruan Transportation Management Systems Inc. 2006-2014: Chairman, ITAGroup Inc. 1999-2006: President & CEO, ITAGroup Inc.

COMMUNITY INVOLVEMENT Serves on boards of directors of ITAGroup, Per Mar Security Systems, United Way of Central Iowa

15. CONNIE WIMER



Chairman and Owner, Business Publications Corporation Inc.

HOMETOWN Merrill, Iowa

EDUCATION Morningside College

CAREER BACKGROUND Bought Iowa Title Co. in 1976. Purchased Daily Record Co., a small legal newspaper, in 1981, then turned it into the Business Record in 1983. Developed 25+ digital and print publications

COMMUNITY INVOLVEMENT Winefest Des Moines founder and board member; serves on the Grinnell College and Morningside College boards

17. EUGENE T. MEYER



President, Greater Des Moines Partnership and DCA

HOMETOWN Jesup, Iowa

EDUCATION Drake University, Master of Public Administration; FBI National Academy; Parsons College, B.A. in criminal justice

CAREER BACKGROUND Named Partnership VP in 2011 and president in 2012; Commissioner of the Iowa Department of Public Safety, 2007-2011; Iowa Division of Criminal Investigation, 1973-2006; Mayor, West Des Moines, 1998-2010

COMMUNITY INVOLVEMENT President, Des Moines Symphony Board of Directors; 2015 Prairie Meadows Board of Directors

19. MARY SELLERS



President, United Way of Central Iowa

HOMETOWN Born in Northville, Mich., raised in Vero Beach, Fla.

EDUCATION MBA, University of Iowa; B.S., University of Florida; executive education, Harvard University Graduate School of Business; Getty Leadership Institute for Museum Management

CAREER BACKGROUND 20-years, nonprofit and community orgs.; 10 years as president and CEO of the Science Center of Iowa

COMMUNITY INVOLVEMENT Iowa Telecommunications and Technology Commission; Board member, Young Presidents' Organization Iowa chapter and Greater Des Moines Partnership

21. BRUCE RASTETTER



President, Iowa Board of Regents

HOMETOWN Alden, Iowa

EDUCATION University of Iowa

CAREER BACKGROUND Currently serves as CEO for Summit Agricultural Group; was CEO of Heartland Pork Enterprises before selling it to Christensen Farms in 2004; co-founded and led Hawkeye Energy Holdings as CEO until 2011

COMMUNITY INVOLVEMENT Contributes to all three regents universities. Serves on the board of directors for Hawkeye Energy Holdings, Iowa Premium Beef and Cultivation Corridor

23. GREG EDWARDS



President and CEO, Greater Des Moines Convention and Visitors Bureau/Des Moines Area Sports Commission

HOMETOWN Peoria, Ill.

EDUCATION University of Northern Colorado

CAREER BACKGROUND President and CEO, Peoria Convention and Visitors Bureau; director of marketing, Overland Park, Kan., Convention and Visitors Bureau; director of sales, Marriott Hotels

COMMUNITY INVOLVEMENT Destination Marketing Association International, past chair; Susan G. Komen of Iowa, board member, past board president; Travel Federation of Iowa

25. ZACHARY MANNHEIMER



VP of Creative Placemaking, Iowa Business Growth Company

HOMETOWN Holland, Pa.

EDUCATION Bachelor's degree, Muhlenberg College and University of London at Goldsmiths

CAREER BACKGROUND Founder, Des Moines Social Club; Co-owner of Proof restaurant in Des Moines - Current; Artistic director of Subjective Theater Company in New York City - 2001-2007

COMMUNITY INVOLVEMENT Director emeritus, Des Moines Social Club; Board Involvement: Above & Beyond Cancer, Impact Missions, Legion of Food; Food Truck Association of Central Iowa



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BUSINESS LEADERS YOU NEED TO KNOW



MATT ANDERSON
Assistant city manager
City of Des Moines



MARY ANDRINGA
Chairwoman
Vermeer Corp.



TODD ASHBY
Executive director
Des Moines Area Metropolitan
Planning Organization



HARRY BOOKEY
Founder
BH Equities LLC & BH
Management Services Iowa Inc.



FRED BUIE
President
Keystone Electrical
Manufacturing Co.



BONNIE CAMPBELL
Partner
LPCA Public Strategies LLC



JEFF CHELESVIG
President and CEO
Des Moines Performing Arts



JAKE CHRISTENSEN
Owner
Christensen Development



**SANDY HATFIELD
CLUBB**
Director of athletics
Drake University



MIKE COLWELL
Executive director
Square One DSM



ROXANNE CONLIN
Owner
Roxanne Conlin &
Associates P.C.



JERRY CRAWFORD
Attorney
Crawford & Mauro Law Firm



ROWENA CROSBIE
President
Tero International Inc.



ERIC CROWELL
President and CEO
UnityPoint Health - Des Moines



ROB DENSON
President
Des Moines Area
Community College



TEJ DHAWAN
Co-founder
Plains Angels



TONY DICKINSON
Vice president & marketing
manager
Wells Fargo Bank



CHRIS DIEBEL
Managing director
LPCA Public Strategies LLC



DIANA DIEBLER
President
Diebler & Co.



DEBI DURHAM
Director
Iowa Economic Development
Authority



RANDY EDEKER
Chairman, president and CEO
Hy-Vee Inc.



DENNY ELWELL
Board chairman & founder
Denny Elwell Co. LC



NORA EVERETT
President of Retirement
& Investor Services
Principal Financial
Group Inc.



JOHN FORSYTH
Chairman & CEO
Wellmark Blue Cross
and Blue Shield



KYLE GAMBLE
Senior vice president and
managing director
CBRE|Hubbell Commercial



NICK GERHART
Commissioner
Iowa Insurance Division



FRED HUBBELL
Retired
ING Groep NV



**JAMES W. HUBBELL
III**
Chairman
Hubbell Realty Co.



G. DAVID HURD
Emeritus chairman
Retired from Principal
Financial Group Inc.



LAURA JACKSON
Executive vice president
Wellmark Blue Cross
and Blue Shield



DAN KEOUGH
Chairman and CEO
Holmes Murphy
& Associates Inc.



GARY KIRKE
Chairman
Wild Rose Entertainment LLC



KRISTI KNOUS
President
Community Foundation of
Greater Des Moines



SHARON KRAUSE
Owner
Dalla Terra Ranch LLC



KATHRYN KUNERT
Vice president, business and
community development
MidAmerican Energy Co.



BRIAN LAURENZO
Shareholder
Brick Gentry P.C.



CHRIS LITTLEFIELD
President
Fidelity & Guaranty Life



MARTY MARTIN
President
Drake University



CHRIS NELSON
President and CEO
Kemin Industries Inc.



GARY PALMER
President and CEO
Prairie Meadows Racetrack
and Casino



DON PEARSON
Regional president
Wells Fargo & Co.



KENNETH QUINN
President
World Food Prize Foundation

BUSINESS LEADERS YOU NEED TO KNOW

CONTINUED FROM PAGE 25



MIKE RALSTON
President
Iowa Association of Business
and Industry



DOUG REICHARDT
Chairman
Businessolver Inc.



KIM REYNOLDS
Lieutenant Governor
State of Iowa



TERRY RICH
President and CEO
Iowa Lottery



ROBERT RILEY JR.
President and CEO
Feed Energy Co.



BOB RITZ
President
Mercy Medical Center -
Des Moines



PAUL ROTTENBERG
President
Orchestrate Hospitality



MICHAEL SADLER
Assistant vice president
of public policy and
government relations
CenturyLink Inc.



SCOTT SANDERS
City Manager
City of Des Moines



GARY SCHOLTEN
Executive vice president &
chief information officer
Principal Financial Group Inc.



LORETTA SIEMAN
Owner
LJS Consulting



DAVID STARK
President and chief
operating officer
Blank Children's Hospital



BILL STOWE
CEO and general manager
Des Moines Water Works



**TIFFANY
TAUSCHECK**
Chief communications officer
Greater Des Moines
Partnership



BETH TOWNSEND
Director
Iowa Workforce Development



DAVID VELLINGA
CEO
Mercy Health Network



KEVIN VERMEER
CEO
UnityPoint Health



JIM WALLACE
Chairman, president and CEO
GuideOne Insurance



FRED WEITZ
President
Essex Meadows Inc.



RICH WILLIS
Dealer Principal
Willis Auto Campus



GEOFF WOOD
Founder
Gravitate

REGIONAL LEADERSHIP GROUPS

GROUP NAME WEBSITE	TARGET AUDIENCE	APPLICATION DEADLINE	CONTACT INFO
Ankeny Leadership Academy www.ankenyleadership.org	At the Ankeny Leadership Institute, our vision is to create a strong, vibrant Ankeny through outstanding leadership.	Aug. 1	Cathy Spenceri 515-964-0685 cspenceri@dmacc.edu
African American Leadership Academy www.aalfdsm.org	Designed to develop the next generation of leaders through the unique perspective of the African American community by addressing leadership from a variety of perspectives.	Dec. 1	Deidre DeJear 515-697-1450 deidre.dejear@gmail.com
Community Leadership Development Program go.dmacc.edu/conteddesc/Pages/residentialle	Residents living in Des Moines and surrounding areas who need a low-cost program offered in the evening and on Saturdays.	Spring and Fall	Kimberly Hansen 515-284-7403 khansen@rebuildingdm.org
Eastern Polk County www.altoonachamber.org/en/choose_altoona	People who live or work in the communities of Altoona, Pleasant Hill and Mitchellville or in unincorporated eastern Polk County.	May	City of Altoona 515-967-3366
Evolve: re-igniting self & community evolveleaders.org	This eight month leadership development course is for people 50-plus and will help them discover a unique path to making a contribution, build skills and re-ignite their energies.	Sept. 15	Connie Eastman 515-697-1011 ceastman@aarp.org
Greater Des Moines Leadership Institute www.gdmli.com	The Community Leadership Program develops, connects, inspires and challenges leaders who are dedicated to championing change in Central Iowa.	April	Amy Jennings 515-286-4980 director@gdmli.com
Iowa Valley Leadership www.marshalltown.org/ivl	Marshalltown area business and education professionals who want to know more about their community, and how to become involved in community leadership roles.	July 31	Lynn Olberding 641-753-6645 lolberding@marshalltown.org
Jasper County Leader Development Program	Jasper County residents who want to learn how to get involved and make a difference in their community and county.	Jan. 1	Julie Bundy 515-256-4903 jmbundy@dmacc.edu
Johnston Leadership Seminars www.growjohnston.com	Program is designed for citizens and business leaders within Johnston who want to learn more about the community.	None	Kati Gehringer 515-564-6547 kgehringer@growjohnston.com
Latina Leadership Initiative of Greater Des Moines www.latinaleadershipinitiative.org	Women who identify as Latinas ages 20-34 who have just begun their careers and reside in Polk and surrounding counties.	June 1	Christina Fernandez-Morrow 515-505-0676 latinaleadershipinitiativegdm@gmail.com
Leadership Ames www.ameschamber.com	The program gives both experienced and developing leaders a view of civic leadership through direct contact with institutions and people who shape the community.	July 30	Jan Williams 515-232-2310 jan@ameschamber.com
Leadership Iowa www.leadershipiowa.com	A statewide issues-awareness program designed to inspire and further develop individuals who have demonstrated leadership within their community, region or state.	June 1	Kay Neumann-Thomas 515-235-0564 kthomas@iowaabi.org
Leadership Urbandale www.urbandalenetWORK.org/leadership	Emerging leaders living or working in Urbandale interested in enhancing their leadership skills to serve the community.	July 1	Mary Polson 515-278-3936 info@urbandalenetWORK.org
LEAP - Leadership Education and Advancement Pipeline www.DesMoinesDowntownChamber.com	A program series designed for women business owners and women leaders in Central Iowa to position them for the next steps in their career.	None	Jennifer Chittenden 515-309-3229 Director@DesMoinesDowntownChamber.com
New Leaders Council www.newleaderscouncil.org	Our mission is to recruit, train and promote the next generation of progressive leaders.	Nov. 1	Ryan Crane 515-414-9860 ryancrane83@gmail.com
Poweshiek Leadership Program www.iavalley.cc.ia.us/ivce/leadership/index	The Poweshiek Leadership Program produces leaders of extraordinary vision who will exercise that vision in all their personal, professional and civic pursuits.	Aug. 1	Catherine Lents 641-623-5188 clents@iastate.edu
Warren County Leadership Institute www.wcedc.com/wcli	Open to those interested in learning about themselves as leaders, their community and building a stronger county.	Dec. 31	Rachel Gocken 515-961-1067 leadership@wcedc.com
Waukee Leadership Institute www.waukeeleadership.org	Waukee residents, business owners or anyone with an interest in the city of Waukee.	Oct. 1	Randy Yontz 515-490-1432 ryontz@live.com
West Des Moines Leadership Academy www.wdmchamber.org	Designed for outstanding individuals to sharpen leadership skills and gain greater understanding of the region's economy and community networks.	April 30	Dave Schwartz 515-225-6009 info@wdmchamber.org

Most *influential* BOARDS

As voted by Business Record readers

NOTE: All board members in the top-25 are current as of October 2015.

#1 MOST INFLUENTIAL BOARD OF THE YEAR

Greater Des Moines Partnership

WEBSITE www.desmoinesmetro.com

PHONE 515-286-4950

CHAIRMAN Gerard Neugent

EXECUTIVE COMMITTEE

2015 Board Roster

Jim Brannen
Robert Brownell
Jay Byers
David Chivers
Frank Cownie
Eric Crowell
Rob Denson
Steve Gaer

Michael Helak
Dan Houston
Billi Hunt
Kathryn Kunert
Sara Larson
Tom Mahoney
Eugene T. Meyer
Gary Palmer



GREATER DES MOINES PARTNERSHIP

Don Pearson
Suku Radia
Bob Ritz
Jeff Rommel
Paul Schickler
John Smith
Rick Tollakson
Chad Tope

Shane Torres
Andrew Traeger
Jim Wallace
Larry Zimpleman
Steve Zumbach

BOARD

2015 Board Roster

Robert Andeweg
Michelle Book
Justin Brown
Dave Caris
Marc Chickering
Lauren Dietz
Randy Edeker
Greg Edwards
Craig Erickson
Angela Walker Franklin
Karen Goldsworth

Paul Gregoire
Christine Hensley
Jacqueline Hill
John Irving
Dan Keough
Kristi Knous
Michael Kulik
Steve Lacy
Brian Laurenzo
Steven Leath
Tom Leners

Marshall Linn
Gary Lorenz
Kris Maggard
Ben McLean
Bob Myers
Rick Neumann
Tony Paustian
Sean Pelletier
Bruceanne Phillips
Brooke Pulliam
Scott Reddig

Cindy Reed
Lisa Remy
Emilee Richardson
Mary Sellers
Jay Simmons
Bill Stowe
Tim White
Mark Wandro

326



EXPANSIONS

158



NEW LOCATIONS

\$4,128,145,655



CAPITAL INVESTMENT

19,765,914



SQUARE FOOTAGE

24,660



NEW/RETAINED JOBS

The Greater Des Moines Partnership team worked closely with city, county, state, utility and local economic development officials to assist in the expansions and new locations listed above.

Figures reflect data collected from 1999 through August 2015.

IOWA STATE UNIVERSITY

COLLEGE OF BUSINESS



**THE CONSTANT
PUSH FOR
MORE DATA
HAS ALWAYS
INTRIGUED ME.**

“

“When I learned about the Iowa State Master in Business Analytics program, I knew it was for me. The constant push for more data has always intrigued me. This program is such a benefit to my career in healthcare IT as the push for Electronic Medical Records and patient data becomes more prevalent. The faculty in the Iowa State program are engaged and willing to help all students as we continue our full-time careers, but also take these steps to advance our education.”

>> *Joe Crispin, Sales Engineer
Stryker Corporation, West Des Moines*

Rule the World of Big Data with a Master of Business Analytics

- > 21-month program
- > Combination of online & classroom experience
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Most influential

BOARDS

2. UNITED WAY OF CENTRAL IOWA

WEBSITE www.unitedwaydm.org

CHAIR/CHAIR-ELECT Chris Littlefield, Tom Mahoney

BOARD Thomas Ahart, Jennifer Barp, Jim Brannen, Brian Brown, Franklin Codel, Marta Codina, Laurie Conslato, Mark Cooper, Brenda Cushing, Rob Denson, Nora Everett, Kim Felker, Angela Franklin, Monica Friedman, Nancy Galeazzi, Georgia Van Gundy, Alex Hanna, Claudia Henning, Debbie Hubbell, Jim Israel, Debra Janssen, Dan Keough, Kathryn Kunert, Jan Laue, Mike Miller, Tom Narak, Bill Peard, Joyce Pingel, Suku Radia, Bob Ritz, Mary Sellers, Bret Thomas, Sean Vicente, Maria Volante, John Zieser

3. COMMUNITY FOUNDATION OF GREATER DES MOINES

WEBSITE/PHONE www.desmoinesfoundation.org, 515-883-2626

CHAIR/CHAIR-ELECT Cara K. Heiden, Fred S. Hubbell

BOARD Peg Armstrong-Gustafson, Frederick V. Buie, Suzie Glazer Burt, Teree Caldwell-Johnson, Sandy Hatfield Clubb, Franklin Codel, Jim Cownie, Johnny Danos, Richard L. Deming, Nora Everett, Peggy Fisher, Allison Fleming, Michael G. Gartner, N. Brian Gentry, J. Barry Griswell, H. Lynn Horak, Kristi Knous, Kyle J. Krause, Steve Lacy, Loree Miles, Mary O'Keefe, Alejandro H. Piedras, Suku Radia, Doug Reichardt, Robert G. Riley Jr., Janis Ruan, Mark Rupprecht, Thomas N. Urban, Fred Weitz

4. AMERICAN MARKETING ASSOCIATION, IOWA CHAPTER

WEBSITE www.amaiowa.com

PRESIDENT/PRESIDENT-ELECT Kendra Kelly, Joey Taylor-Moon

BOARD Angela Ten Clay, Christy Gooding, Carl Duffy, Morgan Hammes, Sarah Whittlesey, Sarah James, Sarah Barthole, Sara Harpenau, Ellen Held, Heather Saxton, Mary Honeyman, John McClellan, Cassandra Pudenz, Scott Lewellen, Hailey Miller, Elizabeth Schlievert, Emily Toribio, Olivia Rockers, Steve Gilbert, Stacy Rose, Tom Florian

5. GREATER DES MOINES CONVENTION AND VISITORS BUREAU

WEBSITE/PHONE www.catchdesmoines.com, 800-451-2625

CHAIR/CHAIR-ELECT Robert Andeweg, Paula Dierenfeld

BOARD Tom Armstrong, Jay Byers, Jeff Chelesvig, Jake Christensen, Shannon Cofield, Skip Conkling, Angela Connolly, Chris Connolly, Chris Diebel, Wes Enos, Kerry Gumm, Eric Klein, Sara Kurovski, Gary Lorenz, Tom Mahoney, Eric Mathieu, Rick Messerschmidt, Patrick Miller, Jason Morse, Tom Murray, Jay Pattee, Paul Rottenberg, Gary Slater, Clay Willey, Diana Willits, Chris Coleman

6. VARIETY - THE CHILDREN'S CHARITY

WEBSITES www.varietyiowa.com, www.varietytelethon.com, www.yviowa.org

PHONE 515-243-4660

PRESIDENT/PRESIDENT-ELECT Dan Wilcox, Steve Hauschilt

BOARD Mollie Baker, Joe Benesh, Kirk Besh, Steve Blazek, John Cardamone, Chris Carrow, Tim Coonan, Cameron Coppess, Tom Cox, Reynolds Cramer, Mike Crowley, Jeff Dunn, Josh Ehlen, Tim Fricke, Lance Gardner, Michael Hamilton, Cyndi Harmeyer-Fisher, Mitch Harris, Susan Hatten, Sam Hawk, Tom Hobt, Cheryl Howard, Kristin Hurd, Ryan Jensen, Kolby Jones, John Leder, Jordan McCann, Andrew Noga, Joel North, Tom Nucaro, Mike Nunez, Mike Richards, Megan Ruble, Scott Rundall, Don Seibel, Jamie Stephens, Coreen Sweeney, Charlie Taylor, Dawn Taylor, Kirk Tibbetts, Kevin Tiernan, Rick Tierney, Wicker Van Orsdel, Therese Wielage, Brad Winterbottom

7. DRAKE UNIVERSITY BOARD OF TRUSTEES

WEBSITE/PHONE www.drake.edu, 515-271-2011

PRESIDENT/CHAIR Larry Zimpleman

BOARD Joe Aiello, Ann G. Anderson, Gretchen Bataille, James Bruner, Susan Glazer Burt, Johnnie Carson, Heidi Chico, Richard Cusac, Don Davidson, Paul Doucette, William Drury, Randy Edeker, Mark Ernst, James Ewoldt, Peggy Fisher, Donald Fletcher, David Golder, Karen Goodenow, Cain Hayes, Anne Hilton, William Knapp II, James Hubbell III, W. Andrew Wright III, Daniel Jacobi, Greg Johansen, Frances Bartlett Kinne, William Knapp, Cathryn Lacy, Douglas Lang, Paul Leavitt, Cynthia Leshner, Marty Martin, Patrick Meyer, David Miles, Don Pearson, Jack Pester, Suku Radia, Thomas Rossley, Debbie Scripps, John Shufeldt, William Smith, Rudolph Trebles, James Wallace, Lindsay Whorton

8. PRINCIPAL FINANCIAL GROUP INC.

WEBSITE www.principal.com

CHAIR Larry Zimpleman

BOARD Betsy J. Bernard, Jocelyn Carter-Miller, Gary E. Costley, Michael T. Dan, Dennis H. Ferro, C. Daniel Gelatt, Sandra L. Helton, Roger C. Hochschild, Daniel J. Houston, Blair C. Pickerell, Elizabeth E. Tallett

9. POLK COUNTY BOARD OF SUPERVISORS

WEBSITE/PHONE www.polkcountyiowa.gov, 515-286-3120

CHAIR Anglea Connolly

BOARD Robert Brownell, Tom Hockensmith, John F. Mauro, Steve Van Oort

10. BRAVO GREATER DES MOINES

WEBSITE/PHONE www.bravogreaterdesmoines.org, 515-243-0388

PRESIDENT Michelle Book

BOARD Bob Andeweg, Tom Armstrong, Bobbi Bentz, Michelle Book, Robert Brownell, Lauren Burt, Mary Chapman, Scott Cirksena, Paula Dierenfeld, Richard L. Early, Jeff Fleming, Christine Hensley, Stephen King, Tim Kintner, Bob Kling, Kristi Knous, Sharon Krause, Kathryn Kunert, Brian Laurenzo, Tracy Levine, Kyle Mertz, Robert Miller, Marketa Oliver, Katie Patterson, Bill Peard, Ruth Randleman, Debra Salowitz, Jim Sandager, John Smith, Curt Sullivan, Tony Timm, Sean Vicente, San Wong

11. BOARD OF REGENTS, STATE OF IOWA

WEBSITE/PHONE regents.iowa.gov, 515-281-3934

PRESIDENT/PRESIDENT PRO TEM Bruce Rastetter, Katie Mulholland

BOARD Mary Andringa, Sherry Bates, Patricia Cownie, Milt Dakovich, Rachael Johnson, Larry McKibben, Subhash Sahai

12. MAKE A WISH FOUNDATION OF IOWA

WEBSITE/PHONE iowa.wish.org, 515-334-2636

CHAIR Tammy DeHaai

BOARD Mike Crone, David Farnsworth, Jennifer Jetton, Matthew Kirschner, Brooke Knight, Justin Lossner, Josh Norton, Tom Nugent, Erick Opsahl, Shelly Rothmeyer, David Spalding, Andy Streit, Matt Trettin, Chris Voggesser, Adam Vogt, John A. Westfall, Ben Weston

13. UNITYPOINT HEALTH - DES MOINES

WEBSITE/PHONE unitypoint.org, 515-241-6212

CHAIR Brad Brody

BOARD Kirk Abrahamson, Eric Barp, David J. Boarini, Bishop Michael Burk, Mary Chapman, Eric Crowell, DeDe Gorsche, Kent Henning, Steve Herwig, Kayleen B. Hornbrook, Tom Houser, Burton "Toby" Joseph, Gary Kahn, José Laracuente, Rick McConnell, Pat McGoldrick, Mary O'Keefe, R. Lucia Riddle, Bruce Sherman, Lyle Simpson, Jan Miller Straub, Charles Svensson, Tiffany Tauscheck, Charles Taylor, Bishop Julius Trimble, Martha Willits

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Most influential

BOARDS

14. ANIMAL RESCUE LEAGUE OF IOWA INC.

WEBSITE/PHONE www.arl-iowa.org, 515-473-9101

CHAIR BOD/ CHAIR AC Carol Griglione, Karen Shaff

BOARD Phil Akason, Allen Barwick, Julie Bishop, Joan Fletcher, James Langeness, Bernard Lettington, Dean Peyton, Chad Rasmussen, Adam Shaikh, Carey Wimer, Kathleen Worth, Mark Zimmerman

ADVISORY COUNCIL Janet Berlin, Jonathan Brendemuehl, Mari Culver, Paula Duncan, Peggy Fisher, Myra Lynn Hansen, Charlotte Beyer Hubbell, Rusty Hubbell, MD Isley, Lisa Kruidenier, Janette Larkin, Proctor Lureman, John McCarroll, Pat Schneider, Loretta J. Sieman, Heather Starr, Karen Worth

15. BLANK CHILDREN'S HOSPITAL

WEBSITE/PHONE blankchildrens.org, 515-241-5926

CHAIR Charles Taylor

BOARD Staci Appel, Suzanne Reynolds-Arnold, Kim Bakey, Susan Ballard, Robert Baudler, Cyndi Bonus, Donald Coffin, Eric Crowell, Chuck Cutler, Doug Den Adel, Patty Housby, Libby Jacobs, Jill Nelson, James Patten, Jeffrey Perry, Robert Peters, Ellen Pollard, Reed Pulver, Don Schnurr, Mary Schwarze, Robert Shaw, Bruce Sherman, David Stark, Nat Stewart, Lloyd Taylor, Brad Winterbottom

16. MERCY MEDICAL CENTER – DES MOINES

WEBSITE/PHONE www.mercydesmoines.org, 515-247-3222

CHAIRMAN Suku Radia

BOARD Daniel Barth, Mary Cownie, Beth Cross, Kyle S. Galles, Joseph C. Garcia, Sharon Krause, Kerty Levy, Terry Lillis, Sister Dolores Preisinger, Kevin L. Prust, Robert P. Ritz, Michael J. Rowan, Robert N. Smith, Mark Tannenbaum, David H. Vellinga, William C. Young

17. DES MOINES SOCIAL CLUB

WEBSITE/PHONE www.desmoinessocialclub.org, 515-369-3672

PRESIDENT Neil Salowitz

BOARD Kira Barclay, Brandon Clark, Carrie Clogg, Franklin Codel, Chad Cox, Shawn Harrington, Darren Jirsa, Sid Juwarker, Sheila Kinman, Justin Lossner, Mandi McReynolds, Laura Palmer, Jerry Patterson, Todd Ross, Amie Rutledge, Barry Tofteland, Maria Volante, Ellen Yee

18. IOWA STATE FAIR BOARD

WEBSITE/PHONE www.iowastatefair.org, 515-262-3111, ext. 204

CHAIR Alan Brown

BOARD Terry Branstad (rep. by Kim Reynolds), Randy Brown, John Harms, Dave Hoffman, Steven Leath (rep. by John Lawrence), Gary McConnell, Bill Northey (rep. by Michael Naig), Jerry Parkin, James Romer, Robert Schlutz, Gary Slater, C.W. Thomas, Paul Vaassen, Gary Vanaernam

19. DOWLING CATHOLIC HIGH SCHOOL FOUNDATION BOARD

WEBSITE/PHONE www.dowlingcatholic.org, 515-225-3000

PRESIDENT Charlie Taylor

BOARD Ed Arndorfer, Jeff Austin, Brian Bocken, Ron Brown, Paul Cain, Tim Carmody, Jake Christensen, Jeff Courter, Peter Cownie, Rick DeBartolo, Jerry Deegan, Bob Downey, Stephanie Drey, Clare Faulkner, Kelly Flynn, Chuck Haas, Kathy Lillis, Joel Magruder, Tom Mallisee, Kate Massop, Steve McManus, Troy Moore, Chris Nelson, Jill Nelson, Jim O'Halloran, Kelly Prey, Ben Ramundt, Mike Richards Jr., Mike Riggs, Mark Roth, Pat Rounds, Joe Saluri, David Stark, Kathleen Till-Stange, Luke Vandermillen, Teri Wahlig, Brian Waller, Rob Young

20. PRAIRIE MEADOWS RACETRACK AND CASINO

WEBSITE/PHONE www.prairiemeadows.com, 515-967-1000

CHAIR Bob Myers

BOARD Mark Cooper, Diana Ewing, E.J. Giovannetti, Linda Grandquist, Mark Hedberg, Michael Helak, R. Michael Knapp, Gene Meyer, Lisa Moody-Tunks, Jack Peters, Paul Rogness, John Rowen, Karen Novak Swalwell, Martha Willits

21. DES MOINES PERFORMING ARTS

WEBSITE/PHONE www.desmoinesperformingarts.org, 515-246-2300

PRESIDENT/PRESIDENT-ELECT Mary Kramer, Karen J. Lynn

BOARD Tom Ahart, Thomas Brown, Robert Brownell, Frank Cownie, John Craig, Eric T. Crowell, Michael Eberle, Jon Garnaas, Travis Gjoraas, Sheryl Grimm, Laure Guisinger, Terry Johnson, Monica Kirgan, Christine Lauridsen Sand, Patrick Mack, Robert Mahaffey, Andy McGuire, Bob O'Hollearn, Rosemary Parson, Katie Patterson, Thomas E. Press

22. BOYS & GIRLS CLUBS OF CENTRAL IOWA

WEBSITE/PHONE www.bgcci.org, 515-262-5695

PRESIDENT/PRESIDENT-ELECT Tony Dickinson, Holly Clifton

BOARD Tiffany Baker, Joseph R. Benesh, Bryan Boesen, Brian Brown, Jill Burnett-Requist, David Chapman, Eric Coleman, Ed Collinet, Dawn Collins, Jodi Corcoran, Nancy Croy, Greg Cushing, Todd Dykstra, Mike Ensley, Jody Galloway, Paul Gilbert, Corey Harris, Kim Hegedus, Chuck Howell, Kristin Hurd, Peter Jaques, Chris Kyhl, Todd McGowan, Mike Milligan, Beverly Pearson, James Pistillo, Stuart Ruddy, Tom Rupprecht, Lezlee Schutty, David Slinker, Christine Townsend, Brent Wilberts

23. YMCA OF GREATER DES MOINES

WEBSITE/PHONE www.dmymca.org, 515-282-9622

CHAIR/CHAIR-ELECT Clarence Hudson, Rick Tollakson

BOARD Ben Bishop, Kevin Brownell, Shannon Cofield, Vernon Delpesce, Wayne Ellis, Jerry Flint, Levi Franzen, Courtney Maxwell-Greene, Tim Hall, Tom Hamilton, Dan Kramer, Paul Kruse, Sheila Mahan, Janell Pittman, Josh Russell, Michael Sadler, Sam Schone, Kathy Sibbel, Jim Simmons, John Sirianni, Amy Skogerson, Joe Soda, Tom Stanberry, David Stark, Jim Usgaard, Carrie Van Quathem, Teri Wahlig, Craig Wearmouth, Mike Wegner, Robyn Wilkinson, Bill Wright, Mark Wurzer

24. YOUTH EMERGENCY SERVICES & SHELTER (YESS)

WEBSITE/PHONE www.yessiowa.org, 515-282-9377

CHAIR Derek Stocking

BOARD Don Blumenthal, Travis Etchison, J. Scott Johnson, Jay Larsen, Jason Madden, Kellie Markey, Luke Mathews, Jim McCulloh, Libby Nelson, Cy Phillips, Joe Price, Paul Schlueter, Peggy Strief, Allan Tunks, Karen Worth, Shane Zimmerman

25. IOWA ASSOCIATION OF BUSINESS AND INDUSTRY

WEBSITE/PHONE www.iowaabi.org, 515-280-8000

CHAIR/CHAIR-ELECT Paul Gregoire, Lori Schaefer-Weaton

BOARD Sean Abbas, Kim Augspurger, Dee Baird, Doug Bass, Bob Bocken, Steven Bradford, Steve Brody, David Bywater, Casey Cason, Timothy Conlon, Larry Countryman, Dick Davidson, JD Davis, Tom Determann, Cindy Dietz, Paul Drey, Steven Dust, Mike Espeset, Rand Fisher, Vern Gebhart, Jared Graening, Jason W. Gross, Jerry Hadenfeldt, Mark Hanawalt, Andrew Hansen, Roger Hargens, Jack Hasken, Michael M. Henningsen, Steve Jacobs, Brent Kjellberg, Andy Kretz, John Krogman, Mary Landhuis, Kellan Longenecker, Kirk L. McCollough, Todd McDonald, Jack B. McFarland, Alan Mores, Merle Pederson, Richard J. Phelan, Jack F. Pray, Mike Ralston, Charles Richardson, John Riches, Stephen W. Roberts, Kurt Rouse, Chris Sackett, Michael Sadler, Todd A. Sommerfeld, Johnne Syverson, Bruce Tamisiea, Krista Tanner, Lori Thielen, Rick Tollakson, Thomas Toner, Kirk Trede, Drew F. Vogel, Peter E. Voorhees, Nate Weaton, Thomas Yeoman, David Zrostlik



Sages Over 70 event at The Temple for Performing Arts.

The Community Foundation of Greater Des Moines presents the 2016 Community Calendar, listing numerous nonprofit fundraising and business events in the Des Moines area. The calendar has been designed and researched to help you plan your personal, business and volunteer events with as few conflicts as possible.

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

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

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

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

SPONSORED BY



The Community Foundation of Greater Des Moines improves quality of life for all by promoting charitable giving, connecting donors with causes they care about and providing leadership on important community issues...we're simply better together. The Community Foundation administers assets in excess of \$380 million and manages more than 1,400 charitable funds. Through Community Foundation grantmaking programs and donor funds, nearly \$26 million was granted to charitable causes in 2014. The Community Foundation is confirmed in compliance with National Standards for U.S. Community Foundations.

JANUARY 2016



Clockwise from left: 1. Sip Savor Switch – Chris Diebel and Lesley VanNess 2. Brad Magg and Nate Haggard 3. Easter Seals Iowa Legislative Reception – (l-r) Senator Brad Zaun, Michele Meadors and Senator Bob Dvorsky



SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
					1 NEW YEAR'S DAY Mixology Night, Science Center of Iowa	2 Learn on Saturday, Botanical Garden (1/2-3/26)
3 Botanical Blues: Bob Pace and the Dangerous Band, Botanical Garden	4	5	6	7 Book of Lists Unveiling, Business Record Days for Girls Service Project, Girl Scouts of Greater Iowa	8 Black Tie Dinner, Variety-the Children's Charity	9
10 Botanical Blues: "bebad" Brad McCloud and his "Case of the Blues" band, Botanical Garden	11	12 dsm Unveiling, dsm Magazine	13	14	15 A Taste of Generosity, National MS Society Iowa Home Show, (1/15-1/17)	16 Sweet Heart Date Night Auction, Variety-the Children's Charity
17 Botanical Blues: J.D. Flannigan and Pat Hemann, Botanical Garden	18 MARTIN LUTHER KING DAY	19	20	21	22	23 Farms Uncorked, Living History Farms
24 Botanical Blues: Cindy Grill and Alan Smith, Botanical Garden	25	26 Easter Seals Iowa Legislative Reception	27 Iowa Pork Congress, (1/27-1/28)	28 Economic Forecast, Business Record	29	30 Rally Against Cancer
31 Botanical Blues: Toby Case and Wayne Templeton, Botanical Garden						

FEBRUARY 2016

Clockwise from left: 1. 2015 A Ride to Remember motorcycle event with Coach Paul Rhoads to raise funds to support the Alzheimer's Association
2. Principal Charity Classic – Gov. Terry Branstad and Dan Houston
3. Sadie Trytten and Jennifer Chittenden



SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
	1	2 GROUNDHOG DAY	3 Governor's Luncheon for Scouting	4	5 Mixology Night, Science Center of Iowa	6 Mommy & Me Dance, Variety-the Children's Charity 11th Annual Bravo Awards Gala, Bravo Girls in Science Festival, Science Center of Iowa
7 Botanical Blues: Tina Haase-Findlay and Brandon Findlay, Botanical Garden	8	9 MARDI GRAS	10 ASH WEDNESDAY	11 Des Moines Home and Garden Show, (2/11-2/14)	12	13
14 VALENTINE'S DAY Botanical Blues: the East Side Brothers, Botanical Garden Blue Ribbon Bacon Festival Jr., Science Center of Iowa	15 PRESIDENTS' DAY	16 Mardi Gras Gala, Urbandale Community Network	17 Power Breakfast, Business Record	18	19	20 Spirits & Sweets, Living History Farms
21 Botanical Blues: Jodi Bodley and Dewey Cantrell, Botanical Garden	22	23 Chrysalis Conversation Speaker Series: DREAM TEAM	24	25	26	27 Spin and Shoot Basketball Tournament, Courage League Sports
28 Botanical Blues: Matt Woods, Botanical Garden	29					

MARCH 2016



Clockwise from left: 1. Women Helping Women Luncheon – Judith Conlin and Julie Klein 2. 2014 Passport to Prosperity Honoree Claudia Schabel and 2015 Passport to Prosperity Honoree Nu Huynh 3. Women Helping Women Luncheon – (l-r) Jann Freed, Susan Voss, Sharon Goldford



SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
		1 dsm Unveiling, dsm Magazine	2	3 Bowl For Kid's Sake, Big Brothers Big Sisters Spelling Bee, Orchard Place	4 Kidsfest, Children & Families of Iowa (3/4-3/6) Mixology Night, Science Center of Iowa	5 Beer and Bread, Living History Farms Health & Wellness Fair, Easter Seals St. Patrick's Gala, Catholic Charities Girls in Science: Coffee and Careers, Science Center Variety Telethon
6	7	8	9	10	11	12
13 DAYLIGHT SAVINGS TIME	14 Pi Day, Science Center of Iowa	15	16	17 ST. PATRICK'S DAY	18	19
20 PALM SUNDAY SPRING BEGINS	21	22	23	24	25 GOOD FRIDAY	26 Pony Express Ride Day, Easter Seals Family Easter, Living History Farms
27 EASTER SUNDAY	28	29 Chrysalis Conversation Speaker Series: JENNE FROMM	30 Forty Under 40, Business Record Spring Victorian Series: Barnyard Readers, Living History Farms	31		

Clockwise from left: 1. 2015 Walk to End Alzheimer volunteers 2. 2015 Walk to End Alzheimer – (l-r) Chris McLaughlin, Marilee Morrow and Drew Millang 3. Best Helmet Lights at Orchard Place – Kevin and Mary Carlisle



APRIL 2016



SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
					1 APRIL FOOL'S DAY Mixology Night, Science Center of Iowa	2 Bubble Ball, ChildServe
3	4	5 Fire and Ice Gala, Make-A-Wish innovationIOWA Magazine unveiling, Business Record	6 Spring Victorian Series: Barnyard Readers, Living History Farms	7 NAWBO Iowa 2016 Summit	8	9 Sit on It! Young Women's Resource Center Flynn Tea, Living History Farms (4/9-4/10) Savor Des Moines, Variety-the Children's Charity Spring Victorian Series: Barnyard Readers, Living History Farms
10 Fight for Air Climb, American Lung Association	11	12 LIVE UNITED Recognition luncheon, United Way of Central Iowa	13 THOMAS JEFFERSON'S BIRTHDAY Spring Victorian Series: Barnyard Readers, Living History Farms	14 Music Series concert featuring the Wartburg College Faculty Trio, Salisbury House	15 TAX DAY An All-Star Evening, Character Counts	16 Sip Savor Switch, Des Moines Playhouse Festival of Cheese, Living History Farms Flynn Tea, Living History Farms (4/16-4/17)
17	18	19	20 Commercial Real Estate Trends & Issues Forum, Business Record Spring Victorian Series: Barnyard Readers, Living History Farms	21 History Series lecture with Wil Haygood, Salisbury House	22 EARTH DAY PASSOVER (4/22-4/30) Free admission day, Botanical Garden Camp Amanda, Amanda the Panda	23 Raise Your Paw Auction, Animal Rescue League of Iowa Walk MS: Christopher & Banks Iowa Walk Downtown Earth Day Tour, Science Center of Iowa
24	25	26 dsm Unveiling, dsm Magazine Chrysalis Conversation Speaker Series: MARCIA TERNUS	27 ADMINISTRATIVE PROFESSIONALS' DAY	28 Music Series concert featuring the Chiara String Quartet, Salisbury House	29	30 Barn Dance, Living History Farms

MAY 2016



Clockwise from left: 1. Botanical Garden Spring Garden Festival – Stephanie Jutila and Linda Koehn 2. Nationwide O BEE Wan Kono Bee – (l-r) Jon Berg, Jill Hackman, Matt Wenrick, Kiesha Hoeksema, Brian Gerhards, Kathy Davis 3. Botanical Garden Spring Garden Festival – (l-r) Jane Flanagan, Tracy Levine, Ann Hutchins, Karla Tillotson and Carole Tillotson



SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
1 MAY DAY Living History Farms Opening Day Scout Appreciation, Living History Farms	2	3	4	5 CINCO DE MAYO Community Foundation Annual Luncheon & Report to the Community Spring Garden Festival, Botanical Garden (5/5-5/8)	6 Coaches vs. Cancer Gala, American Cancer Society Mixology Night, Science Center of Iowa	7 YESS Duck Derby VIP Event/Tractor Day, Living History Farms Jockeys & Juleps, Junior League National Rebuilding Day, Rebuilding Together Greater DM March for Babies, March of Dimes
8 MOTHER'S DAY Free admission for mothers, Botanical Garden	9	10 Lift Iowa, Business Record	11	12 Iowa Garden Harvest, St. Jude's Children's Research Hospital	13 Women Helping Women Luncheon, Des Moines Pastoral Counseling Center	14 Garden Series: Barnyard Readers, Living History Farms
15	16	17	18	19	20	21 Moonlight Classic, Orchard Place
22	23	24	25	26	27	28 Decoration Day/historic baseball game, Living History Farms
29	30 MEMORIAL DAY	31 The Principal Charity Classic, (5/31-6/5)				

JUNE 2016

Clockwise from left: 1. UnityPoint Health Foundation-Des Moines William C. Knapp Recognition Luncheon – (l-r) Eric Crowell, Bill Knapp, Susan Knapp and Gerard Neugent 2. Dr. Vidya Chande and Dr. Tushar Chande 3. ChildServe's Run, Walk & FUN for the Kids – (l-r) Roxanne Wicks and Kaylene Steele



SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
	1	2	1 Power Breakfast, Business Record	2	3 Home School Day, Living History Farms Mixology Night, Science Center of Iowa	4 Fido on the Farms, Living History Farms Dam to Dam Winefest, (6/4-6/11)
5	6 Day Camp, Living History Farms (6/6-8/12)	7 Breakfast/Graduation, Big Brothers Big Sisters	8	9	10	11 ChildServe's Run, Walk & FUN 4 the Kids Garden Series: Barnyard Readers, Living History Farms
12	13	14 FLAG DAY	15	16 Shakespeare on the Lawn: King Lear, Salisbury House (6/16-6/19)	17	18 Pioneer Wedding, Living History Farms House of Mercy Game Show Gala
19 FATHER'S DAY Historic Baseball Game on Father's Day, Living History Farms Free admission for fathers, Botanical Garden	20 Amanda the Panda Annual Charity Golf Outing, Amanda the Panda	21	22	23	24 Teacher Appreciation Day, Living History Farms Des Moines Arts Festival, (6/24-6/26)	25 Courage Run, Courage League Sports
26	27 Mercy's Audi Quattro Cup, Mercy Foundation	28 dsm Unveiling, dsm Magazine	29	30		

JULY 2016



Clockwise from left: 1. Blue Ribbon Bacon Festival Jr. 2. Art Over Wine – (l-r) Matt Van Loon, Halley Van Loon, Polk County Board of Supervisors Angela Connolly, Sheree Clark 3. Easter Seals Iowa Sunnyside Regatta – (l-r) Rick Tollakson, Jim Swift, John Forsyth and Blake Sheehy



SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
					1 Mixology Night, Science Center of Iowa Yankee Doodle Pops, Des Moines Symphony Family Tees Golf Tournament, Children & Families of Iowa	2
3	4 INDEPENDENCE DAY Independence Day/ Historic Baseball, Living History Farms	5	6	7	8	9 Garden Series: Barnyard Readers, Living History Farms
10	11	12	13	14	15 Ladies' Invitational Golf Tournament, Children & Families of Iowa	16 Iowa Culture Day, Living History Farms
17	18	19	20 3rd Annual Heart of Hospice Golf Open, HCI Hospice Care Services	21	22	23
24	25	26	27	28	29	30 Election Day, Living History Farms
31 Louis Armstrong Birthday Celebration, Salisbury House						

Clockwise from left: 1. Science Center gala – Jonathan Brendemuehl and Chris Diebel
2. Des Moines Art Center Big Hair Ball – (l-r) Lindsey Mollenhauer, Lance Diehl, Alix Rogers and Katie Jo Nelson
3. Community Foundation New View Party – Teree Caldwell-Johnson and Vernon Johnson



AUGUST 2016



SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
	1 Courage League Golf Outing	2	3 Amanda the Panda Volunteer Appreciation	4 Women of Influence, Business Record	5 Mixology Night, Science Center of Iowa	6 Grain Harvest/Historic Baseball, Living History Farms
7	8	9	10	11 Iowa State Fair (8/11-8/21)	12	13 Victorian Birthday, Living History Farms Garden Series: Barnyard Readers, Living History Farms
14	15 Wagon Rides, Living History Farms	16	17	18	19	20 Gatsby Gala, Salisbury House
21	22	23 dsm Unveiling, dsm Magazine	24	25	26 Bishop's Golf Classic, Catholic Charities Annual Fundraising Event & Auction, Science Center of Iowa	27
28	29	30	31			

SEPTEMBER 2016



Clockwise from left: 1. Des Moines Art Center Celebrating the He(art) of our Community – (l-r) Linda Koehn, Wren Fleming, Carrie Marshburn-Fleming, Jeff Fleming, U.S. Rep. David Young, Tom Koehn 2. Greater Des Moines Habitat for Humanity Key Awards – Patrice Maurer and Mike Helak 3. Iowa Jewish Historical Society – (l-r) Margo Blumenthal, Shelly Hill and Diane Proctor



SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
				1 Big Shots Golf, Big Brothers Big Sisters	2 Home School Day, Living History Farms Mixology Night, Science Center of Iowa	3 Wagon Rides, Living History Farms
4	5 LABOR DAY Des Moines Mini Maker Faire, Science Center of Iowa	6	7 Harvest and Holiday: Barnyard Readers, Living History Farms	8	9 90 Ideas in 90 Minutes, Business Record	10 Wagon Rides, Living History Farms
11 PATRIOT DAY	12	13 Art Over Wine, Rebuilding Together Greater Des Moines	14	15	16	17 Wagon Rides, Living History Farms Photography Day/Historic Baseball, Living History Farms
18	19	20 Tee Up to End MS	21	22 Community Youth Concepts presents: A Spotlight on Service, St. Jude's Children's Research Hospital	23	24 Passport to Prosperity Awards and Celebration, Iowa International Center Applefest, Living History Farms Wagon Rides, Living History Farms
25	26	27	28	29 Chrysalis Inspired Event Keynote Speaker: Dr. Angela Davis	30	

Clockwise from left: 1. Hollywood Halloween – (l-r) Loretta Sieman, Pat Schneider, Sherryl Viars 2. Des Moines Playhouse – Nick Renkoski and Liz Lidgett 3. Des Moines Playhouse – Gerry and Mary Lou Neugent



OCTOBER 2016



SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
						1 Wagon Rides, Living History Farms
2	3	4 ia Party, ia Magazine	5 Power Breakfast, Business Record Quilt Show, Living History Farms (10/5-10/9)	6	7 Camp Amanda, Amanda the Panda (10/7-10/9) Mixology Night, Science Center of Iowa	8 Corn Harvest, Living History Farms Farmstasia Annual Fundraiser, Living History Farms Harvest and Holiday: Barnyard Readers, Living History Farms
9	10 COLUMBUS DAY	11 YOM KIPPUR	12	13	14 Bow Tie Ball, Variety-the Children's Charity	15 Victorian Funeral, Living History Farms Wagon Rides, Living History Farms IMT Des Moines Marathon family of races (10/15-10/16)
16 SUKKOT (10/16-10/23)	17 BOSS'S DAY	18	19	20 On Deck, Business Record Family Halloween, Living History Farms (10/20-10/23)	21	22
23	24	25 dsm Unveiling, dsm Magazine	26	27 Family Halloween, Living History Farms (10/27-10/30)	28	29 Mysteries of the Castle, Salisbury House Spooky Science, Science Center of Iowa
30	31 HALLOWEEN					

NOVEMBER 2016



Clockwise from left: 1. Botanical Garden Champagne and Chocolate – Ernest Perea, M.D. and Rita Perea 2. Des Moines Mini Maker Faire 3. (l-r) 2015 Passport to Prosperity Honoree Serkan Usta, Iowa International Center Executive Director Dr. Judith Conlin, 2015 Passport to Prosperity Honoree Nu Huynh, and past Passport to Prosperity honoree and former Iowa International Center Board Member Eric Idehen



SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
		1 ALL SAINTS' DAY Child Abuse Prevention Council Benefit	2	3	4 30th Annual Benefit Dance, HCI Hospice Care Services Mixology Night, Science Center of Iowa	5
6 DAYLIGHT SAVINGS TIME ENDS	7	8 ELECTION DAY Revel Read Gala, Reach Out and Read Iowa	9	10 Jeans, Jackets and the Blues annual fundraiser, Courage League Sports	11 VETERANS DAY Free admission for veterans, Botanical Garden	12
13	14	15	16	17 Gift Mart, Junior League of Des Moines (11/17-11/19) Champagne and Chocolate, Botanical Garden	18	19 Living History Farms Off-Road Race
20	21	22	23	24 THANKSGIVING DAY	25	26 Spirit of the Season Kick-Off Event, Science Center of Iowa
27 ADVENT (11/27-12/24)	28	29	30			

Clockwise from left: 1. ChildServe's Bubble Ball – (l-r) Sarah Dornink, Aaron Clutts, Lloyd and Vicki VanderKwaak 2. Tango Gala 2015 – Connie Wimer and Frank Fogarty 3. Science Center of Iowa Meals with Mentors



DECEMBER 2016



SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
				1	2 20th Annual Holly & Ivy Holiday Home Tour, Salisbury House (12/2-12/4) Mixology Night, Science Center of Iowa	3 Flynn Family Christmas, Living History Farms
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24 CHRISTMAS EVE HANUKKAH (12/24-1/1)
25 CHRISTMAS DAY	26 CHRISTMAS DAY OBSERVED KWANZAA (12/26-1/1)	27	28	29	30	31 NEW YEAR'S EVE Noon Year's Eve, Science Center of Iowa

METROPOLITAN PLANNING ORGANIZATION COMMUNITIES

Listed alphabetically

City Address Phone; Fax	Population	FT Staff	Budget for 2015/2016	City Manager Economic Development Director Public Works Director	Mayor Council	Website Email
Altoona 407 8th St SE Altoona, IA 50009 515-967-5136; FAX: 515-967-0842	14,541	77	\$31,014,099	Jeff Mark John Shaw Scott Atzen	Josiah (Skip) Conkling Kyle Mertz, Michelle Sloan, Jeremy Boka, Dean O'Connor and Vern Willey II	www.altoona-iowa.com ahill@altoona-iowa.com
Ankeny City Hall Ankeny, IA 50023 515-965-6400; FAX: 515-965-6416	54,600	204	\$89,003,649	David Jones Derek Lord Mark Mueller	Gary Lorenz Bobbi Bentz, Mark Holm, Dave Kissinger, Jim McKenna, Wade Steenhoek, Kerry Walter-Ashby	www.ankenyiowa.gov N/A
Bondurant 200 Second St NE Bondurant, IA 50035 515-967-2418; FAX: 515-967-5732	5,481	15	\$6,000,000	Mark Arentsen Mark Arentsen Pat Collison	Curt Sullivan Wes Enos, Jen Keeler, Bob Pepper, Brian Lohse, Doug Elrod	www.cityofbondurant.com info@cityofbondurant.com
Carlisle 195 N First Carlisle, IA 50047 515-989-3224; FAX: 515-989-4395	3,876	21	\$10,500,000	Andrew J. Lent Jason White Steve O'Braza	Ruth Randleman Eric Goodhue, Douglas Hammerand, Drew Merrifield, Robert Van Ryswyk, Daniel McCulloch	www.carlisleiowa.org cityhall@carlisleiowa.org
Clive 1900 NW 114th St Clive, IA 50325 515-223-6220; FAX: 515-457-3091	15,447	106	\$36,671,369	Dennis Henderson Doug Ollendike Jeff May	Scott Cirksema Eric Klein, Susan Judkins, John Edwards, Michael McCoy, Ted Weaver	www.cityofclive.com jortum@cityofclive.com
Des Moines 400 Robert D Ray Dr DM, IA 50309 515-283-4141; FAX: 515-237-1300	204,220	1,523	\$607,522,278	Scott Sanders Matthew Anderson Jonathan Gano	Frank Cownie Mayor T.M. Franklin Cownie, Christopher Coleman, Joe Gatto, Bill Gray, Christine Hensley, Skip Moore, Linda Westergaard	www.dmgov.org info@dmgov.org
Grimes 101 NE Harvey Grimes, IA 50111 515-986-3036; FAX: 515-986-3846	9,040	37	\$30,680,272	Kelley Brown Brian Buethe Dave Sigler	Thomas M. Armstrong Jill Altringer, Doug Bickford, Ty Blackford, Eric Johansen and Jeremy Hamp	www.grimesiowa.gov kelbrown@ci.grimes.ia.us
Johnston 6221 Merle Hay Rd PO Box 410 Johnston, IA 50131 515-278-2344; FAX: 515-278-2033	20,000	93	\$40,521,710	Jim Sanders David Wilwerding Dave Cubit	Paula Dierenfeld Gerd Clabaugh, David Lindeman, Matt Brown, John Temple, Tom Cope	www.cityofjohnston.com info@cityofjohnston.com
Mitchellville 204 Center Ave N Mitchellville, IA 50169 515-967-2935; FAX: 515-967-2631	2,305	11	\$2,470,258	Ruth Norton Mayor and Council Wayne Patterson	Jon Woods Trea Mitchell-Arterburn, Brian Sanger, Dean McGhee, Steve Zook, Joe Crook	www.mitchellville.org mville-cityhall@mitchellville.org
Norwalk 705 North Ave Norwalk, IA 50211 515-981-0228; FAX: 515-981-0933	9,639	48	\$24,285,227	Marketa Oliver Wade Wagoner Tim Hoskins	Tom Phillips David Lester, Ed Kuhl, Erika Isley, Jaki Livingston and Stephanie Riva	www.norwalk.iowa.gov N/A
Pleasant Hill 5160 Maple Dr Ste A Pleasant Hill, IA 50327 515-262-9368; FAX: 515-262-9570	8,785	56	\$28,099,550	Donald Sandor J. Benjamin Champ Gary Patterson	Sara Kurovski Mark Konrad, Barb Malone, Curt Gause, Jeff Mullen, Dean Cooper	www.pleasanthilliowa.org jwilwerding@pleasanthilliowa.org
Polk City 112 3rd St Polk City, IA 50226 515-984-6233; FAX: 515-984-6177	4,500	17	\$7,224,279	Gary Mahannah John Calhoun Mike Schulte	Jason Morse Rob Sarchet, Robert Mordini, David Dvorak, Dan Lane, Ron Anderson	www.polkcitiy.org jgibbons@polkcitiyia.gov
Urbandale 3600 86th St Urbandale, IA 50322 515-278-3900; FAX: 515-331-6755	43,150	184	\$81,910,120	A.J. Johnson Curtis Brown David McKay	Robert Andeweg Mike Carver, Tom Gayman, Ron Pogge, David Russell, Creighton Cox	www.urbandale.org cityhall@urbandale.org
Waukee 230 W Hickman Rd Waukee, IA 50263 515-978-7900; FAX: 515-987-1845	13,790	84	\$56,050,467	Tim Moerman Dan Dutcher John Gibson	William F. Peard Shane Blanchard, Brian Harrison, Larry Lyon, Shelly Hughes, Rick Peterson	www.waukee.org N/A
West Des Moines 4200 Mills Civic Pkwy WDM, IA 50265 515-222-3610; FAX: 515-222-3638	63,000	362	\$146,700,000	Thomas Hadden Clyde Evans Bret Hodne	Steven K. Gaer John Mickelson, Russ Trimble, Jim Sandager, Rick Messerschmidt, Kevin Trevillyan	www.wdm.iowa.gov N/A
Windsor Heights 1133 66th St Windsor Heights, IA 50324 515-279-3662; FAX: 515-279-3664	4,938	30	\$10,917,000	Brett Klein Sheena Nuetzman Doug Stone	Diana Willits Diana Willits, Dave Burgess, Betty Glover, Tony Timm, Charlene Butz, Steve Peterson	www.windsorheights.org bklein@windsorheights.org

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MAYORS

ALTOONA: Josiah (Skip) Conkling



YEAR ELECTED 2012

CAREER Owner and operator of Conkling Services (Plumbing, heating & cooling) for 42 years.

EDUCATION Graduate of Altoona High School (SEP), attended Grand View University and Drake University

COMMUNITY INVOLVEMENT Member of Mid-Iowa Association of Local Governments, Metropolitan Advisory Council, BRAVO Board of Directors, DART (Des Moines Area Regional Transportation Commission), East Polk County Regional Development Board, Polk County Emergency Management Board, MPO Board, Altoona Area Chamber of Commerce, Grand View University National Alumni Council.

ANKENY: Gary Lorenz



YEAR ELECTED Appointed by the City Council to fill Mayoral vacancy in 2012, elected to first term as Mayor in 2013

CAREER Retired Partner/CFO Lorenz & Jones Marine Distributors

COMMUNITY INVOLVEMENT First National Bank – Ames Board of Directors, Waste Water Reclamation Authority Board

and Executive Committee, Metropolitan Planning Organization, BRAVO, Greater Des Moines Convention and Visitors Bureau, Metro Advisory Council, Greater Des Moines Partnership Board and Executive Committee, Mid Iowa Association of Local Governments and Chair, Ankeny Area Chamber of Commerce Board and Executive Committee, Ankeny Economic Development Corporation, and Ankeny City Councilman (2002-2009).

BONDURANT: Curt Sullivan



YEAR ELECTED 2015

CAREER Business Continuity Planner and Security Investigator at MidAmerican Energy

EDUCATION Graduated with a Bachelors in community and regional planning from Iowa State University

COMMUNITY INVOLVEMENT Planning and Zoning- 2006, Council since 2007.

CARLISLE: Ruth Randleman



YEAR ELECTED 2003

CAREER Registered nurse

EDUCATION Iowa Methodist School of Nursing and Iowa State University

COMMUNITY INVOLVEMENT Member of the board of directors for Greater Carlisle Community Foundation and Warren

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

CLIVE: Scott Cirksena



YEAR ELECTED 2009

CAREER Senior district sales manager for Paccar Inc., a division of Kenworth Truck Inc.

EDUCATION B.A., Grand View University; M.A., Webster University

COMMUNITY INVOLVEMENT Six years on Clive City Council, Des Moines Area Metropolitan Planning Organization executive committee, 2035 Metropolitan Plan Task Force chairman, Central Iowa Regional Drinking Water Commission, Bravo Greater Des Moines steering committee. In 2007, Cirksena was Clive Citizen of the Year.

DES MOINES: Frank Cownie



YEAR ELECTED 2004

CAREER Owner of Cownie Furs, a 99-year-old family business.

EDUCATION Iowa State University

COMMUNITY INVOLVEMENT Creator and leader of the Mayor's Task Force on Energy and Environment, member ICLEI

DES MOINES: FRANK COWNIE CONTINUED >>

USA Board of Directors, ICLEI Global Executive Committee (2015-18) North America Regional Representative, ICLEI e.V. Board Vice President, the US Conference of Mayors trustee, and a steering committee member for Mayors Innovation Project. Mayor Cownie was an early signer of the US Conference of Mayors Climate Protection Agreement. One of eight US mayors chosen to formulate regional environmental policies for American cities through his work with ICLEI.

GRIMES: Thomas M. Armstrong



YEAR ELECTED 2002

CAREER President and owner of Rainbow Play Systems of Iowa

EDUCATION B.A., University of Northern Iowa

COMMUNITY INVOLVEMENT Member of the Mid-Iowa Association of Local Governments, Des Moines Area

Metropolitan Planning Organization, board member of Greater Des Moines Convention & Visitors Bureau.

JOHNSTON: Paula Dierenfeld



YEAR ELECTED 2008

CAREER Attorney and partner, Nyemaster, Goode, West, Hansell & O'Brien P.C.

EDUCATION B.A., University of Northern Iowa; J.D., Drake University

COMMUNITY INVOLVEMENT Served eight years on the Johnston City Council,

member Chamber of Commerce, Johnston Economic Development Corporation, Metro Advisory Council, Des Moines Area Metropolitan Planning Organization Executive Committee, Greater Des Moines Convention and Visitors Bureau Executive Committee, Des Moines Area Regional Transit Commission and Bravo Greater Des Moines Board of Directors.

MITCHELLVILLE: John Woods



YEAR ELECTED 2015

CAREER Retired from Bemis Corporation as Maintenance Electrician

EDUCATION DM Roosevelt HS, US Army, Attended Grandview University

COMMUNITY INVOLVEMENT 2 Terms City Council, Planning and Zoning, Board

of Adjustment, Metro Waste Authority Board, Mitchellville Community Development Board, Eastern Polk Regional Development Board, Metropolitan Planning Organization, Metropolitan Advisory Council, Mid-Iowa Association of Local Governments, American Legion Post 155, Thomas Mitchell Historical Society.

NORWALK: Tom Phillips



YEAR ELECTED 2014

CAREER Senior Systems Analyst, Principal Financial Group

EDUCATION B.A., Iowa State University

COMMUNITY INVOLVEMENT Served the Norwalk Community School District as a School Board Member for 16 years. He

currently serves on the following boards: Warren County Economic Development Corporation, Metro Advisory Council, Mid Iowa Association of Local Governments, Warren County Emergency Management, and the County Assessor Conference (Warren and Polk).

PLEASANT HILL: Sara Kurovski



YEAR ELECTED 2013

CAREER Manager of Sustainability, Kum and Go

EDUCATION Truman State University - BA in Communication Studies and Drake University - Masters in Public Administration

COMMUNITY INVOLVEMENT Polk County Conservation Board, Planning and Zoning Commission, member of the International City/County Management Association, graduate of the Eastern Polk County Leadership Class.

POLK CITY: Jason Morse



YEAR ELECTED 2013

CAREER Owner of Manufactures Representative Sales Firm

EDUCATION Graduate of North Polk High School and Des Moines Area Community College

COMMUNITY INVOLVEMENT Polk City Four Seasons Executive Committee, retired 21 year member of Polk City Fire Department with 10 years as Fire Chief, previous member of Polk City Planning & Zoning Commission.

URBANDALE: Robert Andeweg



YEAR ELECTED 2009

CAREER Attorney with Nyemaster, Goode, West, Hansell & O'Brien P.C.

EDUCATION B.A., Central College; J.D., Drake University

COMMUNITY INVOLVEMENT Urbandale Historical Society, Urbandale Chamber, past Urbandale City Council member, past Urbandale Planning & Zoning Commission member, Leadership Urbandale graduate.

WAUKEE: William F. Peard



YEAR ELECTED 2006

CAREER Senior manager of government relations for Mediacom Communications Corp.

EDUCATION B.S., University of Nebraska - Kearney

COMMUNITY INVOLVEMENT Served

eight years on Waukee City Council, member of the Mid-Iowa Association of Local Governments, Waukee Area Chamber of Commerce board of directors, Waukee Area Economic Development Corp. and Waukee Rotary.

WEST DES MOINES: Steven K. Gaer



YEAR ELECTED 2007

CAREER Chief operating officer and general counsel with R&R Realty Group

EDUCATION University of Kentucky and Drake University Law School

COMMUNITY INVOLVEMENT Greater

Des Moines Partnership, Choose Des Moines Communities, Metropolitan Planning Organization, West Bancorporation and West Bank, and County Assessor Conference (Polk, Dallas and Warren).

WINDSOR HEIGHTS: Diana Willits



YEAR ELECTED 2013

CAREER Revenue Strategist, President, Power Profit Integrated Marketing and Custom Publishing

EDUCATION Iowa State University Business and Marketing

COMMUNITY INVOLVEMENT Windsor

Heights City Council Member, Windsor Heights Mayor Pro Tem, MAC Committee, Policy and Administration, Community Development Committee, WestHelp Board Member and Metro Waste Executive Board Member. Civic involvement includes; Chamber of Commerce Member, Chi Omega Parents Group President, Special Events Committee, City/School Liaison, City/School Collaboration Member, Urban Heights Covenant Church Worship and Fellowship Ministry Team Leader.

HIGHEST PAID PUBLIC OFFICIALS (CITY, SCHOOLS, COUNTY)

Ranked by salaries

Rank	Name	Title	Jurisdiction	Salary FY 2016 (7-1-2016)	Salary FY 2015 (7-1-2015)	% Change
1	Rob Denson	President	DMACC	\$294,000	\$280,000	5%
2	Thomas Ahart	Superintendent	Des Moines Public Schools	\$279,864	\$270,400	3.5%
3	Dr. Gregory Schmunck	Medical Examiner	Polk County	\$238,689	\$232,301	2.75%
4	Dr. Corey Lunn	Superintendent	Johnston Community Schools	\$231,750	\$225,000	3%
5	Kim Linduska	Executive VP, Academic Affairs	DMACC	\$218,614	\$211,323	3.45%
6	Dr. Bruce Kimpston	Superintendent	Ankeny Community Schools	\$212,051	\$205,675	3%
7	Scott Sanders	City Manager	City of Des Moines	\$208,749	\$195,000	7%
8	Dr. Lisa Remy	Superintendent	WDM Community Schools	\$196,122	\$188,220	4%
9	Mark Wandro	Polk County Attorney	Polk County	\$194,840	N/A	N/A
10	David Jones	City Manager	City of Ankeny	\$186,752	\$183,090	2%
11	John Sarcone	County Attorney	Polk County	\$184,700	\$179,757	3%
12	Tom Hadden	City Manager	City of West Des Moines	\$183,200	\$177,000	3.5%
13	Jeffrey Lester	Corporate Counsel	City of Des Moines	\$177,050	\$170,352	4%
14	AJ Johnson	City Manager	City of Urbandale	\$174,000	\$168,084	3.5%
15	Carleton Metzger	Deputy City Manager	City of Des Moines	\$171,475	N/A	N/A
16	Steve Bass	Superintendent	Urbandale Community Schools	\$170,000	N/A	N/A
17	Dennis Henderson	City Manager	City of Clive	\$168,379	\$164,352	2.5%
18	Greg Martin	VP, Business Services	DMACC	\$167,352	\$161,771	3.5%
19	Lawrence McDowell	Deputy City Attorney II	City of Des Moines	\$163,634	\$157,435	4%
20	Larry Hulse	Assistant City Manager	City of Des Moines	\$161,803	\$155,688	4%
21	Sandra Tryon	Executive Director, HR	DMACC	\$157,244	\$152,000	3.5%
22	Jeffrey Noble	Bureau Chief County Attorney	Polk County	\$156,995	N/A	N/A
23	Frank Severino	Bureau Chief, County Attorney	Polk County	\$156,995	\$152,793	2.75%
24	Nan Horvat	Bureau Chief, County Attorney	Polk County	\$156,995	\$152,793	2.75%
24	Steven Foritano	Bureau Chief, County Attorney	Polk County	\$156,995	\$152,793	2.75%
24	Daniel Voogt	Bureau Chief, County Attorney	Polk County	\$156,995	\$152,793	2.75%
24	Roger Kuhle	Civil Claims Counsel	Polk County	\$156,995	\$139,727	12%
24	Randy Mead	Executive Dean, Program Development	DMACC	\$156,862	\$151,631	3.5%
25	Kathleen Vanderpool	Deputy City Attorney I	City of Des Moines	\$156,291	\$150,384	4%
26	Tim Moerman	City Administrator	City of Waukee	\$155,162	\$151,822	2%
27	Dana Wingert	Police Chief	City of Des Moines	\$154,357	N/A	N/A
28	Anthony Paustian	Provost, West Campus	DMACC	\$153,149	\$148,042	3.5%
29	William McCarthy	Sheriff	Polk County	\$152,851	\$148,760	2.75%
30	Pamela Cooksey	City Engineer	City of Des Moines	\$152,277	\$140,754	8%
31	Richard Scieszinski	City Attorney	City of West Des Moines	\$152,204	\$152,204	0%
32	John Newman	Information Technology Director	City of Des Moines	\$151,133	\$145,413	4%
33	James Wells	Human Resources Director	City of Des Moines	\$151,133	\$145,371	4%
34	Daniel Ritter	Finance Director	City of Des Moines	\$151,133	N/A	N/A
35	Greg Heid	Library Director	City of Des Moines	\$151,050	\$145,350	4%
36	Carol Moser	Deputy City Attorney I	City of Des Moines	\$148,408	N/A	N/A

*Salary is for Sept. 1, 2015 - June 30, 2016



John Viars

COMPANY Des Moines Community Playhouse
TITLE Executive Director
RESIDENCE Des Moines
EDUCATION Masters degree in Theatre from Case Western Reserve University
HOMETOWN Hamilton, OH

Company listing on following page

NONPROFIT ORGANIZATIONS

Ranked by 2015 budget for Central Iowa

Rank	Name Address Phone; Fax	2015 Budget	Year Est. Local FT Employees	Executive Director Board Chair Office/Purchasing Manager	Type of Work or Charity	Website Email
1	ChildServe 5406 Merle Hay Rd Johnston, IA 50131 515-727-8750; FAX: 515-727-8757	\$51,922,000	1928 550	Lloyd Vanderkwaak Brian J. Laurenzo Doug Dornacker Kip Albertson	We serve children with special health care needs; Our 20 services include outpatient, inpatient, residential & community programs	www.childserve.org communications@childserve.org
2	LifeServe Blood Center 431 E Locust DM, IA 50309 515-288-3319; FAX: 515-288-0833	\$42,000,000	1963 370	Stacy Sime Katie Marchik Dave Eppert	LifeServe Blood Center relies on donation from generous blood donors to maintain adequate blood supply for our community	www.lifeservebloodcenter.org christine.hayes@lifeservebloodcenter.org
3	LSI (Lutheran Services in Iowa) 3125 Cottage Grove Ave DM, IA 50311 515-274-4946	\$34,660,389	1864 289	Mike Buck Michael Burk Marcie James	Child abuse prevention, mental health, disability services, foster care, refugee services, crisis intervention, therapy	www.LSIowa.org LSI@LSIowa.org
4	United Way of Central Iowa 1111 Ninth St Ste 100 DM, IA 50314 515-246-6500; FAX: 515-246-6522	\$28,016,275	1917 49	Mary Sellers Chris J. Littlefield Fran O'Grady	Mission: To improve lives by uniting the caring power of our community	www.unitedwaydm.org contactus@unitedwaydm.org
5	YMCA 501 Grand Ave DM, IA 50309 515-282-9622; FAX: 515-288-2423	\$24,200,000	1868 1,444	Vernon Delpesce Wade Riedinger Vicky Foresman Clarence Hudson	Human service organization, financial assistance available, builds character & meets community needs through programs for all ages	www.dnymca.org metro@dmymca.org
6	Orchard Place 2116 Grand Ave DM, IA 50312 515-246-3514; FAX: 515/246-3599	\$23,400,000	1886 340	Val Saltgaver Toby O'Berry Scott Heldt	Orchard Place is the oldest locally-based charity in Des Moines providing mental health treatment and expertise for Iowa's kids	www.orchardplace.org colson@orchardplace.org
7	Goodwill Industries of Central Iowa 5355 NW 86th St Johnston, IA 50131 515-265-5323; FAX: 515-265-0645	\$21,006,987	1955 240	Marlyn McKeen Danielle Bell Pat Mullenbach	Employment, education and skill training services for individuals with barriers to employment	www.dmgoodwill.org dmgoodwill@dmgoodwill.org
8	Children & Families of Iowa 1111 University Ave DM, IA 50314 515-288-1981; FAX: 515-288-9109	\$16,660,134	1888 258	Janice Lane Ben Bruns Eric Faust Paige Wonderly	Human services, domestic violence services, family-centered services, early childhood development, teen programs, mental health	www.cfowa.org contactus@cfowa.org
9	Des Moines Performing Arts 221 Walnut St DM, IA 50309 515-246-2300; FAX: 515-246-2305	\$16,420,659	1979 35	Jeff Chelesvig Laura Sweet Mary Kramer Chris Browning	A private not-for-profit organization celebrating 36 years of presenting the performing arts and education programs	DesMoinesPerformingArts.org info@desmoinesperformingarts.org
10	Link Associates 1452 29th St WDM, IA 50266 515-262-8888; FAX: 515-262-8655	\$14,000,000	1953 275	Linda Ann Dunshee Mark Heston Don Thomason	Services for persons with intellectual disabilities	www.linkassociates.org ldunshee@linkassociates.org
11	Hope Ministries 5075 E University Ste B Pleasant Hill, IA 50327 515-265-7272; FAX: 515-262-0471	\$13,289,638	1915 55	Leon Negen Janan Wunsch-Smith Keith Isley	Providing food, clothing, shelter and long-term life-recovery support for homeless and hungry men, women and children	www.hopeiowa.org info@hopeiowa.org
12	Care Initiatives 7055 Vista Dr WDM, IA 50265 515-223-3813	\$13,000,000	2009 145	Miriam Yocum Miles King N/A	High quality, coordinated care with compassion, respect and dignity to Iowans & their families living with serious illness & loss	www.careinitiativeshospice.org fhouger@careinitiatives.org
13	Eyerly Ball Community Mental Health Services 945 19th St DM, IA 50314 515-241-0982; FAX: 515-241-0993	\$11,500,000	1969 185	Cynthia Steidl Bishop Andy Boetger N/A	Mental Health: care coordination, counseling, medication management, crisis services, in home skill based services, residential	www.eyerlyball.org eark@eyerlyball.org
14	Greater Des Moines Habitat for Humanity 2200 E Euclid Ave DM, IA 50317 515-471-8686; FAX: 515-284-5559	\$11,400,000	1986 52	Lance Henning Bill Walljasper Karen Hovey	Greater Des Moines Habitat for Humanity brings people together to build homes, communities and hope	www.gdmhabitat.org info@gdmhabitat.org
15	Easter Seals Iowa 401 NE 66th Ave DM, IA 50313 515-309-1300; FAX: 515-289-1281	\$10,200,000	1926 182	Sherri Nielsen N/A Kevin Small	Services for people with disabilities throughout their lifespan to be able to live, learn, work and play in their communities	www.eastersealsia.org info@eastersealsia.org
16	On With Life Inc. 715 SW Ankeny Rd Ankeny, IA 50023 515-289-9600; FAX: 515-965-1186	\$9,823,000	1987 170	Julie Fidler Dixon Carl Harris N/A	Brain injury rehabilitation, offering services for traumatic brain injury, stroke, tumor, aneurysm or other neurological condition	www.onwithlife.org info@onwithlife.org
17	National MS Society 8187 University Blvd Ste B Clive, IA 50325 515-270-6337	\$9,000,000	1945 2	Molly Severson Larry Schmid Molly Severson	Healthcare non-profit dedicated to addressing the challenges of everyone affected by MS and ultimately creating a world free of MS	www.MSSociety.org info@MSSociety.org
18	House of Mercy 1409 Clark St DM, IA 50314 515-643-6500; FAX: 515-643-6598	\$6,333,000	1988 95	Todd C. Beveridge Emily Eckman Lynn McCormick	Addiction/mental health assessments/treatment, housing, adolescent group living, child care, self sufficiency/parenting assistance	www.houseofmercydesmoines.org tbeveridge@mercydesmoines.org
19	Youth Emergency Services & Shelter 918 SE 11th St DM, IA 50309 515-282-9377	\$6,108,000	1973 90	Stephen Quirk Derek Stocking N/A	Comprehensive crisis intervention, emergency shelter and counseling services for children, newborn through age 17	www.yessiowa.org info@yessiowa.org
20	Science Center of Iowa & Blank IMAX Dome Theater 401 W Martin Luther King Jr Pkwy DM, IA 50309 515-274-6868; FAX: 515-274-3404	\$5,517,000	1970 53	Curt Simmons Renee Shull-Harmon Cindy Mitchell-Kniss Michael Giudicessi	Engages and inspires with dynamic exhibits, live science demonstrations and IMAX films	www.sciowa.org info@sciowa.org; events@sciowa.org
21	Girl Scouts of Greater Iowa 10715 Hickman Rd DM, IA 50322 800-342-8389; FAX: 515-278-5988	\$5,500,000	1912 36	Kristin Hunter Janet Phipps Burkhead N/A	A leadership organization dedicated to building girls of courage, confidence, and character, who make the world a better place	www.girlscoutsiowa.org info@gsiowa.org
22	American Red Cross serving Greater Iowa 2116 Grand Ave DM, IA 50312 515-243-7681; FAX: 515-244-8012	\$5,300,000	1916 31	Leslie Schaffer Bryan Freund Diane Schmidt	The American Red Cross provides compassionate care to those in need. Our mission is to prevent human suffering at home and abroad	www.redcross.org/ia
23	Animal Rescue League of Iowa 5452 NE 22nd St DM, IA 50313 515-473-9101; FAX: 515-262-2612	\$5,047,574	1926 76	Tom Colvin Carol Griglione N/A	The ARL is Iowa's largest animal shelter, serving thousands of animals each year from all corners of the state	www.arl-iowa.org arl@arl-iowa.org
24	Blank Park Zoo Foundation 7401 SW Ninth St DM, IA 50315 515-285-4722; FAX: 515-974-2590	\$5,000,000	1966 55	Mark Vukovich Ray Hansen Gwen Parks	Management and operations of the Blank Park Zoo	www.blankparkzoo.com info@blankparkzoo.com
24	Des Moines Art Center 4700 Grand Ave DM, IA 50312 515-277-4405; FAX: 515-271-0350	\$5,000,000	1948 45	Jeff Fleming Kyle J. Krause Sue Lundstrom	A world-class museum noted for its architecture, acclaimed collection of modern and contemporary art and Pappajohn Sculpture Park	www.desmoinesartcenter.org infodesk@desmoinesartcenter.org
25	Bravo Greater Des Moines 2600 Grand Ave Ste 120 DM, IA 50312 515-243-0388	\$4,000,000	2004 2	Sally Dix Michelle Book Dave Stone	Provides Greater Des Moines with an enriched quality of life through cultural awareness, advocacy, funding & collaboration	www.bravogreaterdesmoines.org dave@bravogreaterdesmoines.org
26	Variety - The Children's Charity 505 Fifth Ave Ste 310 DM, IA 50309 515-243-4660; FAX: 515-243-5873	\$3,939,140	1937 5	Sheri McMichael Steve Hauschilt N/A	Provides funding for nonprofit children's agencies serving children	www.varietyiowa.com stateoffice@varietyiowa.com

NONPROFIT ORGANIZATIONS

Ranked by 2015 budget for Central Iowa

Rank	Name Address Phone; Fax	2015 Budget	Year Est. Local FT Employees	Executive Director Board Chair Office/Purchasing Manager	Type of Work or Charity	Website Email
27	Special Olympics Iowa 551 SE Dovetail Rd Grimes, IA 50111 515-986-5520; FAX: 515-986-5530	\$3,800,000	1968 20	Gary Harms Steve Palmer N/A	Sports training and competition for youth and adults with intellectual disabilities, serving athletes in all 99 counties of Iowa	www.soiowa.org
28	Youth Homes of Mid-America PO Box 39 7225 NW 58th St Johnston, IA 50131 515-276-3473; FAX: 515-278-4329	\$3,753,032	1943 58	Mike Arndt Tom Faldes Arvana Butler	Children and family social service agency that provides individualized programs and services to at-risk youth and their families	www.yhma.org youthhomes@yhma.org
29	Catholic Charities, Diocese of Des Moines 601 Grand Ave DM, IA 50309 515-237-5045; FAX: 515-237-5099	\$3,659,105	1924 27	Nancy Galeazzi Stephanie Sarcone N/A	Social service agency serving people of all faiths through direct service for basic needs, empowerment programs and advocacy	www.catholiccharitiesdm.org bgibbins@catholiccharitiesdm.org
30	Food Bank of Iowa 2220 E 17th St DM, IA 50316 515-564-0330; FAX: 515-564-0331	\$3,600,000	1982 19	Carey Miller Jeff Rommel Patti Phipps	Alleviating hunger through food distribution, partnership and education	www.foodbankiowa.org foodbankiowa@foodbankiowa.org
31	Anawim Housing 2024 Forest Ave Ste 101 DM, IA 50311 515-244-8308; FAX: 515-244-7977	\$3,200,000	1988 22	Russ Frazier Patricia Shoff Leslie Onthank	Anawim Housing develops stable homes and strengthens communities in Central Iowa by providing safe, affordable homes for families	www.anawimhousing.org info@anawimhousing.org
32	Make-A-Wish Iowa 3024 104th St Urbandale, IA 50322 515-334-2636; FAX: 515-334-2638	\$2,985,703	1987 11	Chris Voggesser Tammy DeHaai Rachel Reams	Grants the wishes of children with life-threatening medical conditions to enrich the human experience with hope, strength and joy	www.iowa.wish.org general@iowa.wish.org
33	Polk County Housing Trust Fund 108 Third St Ste 350 DM, IA 50309 515-282-3233	\$2,900,000	1995 4	Eric Burmeister Debbie Fisher Carol Duncan	Affordable Housing	www.pchtf.org
34	Des Moines Area Religious Council 1435 Mulberry St DM, IA 50309 515-277-6969	\$2,660,000	1952 10	Rev. Sarai Schnucker Rice Tom Fischer Linda Vander Hart	DMARC Food Pantry Network, Interfaith Engagment and Dialogue	www.dmarcunited.org info@dmarcunited.org
35	Des Moines Metro Opera 106 West Boston Ave Indianola, IA 50125 515-961-6221; FAX: 515-961-2994	\$2,600,000	1973 9	Michael Egel Dr. Craig Shadur Elaine Raleigh	Performing arts	www.desmoinesmetroopera.org dmmo@dmmo.org
35	Greater Des Moines Botanical Garden 909 Robert D Ray Dr DM, IA 50309 515-323-6290; FAX: 515-243-2631	\$2,600,000	1979 20	Stephanie G. Jutila Toby Joseph N/A	Public garden, cultural attraction	dmbotanicalgarden.com info@dmbotanicalgarden.com
36	Des Moines Pastoral Counseling Center 8553 Urbandale Ave Urbandale, IA 50322 515-274-4006; FAX: 515-255-5697	\$2,552,503	1972 28	Ellery H. Duke Susan E. Voss Jeanne Schossow	A place of healing & hope: quality mental health counseling, medication management, & psychological testing for adults & children	www.dmpcc.org info@dmpcc.org
37	Des Moines Community Playhouse 831 42nd St DM, IA 50312 515-277-6261; FAX: 515-277-8019	\$2,521,631	1919 10	John Viars Rod McCullough Dennis P. Ogden Rod McCullough	Community theater producing 12 shows annually, plus extensive theatre education department and volunteer opportunities	www.dmpcc.org info@dmpcc.org
38	Alzheimer's Association, Greater Iowa Chapter 1730 28th St WDM, IA 50266 515-440-2722; FAX: 515-440-6385	\$2,500,000	1982 12	Carol Siple Gerald Sampson N/A	The Alzheimer's Association is the world's leading voluntary health organization in Alzheimer care, support and research	alz.org/greateriowa greateriowa@alz.org
39	Living History Farms 11121 Hickman Rd Urbandale, IA 50322 515-278-5286; FAX: 515-278-9808	\$2,300,000	1970 37	Ruth Haus Jennie Deerr Jim Dietz-Kilen Rich Bergez Jen Albers	Interactive outdoor museum connecting people of all ages to Midwestern rural life experiences	www.LivingHistoryFarms.org info@lhf.org
40	Boys & Girls Clubs of Central Iowa 1031 Office Park Rd Ste 1 WDM, IA 50265 515-262-5695; FAX: 515-262-0904	\$2,253,249	1963 20	Jodie Warth Tony Dickinson Becky Seabrooke	Youth development services	www.bgcci.org cstockdale@bgcci.org
41	Leukemia & Lymphoma Society Century 1 Bldg 2700 Westown Pkwy Ste 260 WDM, IA 50266 515-270-6169; FAX: 515-270-5392	\$2,000,000	1949 5	Melanie Schmidt Brown Spencer Cox N/A	LLS is the world's largest voluntary health organization dedicated to funding blood cancer research, education & patient services	www.lls.org/ia melanie.brown@lls.org
41	Meals from the Heartland 357 Lincoln St WDM, IA 50265 515-473-9530	\$2,000,000	2008 5	Susan Bunz Jerry Armstrong N/A	Rice-soy and mac and cheese meals are packed year round at volunteer events that are distributed domestically and internationally	www.mealsfromtheheartland.org contact@mealsfromtheheartland.org
42	Central Iowa Shelter & Services 1420 Mulberry St DM, IA 50309 515-284-5719	\$1,900,000	1992 18	Tony Timm Justin H. Schoen Tony Timm	Provide free shelter and meals to homeless adults regardless of physical or emotional conditions	www.centraliowashelter.org Director@CentralIowaShelter.org
43	Big Brothers Big Sisters of Central Iowa 9051 Swanson Blvd Clive, IA 50325 515-288-9025; FAX: 515-288-6191	\$1,200,000	1967 16	Nancy Muecke Patrick Hellman Tony Leo	Provide vulnerable children with mentoring relationships that are proven to change their lives for the better, forever	www.bbbsia.org info@bbbsia.org
43	The Robert D. and Billie Ray Center 1213 25th St DM, IA 50311 515-271-1910; FAX: 515-271-1907	\$1,200,000	1997 9	J. Scott Raecker Robert D. Ray Cheri McDaniel	The Robert D. and Billie Ray Center's mission is to promote civility and help Iowans practice and recognize good character	www.charactercountsiniowa.org info@charactercountsiniowa.org
44	American Heart Association 5000 Westown Pkwy Ste 340 WDM, IA 50266 515-244-3278; FAX: 515-221-7994	\$1,075,000	1949 14	Kayla Kovarna Eric Crowell Lori Cliff	Our mission is to build healthier lives by preventing, treating and defeating these diseases & America's No. 1 and No. 4 killers	www.heart.org/desmoines kayla.kovarna@yahoo.com
45	Young Women's Resource Center 818 5th Ave DM, IA 50309 515-244-4901; FAX: 515-243-5073	\$1,037,586	1978 13	Kristin Griffith Stacey Neu Ashlyn Bragg	The Young Women's Resource Center is a non-profit organization that supports, educates and advocates for young women ages 10-21	www.ywrc.org ywrc@ywrc.org
46	Hoyt Sherman Place 1501 Woodland Ave DM, IA 50309 515-244-0507; FAX: 515-237-3582	\$970,000	1877 8	N/A Tom Slaughter John Bryan	1877 Victorian mansion, 1907 art gallery with unique collection, 1252-seat beautiful historic theater with exceptional acoustics	www.hoyts Sherman.org info@hoyts Sherman.org
47	Des Moines Arts Festival® 700 Locust St Ste 100 DM, IA 50309 515-286-4927; FAX: 515-286-4942	\$930,000	1998 2	Stephen King Tom Whitney Stephen King	Multi-day festival of the arts	www.desmoinesartsfestival.org info@desmoinesartsfestival.org
48	Junior Achievement of Central Iowa 6100 Grand Ave DM, IA 50266 515-279-9602; FAX: 515-279-9611	\$885,000	1955 8	Brenda Dwyer Jim Hagenbucher N/A	JA of Central Iowa inspires and prepares young people to succeed in a global economy through our financial literacy programming	www.jacentraliowa.org info@jacentraliowa.org
49	Children's Cancer Connection 2708 Grand Ave DM, IA 50312 515-243-6239; FAX: 888-279-5528	\$850,000	1988 5	Emily Fish Mike Whitmer N/A	Enhancing the quality of life for children & families affected by childhood cancer by providing education, recreation and support	www.ChildrensCancerConnection.org Info@ChildrensCancerConnection.org
50	Chrysalis Foundation 300 E Locust St Ste 245 DM, IA 50309 515-255-1853; FAX: 515-255-2156	\$800,000	1989 3	Terry M. Hernandez Michele Warnock Brott Lynn Knudsen	Public foundation based in Des Moines supporting girls and women in Polk, Warren and Dallas counties	www.chrysalisfdn.org info@chrysalisfdn.org
51	Hawthorn Hill - New Directions Shelter & The Home Connection 3001 Grand Ave DM, IA 50312 515-283-1911; FAX: 515-244-9752	\$750,000	1978 11	Tim Shanahan Sara Schuler N/A	Provide emergency shelter and housing for homeless families with children & help families achieve financial independence	www.hawthorn-hill.org tim@hawthorn-hill.org

CONTINUED ON PAGE 52



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NONPROFIT ORGANIZATIONS

Ranked by 2015 budget for Central Iowa

Rank	Name Address Phone; Fax	2015 Budget	Year Est. Local FT Employees	Executive Director Board Chair Office/Purchasing Manager	Type of Work or Charity	Website Email
51	Prevent Child Abuse Iowa 505 Fifth Ave Ste 900 DM, IA 50309 515-244-2200; FAX: 515-280-7835	\$750,000	1975 6	Stephen E. Scott Margi Weiss Sara Eide Chantry DeVries Rachel Owens Becca Bolton	Leads child abuse prevention efforts in Iowa through advocacy, awareness and assistance to community partners who serve families	www.pcaiowa.org pcaia@pcaiowa.org
51	Rebuilding Together Greater Des Moines 1111 Ninth St # 265 DM, IA 50314 515-280-1807; FAX: 515-244-4439	\$750,000	1995 1	Kimberly Hansen Angela Connolly N/A	Local nonprofit organization dedicated to helping low-income homeowners and neighborhoods with home revitalization and education	www.rebuildingdm.org khansen@rebuildingdm.org
52	Des Moines Ronald McDonald House 1441 Pleasant St. DM, IA 50314 515-243-2111; FAX: 515-280-3111	\$720,000	1981 5	Brenda Miller Thomas Jurgens N/A	To provide a home away from home for families with seriously-ill children in area hospitals	www.rmhdsmoines.org
53	The ALS Association, Iowa Chapter 3636 Westown Pkwy Ste 204 WDM, IA 50266 515-369-2572	\$700,000	2003 6	Josh Nuss Doug Jeske N/A	Provide compassionate care and support services to Iowans affected by ALS (Lou Gehrig's Disease), create a world without ALS	www.alsaiowa.org info@alsaiowa.org
54	Des Moines "I Have a Dream" Foundation 2507 University Ave DM, IA 50311 515-271-1976; FAX: 515-271-1975	\$650,000	1990 7	Emily Hamilton Brett Smith N/A	Motivates and empowers at-risk children to reach their goals through long-term educational support and college tuition assistance	www.desmoinesdreams.org
55	Camp Hertko Hollow Inc. 501 Grand Ave DM, IA 50309 515-471-8523; FAX: 515-288-2531	\$526,000	1968 2	Jessica Thornton Troy Norman Jessica Thornton	Provides an educational and recreational camping program for Iowa's youth between the ages of 5-17 who have diabetes	www.camphertkohollow.com j.thornton@camphertkohollow.com
56	Iowa International Center 319 7th St Ste 200 DM, IA 50309 515-282-8269; FAX: 515-282-0454	\$500,000	1938 4	Judith A. Conlin Harold Hill N/A	Multilingual resources for immigrants & refugees; interpretation/translation services; Int'l visitor programs, cultural education	www.iowainternationalcenter.org, www.welcometoiowa.org
57	Amanda the Panda Center For Grief and Loss 1821 Grand Ave WDM, IA 50265 515-223-4847; FAX: 515-223-4782	\$400,000	1980 4	Laura Holms Jesse Wurth Nancy Quinn	Children and families grief center, providing extensive support for grieving children and families at no cost	www.amandathepanda.org info@amathepanda.org
57	Beacon of Life 1717 Woodland Ave DM, IA 50309 515-244-4713	\$400,000	1980 5	Keshia Meissner Lindsey Mathews Linda Pallwitz	Women's shelter that provides transitional housing with supportive services in a structured environment	www.beaconoflifedm.com director@beaconoflifedm.org
58	Courage League Sports 4405 121st Urbandale, IA 50323 515-421-4020	\$350,000	2013 4	Melissa Clarke-Wharff Tanya Fish Porshia Perkins	Adaptive sports and recreation facility serving kids and adults with special needs; provides year round programming and activities	www.courageleaguesports.org melissa@courageleaguesports.com
58	Metro Arts Alliance of Greater Des Moines 3209 Ingersoll Ave Ste 208 DM, IA 50312 515-280-3222	\$350,000	1975 2	Kim Poam Logan Rick Ballinger N/A	Metro Arts Alliance creates opportunities for lifelong access and engagement in the arts for all with metro-wide programming	www.metroarts.org info@metroarts.org
59	Four Oaks 2600 72nd St Urbandale, IA 50322 515-261-3719; FAX: 866-290-5565	\$300,000	1973 15	Mike Qureshi Mike Wilkins N/A	Statewide agency focused on child welfare, juvenile justice & behavioral health to help kids become successful adults	www.fouroaks.org

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Ambassador Kenneth M. Quinn

COMPANY The World Food Prize Foundation
TITLE President
AGE 73
RESIDENCE Des Moines
EDUCATION Ph.D., University of Maryland; M.A., Marquette University; B.A., Loras College
HOMETOWN Dubuque

FOUNDATIONS

Ranked by year established

Rank	Name Address Phone; Fax	Year Est.	Top 3 Local Executives	Affiliation	Top 3 Contributors/Patrons/ Corporations	Website Email
1	Iowa College Foundation 505 Fifth Ave Ste 1034 DM, IA 50309 515-282-0473; FAX: 515-282-9508	1952	Jack Jones	Foundation for Independent Higher Education (FIHE) - Washington, D.C.	The Fred Maytag Family Foundation Kent Corporation	www.iowacollegefoundation.org jack@iowaCollegeFoundation.org
2	Arthritis Foundation 1025 Ashworth Rd Ste 505 WDM, IA 50265 515-278-0636; FAX: 515-278-2603	1954	Marzia Puccioni	Arthritis Foundation		www.arthritis.org info.ia@arthritis.org
3	The Community Foundation of Greater Des Moines Finkbine Mansion 1915 Grand Ave DM, IA 50309 515-883-2626; FAX: 515-309-0704	1969	Kristi Knous	Confirmed in compliance with National Standards for U.S. Community Foundations		www.desmoinesfoundation.org info@desmoinesfoundation.org
4	Iowa Public Television Foundation 6535 Corporate Dr Johnston, IA 50131 515-725-9800; FAX: 515-725-9836	1970	Susan Moritz Cindy Burchett David Stark	N/A	Grinnell Mutual Insurance Company Old Masters Kreg Tool Company	www.iptv.org susan.moritz@iptv.org
5	Mercy Foundation 411 Laurel St Ste 2250 DM, IA 50314 515-247-3248; FAX: 515-643-8026	1973	Shannon Duval Bob Ritz	Mercy Medical Center		foundation.mercydesmoines.org sduval@mercydesmoines.org
6	Live Healthy America 505 Fifth Ave Ste 444 DM, IA 50309 515-288-1846; FAX: 515-288-0137	1979	Joe McGovern Lisa Hein Anita O' Gara	N/A		www.inhf.org info@inhf.org
7	UnityPoint Health Foundation - Des Moines 1415 Woodland Ave Ste E 200 DM, IA 50309 515-241-6304; FAX: 515-241-6966	1980	Dennis Linderbaum Don Ireland-Schunict Dan LaGrange	UnityPoint Health - Des Moines		www.unitypoint.org/desmoines/ foundation.aspx Denny.Linderbaum@UnityPoint.org
8	Mid-Iowa Health Foundation 3900 Ingersoll Ave Ste 104 DM, IA 50312 515-277-6411	1984	Suzanne Mineck Denise Swartz	N/A		www.midiowahealth.org info@midiowahealth.org
9	Iowa Architectural Foundation 400 Locust Ste 100 DM, IA 50309 515-244-1888	1989	Carolyn Hepperly	N/A		www.iowaarchfoundation.org director@iowaarchfoundation.org
10	The World Food Prize Foundation 100 Locust St DM, IA 50309 515-245-3783; FAX: 515-245-3785	1990	Ambassador Kenneth Quinn	N/A		www.worldfoodprize.org nbarreca@worldfoodprize.org
11	The Wellmark Foundation 1331 Grand Ave Station 3W739 DM, IA 50309 605-373-7429; FAX: 515-376-9082	1991	John Forsyth Michael Gerrish Stephanie Perry	The Wellmark Foundation		www.wellmark.com/foundation perryss@wellmark.com
12	Des Moines Public Library Foundation 1000 Grand Ave DM, IA 50309 515-248-6402	1998	Dory Briles Rachel Stauffer	Des Moines Public Library	The Bright Foundation Nationwide Foundation Wells Fargo	dmpl.org/foundation dbriles@dmpl.org
13	Delta Dental of Iowa Foundation 9000 Northpark Dr Johnston, IA 50131 515-261-5559; FAX: 1-888-558-9215	2008	Suzanne Heckenlaible Jeff Russell	N/A	Delta Dental of Iowa	www.deltadentalia.com sheckenlaible@deltadentalia.com
14	Des Moines Water Works Park Foundation 2201 George Flagg Pkwy DM, IA 50321 515-283-8700	2014	Zac Voss Randy Reichardt Dylan Huey	N/A		dmwwpf.org contact@dmwwpf.org

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HEALTH & FITNESS ORGANIZATIONS

Ranked by total number of staff

EXECUTIVE PROFILE



Lance Farrell

COMPANY Farrell's eXtreme Bodyshaping
TITLE President
AGE 53
RESIDENCE Adel
EDUCATION B.A., Iowa State University
HOMETOWN Guthrie Center

Rank	Name Address Phone; Fax	Staff Year Est. # of Locations	Top 3 Local Executives	Services Offered	Website Email
1	YMCA 501 Grand Ave DM, IA 50309 515-282-9622; FAX: 515-288-2423	1,444 1868 12	Vernon Delpesce Wade Riedinger Vicky Foresman	The Y is the nation's leading nonprofit committed to strengthening communities through youth development, healthy living and social responsibility	www.dymca.org metro@dymca.org
2	Life Time Athletic 11911 Hickman Rd Urbandale, IA 50323 515-362-3500	325 1992 116	Shawn Severson Pam White John Knopf	Spa, 100% healthy Café, kid's programming, swim lessons, personal training, metabolic testing, tennis programming, group fitness, yoga, pilates, basketball leagues	www.lifetimefitness.com sseverson@lifetimefitness.com
3	Aspen Athletic Clubs 10930 Hickman Rd Clive, IA 50325 515-278-2582; FAX: 515-278-0762	300 2000 5	Rod Sears Luke Aduddell	State-of-the-art cardiovascular and weight equipment, yoga/Pilates, basketball, pool, TKD, spinning, certified personal trainers, nutrition counseling & more	www.aspenathletic.com mail@aspenathletic.com
4	Prairie Life Fitness 4875 Mills Civic Pkwy WDM, IA 50261 515-223-5999; FAX: 515-226-0888	130 2002 1	Debby Hudson Missy Cleven Brian Schroeder	Prairie Life offers the latest fitness equipment and programs directed by a professional, member-oriented staff	www.prairielifitness.com dhudson@prairielife.com
5	Fitness World Clubs 3200 Westown Pkwy WDM, IA 50266 515-223-5111	50 1986 3	Denise Johnson Chris Richter Kevin Crow	Three fitness facilities. Certified personal trainers, group fitness classes, 24 hour access, cardio, weights, indoor tracks, pools, whirlpool, steam and saunas	www.fitnessworldclubs.com
6	Des Lux Hotel Health Club 800 Locust St DM, IA 50309 515-288-5800; FAX: 515-224-1718	20 2000 1	Carl Wayne Deeken	6,000-square-foot health spa: Steam room, sauna, 12-person whirlpool tub, 28 pieces of all Life Fitness cardio & circuit weight machines, massages & spa services	www.DesluxHotel.com info@desluxhotel.com
7	Kosama Johnston 8805 Chambers Blvd # 400 Johnston, IA 50131 515-490-1320	14 2010 1	Kamy Herbst Curtis M Busch	Group Fitness and nutrition program for every BODY; monthly membership packages based on wants; overall experience to be state of the art, safe, effective and fun	www.kosama.com johnston@kosama.com
8	ATOMIC NUMBER 26 8104 Douglas Ave Urbandale, IA 50322 515-727-0600	12 2015 1	Robert Dickerson Linda Dickerson	7300+ square feet of classic gym with modern approaches to fitness and wellness; free classes; small group and personal training available; never closed, 24/7 access	www.AtomicNumber26.com iron@atomicnumber26.com
9	Farrell's eXtreme Bodyshaping 5954 Ashworth Rd WDM, IA 50266 515-224-1822	8 1989 60	Lance Farrell	Farrell's eXtreme Bodyshaping 10 week challenge, and Farrell's Infinite Transformation programs keep you living life at LEVEL 10!	www.extremebodys shaping.com
9	Power Life Yoga 1717 Ingersoll Ave DM, IA 50309 515-243-3383	8 2012 3	Steph Geneser Adam Geneser Vincent Nola	Power Life Yoga emphasizes the physical and health benefits of yoga, while inviting students to explore other components of their practice	powerlifeyoga.com info@powerlifeyoga.com
10	Cycle Down Dawg 5958 Ashworth Rd WDM, IA 50266 515-210-4171	7 2014 1	Jennifer Hardcastle	Unique, boutique-style studio offering indoor cycling, yoga, barre, Pilates and TRX classes and combination of these classes in Des Moines	www.cycledowndawg.com cycledowndawg@yahoo.com
11	The Orange Planet 5650 Metro East Dr Pleasant Hill, IA 50327 515-261-0030	6 2008 1	David Charleston	Personal training, basketball skills, fitness center, sports training, karate, childcare, tutoring, counseling, community events	www.TheOrangePlanet.com info@theorangeplanet.com
12	Climb Iowa 3605 SE Miehle Dr Grimes, IA 50111 515-986-2565	5 2008 1	Aaron Stevens Matthew Creason Diane Bridgewater	Iowa's largest indoor rock climbing & training center, over 10,000 SF of climbing, fitness, yoga & multi-purpose rooms, ideal for adults, youth, teams & parties	www.climbiowa.com info@climbiowa.com
13	Koko FitClubs of Central Iowa 3377 140th St Cumming, IA 50061 515-556-0597	4 2012 1	Tina Howell	Automated personal training studio, advanced technology and world class personal training	www.kokofitclub.com tina.howell@kokofitclubia.com
14	Goals in Motion Fitness Studio 3839 121st St Urbandale, IA 50323 515-276-2986	3 2007 3	Sandy L. Hafner Mardi Pfannebecker	Kickboxing, strength training, plyometrics, nutrition, cooking classes, group fitness, flexibility work, Youth in Motion, Low Impact program, Yoga, Zumba, Power 45	www.goalsinmotionfitness.com
15	Big House Gym 640 S 50th St Ste 1140 WDM, IA 50265 515-223-7206	1 2015 1	Joel Boyens	Big House Gym is a 24-7 facility with cardio equipment, free weights- including dumbbells, barbells and weight machines; located inside Big House Gym is a Max Muscle	bighousegym.com bighousetraining@gmail.com
15	Farrell's eXtreme Bodyshaping (FXB) South Side 4301 Fleur Dr DM, IA 50321 515-287-2739	1 2009 1	Michelle Benschoter Paul Benschoter Jenny Koudelka Jeff Koudelka	Kickboxing, strength training and nutrition planning	
15	The Body Project 516 3rd St Ste 102 DM, IA 50309 515-971-7729	1 2005 1	Timothy Ives	Personal fitness training and distance running coaching	www.bodyprojectiowa.com timives@bodyprojectiowa.com



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Foundation Board of Trustees



Eric Crowell

COMPANY UnityPoint Health-Des Moines, including Iowa Methodist Medical Center, Iowa Lutheran Hospital, Blank Children's Hospital, Methodist West Hospital, UnityPoint Clinic, UnityPoint at Home

TITLE President and CEO

AGE 57

RESIDENCE Urbandale

EDUCATION MHA

HOMETOWN Des Moines

HOSPITALS

Ranked by number of licensed beds

Rank	Name Address Phone; Fax	Licensed Beds Staffed Beds Admissions 2014 Occupancy Rate	Operating Revenue	Top 5 Specialties	Doctors Licensed Nurses	Year Est.	Top Local Executives	Website Email
1	Mercy Medical Center - Des Moines including Mercy Medical Center - West Lakes and Mercy Franklin Center 1111 Sixth Ave DM, IA 50314 515-247-3121; FAX: 515-643-8498	875 722 31,489 63	\$700,005,000	Heart/vascular/surgical care, cancer/oncology services, birthing, emergency, neurology, orthopedics	1,000 2,296	1893	Dave H. Vellinga Bob P. Ritz Michael A. Wegner	www.mercydesmoines.org
2	UnityPoint Health—Des Moines, including Iowa Methodist Medical Center, Iowa Lutheran Hospital, Blank Children's Hospital, Methodist West Hospital, UnityPoint Clinic, UnityPoint at Home 1200 Pleasant St DM, IA 50309 515-241-6201; FAX: 515-241-5994	779 714 31,425 65	\$902,815,000	Orthopaedics, pediatrics, cancer care, heart/vascular care, trauma/emergency care, behavioral health	812 1,958	1901	Eric Crowell Dr. Steve Stephenson David Stark	www.unitypoint.org webquestions@unitypoint.org
3	V.A. Central Iowa Health Care System 3600 30th St DM, IA 50310 515-699-5999; FAX: 515-699-5875	257 219 17,755 96	N/A	Primary care, mental health, nursing home, internal medicine, surgery, rehabilitation, palliative care	68 275	1934	Levonne Liversage Susan A. Martin Dr. Fred Bahls Alton Alexander	www.centraliowa.va.gov bart.quick@va.gov
4	Broadlawn Medical Center 1801 Hickman Rd DM, IA 50314 515-282-2200; FAX: 515-282-7856	200 104 3,300 70	\$116,454,660	Primary and family medical care, orthopedic and general surgery, emergency and urgent care, women's health, mental health care services	312 194	1924	Jody Jenner Vincent Mandracchia Susan Kirsten	www.broadlawn.org



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MEDICAL CLINICS

Listed alphabetically

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

Broadlawns Walk-in Clinic
1801 Hickman Rd, DM
515-282-2501

Des Moines Orthopaedic Surgeons, P.C.
6001 Westown Pkwy, WDM
515-224-1414

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

DoctorsNow
5731 Greendale Rd, Johnston
515-270-1000

Harbor View Medical Institute Orthopaedic Stem Cell Replacement Therapies
6131 SW Thornton Ave, DM
515-421-4090

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

Iowa Clinic Ankeny Campus
1410 SW Tradition Dr, Ankeny
515-875-9000

Iowa Radiology-Ankeny
1105 N Ankeny Blvd Ste 200, Ankeny
515-226-9810

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

Iowa Radiology-Downtown
Methodist Office Bldg III 1221 Pleasant St Ste 350, DM
515-226-9810

Iowa Radiology-Lakeview
6000 University Ave Ste 150, WDM
515-226-9810

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

Mercy Briarwood Medical Clinic
120 NW 36th St, Ankeny
(515) 358-7550

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

Mercy Capitol Internal Medicine Clinic
1350 Des Moines St Ste 100, DM
515-643-0880

Mercy Children's Hospital & Clinics
1111 6th Ave, DM
515-247-3121

Mercy Clinics Internal Medicine Urbandale
4005 NW Urbandale Dr, Urbandale
515-643-9500

Mercy East Imaging
5900 E University Ave Ste 200, Pleasant Hill
515-643-5670

Mercy East Urgent Care & Family Practice
5900 E University Ave Ste 100, Pleasant Hill
515-643-2400

Mercy East Village Urgent Care & Family Practice
1350 Des Moines St Ste 110, DM
515-643-0833

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

Mercy Medical Imaging at Mercy Medical Center - Des Moines
1111 6th Ave, DM
515-247-3130

Mercy Medical Imaging at Mercy Medical Center - West Lakes
1755 59th Pl, WDM
515-358-8250

Mercy North Imaging
800 East First St Ste 1100, Ankeny
515-643-7676

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

Mercy Prairie Trail Family Medicine
2605 SW White Birch Dr, Ankeny
515-643-7100

Mercy South Urgent Care & Family Practice
6601 SW Ninth St, DM
515-643-9400

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

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

Mercy West Grand Medical Clinic
119 19th St Ste 106, WDM
515-226-0112

Mercy West Urgent Care & Family Practice
1601 NW 114th St, Clive
515-222-7000

Mercy Westown Internal Medicine Clinic
5901 Westown Pkwy Ste 240, WDM
515-358-7750

New Leaf Wellness
12129 University Ave Ste 1500, Clive
515-635-1085

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

UnityPoint Clinic - Family Medicine - Altoona
2720 8th St SW, Altoona
515-967-0133

UnityPoint Clinic - Family Medicine - Ankeny at Prairie Trail
2515 S.W. State St., Ste. 200, Ankeny
515-964-6999

UnityPoint Clinic - Family Medicine - East Des Moines
840 E University Ave, DM
515-265-4211

UnityPoint Clinic - Family Medicine - Grimes
101 SE Destination Dr, Grimes
515-986-4524

UnityPoint Clinic - Family Medicine - Ingersoll
2103 Ingersoll Ave, DM
515-279-6424

UnityPoint Clinic - Family Medicine - Johnston
5900 86th St, Johnston
515-276-6133

UnityPoint Clinic - Family Medicine - Northwest Des Moines
5700 Hickman Rd, DM
515-274-3551

UnityPoint Clinic - Family Medicine - Norwalk
801 Colonial Cir, Norwalk
515-285-3200

UnityPoint Clinic - Family Medicine - Parks Area
2301 E 14th St, DM
515-262-0404

UnityPoint Clinic - Family Medicine - Pleasant Hill
1205 Copper Creek Dr, Pleasant Hill
515-266-1199

UnityPoint Clinic - Family Medicine - Roosevelt
4116 University Ave, DM
515-274-1518

UnityPoint Clinic - Family Medicine - Southwest Des Moines
4821 SW 9th St, DM
515-262-8471

UnityPoint Clinic - Family Medicine - Waukee Clinic
30 E Hickman Rd, Waukee
515-987-3447

UnityPoint Clinic - Family Medicine - West Des Moines
6010 Mills Civic Pkwy Ste 200, WDM
515-224-9666

UnityPoint Clinic - Family Medicine, Urgent Care - Ankeny
1105 N Ankeny Blvd Ste 100, Ankeny
515-964-4600

UnityPoint Clinic - Family Medicine, Urgent Care - Lakeview
6000 University Ave Ste 101, WDM
515-241-2600

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

UnityPoint Clinic - Family Medicine, Urgent Care - Southglenn
7481 Hwy 65/69, DM
515-953-1500

UnityPoint Clinic - Family Medicine, Urgent Care - Urbandale
2901 86th St, Urbandale
515-276-3406

UnityPoint Clinic - Internal Medicine - Ankeny at Prairie Trail
2515 SW State St Ste 100, Ankeny
515-964-6929

UnityPoint Clinic - Internal Medicine - Lakeview
6000 University Ave Ste 300, WDM
515-241-2400

UnityPoint Clinic - Internal Medicine - Methodist Plaza
1221 Pleasant St Ste 200, DM
515-241-8221

UnityPoint Clinic - Internal Medicine - Penn at Methodist
1215 Pleasant St Ste 506, DM
515-241-4433

UnityPoint Clinic - Internal Medicine - Penn Avenue
1201 Pennsylvania Ave, DM
515-266-1000

UnityPoint Clinic - Internal Medicine - West Des Moines
6010 Mills Civic Pkwy Ste 100, WDM
515-221-7800

UnityPoint Clinic - La Clinica de la Esperanza
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- // Audiology/Hearing Technology
- // Cardiology
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- // Hand Surgery
- // Mammography
- // Medical Imaging
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- // Nuclear Medicine
- // Obstetrics & Gynecology
- // Orthopaedics
- // Pain Management
- // Pathology

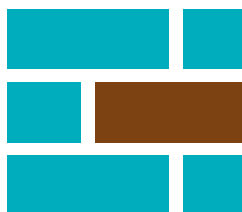
- // Physical Medicine & Rehabilitation
- // Physical Therapy
- // Plastic Surgery
- // Pulmonary, Critical Care & Sleep Medicine
- // Spine Center
- // Surgical Breast Clinic
- // Surgical Oncology
- // Transplant Surgery

- // Trauma Surgery & Surgical Critical Care
- // Urology
- // Urogynecology/Gynecology
- // Vascular Access Center
- // Vascular Surgery
- // Vein Therapy Center
- // West Lakes Medical Equipment
- // West Lakes Sleep Center
- // Women's Center

RETIREMENT & CARE COMMUNITIES

Ranked by number of beds

Rank	Name Address Phone; Fax	Beds Annual % Occupancy Rate	Associated Physicians RNs LPNs	Local FT Employees Year Est.	Owner Administrator Office/Purchasing Manager	Daily Medicaid Rates	Website Email
1	Wesley Acres, A WesleyLife Community 3520 Grand Ave DM, IA 50312 515-271-6500; FAX: 515-271-6522	287 93	N/A 23 14	157 1947	N/A Chad Piper Rita Nims	Varies	www.wesleylife.org
2	Edgewater, a WesleyLife Community 9225 Cascade Ave. WDM, IA 50266 515-978-2400; FAX: 515-978-2552	236 N/A	N/A N/A N/A	100 2009	N/A Janet Simpson Glenda Ubben	Varies	www.wesleyedgewater.org info@wesleyedgewater.org
3	Deerfield Retirement Community 13731 Hickman Rd Urbandale, IA 50323 515-331-9676; FAX: 515-267-0697	225 70	10 11 10	160 2005	LifeSpace Communities Inc. Cindi McNair N/A	Not accepted	www.deerfieldrc.com
4	Bishop Drumm Care Center 5837 Winwood Dr Johnston, IA 50131 515-270-1100; FAX: 515-276-1714	150 88	10 20 10	234 1939	Bishop Drumm Ret. Center Inc. Heather Rehmer Heather Rehmer	\$174.62	
5	Fountain West Health Center 1501 Office Park Rd WDM, IA 50265 515-223-1223; FAX: 515-223-6345	140 92	10 11 17	123 1975	Colby Properties, Inc. Michael Colby and Charles Colby Pat Berry Christine Anderson	Varies by level	www.fountainwest.com PatBerry@FountainWest.net
6	The Lodge of Ashworth 909 Ashworth Rd WDM, IA 50265 515-224-4824; FAX: 515-222-0414	135 96	N/A 0 0	45 1985	Colby Properties, Inc. Mike Colby and Charles Colby Dirk M. Roghair Pam Young	N/A	www.lodgeofashworth.com info@lodgeofashworth.com
7	University Park Nursing & Rehab 233 University Ave DM, IA 50314 515-284-1280; FAX: 515-284-0127	133 94	N/A 12 12	123 2000	Pinnacle HealthcareXV11,LP Ronald Osby Angie McCleish	Quarterly adjusted	universityparkdsm.com ron.osby@pcitexas.net
8	Good Samaritan Society-Indianola 708 S Jefferson Way Indianola, IA 50125 515-961-2596; FAX: 515-961-2860	131 88	N/A 17 18	85 1972	The Evangelical Lutheran Good Samaritan Society Holly Turner N/A	N/A	www.good-sam.com/indianola
9	Trinity Center at Luther Park 1555 Hull Ave DM, IA 50316 515-262-5639; FAX: 515-262-7338	120 98	15 11 19	120 1978	Luther Care Services Carl Koedam Lorrie Little	N/A	www.luthercareservices.org
10	Kennybrook Village 200 SW Brookside Dr Grimes, IA 50111 515-369-3900; FAX: 515-369-3905	100 98	1 8 6	40 2011	Scenic Development, LLC Tim Jordison N/A	Varies	www.kennybrookvillage.com
11	Parkridge Specialty Care 5800 NE 12th Ave Pleasant Hill, IA 50327 515-265-5348; FAX: 515-265-0498	90 N/A	N/A N/A N/A	N/A 1976	Care Initiatives Shawn Mikles Tina Barton	Varies	www.careinitiatives.org smikles@careinitiatives.org
12	Valley View Village 2571 Guthrie Ave DM, IA 50317 515-265-2571; FAX: 515-265-3044	79 64	N/A 5 7	145 1963	Elim Care Brad Cole Shelly Barryhill	\$220	www.elimcare.org
13	Mill-Pond Retirement Community 1201 SE Mill Pond Ct Ankeny, IA 50021 515-964-2273	60 96	N/A 14 6	65 1995	Presbyterian Homes & Services Allison Bass N/A	N/A	www.preshomes.org
14	Arbor Springs of West Des Moines 7951 EP True Pkwy WDM, IA 50266 515-223-1135; FAX: 515-223-1246	56 94	N/A 6 6	75 2004	Arbor Springs LLC Amy Barth N/A	N/A	www.arborsprings.org info@arborsprings.org
15	Heritage Court Assisted Living 1499 Office Park Rd WDM, IA 50265 515-223-1224; FAX: 515-223-6345	55 97	10 2 1	15 1995	Colby Properties, Inc. Michael Colby and Charles Colby Pat Berry Christine Anderson	N/A	www.heritagecourt.com PatBerry@FountainWest.net
16	Vintage Hills Retirement Community 604 E Hillcrest Dr Indianola, IA 50125 515-961-1924; FAX: 515-961-1956	46 70	N/A 1 0	10 2010	Local Investors Annette Groashala Danyel Wilson	N/A	www.Watermarkcommunities.com info@watermarkcommunities.com
17	Scottish Rite Park 2909 Woodland Ave DM, IA 50312 515-274-4614; FAX: 515-274-6049	41 N/A	N/A 5 3	75 1973	N/A Daniel J. Boor N/A	N/A	scottishritepark.com lopie@scottishritepark.com



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HEALTH INSURANCE CARRIERS

Listed alphabetically

EXECUTIVE PROFILE



Jeff Russell

COMPANY Delta Dental of Iowa
TITLE President & CEO
AGE 43
RESIDENCE Des Moines
EDUCATION Bachelor of Arts, Drake University
HOMETOWN Cedar Rapids

Name Address Phone; Fax	HMO IPA ODS PPO POS	Total Central IA Enrollments as of March 2015 Doctors in Central IA	Corporate Affiliation	Top Executives	Year Certified	Website Email
Aetna 4320 114th St Urbandale, IA 50322 515-225-1234; FAX: 866-602-1256	Yes No No Yes Yes	37,851 2,451	N/A	Dale Mackel	1889	www.aetna.com
Delta Dental of Iowa 9000 Northpark Dr Johnston, IA 50131 515-261-5500	N/A N/A N/A Yes Yes	1,000,000 1,500	Delta Dental Plans Association	Jeff Russell	1970	www.deltadentalia.com
Meridian Health Plan 666 Grand Ave 14th Fl DM, IA 50310 515-802-3500; FAX: 515-802-3572	Yes N/A N/A N/A N/A	15,000 1,600	Meridian Health Plan	Andrea Holden McGuire	2012	MHPlan.com
OutcomesMTM 505 Market St Ste 200 WDM, IA 50266 515-237-0001; FAX: 515-237-0002	No No No Yes No	0 0	OutcomesMTM	Tom Halterman	1999	www.outcomesmtm.com info@outcomesmtm.com
UnitedHealthcare 1089 Jordan Creek Pkwy Ste 320 WDM, IA 50266 800-669-1830; FAX: 888-250-1758	Yes No No Yes Yes	120,000 1,400	UnitedHealthcare United Health Group	Steve Walli Scott Williams	1998	www.uhc.com and uhcrv.com ia_marketing_requests@uhc.com
Wellmark 1331 Grand Ave DM, IA 50309 515-376-4870	Yes No No Yes Yes	1,120,000 1,652	N/A	John Forsyth Laura Jackson David Brown	1939	www.wellmark.com

HOME HEALTH CARE PROVIDERS

Ranked by number of registered nurses

EXECUTIVE PROFILE



Tom Moreland

COMPANY Spirit Homecare
TITLE CEO
RESIDENCE Urbandale
EDUCATION Master of Health Services Administration
HOMETOWN Iowa City

Rank	Name Address Phone; Fax	Registered Nurses Local Employees	Year Est.	Top 3 Local Executives	Primary Services Offered	Medicare/Medicaid Certified	Website Email
1	Universal Pediatrics 6750 Westown Pkwy # 115A WDM, IA 50266 515-280-2160; FAX: 515-225-4044	722 952	1996	Tucker Anderson Marcus Miller	Home care services for infants, children, young adults and adults	Yes	www.universalpediatrics.com tuckera@upsi.net
2	UnityPoint at Home 11333 Aurora Ave Urbandale, IA 50322 515-557-3100; FAX: 515-557-3186	160 500	1998	Phyllis Stadlander	Nursing care, rehabilitation therapy, infusion therapy, palliative care, hospice, medical equipment	Yes	www.unitypoint.org/homecare
3	HCI Care Services & Visiting Nurse Services of Iowa 2910 Westown Pkwy Ste 200 WDM, IA 50266 515-274-3400; FAX: 515-274-1137	95 221	1978/1908	Norene Mostkoff	Home care, private duty, hospice, mother/ child svcs., counseling, interpreters, flu shots/wellness	Yes	www.hci-vns.org info@hci-vns.org
4	Nurse Force Inc. 2900 Westown Pkwy Ste 200 WDM, IA 50266 515-224-4566; FAX: 515-224-1707	41 100	1987	Sherri Lange Terri Stanley Laura Grage	Home health nursing services	Yes	www.nurseforce.com sherri@nurseforce.com
5	Iowa Home Care 2500 University Ave WDM, IA 50266 515-222-9995	40 250	2004	Kim Weber	Medical and non-medical home health services	Yes	www.iowahomecare.com
6	Mercy Hospice 500 SW 7th St Ste 104 DM, IA 50309 515-643-8400; FAX: 515-643-0975	33 25	1986		In-home hospice services, 12-bed hospice facility (Mercy Hospice-Johnston)	Yes	www.mercydesmoines.org rlepeska@mercydesmoines.org
7	WesleyLife at Home 5508 NW 88th St Johnston, IA 50131 515-271-6789; FAX: 515-288-4740	17 9	1947	Amberly Molosky	Licensed home care, hospice, personal services, Meals on Wheels, transportation, adult day services	Yes	www.wesleylife.org info@wesleylife.org
8	Scottish Rite Park 2909 Woodland Ave DM, IA 50312 515-274-4614; FAX: 515-274-6049	6 75	1973	Daniel J. Boor	Independent living, residential living, skilled nursing, memory care with resort style amenities	Yes	scottishritepark.com lopie@scottishritepark.com
8	Spirit Home Healthcare 12010 Ridgemont Dr Bldg 11 Urbandale, IA 50323 515-987-9090; FAX: 515-987-8701	6 14	2011	Tom Moreland Amanda Pottorff Erin Hardman	SN/ HHA/ HM/ SSW/ PT/ OT/	Yes	www.spirithomehealthcare.com
9	Angels In The Home 1801 25th St WDM, IA 50266 515-645-1179; FAX: 515-309-0651	4 5	2012	Kim Weber	Private pay medical and non-medical services., skilled nursing, Home Health Aides, 24-hour live-in	No	www.angelsinthehome.com redge@angelsinthehome.com
10	Marian Homecare 12026 Ridgemont Dr Urbandale, IA 50323 515-221-9155; FAX: 515-221-9157	1 10	2015	Tom Moreland Amanda Pottorff Natalie "Ali" Ehrp	Respite care and relief for family, dementia care, end of life care, companion/home management	No	www.marianhomecare.com
	HomeChoice Senior Care 1001 Office Park Rd Ste 107 WDM, IA 50265 515-221-2273; FAX: 515-225-1610	0 2	2006	Koleene Herlocker Steve Melchior	HomeChoice offers non-medical in-home care 1-24 hours per day	Yes	www.HomeChoiceSeniorCare.com ContactUs@HomeChoiceSeniorCare.com



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ATTRACTIONS

Ranked by attendance

EXECUTIVE PROFILE



Stephen King

COMPANY Des Moines Arts Festival®
TITLE Executive Director
AGE 55
RESIDENCE Des Moines
EDUCATION MA, Univ. of New Mexico
HOMETOWN Houston, TX

Rank	Name Address Phone; Fax	2014 Attendance Capacity	FT Employees Year Est.	Office/Purchasing Manager Top 3 Local Executives	Description	Website Email
1	Prairie Meadows 1 Prairie Meadows Dr I-80 Exit 142 Altoona, IA 50009 515-967-1000; FAX: 515-967-1312	3,091,715 14,344	989 1989	N/A Gary Palmer Ann Atkin Brian Wessels	24-hour casino, horse racing April-October, hotel, events center, concerts, steakhouse, buffet, cafe	www.prairiemeadows.com
2	Iowa State Fair E. 30th St. & E. University Ave. P.O. Box 57130 DM, IA 50317 515-262-3111; FAX: 515-262-6906	1,015,902 Unlimited	N/A 1854	Shelbie Hill Gary Slater Mindy Williamson	The annual August extravaganza inspired the novel "State Fair", three motion pictures and a Broadway musical	www.iowastatefair.org marketing@iowastatefair.org
3	Adventureland Park PO Box 3355 DM, IA 50316 515-266-2121; FAX: 515-266-9831	600,000 N/A	N/A 1973	Dan Bohner Michael Krantz Matthew Krantz Molly Vincent	Amusement park with rides, shows and attractions	www.adventurelandpark.com info@adventurelandpark.com
3	Wells Fargo Arena - Iowa Events Center 233 Center St DM, IA 50309 515-564-8000; FAX: 515-564-8001	600,000 17,000	N/A 2005	Linda Heck Holly Kjeldgaard Carrie Jackson Chris Connolly	This state of the art facility opened in July 2005, it is home to three professional teams and hosts various events	www.iowaeventscenter.com cconnolly@iowaeventscenter.com
4	Blank Park Zoo 7401 SW Ninth St DM, IA 50315 515-285-4722; FAX: 515-974-2590	465,000 26,000	55 1966	Gwen Parks Mark Vukovich	25-acre natural habitat zoological park featuring Iowa's largest collection of exotic plants and wildlife	www.blankparkzoo.com info@blankparkzoo.com sales@blankparkzoo.com
5	Science Center of Iowa & Blank IMAX Dome Theater 401 W Martin Luther King Jr Pkwy DM, IA 50309 515-274-6868; FAX: 515-274-3404	344,351 4,000	53 1970	N/A Curt Simmons Renee Shull-Harmon Cindy Mitchell-Kniss	The Science Center of Iowa is devoted to lifelong learning, featuring 6 dynamic experience platforms & 3 theaters	www.sciowa.org info@sciowa.org; events@sciowa.org
6	Des Moines Performing Arts 221 Walnut St DM, IA 50309 515-246-2300; FAX: 515-246-2305	317,783 2,755	35 1979	Chris Browning Jeff Chelesvig Laura Sweet	A private not-for-profit corporation celebrating over 30 years of presenting the performing arts	DesMoinesPerformingArts.org info@desmoinesperformingarts.org
7	Des Moines Arts Festival® 700 Locust St Ste 100 DM, IA 50309 515-286-4927; FAX: 515-286-4942	175,000 Unlimited	2 1998	Stephen King Stephen King	Multi-day festival of the arts	www.desmoinesartsfestival.org info@desmoinesartsfestival.org
8	Des Moines Art Center 4700 Grand Ave DM, IA 50312 515-277-4405; FAX: 515-271-0350	115,340 N/A	45 1948	Sue Lundstrom Jeff Fleming	A world-class museum noted for its architecture, acclaimed collection of modern and contemporary art and Pappajohn Sculpture Park	www.desmoinesartcenter.org infodesk@desmoinesartcenter.org
9	Living History Farms 11121 Hickman Rd Urbandale, IA 50322 515-278-5286; FAX: 515-278-9808	101,015 N/A	37 1970	Jen Albers Ruth Haus Jennie Deerr Jim Dietz-Kilen	Interactive outdoor museum connecting people of all ages to Midwestern rural life experiences	www.LivingHistoryFarms.org info@lhf.org
10	State Historical Museum of Iowa 600 E Locust St DM, IA 50319 515-281-5111; FAX: 515-242-6498	100,000 686+	60 1892	N/A Mary Cownie Chris Kramer	Artifacts and documents engage visitors with stories about Iowa through exciting exhibits and fun, educational programs	www.iowahistory.org iowa.culture@iowa.gov
11	Sleepy Hollow Sports Park 4051 Dean Ave DM, IA 50317 515-262-4100; FAX: 515-262-6457	80,000 N/A	N/A 1994	N/A Rick Flatt	Skiing/Snowboarding/Snow Tubing, Driving Range, Go-Karts, Mini-Golf, Batting Cages, Renaissance Faire, Haunted Houses	www.shspd.com
12	The Principal Charity Classic 2771 104th St Urbandale, IA 50322 515-279-4653	73,843 N/A	5 2007	Alex McCarty Greg Conrad	Professional golf tournament on the Champions Tour benefiting children's charities in Iowa: May 31 - June 5	www.principalcharityclassic.com alex@principalcharityclassic.com
13	State Capitol E Ninth & Grand DM, IA 50319 515-281-5591; FAX: 515-281-8027	69,770 4,000	N/A 1884	Joan Arnett Gov. Terry Branstad Sen. Pam Jochum Kraig Paulsen	Iowa State Capitol, home of elected officials, open Monday through Saturday, tours available	www.legis.iowa.gov
14	Hoyt Sherman Place 1501 Woodland Ave DM, IA 50309 515-244-0507; FAX: 515-237-3582	65,875 1,250 theater, 225 gallery	8 1877	John Bryan N/A	1877 Victorian mansion, 1907 art gallery with unique collection, 1252-seat beautiful historic theater with exceptional acoustics	www.hoytsherman.org info@hoytsherman.org
15	Greater Des Moines Botanical Garden 909 Robert D Ray Dr DM, IA 50309 515-323-6290; FAX: 515-243-2631	62,000 1,300	20 1979	N/A Stephanie G. Jutila	Public garden, cultural attraction	dmbotanicalgarden.com info@dmbotanicalgarden.com
16	Des Moines Community Playhouse 831 42nd St DM, IA 50312 515-277-6261; FAX: 515-277-8019	61,782 399 Mainstage, 244 Children's Thr	10 1919	Rod McCullough John Viars Rod McCullough	Community theater producing 12 shows annually, plus extensive theatre education department and volunteer opportunities	www.dmplyhouse.com info@dmplyhouse.com
17	Boone & Scenic Valley Railroad & Museum 225 10th St Boone, IA 50036 515-432-4249; FAX: 515-432-4253	43,000 Varies by train type	N/A 1983	Bonnie Logan Fenner Stevenson Alan Schroeder Dan Niday	Educ. railroad museum providing excursion train rides thru DM River Valley, dinner & dessert trains, special events	www.scenic-valleyrr.com bandsvrr@tdsi.net
18	Drake Relays 2507 University Ave DM, IA 50311 515-271-2115; FAX: 515-271-4870	42,000 14,000	N/A 1910	Joyce Ryerson Marty Martin Sandy Hatfield Clubb Carolyn Hill	The 107th Drake Relays is April 27-May 1, 2016. Go to www.drakerelays.org for the latest event and schedule information	www.drakerelays.org carolyn.hill@drake.edu
19	John and Mary Pappajohn Sculpture Park Western Gateway Park 13th St & Grand Ave DM, IA 50309 515-277-4405	41,641 Unlimited	N/A 2009	Sue Lundstrom Jeff Fleming	The 4.4-acre park features 28 contemporary sculptures by nationally and internationally renowned artists	www.desmoinesartcenter.org
20	John Wayne Birthplace 216 S Second St Winterset, IA 50273 515-462-1044; FAX: 515-462-3289	19,000 15 birthplace, 45 gift shop	N/A 1982	Carolyn L. Farr Joe Zuckschwerdt	Victorian house with memorabilia of John Wayne, including 9-foot-tall statue in honor of Wayne's 100th birthday in 2007	www.johnwaynebirthplace.museum director@johnwaynebirthplace.museum
21	Salisbury House & Gardens 4025 Tonawanda Dr DM, IA 50312 515-274-1777	18,000 300	7 1993	Amy Saylor Bonnie Bronson Megan Sibbel, Ph.D.	42-room historic house museum with extensive collections of art, literature, antiques; open for tours, events & rentals	www.salisburyhouse.org contactus@salisburyhouse.org
22	Terrace Hill 2300 Grand Ave DM, IA 50312 515-281-7205	3,000 200	N/A 1976	Lisa Schneider Diane Becker Lisa Schneider	National Historic Landmark, the Iowa Governor's residence, and a historic house museum	terracehill.iowa.gov Lisa.Schneider@iowa.gov
	Des Moines Water Works Park Foundation 2201 George Flagg Pkwy DM, IA 50321 515-283-8700	N/A 500,000	N/A 2014	N/A Zac Voss Randy Reichardt Dylan Huey	Des Moines Water Works Park, a 1,500-acre urban park	dmwvpf.org contact@dmwvpf.org
	Rollins Mansion 2801 Fleur Dr DM, IA 50321 515-657-7288	N/A N/A	N/A 1925	Jacqueline Phelan Joel Woehler	Elaborate home built in 1925-27 by Ralph Rollins, owner of Rollins Hosiery Mills, National Register of Historic places	www.rollinsmansion.com info@rollinsmansion.com



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GOLF COURSES & COUNTRY CLUBS

Listed alphabetically

EXECUTIVE PROFILE



Jeff Strahl

COMPANY Glen Oaks Country Club
TITLE General Manager
AGE 39
RESIDENCE Adel
EDUCATION Associates Degree, Culinary Arts, Iowa Culinary Institute
HOMETOWN Des Moines

Name Address Phone; Fax	U.S.G.A. Course/ Slope Rating	Year Est. Private or Public # of Holes/Par	Green Fees	Course Official(s) Office/Purchasing Manager	Top 3 Tournaments	Amenities	Website Email
A.H. Blank Municipal Golf Course 808 County Line Rd DM, IA 50315 515-248-6300	72.3/127 blue; 71.1/ 122 white; 68.1/118 gold; 70.2/116 red	1971 Public 18/72	18 holes w/cart: \$34 WD; \$46 WE	Jeff Chiodo Ned Chiodo	N/A	Clubhouses, range, banquet room, snack bar, target greens, GPS on carts, mini golf	www.blankgolfcourse.com nchiodo@mchsi.com
Ankeny Golf & Country Club 314 SW Irvinedale Dr Ankeny, IA 50023 515-964-3721; FAX: 515-964-4269	67.6/109 men; 70.3/ 120 women	1962 Private 9/35 men 9/36 ladies	N/A	Bob Vanscoy Nathan Porter	3-Person Best Shot, Ankeny Invitational, Righi Open	Pro shop, restaurant, lounge, swimming pool, rental carts	www.ankenygolf.com nathanporter@ankenygolf.com
Beaver Creek Golf Course 11200 NW Towner Dr Grimes, IA 50111 515-986-3221; FAX: 515-986-9527	Blue tees 72.0/128	1991 Public 27/Par-36 per 9	\$34 - \$46	Brett Long	N/A	Food counter, practice range, instruction	www.beavercreek-golf.com
Briarwood Club of Ankeny 3405 NE Trilein Dr Ankeny, IA 50021 515-964-4653; FAX: 515-964-0240	73.7/132	1995 Private 18/72	Guest fees available \$45 WD, \$55 WE	Matt Matthias Matt Matthias	Briarwood Amateur, IWGA State Team Play	Banquet room, driving range, pro shop, snack bar, full-service bar, swimming pool	briarwoodclubofankeny.com mmatthias@briarwoodclubofankeny.com
Copper Creek Golf Club & Events Center 4825 Copper Creek Dr Pleasant Hill, IA 50327 515-263-1600; FAX: 515-280-2000	68.6/116	1997 Public 18/71	18 holes w/ cart: \$40 WD; \$45 WE	Hubbell Realty Ken Norland Noble Burkhead	Hubbell Extreme Charity Golf Classic, Prairie Meadows Pro- Am, Chamber Golf Outings	Clubhouse, banquet facility, GPS, pro shop, snack bar, driving range, pro instruction	www.golfcoppercreek.com info@golfcoppercreek.com
Countryside Golf Course 3089 North Ave Norwalk, IA 50211 515-981-0266; FAX: 515-961-4252	69.7/119 black; 67/ 114 white; 66.1/103 red	2000 Public 18/72	Please call for details	Larry Hughes Larry Hill Larry Hughes	N/A	Clubhouse, snack bar, practice greens, rental carts, facilities for weddings & receptions	N/A countryside3089@aol.com
Des Moines Golf & Country Club 1600 Jordan Creek Pkwy WDM, IA 50266 515-440-7500; FAX: 515-440-7505	74.2/135 and 74.9/ 135	1897 Private 36/73	\$85	Scott Howe Kelsey Grout	1999 US Senior Open, Iowa Open, 2017 Solheim Cup	Clubhouse, pool, tennis, driving range	www.dmgcc.org
Echo Valley Country Club 3150 Echo Valley Dr Norwalk, IA 50211 515-285-0101; FAX: 515-285-6323	73.5/131	1969 Private 27/107	Call for more information	Ron Rand	E.C. Coppola Founder's Cup, The Pines, The Herman Sani Tournament	Clubhouse, dining, 27 holes, practice range, pool, tennis & fitness; host of '14 Home Show	www.echovalleycc.com news@echovalleycc.com
Glen Oaks Country Club 1401 Glen Oaks Dr WDM, IA 50266 515-221-9000; FAX: 515-221-9100	72.9/138 green (men); 67.3/111 gold (women)	2004 Private 18/71	Private	Chris Coen Ryan Gilman	Finches Invitational, Wild Rose Invitational, The Fazio Cup	Fitness facility, aquatics park, locker rooms, 3 dining facilities, banquet/ event facility	www.glenoaksc.com membership@glenoaksc.com
Grandview Golf Course 2401 E 29th St DM, IA 50317 515-248-6301; FAX: 515-263-9942	65.7/108	1902 Public 18/70	Call clubhouse	Ned Chiodo	Harv Ketter, 4-Person 8 Cup, Individual 8 Cup	Pro shop, snack shop, under new management in 2010	www.golfgrandviewgc.com grandviewgolf@yahoo.com
Hyperion Field Club 7390 NW Beaver Dr Johnston, IA 50131 515-278-4711; FAX: 515-278-4714	71.3/132	1900 Private 18/72	Contact golf shop	John Ausen Chad Callan Bonita Kock	Herman Sani Invitational	Golf, swimming pool, tennis, fitness center, dining, banquet facility	www.hyperionfc.com Mmartens@hyperionfc.com
Jester Park Golf Course 11949 NW 118th Ave Granger, IA 50109 515-999-2903; FAX: 515-999-9032	72.2/117 back 70.6/ 115 reg. 66.3/105 forward 68.6/112 ladies/jrs	1971 Public 18/72	\$22 WD, \$29 WE	Zack Vervaecke Zack Vervaecke	Jester Park Amateur, Zack & Terry's Revenge, Jester Park Senior's Amateur	Pro shop, snack bar, driving range, carts, club rental, PGA instruction, par-3 golf course	www.jesterparkgolf.com info@jesterparkgolf.com
Otter Creek Golf Course 4100 NE Otter Creek Dr Ankeny, IA 50021 515-965-6464; FAX: 515-965-2069	Men's: 73.7/126, 71.1/125/ & 69.1/ 121. Women's: 75.2/ 131 & 70.2/114	1982 Public 18/71	18 holes w/cart: \$42 WD; 18 holes w/cart \$51 WE	Curt Ingham Kevin Beard	Iowa Girls State Championships, USGA PUBLINKS Qualifier	Driving range, PGA professionals, banquet facilities, full-service bar and grill	www.ottercreekankeny.com cingham@ankenyiowa.gov
Terrace Hill Golf Course 8700 NE 46th Ave Altoona, IA 50009 515-967-2932; FAX: 515-967-1744	68.8/116 men 69.1/ 114 women	1964 Public 18/71	Call for more information	Joe Riding Joe Riding	Altoona Hy-Vee Amateur	Banquet room, snack bar, practice range, pro shop, tee times 7 days of the week	www.terracehillsgolf.com/golf TerraceHillsGC@aol.com
The Legacy Golf Club 400 Legacy Pkwy Norwalk, IA 50211 515-287-7885; FAX: 515-287-7886	72.1/133 men 71.0/ 123 ladies	2002 Public 18/72	18 holes w/ cart WD \$45, WE \$53	Trevis Manning Trevis Manning	4-Person Scramble 8' Cup Tournaments, Legacy Ryder Cup	GPS, bentgrass fairways, pro shop, clubhouse with banquet room, practice facility	www.thelegacygolfclub.com tm@thelegacygolfclub.com
Toad Valley Golf Course Inc. 237 NE 80th St Pleasant Hill, IA 50327 515-967-9575	69.1/114	1973 Public 18/71	18 holes and cart: \$39	Allison George	O'Donnell Open, Casey's Charities, Polar Bear Open	Driving range, full snack bar, wireless Internet, conference center, 18-hole mini golf	www.toadvalley.com info@toadvalley.com
Tournament Club of Iowa 1000 Tradition Dr Polk City, IA 50226 515-984-9440; FAX: 515-984-9441	73.9/145 King, 71.5/ 142 Palmer, 69.6/132 Deacon, 64.8/107 Legend	2003 Public 18/71	18 holes w/cart \$49 M -TH / \$56 F - Su	Tony Hoyles	Principal Charity Classic Qualifier, Boys 4A State Championship, IGA Senior Amateur Championship	Championship golf, banquets, meetings, wedding & reception facility, great customer care	www.tcofiowa.com info@tcofiowa.com
Urbandale Golf & Country Club 4000 86th St Urbandale, IA 50322 515-276-5496; FAX: 515-276-5080	70.4/122 blue; 69.6/ 119 white; 64.2/112 gold; 69.1/112 red	1965 Private 9/36	WD: 9 holes \$24, 18 holes \$36; WE: 9 holes \$28, 18 holes \$40	Austin Leachman Roger A. Freerksen	Couples Derby, Men's Club Championship, WGA Club Championship	Pro shop, snack bar, clubhouse, driving range, pool, banquet facilities	www.urbandalegolf.com office@urbandalegolf.com
Wakonda Club 3915 Fleur Dr DM, IA 50321 515-285-4962	72.0	1922 Private 18/72	\$85-weekdays, \$105-weekends	Dave P. Schneider Brian Terhark	Blazer Day, Member/Member, Wakonda Cup	Driving range, short game practice facility, world class food & beverage, tennis	www.wakondaclub.com
Waveland Golf Course 4908 University Ave DM, IA 50311 515-248-6302	71.2/124	1901 Public 18/72	M-F \$16 for 9, \$21 for 18 Sat-Sun \$19 for 9, \$31 for 18 before noon	Ned Chiodo Rocky Sposato	Des Moines Men's City Championship, Des Moines Women's City Championship	Cart & club rental, continuous cart path, chipping, putting green, banquet facility w/bar	www.golfwaveland.com wavelandgolf@yahoo.com
Willow Creek Golf Course 140 Army Post Rd WDM, IA 50265 515-285-4558; FAX: 515-287-2071	71.8/121 red; 33.9/ 118 white; 31.6/100 blue	1961 Public 18/72, 9/36, 9/33	9 holes w/ cart: \$26 WD, \$39 WE; 18 holes w/ cart: \$38 WD, \$45 WE	Dan Clark Dan Clark	N/A	Clubhouse, pro shop, driving range, banquet facility, instruction, GPS on golf carts	www.willowgolf.com
Woodland Hills Golf Course 620 NE 66th Ave DM, IA 50313 515-289-1326; FAX: 515-280-2000	67.9/114	1928 Public 18/72; 9/30	18 holes w/cart: \$35 WD; \$39 WE; Executive 9 w/cart: \$22	Ken Norland Tyler Ruba Ken Norland	Ryder Cup, Couples Twilight Finale, Iowa/Iowa State Tournament	18-hole, executive 9 course, for all skill levels, driving range, perfect for golf outings	www.golfwoodlandhills.com info@golfwoodlandhills.com

PROFESSIONAL ASSOCIATIONS

Listed alphabetically

Name Address Phone; Fax	Executive Director # of Members	Website Email
Agribusiness Association of Iowa 900 Des Moines St DM, IA 50309 515-262-8323; FAX: 515-262-8960	Joel Brinkmeyer 1,200	www.agribiz.org
American Council of Engineering Companies of Iowa 100 Court Ave Ste 203 DM, IA 50309 515-284-7055; FAX: 515-284-7301	David Scott 70	www.iaenr.org info@cec-iowa.org
American Marketing Association - Iowa Chapter (AMA Iowa) PO Box 306 Johnston, IA 50131 515-218-1477	Angela Ten Clay Kendra Kelly 400	www.amaiowa.com info@amaiowa.com
American Water Works Association - Iowa Section 100 Court Ave Ste 203 DM, IA 50309 515-283-2169; FAX: 515-284-7301	David Scott 700	www.ia-awwa.org info@awwa-ia.org
Association of Fundraising Professionals - Central IA Chapter 1255 SW Prairie Trail Pkwy Ankeny, IA 50023 515-250-6366; FAX: 515-334-1143	Suzanne Hull 2,800	aml.org aml@aml.org
Better Business Bureau 2625 Beaver Ave DM, IA 50310 515-243-8137; FAX: 515-243-2227	Chris Coleman 4,100	iowa.bbb.org info@dm.bbb.org
Des Moines Area Association of Realtors 1370 NW 114th St Ste 100 Clive, IA 50325 515-453-1064; FAX: 515-453-8595	Cindy Pelz 2,000	www.dmaar.com
Entrepreneurs' Organization (EO) Iowa 16922 Hwy S27 Alden, IA 50006 515-859-7115	Todd Mendenhall 30	www.eonetwork.org tammy.eo@prairieinet.net
Federation of Exchange Accommodators (FEA) 1255 SW Prairie Trail Pkwy Ankeny, IA 50023 515-244-6515 ; FAX: 515-334-1167	Lynn Harkin 150	www.1031.org director@1031.org
Home Builders Association of Greater Des Moines 6751 Corporate Dr Johnston, IA 50131 515-270-8500; FAX: 515-334-0165	Dan Knoup 540	www.dsmhba.com info@dsmhba.com
Independent Insurance Agents of Iowa 4000 Westown Pkwy Ste 200 WDM, IA 50266 515-223-6060	Bob Skow 700	www.iiaiowa.org
interNational Association of Lighting Management Companies (NALMCO) 1255 SW Prairie Trail Pkwy Ankeny, IA 50023 515-243-2360; FAX: 515-334-1164	Heather Tamminga 200	www.nalmco.org director@nalmco.org
Iowa Academy of Family Physicians 100 E Grand Ave Ste 170 DM, IA 50309 515-283-9370; FAX: 515-283-9372	Pam Williams 1,800	www.iaafp.org kcox@iaafp.org
Iowa Agricultural Aviation Association PO Box 517 Altoona, IA 50009 515-262-8323; FAX: 515-262-8960	Joel Brinkmeyer 100	iaagaviation.com
Iowa Alliance in Home Care 100 East Grand Ave Ste 118 DM, IA 50309 515-282-3965; FAX: 515-282-8034	Greg Boattenhamer 170	www.iahc.org info@iahc.org
Iowa Association for Justice 505 Fifth Ave Ste 630 DM, IA 50309 515-280-7366; FAX: 515-280-3745	Brad Lint 750	www.iowajustice.org info@iowajustice.org
Iowa Association of Business and Industry 400 East Court Ave Ste 100 DM, IA 50309 515-280-8000; FAX: 515-244-8907	Michael Ralston 1,500	www.iowaabi.org mralston@iowaabi.org
Iowa Association of Health Underwriters PBM 134 - 4949 Westown Pkwy Ste 165 WDM, IA 50266	250	eiahu.org info@eiahu.org
Iowa Association of Realtors 1370 NW 114th St Ste 100 Clive, IA 50325 515-453-1064; FAX: 515-453-1070	Dave Bert 6,500	www.iowarealtors.com info@iowarealtors.com
Iowa Association of School Boards 6000 Grand Ave DM, IA 50312 515-288-1991	Lisa Bartusek 2,000	www.ia-sb.org iasb@ia-sb.org
Iowa Chiropractic Society 1255 SW Prairie Trail Pkwy Ankeny, IA 50023 515-867-2800; FAX: 515-334-1143	Molly A. Lopez 773	www.iowadcs.org director@iowadcs.org
Iowa Corn Growers Association 5505 NW 88th St Johnston, IA 50131 515-225-9242; FAX: 515-225-0781	Craig Floss 8,000	www.iowacorn.org corninfo@iowacorn.org
Iowa Defense Counsel Association (IDCA) 1255 SW Prairie Trail Pkwy Ankeny, IA 50023 515-244-2847 ; FAX: 515-334-1164	Heather Tamminga 320	www.iowadefensecounsel.org staff@iowadefensecounsel.org
Iowa Dental Association 8797 NW 54th Ave Ste 100 Johnston, IA 50131 515-331-2298; FAX: 515-334-8007	Lawrence Carl 1,700	www.iowadental.org info@iowadental.org
Iowa Engineering Society 100 Court Ave Ste 203 DM, IA 50309 515-284-7055; FAX: 515-284-7301	David Scott 500	www.iaenr.org info@iaenr.org
Iowa Farm Bureau 5400 University Ave WDM, IA 50266 515-225-5414; FAX: 515-225-5419	Denny Presnall 156,000	www.iowafarmbureau.com
Iowa Funeral Directors Association 1454 30th St Ste 204 WDM, IA 50266 515-270-0130; FAX: 515-270-1569	Suzanne Gebel 700	www.iafda.org
Iowa Good Roads Association 100 Court Ave Ste 203 DM, IA 50309 515-284-7410; FAX: 515-284-7301	David Scott 700	info@igra.org
Iowa Grocery Industry Association 2540 106th St Ste 102 DM, IA 50322 515-270-2628; FAX: 515-270-0316	Michelle Hurd 1,000	www.iowagrocers.com mhurd@iowagrocers.com

Name Address Phone; Fax	Executive Director # of Members	Website Email
Iowa Lean Consortium 100 East Grand Ave Ste 160 DM, IA 50309 515-259-0554	Teresa Hay McMahon 100	www.iowalean.org ilc@iowalean.org
Iowa Library Association 6919 Vista Dr WDM, IA 50266 515-282-8192; FAX: 515-282-9117	Melissa Primus 1,300	www.iowalibraryassociation.org admin@iowalibraryassociation.org
Iowa Medical Society 515 E Locust St Ste 400 DM, IA 50309 515-223-1401; FAX: 515-223-0590	Clare M. Kelly 6,000	www.iowamedical.org
Iowa Nurses Association 2400 86th St Ste 32 Urbandale, IA 50322 515-225-0495	650	www.iowanurses.org info@iowanurses.org
Iowa One Call 9001 Hickman Rd., Ste. 220 DM, IA 50322 515-278-8700; FAX: 515-278-0245	Craig D. Walter 1,400	www.iowaonecall.com onecall@iowaonecall.com
Iowa Pharmacy Association 8515 Douglas Ave Ste 16 DM, IA 50322 515-270-0713; FAX: 515-270-2979	Kate Gainer 1,000	www.iarx.org ipa@iarx.org
Iowa Physician Assistant Society 6919 Vista Dr WDM, IA 50266 515-282-8192	Stacey Reichling 460	www.iapasociety.org
Iowa Podiatric Medical Society 6919 Vista Dr WDM, IA 50266 515-282-8192	Kevin Kruse 170	www.ipms.org ipms@ipms.org
Iowa Pork Producers Association 1636 NW 114th St Clive, IA 50325 515-225-7675; FAX: 515-225-0563	Pat McGonegle 4,094	www.iowapork.org info@iowapork.org
Iowa Restaurant Association 1501 42nd St Ste 294 WDM, IA 50266 515-276-1454; FAX: 515-276-3660	Jessica Dunker 600	www.restaurantiowa.com
Iowa Rural Health Association 6919 Vista Dr WDM, IA 50266 515-282-8192; FAX: 515-282-9117	Melissa Primus 90	www.iaruralhealth.org mprimus@iaruralhealth.org
Iowa Society of Anesthesiologists 6919 Vista Dr WDM, IA 50266 515-282-8192	Kevin Kruse 383	www.iasahq.org kkruse@iasahq.org
Iowa Society of Association Executives 100 Court Ave Ste 203 DM, IA 50309 515-284-7055; FAX: 515-284-7301	David Scott 300	www.iowasae.org admin@iowasae.org
Iowa Society of Certified Public Accountants 1415 28th St Ste 450 WDM, IA 50266 515-223-8161; FAX: 515-223-7347	Cynthia S. Adams 4,225	www.iacpa.org iacpa@iacpa.org
Iowa Speech-Language Hearing Association 6919 Vista Dr WDM, IA 50266 515-282-8192; FAX: 515-282-9117	Melissa Primus 400	www.isha.org isha@isha.org
Iowa State Education Association 777 Third St DM, IA 50309 515-471-8000; FAX: 515-471-8017	Mary Jane Cobb 34,000	www.isea.org
Iowa Taxpayers Association 521 E Locust St Ste 202 DM, IA 50309 515-243-0300; FAX: 888-303-3880	Jeff Smith 110	www.iowataxpayers.org staff@iowataxpayers.org
Iowa Veterinary Medical Association 1605 N Ankeny Blvd Ste 110 Ankeny, IA 50023 515-965-9237; FAX: 515-965-9239	Dr. Tom Johnson 1,500	www.iowavma.org ivma@iowavm.org
Iowa Water Well Association (IWWA) 1255 SW Prairie Trail Pkwy Ankeny, IA 50023 515-243-1558; FAX: 515-334-1164	Heather Tamminga 225	www.iwwa.org staff@iwwa.org
Master Builders of Iowa 221 Park St DM, IA 50309 515-288-8904; FAX: 515-288-2617	Chad Kleppe 2,500	www.mbionline.com info@mbionline.com
NAMI IOWA (National Alliance on Mental Illness) 3839 Merle Hay Rd Ste 226 DM, IA 50310 515-254-0417; FAX: 515-254-0417	Nancy Hale 800	www.namiowa.org namiowa@mchsi.com
National Association of Women Business Owners Iowa 6600 University Ave DM, IA 50324 515-279-0911	Judi Pierick 85	www.nawbo-ci.org judi.pierick@gmail.com
National Federation of Independent Business - Iowa 200 E Grand Ave Ste 390 DM, IA 50309 515-243-4723; FAX: 515-244-8143	Andy Warren 8,000	www.nfib.com
National Pork Board 1776 NW 114th Ave DM, IA 50325 515-223-2600; FAX: 515-223-2646	Chris Hodges 70,000	www.pork.org blawson@pork.org
National Rural Economic Developers Association (NREDA) 1255 SW Prairie Trail Pkwy Ankeny, IA 50023 515-284-1421; FAX: 515-334-1167	Lynn Harkin 240	www.nreda.org director@nreda.org
Plumbing Heating and Cooling Contractors of Iowa 6919 Vista Dr WDM, IA 50266 515-282-8192	Kevin Kruse 123	www.phccia.org phcc@phccia.org
Polk County Medical Society 1520 High St DM, IA 50309 515-288-0172; FAX: 515-288-0173	Kathie J. Lyman 1,200	www.pcms.org klyman@pcms.org
Professional Developers of Iowa (PDI) 1255 SW Prairie Trail Pkwy Ankeny, IA 50023 515-243-4585; FAX: 515-334-1174	Lynn Harkin 310	www.pdiowa.com director@pdiowa.com
School Administrators of Iowa 12199 Stratford Dr Clive, IA 50325 515-267-1115; FAX: 515-267-1066	Roark Horn 1,760	www.sai-iowa.org

BUSINESS ORGANIZATIONS

Ranked by number of members

Rank	Phone	No. Members	Meeting Schedule	Meeting Location	Contact Person Phone	Website Email
1	Ankeny Area Chamber of Commerce	880	Varies	Ankeny Area Chamber of Commerce	Julie Todtz 515-964-0685	www.ankenys.org jctodtz@ankenys.org
2	Urbandale Chamber of Commerce	729	11:30 a.m. 3rd Wednesday of the month	Varies	Tiffany Menke 515-331-6855	www.uniquelyurbandale.com info@urbandalechamber.com
3	West Des Moines Chamber of Commerce	620	11:30 a.m. 2nd Thursday of the month	Des Moines Golf & Country Club	Dave Schwartz 515-225-6009	www.wdmchamber.org info@wdmchamber.org
4	Altoona Area Chamber of Commerce	370	4:00 p.m. 4th Tuesday of the month	Altoona Area Chamber Office	Melissa Horton 515-967-3366	www.altoonachamber.org info@altoonachamber.org
5	Des Moines East and South Chamber of Commerce	325	Varies	Varies	Sadie Trytten Meredith Luksetich 515-559-4423	www.dsmeastsouthchamber.org sadie@dsmeastsouthchamber.org
6	Rotary Club of Des Moines	300	11:45 a.m. Thursdays	Wakonda Club	Kitte Noble 515-244-6028	www.rotaryclubofdesmoines.org info@rotaryclubofdesmoines.org
7	Indianola Chamber of Commerce	290	Noon 3rd Thursday of the month	Varies	Brenda Easter 515-961-6269	www.indianolachamber.com chamber@indianolachamber.com
8	Waukee Area Chamber of Commerce	280	11:30 a.m. 3rd Thursday of the month	Waukee Community Center	Melinda Behn 515-978-7115	www.waukeechamber.com info@waukeechamber.com
9	Johnston Chamber of Commerce	264	11:45 a.m. 4th Thursday of the month	Varies	Heather Goodwin 515-276-9064	www.johnstonchamber.com heather@johnstonchamber.com
10	Des Moines Downtown Chamber of Commerce	250	8:00 a.m. 1st Tuesday of the month	Varies	Jennifer Chittenden 515-309-3229	www.desmoinesdowntownchamber.com Director@DesMoinesDowntownChamber.com
11	Grimes Chamber & Economic Development	230	11:30 a.m. 2nd Wednesday of the month	Special Olympics of Iowa (w/exceptions)	Brian Buethe 515-986-5770	www.grimesiowa.com brianb@grimesiowa.com
12	Pleasant Hill Chamber of Commerce	204	11:30 a.m. 2nd and 4th Thursdays (not Nov & Dec)	Varies	Cathy Jensen 515-261-0466	www.pleasanthillchamber.org phillchamber@qwestoffice.net
13	Des Moines West Side Chamber of Commerce	173	1st Tuesday of each month	Des Moines University, 3200 Grand Ave., Des Moines	Carolyn Nagel Dave Nagel 515-238-2913	www.desmoineswestsidechamber.org director@desmoineswestsidechamber.org
14	Norwalk Area Chamber of Commerce	171	12:15 p.m. 2nd Thursday of the month	Board Room 1039 Sunset Dr Norwalk	Deb Mineart 515-981-0619	www.norwalkchamber.org norwalkchamber@msn.com
15	Rotary Club of Des Moines A.M.	170	7:00 - 8:00 a.m. Fridays	Wakonda Club	Joe Hrdlicka 515-327-9156	www.rotaryclubofdmam.com joe@iowabio.org
16	Clive Chamber of Commerce	150	2nd Tuesday of each month at 4:00 p.m.	Varies	Kristy Schmidt 515-222-5295	www.clivechamber.org info@clivechamber.org
17	Bondurant Chamber of Commerce	100	8 a.m. 2nd Tuesday of the month	Bondurant City Center	Molly Suarez 515-771-8316	www.bondurantchamber.com info@bondurantchamber.com
17	Carlisle Chamber of Commerce	100	Noon 2nd Tuesday of the month	Varies	Barbara Rasko 515-402-1008	www.carlisleiachamber.org BRasko@carlisleiachamber.org
18	Windsor Heights Chamber of Commerce	79	11:45 a.m. 1st Tuesday of the month	Varies	Deb Bengtson 515-657-7350	www.windsorheightschamber.com director@windsorheightschamber.com
19	Rotary Club of West Des Moines	75	Noon Tuesdays	DSM Golf & Country Club	N/A N/A	www.wdmrotary.org
20	Polk City Chamber of Commerce	62	11:30 a.m. 2nd Wednesday of the month	Boulders Inn & Suites	Shane Torres 515-984-0255	www.polkcitchamber.com polkcitchamber@gmail.com
21	Rotary Club of Indianola	55	Noon Fridays	Indianola Golf & Country Club	Terry Pauling N/A	www.indianolarotary.org terry@itownrealestate.com
22	Rotary Club of Johnston	50	7:00 a.m. Tuesdays	Hyperion Club	N/A N/A	www.johnstonrotary.com johnstonrotary@gmail.com
23	Rotary Club of Northwest Des Moines	45	11:45 a.m. Fridays	Urbandale Golf & Country Club	Brad Helgemo N/A	www.clubrunner.ca/northwestdesmoines wwilsonod@aol.com



Bob Ritz

COMPANY Mercy Medical Center - Des Moines and Mercy Medical Center - West Lakes
TITLE President
RESIDENCE West Des Moines
EDUCATION Masters, Health Administration, Cornell University
HOMETOWN Morgantown, WV

LARGEST EMPLOYERS

(Non-government)

Ranked by number of local full-time employees

Rank	Name Address Phone; Fax	Local FT Employees Year Est.	Office/Purchasing Manager	Top 3 Local Executives	Products or Services Offered	Website Email
1	Wells Fargo 666 Walnut St DM, IA 50309 515-245-3131	14,000 1852	N/A	Franklin Codel Don Pearson	Financial services	www.wellsfargo.com
2	Mercy Medical Center - Des Moines and Mercy Medical Center - West Lakes 1111 Sixth Ave DM, IA 50314 515-247-3121; FAX: 515-643-8498	7,055 1893	Shaun Kelly	Dave H. Vellinga Bob P. Ritz Michael A. Wegner	Health care	www.mercydesmoines.org
3	UnityPoint Health—Des Moines, including Iowa Methodist Medical Center, Iowa Lutheran Hospital, Blank Children's Hospital, Methodist West Hospital, UnityPoint Clinic, UnityPoint at Home 1200 Pleasant St DM, IA 50309 515-241-6201; FAX: 515-241-5994	6,435 1901	Kim Wallace	Eric Crowell Dr. Steve Stephenson David Stark	Health care	www.unitypoint.org webquestions@unitypoint.org
4	Hy-Vee Inc. 5820 Westown Pkwy WDM, IA 50266 515-267-2800; FAX: 515-559-2401	6,400 1930	N/A	Randy Edeker	Hy-Vee is a Midwest grocery and drugstore chain with 127 locations in Iowa	www.hy-vee.com
5	The Principal Financial Group 711 High St DM, IA 50392 515-247-5111	6,066 1879	Wayne Ellis	Larry Zimbleman Jim McCaughan Dan Houston	Global investment management leader	www.principal.com
6	Nationwide 1100 Locust St DM, IA 50391 877-669-6877	4,269 1909	N/A	Jeff Rommel Brad Liggett Monica Friedman	Fortune 100 company and leading provider of property & casualty insurance & financial svcs products	www.nationwide.com
7	DuPont Pioneer 7000 NW 62nd Ave Johnston, IA 50131 515-535-4500; FAX: 515-334-4415	3,000 1926	N/A	Paul Schickler	Developer / supplier of plant genetics, providing high-quality seeds to farmers in 90 countries	www.pioneer.com
8	John Deere Des Moines Works 825 SW Irvindale Dr Ankeny, IA 50023 515-289-1350	1,900 1947	N/A	Andrew Hansen	Agricultural equipment	www.johndeere.com
9	Kum & Go 6400 Westown Pkwy WDM, IA 50266 515-457-6000	1,820 1959	N/A	Kyle J. Krause	Convenience store chain	www.kumandgo.com groupeople@kumandgo.com
10	Wellmark 1331 Grand Ave DM, IA 50309 515-376-4870	1,800 1939	Kenneth Chasten	John Forsyth Laura Jackson David Brown	Health insurance, Medicare PDP/PPO, Medicare supplement, dental insurance, flex benefits, HSAs/HRAs	www.wellmark.com
11	Bridgestone Americas Tire Operations 4600 NW 2nd Ave DM, IA 50313 515-243-1211; FAX: 515-283-1610	1,600 1945	N/A	Ken Allen Larry McCormick Greg Halford	Agricultural tires	www.firestoneag.com contact@firestoneag.com
12	Casey's General Stores Inc. One SE Convenience Blvd Ankeny, IA 50021 515-965-6100; FAX: 515-963-3845	1,200 1967	N/A	Robert J. Myers Terry W. Handley William J. Walljasper	Gasoline, prepared food, fountain items, groceries & other merchandise	www.caseys.com
13	EMC 717 Mulberry St DM, IA 50309 515-280-2511; FAX: 515-345-2895	1,176 1911	Robert L. Link	Bruce G. Kelley	All lines property/casualty insurance, business and personal	N/A marketing@emcins.com
14	Meredith Corporation 1716 Locust St DM, IA 50309 515-284-3000	1,000 1902	Chuck Howell	Steve Lacy Joe Ceryanec John Zieser	Media and marketing company	www.meredith.com
15	MidAmerican Energy Co. 666 Grand Ave Ste 500 DM, IA 50309 515-242-4300	998 1878	N/A	Bill Fehrman	Energy & complementary services	www.midamericanenergy.com info@midamerican.com
16	Prairie Meadows 1 Prairie Meadows Dr I-80 Exit 142 Altoona, IA 50009 515-967-1000; FAX: 515-967-1312	989 1989	N/A	Gary Palmer Ann Atkin Brian Wessels	24-hour casino, horse racing, hotel, events center, concerts, steakhouse, buffet, cafe	www.prairiemeadows.com
17	FBL Financial Group, Inc. 5400 University Ave WDM, IA 50266 515-225-5400	955 1939	N/A	James P. Brannen Donald J. Seibel Raymond W. Wasilewski	Insurance and investments	www.fblfinancial.com mainmail@fblfinancial.com
18	Universal Pediatrics 6750 Westown Pkwy # 115A WDM, IA 50266 515-280-2160; FAX: 515-225-4044	952 1996	N/A	Tucker Anderson Marcus Miller	Home care services for infants, children, young adults and adults	www.universalpediatrics.com tuckera@upsi.net
19	Athene 7700 Mills Civic Pkwy WDM, IA 50266 515-342-3100; FAX: 877-733-8590	950 2009	N/A	Grant Kvalheim	Fixed indexed annuities	www.avivausa.com
20	Drake University 2507 University Ave DM, IA 50311 515-271-2011; FAX: 515-271-4169	921 1881	N/A	Earl F. Martin Teresa Krejci Joseph Lenz Venessa Macro	Higher education	www.drake.edu
21	CDS Global 1901 Bell Ave DM, IA 50315 515-247-7500; FAX: 515-246-6700	875 1972	N/A	Malcolm Netburn	Business Process Outsourcer: Order Management/Fulfillment, Payments, Marketing, Data & Customer Care	www.cds-global.com cdsglobal@cds-global.com
22	Titan Tire Corp. 2345 E Market St DM, IA 50317 515-265-9200; FAX: 515-265-9301	800 1994	Jeff Gilbert	Maurice M. Taylor	Manufacture of ag and off road tires, brakes and actuators	www.titan-intl.com sales@titan-intl.com
23	CenturyLink 925 High St 9S9 DM, IA 50309 515-286-8121; FAX: 515-286-6128	600 1874	Jay Duncan	Tim White Michael Sadler Ross Wendell	Telecommunications, broadband, Cloud services, IT	www.centurylink.com michael.sadler@centurylink.com
24	ADP (Automatic Data Processing) 4900 University Ave WDM, IA 50266 515-280-8100	550 1954	N/A	Kristi Peterson Linda Casas	Payroll processing, HR systems, time and attendance, 401k, tax credit service and background checks	www.adp.com
24	The Wittern Group Inc. 8040 University Blvd Clive, IA 50325 515-274-3641; FAX: 515-274-4228	550 1931	N/A	Art Wittern Heidi Chico John Bruntz	Automated dispensing and controlled access equipment manufacture and design	www.wittern.com contact@wittern.com

LARGEST EMPLOYERS

(Non-government)

Ranked by number of local full-time employees

CONTINUED FROM PAGE 67

Rank	Name Address Phone; Fax	Local FT Employees Year Est.	Office/Purchasing Manager	Top 3 Local Executives	Products or Services Offered	Website Email
25	GuideOne Insurance 1111 Ashworth Rd WDM, IA 50265 515-267-5437; FAX: 515-267-2440	501 1947	Charity Wyant	James D. Wallace Scott Reddig Andy Noga	Church, faith-based school and college, senior living community, auto, home and life insurance	www.guideone.com mstonewall@guideone.com
26	Engine & Environmental Control Systems 811 Fourth St WDM, IA 50265 515-274-1561; FAX: 515-271-7201	400 1946	N/A	Steve Sipe	Turbine engine fuel delivery systems	N/A
26	The Waldinger Corporation 2601 Bell Ave DM, IA 50321 515-284-1911; FAX: 515-323-5150	400 1906	N/A	Tom Koehn	Complete mechanical, sheet metal, electrical and service contractor	www.waldinger.com info@waldinger.com
26	Tone's Spices, a division of ACH Food Co. Inc. 2301 SE Tone's Dr Ankeny, IA 50021 515-965-2711; FAX: 515-965-2802	400 1873	N/A	Mike Biegger	Spices, herbs, seasonings, dry mixes	www.spiceadvice.com
27	Register Media 400 Locust St Ste 500 DM, IA 50309 515-284-8000; FAX: 515-284-8287	301 1849	N/A	Julie Harvey Mark Wurzer Amalie Nash	Newspaper publishing	www.desmoinesregister.com publisher@dmreg.com
28	American Republic Insurance Co. 601 Sixth Ave DM, IA 50344 515-245-2000; FAX: 515-245-2305	297 1929	Mary Garnas	Timothy Hall Mark Movic Thomas A. Swank	Affordable health insurance plans for individuals, families and small businesses	www.americanrepublic.com mary.huston@americanenterprise.com
29	LSI (Lutheran Services in Iowa) 3125 Cottage Grove Ave DM, IA 50311 515-274-4946	289 1864	Marcie James	Mike Buck	Human services - child, adult, family, mental health, disability & refugee services, parent support	www.LSIowa.org LSI@LSIowa.org
30	Anderson Erickson Dairy Co. 2420 E. University Ave DM, IA 50317 515-265-2521; FAX: 515-263-6301	265 1930	N/A	Miriam Erickson Brown Warren Erickson Jim Erickson	Fluid milk, cottage cheese, yogurts, juice, sour cream, dips	www.aedairy.com aedairy@aedairy.com
31	Des Moines Orthopaedic Surgeons 6001 Westown Pkwy WDM, IA 50266 515-224-1414; FAX: 515-224-5140	213 1945	Kevin DeRonde	Dr. Patrick Sullivan Dr. Devon Goetz Dr. Lynn Nelson	Orthopaedic care- chronic/acute, urgent injury clinic, MRI, X-Ray, outpatient, total joint surgery	www.dmos.com contact@dmos.com

PUBLICLY HELD COMPANIES

Listed alphabetically

EXECUTIVE PROFILE

**Bruce Kelley**

COMPANY	EMC Insurance Companies
TITLE	President & CEO
AGE	61
RESIDENCE	Des Moines
EDUCATION	A.B., Dartmouth College; J.D., University of Iowa
HOMETOWN	Des Moines

Name Address Phone; Fax	Local FT Employees	Year Est.	2014 Revenues	% Common Stock Controlled by Officers	# of Shares Outstanding	Ticker Symbol	Top 3 Local Executives	Website Email
American Equity Investment Life Holding Co. 6000 Westown Pkwy WDM, IA 50266 515-221-0002; FAX: 515-221-9989	448	1995	\$2.2 billion	5%	76,062,407	AEL	David Noble John Matovina Ron Grensteiner	www.american-equity.com info@american-equity.com
Casey's General Stores Inc. One SE Convenience Blvd Ankeny, IA 50021 515-965-6100; FAX: 515-963-3845	1,200	1967	\$7.8 billion	1%	38,923,505	CASY	Robert J. Myers Terry W. Handley William J. Walljasper	www.caseys.com
EMC Insurance Group Inc. 717 Mulberry St DM, IA 50309 515-345-2515; FAX: 515-345-2895	0	1982	\$590.1 million	4%	20,344,409	EMCI	Bruce G. Kelley	http://www.emcins.com/ir emcins.group@emcins.com
FBL Financial Group, Inc. 5400 University Ave WDM, IA 50266 515-225-5400	955	1939	\$693 million	0%	24,778,406	FFG	James P. Brannen Donald J. Seibel Raymond W. Wasilewski	www.fblfinancial.com mainmail@fblfinancial.com
JLL 801 Grand Ave Ste 250 DM, IA 50309 515-218-7010	80	1999	\$5.4 billion	2%	44,960,000	JLL	Richard Tan Heath D. Bullock Eric Stalo	jll.com/Des-Moines heath.bullock@am.jll.com
Meredith Corporation 1716 Locust St DM, IA 50309 515-284-3000	1,000	1902	\$1.6 billion	3%	45,000,000	MDP	Steve Lacy Joe Ceryanec John Zieser	www.meredith.com
The Principal Financial Group 711 High St DM, IA 50392 515-247-5111	6,066	1879	\$10.5 billion	1%	293,900,000	PFG	Larry Zimpleman Jim McCaughan Dan Houston	www.principal.com
West Bancorporation Inc. 1601 22nd St WDM, IA 50266 515-222-2300; FAX: 515-225-8032	167	1984	\$59.4 million	3%	16,018,734	WTBA	Dave Nelson Doug Gulling Brad L. Winterbottom	www.westbankstrong.com info@westbankstrong.com
Windstream Communications 3620 SW 61st St Ste 300 DM, IA 50321 515-558-8500	11	1996	N/A	1%	N/A	WIN	Tony Thomas	www.windstream.com



Leonard W. Martling

COMPANY The Weitz Company
TITLE President & CEO
RESIDENCE Jacksonville, FL (but spends a considerable amount of time in Des Moines)
EDUCATION BA, Kent State University
HOMETOWN New York, NY

OLDEST BUSINESSES

Ranked by year established

Rank	Name Address Phone; Fax	Year Est.	Original Name Original Address	Original Owner(s) Original Line of Business	Current Owner(s) Current Line of Business	Top Local Executive(s)	Website Email
1	Register Media 400 Locust St Ste 500 DM, IA 50309 515-284-8000; FAX: 515-284-8287	1849	The Iowa Star Fort Des Moines	Barlow Granger Newspaper publishing	Gannett Co. Inc. Register Media, a Gannett company, is a regional multi-platform, news and information, and advanced marketing services company	Julie Harvey Mark Wurzer Amalie Nash	www.desmoinesregister.com publisher@dmreg.com
2	Wells Fargo Bank N.A. 666 Walnut St DM, IA 50309 515-245-3131	1852	Wells, Fargo & Co. San Francisco	Henry Wells and William Fargo Banking and express services	Publicly-traded company Diversified financial services	Don Pearson Terry Johnson Shane Zimmerman	www.wellsfargo.com
3	The Weitz Company 5901 Thornton Ave DM, IA 50321 515-246-4700; FAX: 515-246-4799	1855	Chas. Weitz, Builder and Contractor 119 Third St.	Charles H. Weitz Carpentry and construction	Orascom Construction Industries General contractor, construction manager, design-builder	Mike Tousley Bryan Myers Len Martling	www.weitz.com
4	Gilcrest/Jewett Lumber Co. 1100 SE Alice's Rd Waukee, IA 50263 515-987-3600; FAX: 515-987-2000	1856	Gilcrest Lumber Co. Vine and Front St.	J. K. & W. H. Gilcrest Retail building material	Sumner Worth, Rick Thompson Retail building material	Rick Thompson	www.gilcrestjewett.com
4	Hubbell Realty Company 6900 Westown Pkwy WDM, IA 50266 515-243-3228; FAX: 515-280-2000	1856	F.M. Hubbell, Son & Co. Inc. 904 Walnut St.	F. M. Hubbell Real estate, railroads	Descendents of Hubbell Developer, home builder, comm. broker, prop. mgmt., const. svcs., land dev. and sales	Rick Tollakson Kris Saddoris Joe Pietruszynski	www.hubbellrealty.com
5	LMC Insurance & Risk Management Inc 4200 University Ave Ste 200 WDM, IA 50266 515-244-0166; FAX: 515-244-9535	1865	Hawkeye Insurance Co. 4th & Court	Hawkeye Insurance Co. Property insurance	42 employee shareholders Property & Casualty insurance, risk management services, employee benefits, surety bonds and financial services	Greg LaMair Mark Lyons	www.LMCinsurance.com
6	Kurtz Hardware Co 1473 Keo Way DM, IA 50314 515-288-0148; FAX: 515-288-0104	1866	L. H. Kurtz Company 312-314 Walnut Steet	Louis H. Kurtz Wholesale/retail hardware, plumbing and sporting goods	Robert B Kurtz Jr. & Ann M. Kurtz Architectural doors and hardware, wholesale/retail builders hardware	Robert B. Kurtz, Jr.	kurtzhardware.com bob@kurtzhardware.com
6	Walsh Door & Hardware 2600 Delaware Ave DM, IA 50317 515-262-9822; FAX: 515-262-8315	1866	L.H. Kurtz Company 312-314 Walnut, Des Moines, IA	L.H. Kurtz Wholesale hardware and sporting goods	Walsh Family Commercial doors, frames, and hardware. Building access control, video surveillance and security systems	Brian K. Walsh Martin Walsh IV	www.walshdoor.com
7	Amend Packing Co. 410 SE 18th St DM, IA 50317 515-265-1618	1869	Amend Packing Co. 410 S.E. 18th St.	Conrad Amend Slaughter operation/meat packing	Amy Amend Wiese Meat packing, slaughter, custom processing	Kent Wiese	www.amendpackingcompany.com amends@qwestoffice.net
8	Josephs Jewelers 5425 Mills Civic Pkwy WDM, IA 50266 515-440-2991; FAX: 515-273-2525	1871	Josephs 4th and Walnut	Solomon Joseph Watch repair, jeweler	Burton "Toby" Joseph III, John Joseph, Jacob Joseph, Trisha Joseph Retail jewelry, fine gifts, watches, repair, appraisal	Toby Joseph	www.josephsjewelers.com john.joseph@josephsjewelers.com
9	Hammer Pharmacy 600 E Grand Ave DM, IA 50309 515-243-4177; FAX: 515-243-3517	1872	Hammer Drug 504 E. Walnut St.	Alvin Hammer Drug store, soda fountain	Russell Johnson & shareholders Retail pharmacy, Diabetic Shoe Fittings, Immunization Services	Pam Key	www.hammerpharmacy.com hammerpharmacy@gmail.com
10	CenturyLink 925 High St 9S9 DM, IA 50309 515-286-8121; FAX: 515-286-6128	1874	Northwestern Bell 925 High St.	George B. Engle, Jr. Telephone	CenturyLink Inc. Telephone, high speed internet, long distance, video, cloud services, IT consulting	Tim White Michael Sadler Ross Wendell	www.centurylink.com michael.sadler@centurylink.com
11	Drake Roofing Inc. 2057 Dean Ave DM, IA 50317 515-243-5719; FAX: 515-243-5661	1875	Drake Roofing Co. 213 Fifth St.	J.F.N. Drake Roofing & repair	Dick Groom/Rod Schmidt Commercial roofing	Rod Schmidt	drakeroofting.us rod@drakeroofting.us
12	Keffer/Overton Architects 650 South Prairie View Dr Studio 103 WDM, IA 50266 515-288-4821	1876	Bell & Hackney New Capitol Bldg.	Miffin Bell & William Hackney Architecture	Chip Overton/Chuck Overton Architects, interiors, planners, constructors - commercial, cultural, entertainment design & planning	Chip Overton Chuck Overton	www.k-o.com design@k-o.com
13	Des Moines Marble & Mantel 1507 Ohio St DM, IA 50314 515-244-8327; FAX: 515-244-1584	1877	Des Moines Marble Co. 7th & Locust	J. M. Graham Cemetery work	Rick DeMarco, Lorenzo Serena, Mario DeMarco Ceramic and quarry tile work, marble, granite fab	Mario DeMarco	SandyAtDMMarble@aol.com
14	Des Moines-Winterset Monuments 4819 University Ave DM, IA 50310 515-277-4433; FAX: 515-277-4434	1878	Winterset Monuments N/A	Mr. Clark Cemetery memorials	Ryan Gruhn/Lana Leander Granite memorials	Lana Leander	www.dmwmemorials.com
14	MidAmerican Energy Co. 666 Grand Ave Ste 500 DM, IA 50309 515-242-4300	1878	Des Moines Edison Light & Power Co. N/A	N/A Utilities	MidAmerican Energy Co. Electrical and natural gas utility	Bill Fehrman	www.midamericanenergy.com info@midamerican.com
15	The Principal Financial Group 711 High St DM, IA 50392 515-247-5111	1879	The Bankers Life Co. Des Moines, Iowa	Edward Temple Insurance company	Public company Financial services, global investment management, retirement solutions, insurance	Larry Zimbleman Jim McCaughan Dan Houston	www.principal.com
16	Des Moines Stamp Mfg. Co. 851 Sixth Ave DM, IA 50309 515-288-7245; FAX: 515-288-0418	1880	Des Moines Rubber Stamp Works 209 Fifth St.	W. H. Shaw Rubber stamps and stencils	Tom Child/Dave Child Pre-inked stamps and engraved signs	Tom Child	www.dmstamp.com info@dmstamp.com
16	Merchants Distribution Service 1420 11th Ave NE Altoona, IA 50009 515-244-2123; FAX: 515-967-2561	1880	Whiteline Transfer & Storage 5th & Elm	Pleasant J. Mills Transfer and storage	Privately held Warehousing and transportation, records management	Greg Dickinson	www.merchantsdsm.com
17	Rowat Cut Stone & Marble Co. Inc. 110 SE Seventh St DM, IA 50309 515-244-8604; FAX: 515-244-1634	1882	Rowat Cut Stone 110 S.E. Seventh St.	John Rowat Natural architectural cut limestone	Teresa Van Vleet-Danos Natural stone for landscape, countertops, flooring, arch. cut limestone	Teresa Van Vleet-Danos	www.rowatcutstoneandmarble.com rowatcutstone@aol.com
18	IMT Insurance Co. 4445 Corporate Dr WDM, IA 50266 515-327-2777; FAX: 515-457-5657	1884	The Iowa Mutual Tornado, Cyclone & Windstorm Ins. Assoc. West Union, IA	A mutual company Windstorm insurance	IMT Mutual Holding Co. Property and casualty insurance	Sean Kennedy	www.imtins.com
19	Altoona Herald-Mitchellville Index 715 Locust DM, IA 50309 515-699-7000; FAX: 515-699-7098	1889	Altoona Herald 116 Second St., SE	Emory English Newspaper	Des Moines Register Newspaper	Rick Green	www.altoonaherald.com adwilson@dmreg.com
19	Koch Brothers Inc. 325 Grand Ave DM, IA 50309 515-283-2451; FAX: 515-243-3147	1889	Talbot/Watters Printing 319-321 Locust St.	George Watters & L.L. Talbot Printing, blank books, book-binding	Stockholders Office supplies, furniture, printing, business machines	Richard Koch, Jr. Alan Koch	www.kochbrothers.com info@kochbrothers.com

MINORITY-OWNED BUSINESSES

Ranked by number of local full-time employees

EXECUTIVE PROFILE



Linda Sprague

COMPANY Green's Appliance, Heating & Cooling, Inc.
TITLE CEO
RESIDENCE Maxwell
EDUCATION Miami Dade College
HOMETOWN Miami, FL

Rank	Name Address Phone; Fax	Local FT Employees Year Est.	Percentage Minority Owned	Owner Top Local Executive Office/Purchasing Manager	Products or Services	Website Email
1	Keystone Electrical Manufacturing Co. 2511 Bell Ave DM, IA 50321 515-283-2567; FAX: 515-283-0418	75 1964	100%	Fred Buie Fred Buie Valeska L. Buie	Manufacture protection and control relay panels and medium-voltage switch gear for the electric utility industry	www.keystoneemc.com info@keystoneemc.com
2	MPS Engineers 1444 Illinois St DM, IA 50314 515-221-9832; FAX: 515-222-2625	47 1996	100%	Amit Pradhan Umesh Shetye Jody Rouse	General contracting, water main and services, storm sewer, sanitary sewer, concrete, earthwork, parking lots	www.mpsengineers.com umesh.shetye@mpsengineers.com
3	Nguyen Information Consulting Inc. dba Net-Integrated Consulting Inc. 1776 West Lakes Pkwy S31-S3107 WDM, IA 50266 515-457-3174; FAX: 515-457-3176	30 1994	100%	Hung M. Nguyen Hung M. Nguyen Hung M. Nguyen	Healthcare IT	www.nicwdm.com hnguyen@nicwdm.com
4	Weeks and Leo Co. Inc. 2075 NW 92nd Ct Clive, IA 50325 515-276-1586	26 1892	100%	Privately Held Sanjay Srivasatava	Manufacture / package liquids, creams, gels, and solid OTC Drug and Toiletry products for Contract & Private Label Accts	www.weeksleo.com mike.hatten@weeksleo.com
5	PharmServ Staffing 4225 Fleur Dr Ste 118 DM, IA 50321 515-334-4293; FAX: 800-332-9548	25 2006	100%	Felix Gallagher Felix Gallagher Felix Gallagher	Temporary and long term pharmacy staffing of all practice settings, Temp-to-Perm pharmacist and pharmacy technician placement	www.pharmservstaffing.com fgallagher@pharmservstaffing.com
6	Green's Appliance, Heating & Cooling, Inc. 1450 NE 69th Pl Ste 51 Ankeny, IA 50021 515-323-0680; FAX: 515-323-0683	18 1958	N/A	Linda Sprague Dan Sprague Dan Sprague Linda Sprague	HVAC service and installation, appliance repair	www.greensahc.com linda@greensahc.com
7	ecfirst 295 NE Venture Dr Waukee, IA 50263 515-987-4044; FAX: 515-978-2323	15 1999	100%	Allen Nguyen Ali Pabrai Allen Nguyen	IT Recruiting, HIPAA Training and Security Consulting	www.ecfirst.com lorna.waggoner@ecfirst.com
8	Community CPA.com 3816 Ingersoll Ave DM, IA 50312 515-288-3188; FAX: 515-288-3370	14 1998	100%	Ying Sa Ying Sa	Audit, accounting, tax planning and business consultation	www.communitycpa.com CPA@communitycpa.com
9	Dormark Construction Co.* 3310 SW Brookside Dr Grimes, IA 50111 515-986-4270; FAX: 515-986-9573	12 1977	N/A	Tim Bayse Tim Bayse	Heavy highway construction	
9	Parrish, Kruidenier, Dunn, Boles, Gribble, Parrish, Gentry & Fisher 2910 Grand Ave DM, IA 50312 515-284-5737; FAX: 515-284-1704	12 1975	N/A	Alfredo Parrish Alfredo Parrish Sue Hill	Trial practice, criminal defense, personal injury, employment law, family law, appeals and litigation	www.parrishlaw.com shill@parrishlaw.com
10	MIDWESTIX 857 17th St DM, IA 50314 515-244-2771	9 2002	100%	Kathryn Dickel Heather Hansen Kathryn Dickel Heather Hansen	Ticketing, event management, marketing and consulting for multiple venues, organizations and events	www.midwestix.com info@midwestix.com
11	Diversity Insurance Inc. 1541 E Grand Ave DM, IA 50316 515-287-0055; FAX: 515-287-0058	8 2004	100%	Juan Oscar Rodriguez Juan Oscar Rodriguez Elvin E. Reyes	Auto, home, life, health, commercial, business, umbrella, motorcycles, renters, SR-22	www.mydiversityinsurance.com jrodriguez@mydiversityinsurance.com
12	Petersen Court Reporters, Inc. 500 SW 7th St Ste 305 DM, IA 50309 515-243-6596; FAX: 515-243-0316	5 1955	2%	Edie Daniels Christine Bierley Merle J. Hicks	Freelance court reporting firm; all reporters are highly qualified with multiple certifications; depositions, hearings, etc.	petersencourtreporters.com peterscntr@aol.com
13	Midwest Captioning 1306 Bailey Ct Adel, IA 50131 515-321-5228	3 1997	100%	Karen Ziebarth Karen Ziebarth	Closed captioning for television	
13	The Great Frame Up 5515 Mills Civic Pkwy Ste 150 WDM, IA 50266 515-226-2310; FAX: 515-226-2311	3 2005	100%	Angela Williams Angela Williams	Picture framing, art, prints, posters, shadow boxes, framed mirrors, local Iowa art, diploma frames, photos, military and sport	www.westdesmoines.thegreatframeup.com westdesmoines@thegreatframeup.com
14	China Iowa Group 4500 Westown Pkwy Ste 115 WDM, IA 50266 515-282-9988	2 2010	N/A	Li Zhao Mandelbaum Li Zhao Mandelbaum	China Iowa Group is an import and export company committed to making business with China simple and effective	www.chinaiaowa.com li@chinaiaowa.com
14	DeJear Enterprises PO Box 35853 DM, IA 50315 515-867-1525; FAX: 515-864-0029	2 2006	100%	Marvin L. DeJear Marvin L. DeJear, Jr.	General contractor - commercial remodeling, project management, estimating services	www.dejearenterprises.com mdejear@dejearenterprises.com
14	GWA International Inc. 707 17th Ave SW Altoona, IA 50131 515-967-4996; FAX: 515-270-0893	2 2008	N/A	Michelle Wei Steve Guyer Michelle Wei Michelle Wei	NABCEP certified solar PV installers service residential, commercial, and business customers state-wide	www.gwaintl.com contact@gwaintl.com

* 2015 Book of Lists information

Congratulations to Katie Roth and Portico Staffing!

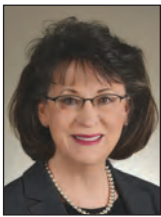
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Katie Roth

COMPANY Portico Staffing
TITLE Owner
AGE 60
RESIDENCE West Des Moines
EDUCATION B.A. University of Iowa
HOMETOWN St. Louis, MO

WOMEN-OWNED BUSINESSES

Ranked by number of local full-time employees

Rank	Name Address Phone; Fax	Local FT Employees Year Est.	Owner(s) Percentage Women-Owned	Top 3 Local Executives Office/Purchasing Manager	Products or Services Offered	Website Email
1	Nurse Force Inc. 2900 Westown Pkwy Ste 200 WDM, IA 50266 515-224-4566; FAX: 515-224-1707	100 1987	Sherri Lange 100	Sherri Lange Terri Stanley Laura Grage N/A	Home health care, staffing	www.nurseforce.com sherri@nurseforce.com
2	Bindery 1 Inc. 1631 E Aurora Ave DM, IA 50313 515-265-4091; FAX: 515-265-7937	70 1976	Gigi Toporek Renatta Bolen 75	Gigi Toporek Renatta Bolen Renatta Bolen	Commercial trade bindery, finishing, mailing, fulfillment, CD services, COLOR digital printing for on demand printing	www.bindery1.com gigi@b1ds.net
3	Cellular Advantage, Inc. 3829 100th St Urbandale, IA 50322 515-331-0000; FAX: 515-331-0670	50 1993	Mitzi and Doug Ecklund 100	Mitzi and Doug Ecklund Todd Lawton Matt Hayertz Matt Hayertz	Wireless service, handsets and accessories: US Cellular agent	www.celladvantage.com ceo@celladvantage.com
3	Sticks Inc. 3631 SW 61st St DM, IA 50321 515-246-8361; FAX: 515-244-1836	50 1992	Sarah Grant 100	Sarah Grant Rachel Eubank John McManus N/A	Handcrafted furniture, accessories, sculptural art, public art and commercial installations	www.sticks.com reubank@sticks.com
4	Office Installation Services Inc. 6250 NW Beaver Dr Ste A3 Johnston, IA 50131 515-278-5525; FAX: 515-278-8454	47 1989	Jody Kimrey Scott Kemp 51	Jody Kimrey Scott Kemp Jody Kimrey	Install new office furniture and reconfigure existing including desks, cubicles, files, chairs, shelving, fixed seating and much more	www.ois-dsm.com jody@ois-dsm.com
5	Midwest Project Partners Inc. 1603 22nd St Ste 104 WDM, IA 50266 515-225-8848; FAX: 515-225-2021	39 2000	Jane Whalen Dave Furbush Brian Porter Angie Rice 58	Jane Whalen Dave Furbush Brian Porter Jane Whalen	Consulting: Business analysis, project and program management, business strategy, cost reduction	www.midwestprojectpartners.com jwhalen@mpp1.com
6	Saxton Inc. 108 3rd St Ste 100 DM, IA 50309 515-244-6116; FAX: 515-244-6351	38 1979	Kim Augspurger 100	Kim Augspurger Keeley Kinney Amy Elbert Peg Moses Michelle Bonnema	Design and furnish spaces that matter for office, healthcare, senior living and higher education	www.saxtoninc.com kim-augspurger@saxtoninc.com
7	Accent Tag & Label Inc. 2201 Rittenhouse St DM, IA 50321 515-287-2717; FAX: 515-287-2779	34 1987	Dixie L. Davis Rochelle Stout Kristie Becker 100	Rochelle Stout Kristie Becker Ryan Stout	Custom labels/tags, in-house graphics, eight-color printing	www.accentlabel.com kristie@accentlabel.com
8	Estilo Salon & Day Spa 440 Fairway Dr Ste 100 WDM, IA 50266 515-727-4980; FAX: 515-224-5887	32 2000	Cynthia Sue Landa 100	Cynthia Sue Landa Cynthia Sue Landa	Make up, hair care products, skin care, pedicures, manicures, facials, massages, hair cuts, color, waxing, hair styling and bridal services	www.estilosalon.com cindy@estilosalon.com
9	Business Publications Corporation, Inc. The Depot at 100 4th St DM, IA 50309 515-288-3336; FAX: 515-288-0309	30 1983	Connie Wimer Janette Larkin Annabel Wimer Carey Wimer Amy Wimer 100	Connie Wimer Janette Larkin Jason Swanson	Publisher of Business Record, dsm magazine, Catch Des Moines visitors guide, ia book and numerous other niche and custom publications	www.businessrecord.com janettelarkin@bpcdm.com
9	Midwest Office Technology Inc. 6294 NE 14th St DM, IA 50313 515-283-2513; FAX: 515-283-0671	30 1960	Susan Illig 100	Susan Illig N/A	Business solutions through sales, service, supply & support of software & hardware including copiers	www.motsolutions.com doreene@motnet.com
10	M&M Commercial Cleaning 8008 Hickory Dr Urbandale, IA 50322 515-724-2125	27 2010	Lynda Marquardt 100	Lynda Marquardt N/A	Commercial cleaning, new construction cleaning and epoxy flooring	www.mmcommercialcleaning.com lynda@mmcommercialcleaning.com
11	Brokers Clearing House, Ltd. 4546 Corporate Dr Ste 155 WDM, IA 50266 515-223-9479; FAX: 515-224-5948	25 1975	Barbara Crowley 100	Barbara Crowley Dan Allison Debbie Hannam Linda Hoffman	Life insurance, annuities, long term care and disability income	www.bchlife.com bch@bchlife.com
12	T&M Services Inc. 4175 NE 43rd Ct DM, IA 50317 515-263-0953; FAX: 515-263-8323	22 1987	Mary A. Daughenbaugh 52	Thomas J. Daughenbaugh Melissa R. Robinson Tony Schmalz Kim Aunspach	Office furniture installation, moving, system cubes and freestanding furniture, remodel or complete move of entire office	www.tmservices.net service@tmservices.net
13	EmbarkIT Inc. 1854 Fuller Rd WDM, IA 50265 515-440-1451; FAX: 515-440-1455	20 2005	Anita Messerschmidt 100	Anita Messerschmidt Lenore Hamill Glenna Ross Stacy Watrous	Printers, scanners, fax, toner cartridges, supplies and repair service and maintenance contracts, Networking, WiFi, Switch/Router	www.embarkit.com sales@embarkit.com training@embarkit.com
14	Green's Appliance, Heating & Cooling, Inc. 1450 NE 69th Pl Ste 51 Ankeny, IA 50021 515-323-0680; FAX: 515-323-0683	18 1958	Linda Sprague Dan Sprague 50	Dan Sprague Linda Sprague N/A	HVAC service and installation, appliance repair	www.greensahc.com linda@greensahc.com
15	Benefit Source Inc. 4000 Westown Pkwy Ste 110 WDM, IA 50266 515-453-9462; FAX: 515-453-9472	17 1980	Jennifer S. Browne 100	Jennifer S. Browne Jessica Gourley	Employer-sponsored benefits, financial services, individual benefits and personal planning	www.BenefitsSourceInc.com Jennifer@BenefitsSourceInc.com
15	Happy Medium 104 SW 4th St Ste B DM, IA 50309 515-218-1477	17 2011	Katie Patterson 100	Katie Patterson N/A	Advertising, marketing, traditional & digital media buying, SEO/SEM, web design & development, UX, social media management, email marketing	www.itsahappymedium.com info@itsahappymedium.com
16	Bonnie's Barricades Inc. 1547 Michigan St DM, IA 50314 515-282-8877; FAX: 515-282-4620	15 1985	Bonnie J. Ruggless 100	Bonnie J. Ruggless Bonnie J. Ruggless	Manufacture & rent barricades, construction signs and related traffic control devices for road & utility work zones	bonniesbarricades.com barricades@netzero.com
16	Gilbert & Cook Inc. 2670 106th St Ste 220 Urbandale, IA 50322 515-270-6444; FAX: 515-270-6446	15 1993	Linda Lundstrom Cook Marlis Gilbert Chris C. Cook 67	Marlis Gilbert Linda Lundstrom Cook Chris C. Cook N/A	Planning tailored to complex situations: Retirement/tax strategies, estate & inheritance wealth transition, asset mgmt., business succession	www.gilbertcook.com cshindler@gilbertcook.com
17	Conference Event Management 1045 76th St Ste 3025 WDM, IA 50266 515-254-0289	14 2003	Michelle DeClerck 100	Michelle DeClerck N/A	Women-owned enterprise & leading provider of unique, world-class event, conference, incentive travel & meeting experiences, hotel contracts	www.myCEM.com Info@myCEM.com
18	Portico Staffing 2910 Westown Pkwy Ste 106 WDM, IA 50266 515-221-3233; FAX: 515-221-3236	13 2005	Katie Roth 100	Katie Roth N/A	Employment agency	www.porticostaffing.com info@porticostaffing.com
19	Action Reprographics / Vital Signs Display Graphics 5037 NE 14th St DM, IA 50313 515-288-2146; FAX: 515-288-0053	12 1949	Wanda Lienemann Dan Lienemann 51	Wanda Lienemann Dan Lienemann Andrew Heslinga	Color digital printing from business cards to 16' wide, online planroom, distribution, legal copying & scanning, Canon & Xerox Equip Sales	www.actionrepro.com info@actionrepro.com
19	All Makes Office Interiors 500 East Court Ave Ste 150 DM, IA 50322 515-282-2166; FAX: 515-282-5456	12 1972	Amee Zetzman 60	Amee Zetzman Jeff Kavich Kelly Coenen Jim Sheider	Sales, service, design, project management, installation and delivery	www.allmakesiowa.com info@allmakes.com

EMPLOYMENT SEARCH & TEMPORARY PLACEMENT FIRMS

Ranked by number of local full-time employees

EXECUTIVE PROFILE



Jason Sullivan

COMPANY Crown Services, Inc.
TITLE Branch Manager
AGE 28
RESIDENCE West Des Moines
EDUCATION Bachelor's Degree - Marketing Western Carolina University
HOMETOWN Osceola

Company listing on following page

Rank	Name Address Phone; Fax	Local FT Employees Year Est.	Office/Purchasing Manager Top 3 Local Executives	Executive Search Services Temporary Placement Services	Services Offered	Website Email
1	Alliance Technologies 420 Watson Powell Jr Way Ste 100 DM, IA 50309 515-245-7777; FAX: 515-245-7730	100 1994	N/A Steve Sikkink	Yes Yes	IT support, networking, virtualization, storage, hosting, cloud, software & Web dev, phones	www.alliancetechnologies.net connect@alliancetechnologies.net
2	Paragon IT Professionals 108 Third St Ste 200 DM, IA 50309 515-288-2128; FAX: 515-243-4009	85 1997	Donna Ballard Craig Jackman Joel Jackman	Yes No	Information technology recruiting and consulting	www.paragonitpros.com info@paragonitpros.com
3	Palmer Group 3737 Woodland Ave Ste 200 WDM, IA 50266 515-225-7000; FAX: 515-224-4544	60 1998	Traci Ellis Austin Palmer David Leto	Yes Yes	Placement in accounting, engineering, manufacturing, HR, IT, office admin, CS, Mgmt, banking, mortgage, sales and marketing	www.thepalmergroup.com dlet@thepalmergroup.com
3	Robert Half 801 Grand Ave Ste 2950 DM, IA 50309 515-282-8367; FAX: 515-244-5613	60 1948	Lynn Etter Michael Gremmer Stacey Singleton	Yes Yes	Temporary or FT professional staffing solutions in the finance and accounting, administrative and information tech industries	www.roberthalf.com stacey.singleton@rhi.com
4	Aerotek 1055 Jordan Creek Pkwy Ste 220 WDM, IA 50266 515-657-5440; FAX: 515-657-5490	38 1983	Kim Vasquez Kim Vasquez Chris Smith Lindsay Harms	No Yes	Industry specific divisions: office & administration, light industrial, scientific, healthcare, construction and engineering	www.aerotek.com
5	Manpower Inc. of Des Moines 1719 Grand Ave Ste 100 DM, IA 50309 515-288-4105; FAX: 515-288-8760	28 1953	Anita Carter Karen Miller	Yes Yes	HR solutions provider, focusing on administrative, industrial, & professional (IT, engineering, HR, skilled trades, finance)	www.us.manpower.com dmoffice@manpowerdm.com
6	PharmServ Staffing 4225 Fleur Dr Ste 118 DM, IA 50321 515-334-4293; FAX: 800-332-9548	25 2006	Felix Gallagher Felix Gallagher	Yes Yes	Temporary and long-term pharmacist staffing solutions for pharmacies of all practice settings throughout Iowa	www.pharmservstaffing.com fgallagher@pharmservstaffing.com
7	Quest Solutions Inc. 1200 Valley West Dr Ste 100 WDM, IA 50266 515-223-4161; FAX: 515-223-0526	24 1999	Darrin Dreyer Ron Schmitt Darrin Dreyer	Yes Yes	Information technology consulting services and full time staffing	www.quest-info.com rjschmitt@quest-info.com
8	Midwest Search Group LLC 13375 University Ave 303 Clive, IA 50325 515-453-2314; FAX: 515-453-2315	21 2000	Cyndi Mahlstadt Jim Bruno Joe Steer John Blanchard	Yes No	Permanent placements for accounting & finance, banking, mortgage	www.midwestsearchgroup.com info@midwestsearchgroup.com
9	Midwest Professional Staffing LLC 13375 University Ave Ste 303 Clive, IA 50325 515-453-9575; FAX: 515-453-2315	19 2005	Cyndi Mahlstadt Joe Steer John Blanchard Jim Bruno	Yes Yes	Temporary, temp-to-hire and direct hire in accounting, office administration, and customer service staffing	www.midwestprofessionalstaffing.com info@midwestprofessionalstaffing.com
10	Accountemps 801 Grand Ave Ste 2950 DM, IA 50309 515-282-8367; FAX: 515-244-5613	15 1975	Lynn Etter Michael Gremmer Stacey Singleton Tim Riesing	No Yes	Accountemps is the world's first and largest specialized temporary staffing company for accounting, finance and bookkeeping	www.accountemps.com stacey.singleton@rhi.com
10	Aureus Group 5550 Wild Rose Ln Ste 400 WDM, IA 50266 515-267-0500; FAX: 515-226-9511	15 1969	Christine Walker Christine Walker Chris L. Carlson	Yes Yes	Staffing & recruitment firm, confidential retained & contingent search, contract staffing, Match-Hire & full-time placement	www.aureusgroup.com cwalker@aureusgroup.com
11	Portico Staffing 2910 Westown Pkwy Ste 106 WDM, IA 50266 515-221-3233; FAX: 515-221-3236	13 2005	N/A Katie Roth	Yes Yes	Temporary, temp-to-hire, direct hire placement	www.porticostaffing.com info@porticostaffing.com
12	WorkSource 1231 8th St Ste 216 WDM, IA 50265 515-225-4355; FAX: 515-225-4084	11 2005	Christina Shannon Christina Shannon	Yes Yes	Trial for hire in manufacturing, light industrial and warehouse sectors; specializing in skilled labor	www.worksourcestaff.com christy@worksourcestaff.com
13	DES Employment Group 1300 Cummins Rd Ste 200 DM, IA 50315 515-288-2300; FAX: 515-288-2333	10 1999	Holly Lombardo Brian Moussalli Holly Lombardo Tim Crosby	Yes Yes	Recruiting and placement in industrial, clerical, professional and IT	www.desemploymentgroup.com info@desemploymentgroup.com
13	QPS Employment Group 2415 Ingersoll Ave DM, IA 50312 515-657-4095; FAX: 515-223-8222	10 2012	Beth Lauck Gabe Gulick	Yes Yes	Industrial, skilled trades, office/clerical and professional	www.qpsemployment.com desmoines@qpsemployment.com
13	Remedy Intelligent Staffing 1200 Valley West Dr Ste 405 WDM, IA 50266 515-225-4000; FAX: 515-225-9670	10 1999	N/A Clint Martin	Yes Yes	Temporary, temporary-to-hire, direct hire, skill assessments, clerical, light industrial and professional placements	www.remedystaff.com br4ia@remedystaff.com
13	Volt Workforce Solutions 2900 100th St Ste 203 Urbandale, IA 50322 515-224-6132; FAX: 515-270-0876	10 1950	N/A Nick Reddin	Yes Yes	Temp, temp to hire, direct placement, RPO, ENG & IT outsourcing, specializing in admin., industrial, A&F and call center	www.volt.com desmoines@volt.com
14	Capstone Search Group 2480 Berkshire Pkwy Ste A Clive, IA 50325 515-987-0242	9 2002	N/A Scot Dickerson Chris Winterboer Mary Newgard Scott Thompson	Yes No	Capstone is a full service national search firm that focuses exclusively in the insurance industry	cwinterboer@csgrecruiting.com
14	Career Search Associates Inc. 4949 Pleasant St Ste 205 WDM, IA 50266 515-440-5600; FAX: 515-440-0963	9 1989	N/A Tammy Cline	Yes No	Executive search	www.careersearchassoc.com careers@careersearchassoc.com
15	Grapnel Tech Services LLC 12951 University Ave Ste 200 Clive, IA 50266 515-974-5169; FAX: 515-309-9715	8 2007	Tara Jose Darryl Jose Brad Zaun Simon Heer	Yes Yes	Grapnel Tech Services supplies both full-time and consultant IT positions nationally	www.grapneltechservices.com brad.zaun@grapneltech.com
15	HireQuality Solutions 8711 Windsor Pkwy Ste 5 Johnston, IA 50131 515-331-9020; FAX: 515-331-2199	8 2006	Sarah Towns Nan Boland Sarah Towns	Yes Yes	Full service placement firm specializing in accounting/finance, office administration, human resources, IT and sales	www.hirequalitysolutions.com nan@hirequalitysolutions.com
16	Randstad Staffing* 4150 Westown Pkwy Ste 101 WDM, IA 50266 515-225-7991; 515-318-6892	6 1960	N/A Danielle Pederson Carrie Walker	Yes Yes	Randstad Staffing can assist you with all of your hiring needs, temporary, temp to hire, and permanent placement	www.randstadstaffing.com
17	Adecco 1701 48th St Ste 200 WDM, IA 50266 515-327-6200; FAX: 515-327-6023	5 1988	Deanna Dunn Deanna Dunn	Yes Yes	All specialties	www.adeccousa.com deanna.dunn@adeccona.com
17	Drake Staffing & Search Group 3810 Ingersoll Ave DM, IA 50312 515-244-9999; FAX: 515-244-9915	5 1992	N/A Charles Drake Brenda Madison Angelia Camp	Yes Yes	Executive recruiting; also temp & temp-to-hire for clerical & light industrial needs throughout the Metro area	www.drakestaffing.com admin@drakestaffing.com
17	Executive Resources Ltd. 3708 75th St Urbandale, IA 50322 515-287-6880	5 1982	N/A Bob Gates A Drinnin	Yes No	Employer-paid employment agency	www.executiveresources.com info@executiveresources.com

EMPLOYMENT SEARCH & TEMPORARY PLACEMENT FIRMS

Ranked by number of local full-time employees

Rank	Name Address Phone; Fax	Local FT Employees Year Est.	Office/Purchasing Manager Top 3 Local Executives	Executive Search Services Temporary Placement Services	Services Offered	Website Email
17	Hamilton Group 4090 Westown Pkwy WDM, IA 50266 515-221-1733	5 1999	Tom Hamilton Tom Hamilton	Yes No	Selection, succession planning, employment testing, background screening and elective employee benefits	www.HamiltonAssociates.com
17	Mid America Search PO Box 71037 Clive, IA 50325 515-225-1942	5 1974	N/A Deb Murray	Yes No	Retained or contingent executive and personnel searches specializing in the insurance industry	www.midamericasearch.com info@midamericasearch.com
17	Spindustry Staffing 1370 NW 114th St Ste 300 DM, IA 50325 515-225-0920; FAX: 515-225-1785	5 2006	N/A Martin Katz Michael Bird Angela Culbertson Stephen Fry	Yes Yes	Contract, consulting & perm-placement for program dev., software application dev., project mgmt., business analysis, ERP, EDI	www.spindustry.com mkatz@spindustry.com
18	Axis Human Capital Inc. 275 Venture Dr Waukee, IA 50263 515-897-5627; FAX: 515-987-6241	3 2004	Chris McLinden Chris McLinden	Yes No	A national, full-service, permanent search and recruitment firm	www.axishumancapital.com axishumancapital@earthlink.net
18	Crown Services, Inc. 6401 Douglas Ave Ste 3 Urbandale, IA 50322 515-280-6398; FAX: 515-280-6429	3 1968	Jason Michael Sullivan Jason Michael Sullivan	Yes Yes	Temporary, temporary-to-hire, direct placement, contract staffing, referred employee program and customized recruiting	www.crownservices.com des-moines@crownservices.com
18	Francis & Associates 6923 Vista Dr WDM, IA 50266 515-221-9800; FAX: 515-221-9806	3 1993	Lacey May Karen Novak Swallow Dwayne Francis	Yes No	Retained executive search	www.fa-search.com info@fa-search.com
18	Kelly Services 400 Locust St Ste 250 DM, IA 50309 515-282-0264; FAX: 515-243-6948	3 1946	Stephanie Roush Al Myers Stephanie Roush	Yes Yes	Call center technology, direct hire recruiting and temporary staffing	www.kellyservices.us 2611@kellyservices.com
18	Pro Staff 8675 Northpark Ct Johnston, IA 50131 515-267-0566; FAX: 515-267-0664	3 1982	N/A Matthew Johnson	Yes Yes	Temporary and permanent placement for administrative, finance & accounting, technical, contract and contract-to-hire	www.prostaff.com desmoines@prostaff.com
19	Iowa Career Connection 100 E Grand Ave Ste 140 DM, IA 50309 515-282-5823	2 2000	Al Fering Al Fering	Yes No	Permanent and contract placement, specializing in accounting, finance and HR	www.iowacareerconnection.com fering@iowacareerconnection.com
19	Performance Group 4401 Westown Pkwy Ste 102 WDM, IA 50266 515-262-9509	2 2000	Amy Johnson Jim Lobaito	Yes No	Search & placement services for high performance sales driven organization from VP of Sales to Account Managers	www.pmgllc.net info@pmgllc.net
19	RN Eyler Associates Inc. 2923 Vine St WDM, IA 50265 515-360-5293	2 1973	Todd Neil Eyler Richard Eyler	Yes No	Retainer search nationwide, senior level management	rneyler@msn.com
20	Hedlin Ag Enterprises PO Box 1235 Ankeny, IA 50021 515-964-7997; FAX: 515-964-7977	1 1975	Kevin Drury Kevin Drury	Yes No	Retained executive search and consulting for ag-related companies and associations	www.hedlinag.com kdrury@hedlinag.com
20	Pro Search Inc. 3240 Ashworth Rd Waukee, IA 50263 515-556-8432	1 1997	Connie Newlin Connie Newlin	Yes No	Executive, professional, technical, and administrative recruiting services for both profit and not-for-profit employers	cnewlin@prosearch1.com

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EXECUTIVE COACHES

Ranked by number of local coaches

EXECUTIVE PROFILE



Angie Lookingbill

COMPANY Wright Lookingbill
TITLE Co-Owner
AGE 44
RESIDENCE Urbandale
EDUCATION Bachelor of Business Administration, Iowa State University
HOMETOWN Gladbrook

Rank	Name Address Phone; Fax	Number of Local Coaches Year Est.	Top 3 Local Executives	Services Offered	Website Email
1	LS2group 510 East Locust Ste 200 DM, IA 50309 515-868-0155	40 2006	Chuck Larson Joe Shannahan Karen Slifka Sarah Lukan	Media spokesperson training, public speaking training, social media	www.LS2group.com
2	Proitions, Inc. 6200 Aurora Ave Ste 400 W Urbandale, IA 50322 515-864-7200; FAX: 515-864-4164	13 2010	Frank Russell Robin Salsbery Jill Dillenburg	Executive, leadership, performance, assessment review, resume, interview, negotiation, networking, public speaking	www.proitions.com info@proitions.com
3	Career Resources Group/Lee Hecht Harrison 2700 Westown Pkwy Ste 200 WDM, IA 50266 515-453-9590; FAX: 515-222-0565	10 1974	Dick Reasons Bob Wigger	Talent management, leadership consulting, leadership development, executive/professional coaching, career coaching	www.crgpros.com info@crgpros.com
3	Tero International Inc. 1840 NW 118th St Ste 107 Clive, IA 50325 515-221-2318; FAX: 515-221-2369	10 1993	Rowena Crosbie Deborah Rinnee Ann Block	Presentation skills, executive coaching, business etiquette and image, negotiations, leadership skills plus more	www.tero.com training@tero.com
4	TPG Companies 621 S 26th St WDM, IA 50265 515-270-2453	7 1989	Paul Kirpes	Executive coaching; organization, team & leadership development; strategic & master planning; entrepreneurship	www.whatmattersmost.com info@whatmattersmost.com
5	Cylient 600 Walnut St Ste 400 DM, IA 50309 515-727-4200; FAX: 515-727-4222	4 2001	Dianna Anderson Merrill Anderson	Creating coaching cultures, executive coaching, Coaching in the Moment® and Feedback in the Moment® workshops	www.cylient.com dianna@cylient.com
6	ActionCOACH Business Coaching 4117 Walnut St WDM, IA 50265 515-222-9193; FAX: 888-331-0485	3 2004	Monte Wyatt Greg Thompson	Coaching to executives on strategic thinking, implementation planning, leadership development and business growth	www.montewyatt.com montewyatt@actioncoach.com
6	Dardis Communications, Inc. 5550 Wild Rose Ln Ste 400 WDM, IA 50266 800-720-6329; FAX: 866-744-9179	3 2002	Greg Dardis Maria Volante Tyson Greiner	Presentation skills, leadership, selling skills, professional image, personal coaching	www.dardiscommunications.com info@dardiscommunications.com
6	Solutions Kept Simple 14992 Sheridan Ave Clive, IA 50325 515-988-3871	3 1996	Marty Baddeloo	Executive coaching & leadership coaching, strategic planning, meeting facilitation, team building	www.solutionskeptsimple.com marty@solutionskeptsimple.com
7	Integrity Communications 699 Walnut St Ste 400 DM, IA 50323 800-314-9754	2 2012	Micah Spike Craven Alexandra Johnston	Presentation skills, intercultural communication, relationship management, selling skills, professional presence	www.integritycommunications.com micah@integritycommunications.com
7	Jensen Consulting 309 Court Ave Ste 206 DM, IA 50309 515-875-4824; FAX: 515-875-4825	2 2002	Russell Jensen Pete Petersen	Coaching, executive roundtables, resting & assessment, team building, Five Dysfunctions of a Team workshops	www.rjensenconsulting.com jensen@rjensenconsulting.com
7	McGee Strategies 760 SE Willowbrook Dr Waukee, IA 50263 515-326-5869	2 2005	Isaiah McGee	Generational understanding, professional relationship building, social media strategy	
7	Rita Perea Leadership Consulting Group 3408 Woodland Ave Ste 209 WDM, IA 50266 515-577-5666	2 2001	Rita Perea	Executive coaching, leadership/management skill development, team communication, time mastery, career transition	www.RitaPerea.com Rita@RitaPerea.com
7	The Mevyn Group 507 Elm St WDM, IA 50265 515-360-7678	2 N/A	Tammy Rogers Melynda DeCarlo	Executive, organizational and strategy coaching	www.mevyngroup.com madtrainer@aol.com
7	Vistage International, Inc. 5550 Wild Rose Ln Ste 400 WDM, IA 50266 515-822-1861	2 2009	Robert Vedral Margaret Dixon	Private Peer Advisory Board for Business Leaders, executive coaching, leadership development, strategic planning	www.vistage.com robert.vedral@vistagechair.com
7	Wright Lookingbill 3712 144th St Urbandale, IA 50323 515-707-3663	2 2011	Angie Lookingbill Lisa-Marie Wright	Team building and leadership development consulting using The Birkman Method, an industry-leading assessment tool	www.wrightlookingbill.com alookingbill@wrightlookingbill.com lmwright@wrightlookingbill.com
8	Billie Sucher Career Transition Services 7177 Hickman Rd Ste 10 Urbandale, IA 50322 515-276-0061	1 1985	Billie Sucher	Career transition expert, outplacement, resume writing, author Happy About the Career Alphabet & Success Tweets	www.billiesucher.com billie@billiesucher.com
8	Deems Associates/WorkLife Design 333 SE 10th St Ankeny, IA 50021 800-432-6918; FAX: 480-515-0658	1 1980	Terri Deems	Organization development & change, career mgt, outplacement, work culture, hiring/retention, HPI, work-life balance	www.worklifedesign.com tadeems@worklifedesign.com
8	Holistic Journeys 8450 Hickman Rd Ste 2 Clive, IA 50325 515-321-4756	1 1997	Shari Hudson	Health and Lifestyle Coach; health, wellness and organizational classes and services	www.Holistic-Journeys.com Shari@Holistic-Journeys.com
8	Poertner Consulting Group LLC 2800 University Ave Ste 150 WDM, IA 50266 515-224-6494	1 1994	Shirley Poertner	Executive coaching, leadership development, strategic planning, facilitation, team building, Crucial Conversations	www.poertner.com shirley@poertner.com
8	Smart WorkLife Solutions 1173 20th St WDM, IA 50265 515-225-2479; FAX: 515-226-0307	1 2001	Pam Woods	Organizing solutions for work, home and life that save time, boost productivity and reduce stress	www.worklifecoach.com prnw@worklifecoach.com



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Lori Vande Krol

COMPANY Life Made Simple LLC
TITLE President, Productivity Expert
RESIDENCE Clive
EDUCATION Bachelor of Science, Iowa State University
HOMETOWN Clinton

Company listing on following page

BUSINESS CONSULTANTS

Ranked by number of local full-time employees

Rank	Name Address Phone; Fax	Local FT Employees Year Est.	Average Years of Consulting Experience	Top 3 Local Executives	Areas of Business Consulting	Website Email
1	ADP (Automatic Data Processing) 4900 University Ave WDM, IA 50266 515-280-8100	550 1954	61	Kristi Peterson Linda Casas	Payroll Processing, HR systems, benefit administration, time & attendance and Affordable Care Reporting	www.adp.com
2	Robert Half 801 Grand Ave Ste 2950 DM, IA 50309 515-282-8367; FAX: 515-244-5613	60 1948	66	Michael Gremmer Stacey Singleton	N/A	www.roberthalf.com stacey.singleton@rhi.com
3	LWBJ 4200 University Ave Ste 410 WDM, IA 50266 515-222-5680; FAX: 515-222-5681	50 1992	20	Paul Juffer JD Geneser	Mergers, acquisitions and capitalization, valuations, due diligence, operational/financial consulting	www.lwbj.com info@lwbj.com
3	McGladrey LLP 400 Locust St Ste 640 DM, IA 50309 515-284-8660; FAX: 515-284-1545	50 1926	10	Doug Roozeboom Paul Cain Gordon Opland	Tax, wealth mgmt, business valuations, M&A, HR, IT networking, IT business solutions, risk management, operation improvement	www.mcgladrey.com rod.foster@mcgladrey.com
4	CliftonLarsonAllen LLP 5550 Wild Rose Ln Ste 300 WDM, IA 50266 515-222-4400; FAX: 515-222-4444	47 1960	15	Denny Schleper Mark D. Wyzgowski Roger C. Jones Ronald L. Hintz	Business valuation, business value enhancement strategies, outsourced CFO, tax & strategic planning, cash flow modeling	www.cliftonlarsonallen.com Mark.Wyzgowski@cliftonlarsonallen.com
5	LS2group 510 East Locust Ste 200 DM, IA 50309 515-868-0155	45 2006	10	Sarah E. Lukan	Strategic planning, brand development and management, sales promotion	www.LS2group.com
5	Spindustry Digital 1370 NW 114th St Ste 300 DM, IA 50325 515-225-0920; FAX: 515-225-1785	45 1996	15	Michael Bird Stephen Fry	National digital marketing agency offering services that drive client partners' business growth goals	www.spindustry.com info@spindustry.com
6	Midwest Project Partners Inc. 1603 22nd St Ste 104 WDM, IA 50266 515-225-8848; FAX: 515-225-2021	39 2000	15	Jane Whalen Dave Furbush Brian Porter	Strategy development, business solutions, project management, process design, expense reduction, and program management	www.midwestprojectpartners.com jwhalen@mpp1.com
7	Kidder Benefits Consultants, Inc. 5700 Westown Pkwy Ste 100 WDM, IA 50266 515-254-1178; FAX: 515-254-9393	37 1996	27	Keith J. Gredys Judy Richardson Dawn Hafner	Qualified retirement plan consulting, design, administration, compliance and communication, Kidder-Lane Actuarial Services	www.askkidder.com kgredys@askkidder.com
8	Brooks Lodden P.C. 1441 29th St Ste 305 WDM, IA 50266 515-223-7300	30 1984	30	Telford A. Lodden	Ownership transition, cost segregation, expense reduction, tax credits, strategic planning, forensic, card processing	www.brookslodden.com TAL@brookslodden.com
9	Dale Carnegie Training of North Central US 6600 Westown Pkwy Ste 180 WDM, IA 50266 515-221-9142	27 1959	7	Michael Day Amy Roberts Kyle Price	Team building, leadership development, manager training, communications, sales/presentation coaching, executive coaching	www.iowa.dalecarnegie.com mike.day@dalecarnegie.com
10	QPC Qualified Plan Consultants, LLC 4949 Westown Pkwy Ste 110 WDM, IA 50266 515-222-0980; FAX: 515-252-0980	25 2003	16	Tom Lastuvka Mick Fouts	Retirement plan design, administration and compliance consulting	www.401k-qpc.com tom@401k-qpc.com
11	Quest Solutions Inc. 1200 Valley West Dr Ste 100 WDM, IA 50266 515-223-4161; FAX: 515-223-0526	24 1999	8 - 10	Ron Schmitt Darrin Dreyer	Information technology	www.quest-info.com rjschmitt@quest-info.com
12	Propositions, Inc. 6200 Aurora Ave Ste 400 W Urbandale, IA 50322 515-864-7200; FAX: 515-864-4164	22 2010	25	Frank Russell Robin Salsberry Jill Dillenburg	HR strategy, leadership, development, mentoring, culture, succession planning, outplacement, career transition, assessments	www.propositions.com info@propositions.com
13	DCI Group, Inc. 1925 High St DM, IA 50309 515-244-5043	21 2011	5	Denis L. Frischmeyer Kevin C. Kain	Construction management	www.dci-groupia.com kevink@dcigroupia.com
14	Quester 6500 University Ave Windsor Heights, IA 50324 877-232-1005	20 N/A	N/A	N/A	Concept research, brand research, path to purchase research and segmentation	www.quester.com
15	ATW Training & Consulting Inc. 11140 Aurora Ave Urbandale, IA 50322 515-727-0731	16 1999	12	Todd McDonald Cathy Belmont Lynne Johnson	Leadership, teamwork, communication, strategic planning, customer service and computer software training	www.atwtraining.com todd@atwtraining.com
16	Conference Event Management 1045 76th St Ste 3025 WDM, IA 50266 515-254-0289	14 2003	20	Michelle DeClerck	Incentives, reward strategies, meetings, events, hotel/cruise selection-contracting, trips, speakers bureau, individual tvl	www.myCEM.com Info@myCEM.com
17	BCC Advisers 1707 High St DM, IA 50309 515-282-8019; FAX: 515-282-0325	11 1988	25	Steven G. Jacobs Alan D. Ryerson Gregory L. Weber	Business advisory firm specializing in merger & acquisition consulting & business valuation	www.bccadvisers.com steve@bccadvisers.com
18	Corporate Contracts, LLC 1200 Valley West Dr Ste 500 WDM, IA 50266 515-309-5600	10 N/A	20	Brad Simpson Randy Roth Patrick Bohnenkamp	Specialize in procurement related contract negotiations on behalf of businesses	www.corporatecontracts.com brad@corporatecontracts.com
19	Benchmark Business Group, LLC 6000 Grand Ave DM, IA 50312 515-288-6984; FAX: 515-288-6987	9 1999	40	Susan Clements Bob Clements Dennis Henderson	Coaching/Consulting services; brokerage, valuation, turn-key business systems, prepare to sell, strategy/planning/performance	www.benchmarkbusinessgroup.com sclements@e-mythcoaching.com
19	Henderson Business Group 6000 Grand Ave DM, IA 50312 515-727-4300; FAX: 515-727-4652	9 2002	40	Susan Clements Dennis Henderson Robert Clements	Business evaluations, buying/selling businesses, business coaching; preparing businesses for sale or transition	www.hendersonbusinessgroup.com dhenderson@hbizgroup.com
20	Tero International Inc. 1840 NW 118th St Ste 107 Clive, IA 50325 515-221-2318; FAX: 515-221-2369	8 1993	20	Rowena Crosbie Deborah Rinnee Ann Block	Corporate training and executive coaching (leadership, presentation skills, etiquette, dining, image, culture, sales)	www.tero.com training@tero.com
21	Career Resources Group/Lee Hecht Harrison 2700 Westown Pkwy Ste 200 WDM, IA 50266 515-453-9590; FAX: 515-222-0565	7 1974	25	Dick Reasons Bob Wigger	Career transition/outplacement, career management, leadership consulting, coaching, performance improvement	www.crgpros.com info@crgpros.com
21	Proxymity 400 Locust St Ste 220 DM, IA 50309 515-999-0645; FAX: 515-864-0267	7 2009	20	Kevin Schlueter John Garvey	Co-Create the best Workplace Environments; Plan and Execute Organizational Change	www.Proxymity.com jeremyd@proxymity.com
22	B2E Direct Marketing Inc. 307 E Court Ave DM, IA 50309 515-282-4933; FAX: 877-275-2360	6 2000	20	Keith Snow Greg Sheridan	Big Data, visual business intelligence, marketing automation, database marketing, direct and email marketing	www.b2edirect.com ksnow@b2edirect.com
22	TPG Companies 621 S 26th St WDM, IA 50265 515-270-2453	6 1989	20	Paul J. Kirpes	Strategy, stakeholder relations, sales, leadership, change navigation, funding, exec. coaching, business & org development	www.whatmattersmost.com info@whatmattersmost.com
23	Decision Innovation Solutions 3315 109th St Ste B Urbandale, IA 50322 515-864-6077	5 2007	6	Spencer Parkinson Merlin Siefken Michelle Mensing	Information Research-stochastic modeling data analysis, and economic research for private & public entities	www.decision-innovation.com info@decision-innovation.com

BUSINESS CONSULTANTS

Ranked by number of local full-time employees

Rank	Name Address Phone; Fax	Local FT Employees Year Est.	Average Years of Consulting Experience	Top 3 Local Executives	Areas of Business Consulting	Website Email
23	HDH Advisors, LLC 1601 22nd St Ste 305 WDM, IA 50266 515-225-3796; FAX: 515-453-2140	5 2007	25	Duane Tolander	Business valuation, business succession consulting, litigation support, mergers and acquisition	www.hdhadvisorsllc.com dtolander@hhdadvisorsllc.com
23	Inspiring Solutions 8290 Boulder Dr WDM, IA 50266 515-221-2688; FAX: 515-221-2689	5 1991	30	Michele Matt	Organizational effectiveness thru on-site strategic planning, leadership development, employee training and customer loyalty	www.InspiringSolutions.com Michele@InspiringSolutions.com
23	Midwest Procurement Partners LLC 1603 22nd St Ste 104 WDM, IA 50266 515-225-8848; FAX: 515-225-2021	5 2007	20	Jane Whalen Kenny Chasten Dave Furbush	Procurement and sourcing solutions - spend analysis, strategy development, negotiations	www.midwestprocurementpartners.com jwhalen@mpp1.com
23	NCP Inc. 904 Walnut Ste 100 DM, IA 50309 515-244-8120; FAX: 515-244-8121	5 2001	15	Eric M. Lohmeier Brett Peterson Steve Eden	Mergers & acquisitions- \$10 mil+, capital advice & structuring, strategic bus. advisory, real estate	www.ncpinonline.com elohmeier@ncpinonline.com
24	Cylient LLC 699 Walnut St Ste 400 DM, IA 50309 515-276-2020; FAX: 515-727-4222	4 2001	20	Dianna Anderson	Leadership development, coaching, Coaching in the Moment workshops, change management, team development, culture change	www.cylient.com dianna@cylient.com
24	Measurement Mojo 2605 NW 163rd St Clive, IA 50325 515-987-3147	4 2012	22	Andrea Westmeyer	Identification, measurement & optimization of key business drivers with specific emphasis on marketing & sales effectiveness	www.measurementmojo.com awestmeyer@measurementmojo.com
25	ActionCOACH Business Coaching 4117 Walnut St WDM, IA 50265 515-222-9193; FAX: 888-331-0485	3 2004	20	Monte Wyatt Greg Thompson	Coaching for owners/executives on strategy, sales, marketing, hiring & training, business development & customer service	www.montewyatt.com montewyatt@actioncoach.com
25	Dardis Communications, Inc. 5550 Wild Rose Ln Ste 400 WDM, IA 50266 800-720-6329; FAX: 866-744-9179	3 2002	15	Maria Volante Tyson Greiner	Presentation skills, leadership, selling skills, prof. image, personal coaching	www.dardiscommunications.com info@dardiscommunications.com
25	FocusFirst, Inc. 6600 University Ave Windsor Heights, IA 50324 515-988-3831	3 2002	23	Lori Day Paul A. Koeniguer	Executive, leader, and entrepreneur coaching and consulting focused on growth, strategy, sales, service and operations	www.focusfirstinc.com lori.day@focusfirstinc.com
25	Phase 2 Marketing 26152 Burr Oak Ln Adel, IA 50003 515-657-7596	3 2007	8	Kyle Hamer	Marketing, branding, eCommerce, social media, customer engagement, advertising	www.inphase2.com info@inphase2.com
26	Business Edge LLC 14732 Lakeview Dr Clive, IA 50325 515-556-2229	2 2007	20	Barry Pace Terry Myers	Management consulting and education, management processes and execution measurement	www.bizedgeusa.com tmyers@bizedgeusa.com
26	China Iowa Group 4500 Westown Pkwy Ste 115 WDM, IA 50266 515-282-9988	2 2010	10	Li Zhao Mandelbaum	Foreign Direct Investment, Import/Export	www.chinaiowa.com li@chinaiowa.com
26	Integrity Communications 699 Walnut St Ste 400 DM, IA 50323 800-314-9754	2 2012	10	Micah Spike W. Craven Alexandra Johnston	Presentation skills, intercultural communication, relationship management, selling skills, professional presence	www.integritycommunications.com micah@integritycommunications.com
26	Jensen Consulting 309 Court Ave Ste 206 DM, IA 50309 515-875-4824; FAX: 515-875-4825	2 2002	15	Russell Jensen Pete Petersen	Strategic and growth planning, succession planning, Executive Roundtables, family business, board development, M&A advice	www.rjensenconsulting.com jensen@rjensenconsulting.com
26	Performance Group 4401 Westown Pkwy Ste 102 WDM, IA 50266 515-262-9509	2 2000	30	Jim Lobaito	Sales development through recruitment of superior candidates, sales force audits and onboarding program development	www.pmgllc.net info@pmgllc.net
26	Rita Perea Leadership Consulting Group 3408 Woodland Ave Ste 209 WDM, IA 50266 515-577-5666	2 2001	30+	Rita Perea	Executive coaching, Leadership/management skill development, team communication, work-life balance, career transition	www.RitaPerea.com Rita@RitaPerea.com
26	The Mevyn Group 507 Elm St WDM, IA 50265 515-360-7678	2 N/A	20+	Melynda DeCarlo	Training and development, business coaching and organizational development	www.mevyngroup.com madtrainer@aol.com
26	White Rabbit Group Inc. 3650 68th St Ste C DM, IA 50322 515-229-8743	2 2003	20	Michael C. Wagner Aaron Wagner	We help organizations focus their brand and grow their leadership teams creating competitive advantage	www.WhiteRabbitGroup.com info@WhiteRabbitGroup.com
26	WHY! Consulting 7131 Oak Crest Blvd Johnston, IA 50131 515-249-7720	2 2002	21	Mark Stanley	We help entrepreneurial leaders clarify, simplify and achieve their visions	www.whycompany.com mstanley@whycompany.com
27	BIZSTARTS, LLC 9513 Monroe Ct Urbandale, IA 50322 515-229-2345	1 2004	11	Monica Dolezal	Bus. start-up & growth, planning-bus./mktg/finance, seminars/workshops, speaking, problem solving, goals, retired banker	www.bizstarts.biz monica@bizstarts.biz
27	Career and Life Transition Counseling 200 Army Post Rd Ste 3 DM, IA 50315 515-285-1240	1 1993	30	Linda (Lin) A. Phillips	Career transition, outplacement, school to work transition planning	www.iowacareercounselor.com lap002@juno.com
27	CFO Systems 7640 Hickman Dr Windsor Heights, IA 50324 515-619-2166; FAX: 877-491-3696	1 2001	20	Pamela Clearwater-Lovell	Accounting start-up, internal control, strategic financial planning, M&A, advanced accounting	www.cfosystemsllc.com pclearwater@cfosystemsllc.com
27	Deems Associates/WorkLife Design 333 SE 10th St Ankeny, IA 50021 800-432-6918; FAX: 480-515-0658	1 1980	18	Terri A. Deems	Org development & change, career transition, outplacement, hiring/retention, performance improvement	www.worklifedesign.com vitalwork@aol.com, tadeems@worklifedesign.com
27	Deibler & Co. Johnston, IA 50131 515-681-2317	1 2002	20+	Diana J. Deibler	Strategic planning, sales development, integrated marketing, crisis communications	www.deiblerandcompany.com diana@deiblerandcompany.com
27	eComegy LLC 1535 Linden DM, IA 50309 515-225-2519	1 2010	10	Justin H. Schoen	Ecommerce, digital marketing, business development, retail, online, startup	www.ecomegy.com justin@ecomegy.com
27	Isaacson Consulting, LLC 3660 Grand Ave # 540 DM, IA 50312 515-229-3667	1 2008	8	Connie Isaacson	Strategic Planning, Board Governance, Capacity Building, Fund Development	www.isaacsonconsulting.com connie@isaacsonconsulting.com
27	Life Made Simple LLC 2588 NW 162nd St Clive, IA 50325 515-360-8347; FAX: 888-836-3587	1 2005	10	Lori Vande Krol	Productivity training, consulting and speaking; management of time, paper, space, electronic information and email	www.alifemadesimple.com lori@alifemadesimple.com
27	Poertner Consulting Group LLC 2800 University Ave Ste 150 WDM, IA 50266 515-224-6494	1 1994	20	Shirley Poertner	Organizational & leadership development, strategic planning, facilitation, executive coaching	www.poertner.com shirley@poertner.com
27	Pokorny Consulting 3714 Kingman Blvd DM, IA 50311 515-205-5513	1 1991	30	Kevin Pokorny	Management development, mindfulness leadership, coaching, facilitating, strategic planning, change and transition, team work	www.pokornyconsulting.com kevin@pokornyconsulting.com



Khalid Khan

COMPANY Neumann Monson Architects
TITLE Partner
AGE 48
RESIDENCE Des Moines
EDUCATION Bachelor of Architecture, Iowa State University
HOMETOWN London, Karachi

OFFICE INTERIORS FIRMS

Ranked by number of local full-time employees

Rank	Name Address Phone; Fax	Local FT Employees LEED-Accredited Professionals Year Est.	Top 3 Local Executives Office/Purchasing Manager	Primary Products & Services Offered	Major Brands	Website Email
1	Storey Kenworthy 1333 Ohio St DM, IA 50314 515-288-3243; FAX: 515-284-0853	150 N/A 1936	John Kenworthy Dave Kenworthy Jim Mueller	Office interiors, design, installation, office supplies, full-service printing and promotional items	Allsteel, HON, Gunlocke, Artcobell, HBF, National	www.storeykenworthy.com info@storeykenworthy.com
2	RDG Planning & Design 301 Grand Ave DM, IA 50309 515-288-3141; FAX: 515-288-8631	90 33 1965	Al Oberlander Davis Sanders Phil Hodgkin Judi Brown	Planning, architecture, interior design, interior architecture, landscape architecture, lighting, art, graphic design and video	N/A	www.rdgusa.com
3	Koch Brothers Inc. 325 Grand Ave DM, IA 50309 515-283-2451; FAX: 515-243-3147	65 N/A 1889	Richard Koch, Jr. Alan Koch Susan Koch Bridgford	Office furniture, interior design & space planning, business machines, commercial printing, office supplies	Teknion, OFS, SitOnIt, GF, Lanier, Canon, Panasonic, Ricoh	www.kochbrothers.com info@kochbrothers.com
4	Invision Architecture 303 Watson Powell Jr Way Ste 200 DM, IA 50309 515-633-2941; FAX: 515-633-2942	62 11 1914	Angie Nees Julie Stegeman Kindra Christensen Lynor Koch	Planning, architecture and interior design	N/A	www.invisionarch.com mattm@invisionarch.com
5	WorkSpace Inc 309 Locust St DM, IA 50309 515-288-7090; FAX: 515-288-0250	56 2 2002	Glenn Oberlin Teri Crist Nicole Boyington Jim Mueller	Corporate office furnishings, space planning, interior design, installation & asset management	Steelcase	www.workspaceinc.net ncooley@workspaceinc.net
6	Neumann Monson Architects 418 6th Ave Ste 209 DM, IA 50309 515-339-7800	50 23 1977	Channing Swanson Khalid Khan Tim Schroeder Kim DeMoss	Complete interior design services for corporate, educational, retail and medical facilities	N/A	www.neumannmonson.com info@neumannmonson.com
7	Office Installation Services Inc. 6250 NW Beaver Dr Ste A3 Johnston, IA 50131 515-278-5525; FAX: 515-278-8454	47 N/A 1989	Jody Kimrey Scott Kemp Jody Kimrey	New and existing office furniture installations, reconfigurations, floor to ceiling walls, desks, chairs, files, fixed seating, shelving, moving, storage and more	Haworth, Herman Miller, Steelcase, IPI, HON, Knoll, KI, SMED, All-Steel, HON	www.ois-dsm.com jody@ois-dsm.com
7	OPN Architects 100 Court Ave Ste 100 DM, IA 50309 515-309-0722; FAX: 515-309-0725	47 17 1979	Terry Gebard Richard Seely Daniel Thies Carly Weber	Interior design	N/A	www.opnarchitects.com opn@opnarchitects.com marketing@opnarchitects.com
8	Saxton Inc. 108 3rd St Ste 100 DM, IA 50309 515-244-6116; FAX: 515-244-6351	38 4 1979	Amy Elbert Keeley Kinney Peg Moses Michelle Bonnema	Commercial interior design and furniture for office, healthcare, senior living and higher education	Knoll	www.saxtoninc.com kim-augspurger@saxtoninc.com
9	Triplett Interior Solutions 3553 109th St Urbandale, IA 50322 515-270-9150; FAX: 515-270-9683	36 N/A 1973	Tom Triplett Tim Triplett Dick Triplett Marty Canova	Interior space design and solutions, planning, specification, budget analysis, project management, move management	Haworth, Office Furniture USA, Tec Crete, VIA Seating, Mayline Group, Hon, Legacy, Unicell HC	triplettinteriorsolutions.com ttt@triplett.com
10	Pigott Inc. 3815 Ingersoll Ave DM, IA 50312 515-279-8879; FAX: 515-279-7338	35 N/A 1942	John Stenberg Tami Anderson Tana Nichol Katie Nordquist	Supplier of commercial and healthcare furnishings, interior design, project management, installation and warehousing services	Herman Miller, Geiger, OFS, Sit on It, DIRTT, Nemschoff	www.pigottnet.com tanderson@pigottnet.com
11	Brooks Borg Skiles Architecture Engineering LLP 317 Sixth Ave Ste 400 DM, IA 50309 515-244-7167; FAX: 515-244-3813	22 4 1895	Steve Stimmel John Gardner Shannon Sandvig	Architecture, engineering, master planning, programming, interior design, furniture specification	N/A	www.bbsae.com info@bbsae.com
11	T&M Services Inc. 4175 NE 43rd Ct DM, IA 50317 515-263-0953; FAX: 515-263-8323	22 N/A 1987	Mary Daughenbaugh Thomas Daughenbaugh Melissa Robinson Kim Aunspach	Office furniture installation, moving, design, cleaning - Panel systems, freestanding furniture, shelving; supply boxes and moving equipment on moves	Haworth, Miller, Steelcase, Teknion, HON and all brands	www.tmservices.net service@tmservices.net
12	SVPA 1466 28th St Ste 200 WDM, IA 50266 515-327-5990; FAX: 515-327-5991	21 7 1953	Sara Herman Leslie Wilson Danielle Williams Meaghn Vogl	Interior design, workplace strategies, programming, space planning, furniture design, facilities management	Various	www.svpa-architects.com design@svpa-architects.com
13	FEH Associates Inc. 604 E Grand Ave DM, IA 50309 515-288-2000; FAX: 515-288-1999	19 7 1898	Michelle Cramblit N/A	Space planning, interior design & furniture specification and procurement assistance	Professional specifying for many brands	www.fehassociates.com dennys@fehdm.com
14	All Makes Office Interiors 500 East Court Ave Ste 150 DM, IA 50322 515-282-2166; FAX: 515-282-5456	12 1 1972	Jim Schneider Ameee Zetzman Jeff Kavich Jim Schneider	Office furnishings, space planning, interior design, installation, reconfiguration, warehouse	Allsteel, Gunlocke, HON, National, Leathercraft	www.allmakesiowa.com info@allmakes.com
15	Indoff Office Interiors 504 First Ave S Altoona, IA 50009 515-967-2959; FAX: 515-967-2809	5 N/A 1971	Eddy Johnston David Crise Candice Vander Tuig Marsha Olinghouse	Interior design, space planning, move management, new furniture, material handling	HON, Tayco, Maxon	www.indoff.com david@furniturefortheoffice.com
16	Corporate Decor & More 5545 Mills Civic Pkwy Ste 100 WDM, IA 50266 515-223-5800; FAX: 515-223-1191	4 N/A 2002	Kris McVicar N/A	Interior design, furniture, flooring, artwork, lighting, wall & window coverings, installation	Lazar, Callagaris, Thayer Coggin, Shaw, Della Robbia	www.corporatedecorandmore.com kris@corporatedecorandmore.com
17	Office Depot Business Services Division 4347 Merle Hay Rd DM, IA 50310 515-202-2434; FAX: 561-438-5314	3 N/A 1986	Michelle Flesher Tim Schneider Bryan Bellis N/A	Corporate office furnishings & design, carpeting & artwork	HON, Global, Bush, National	business.officedepot.com michelle.flesher@officedepot.com
17	StruXture Architects 1415 28th St Ste 325 WDM, IA 50266 515-283-5101; FAX: 515-283-5102	3 1 1934	John Darveau Jane Miller John Darveau	Architecture, space planning, interior design, furniture specification	N/A	www.struXture.com john@struXture.com
18	As Good As It Gets Interior Design 33175 Patterson Cir Waukee, IA 50263 515-577-1496	1 N/A 2006	Rick Schueder N/A	High-end home and office furnishings	Century, Marge Carson, Ambella Home	rick@asgoodasitgetsinteriors.com
18	Just Hanging 2605 Allison Ave DM, IA 50310 515-473-5330	1 N/A 2012	Mark Goodrich N/A	Professional art installations, custom picture framing, art and framing consultations, art delivery and transport	Larson-Juhl, Neilson and Bainbridge, Picture Woods, TruVue conservation materials	just.hanging.mark@gmail.com
18	Olson-Larsen Galleries 203 Fifth St WDM, IA 50265 515-277-6734; FAX: 515-277-4413	1 N/A 1979	Susan Watts Sarah Ekstrand	Original artwork by regionally recognized artists, art consulting, corporate proposals, commissions, art services, presentations, art out-on-approval	N/A	www.olsonlarsen.com info@olsonlarsen.com

OFFICE EQUIPMENT SUPPLY COMPANIES

Ranked by number of local full-time employees

EXECUTIVE PROFILE



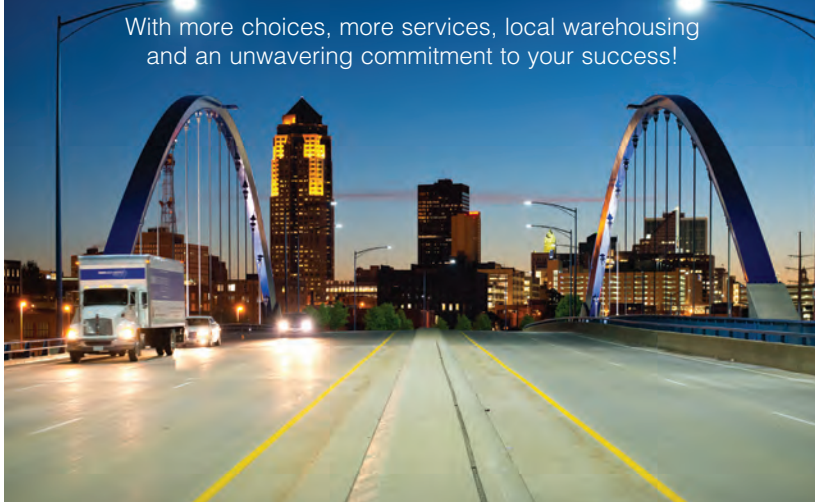
Troy Paterson

COMPANY Copy Systems Inc.
TITLE President
AGE 49
RESIDENCE Altoona
EDUCATION BA, University of Iowa (1989)
HOMETOWN Des Moines

Rank	Name Address Phone; Fax	Local FT Employees Year Est.	Office/Purchasing Manager	Top 3 Local Executives	Primary Products & Services Offered	Major Brands	Website Email
1	Storey Kenworthy 1333 Ohio St DM, IA 50314 515-288-3243; FAX: 515-284-0853	150 1936	Jim Mueller	John Kenworthy Ed Minnick Dave Kenworthy	Office supplies, printing, promotional items, awards, corporate apparel, office furniture and design	Allsteel, HON, Gunlocke, Artcobell, HBF, National	www.storeykenworthy.com info@storeykenworthy.com
2	RICOH USA 4414 114th St Urbandale, IA 50322 515-829-3103; FAX: 515-270-5013	103 1965	N/A	Bill Morton Mike Elliott Steve Palm Kevin Dirks	Business process improvement solutions, document management solutions and office equipment	Ricoh	www.ricoh-usa.com bill.morton@ricoh-usa.com
3	Access Systems 955 SE Olson Dr Waukee, IA 50263 515-987-6227; FAX: 515-987-6228	70 1986	N/A	Shane Sloan Jon Joynt Jay Agard	Printing and document management solutions, full range of IT support and sales, phone systems	Sharp, Ricoh and Konica Minolta	www.accesssystems.com info@accesssystems.com
4	Koch Brothers Inc. 325 Grand Ave DM, IA 50309 515-283-2451; FAX: 515-243-3147	65 1889	Susan Koch Bridgford	Richard Koch, Jr. Alan Koch	Business machines & supplies, office furniture, commercial printing, office supplies	Teknion, OFS, SitOnIt, GF, Lanier, Canon, Panasonic, Ricoh	www.kochbrothers.com info@kochbrothers.com
5	Infomax Office Systems Inc. 1010 Illinois St DM, IA 50314 515-244-5203; FAX: 515-282-9851	58 1958	Kyle Bryan	Stephen W. Jacobs Jim Reisener Shawn Taylor	Office technology products and services; production Printing products and services	Canon, Konica Minolta, Savin, Duplo, Lexmark, iGuard Managed IT Services	www.infomaxoffice.com hacton@infomaxoffice.com
6	Laser Resources 4265 109th St Urbandale, IA 50322 515-278-4050; FAX: 515-276-8700	55 1991	Gary Grandfield	Bob Lashier John Mahoney Andy Lashier	Printers, copiers, Pitney Bowes mailing solutions, workflow software with 24/7 local service	Canon, Pitney Bowes, Xerox, Konica Minolta, Toshiba, Oce, HP and Lexmark	www.laserresources.com bob@laserresources.com
7	M&M Sales Co. 4201 NW Urbandale Dr Urbandale, IA 50322 515-283-0607; FAX: 515-283-1723	40 1937	Steve Ellingson	Tom Minor Larry Perry, Jr.	Office automation, copiers & printers, managed printers services, recycled toner, cartridges & more	Minolta, Sharp, Kyocera Mita, Samsung, KIP	www.mmsales.net
8	Triplet Office Essentials 3553 109th St Urbandale, IA 50322 515-270-9150; FAX: 515-270-9683	36 1973	Tim Triplett	Tim Triplett Tom Triplett Dick Triplett	Office, break room, janitorial & sanitation supplies, printing & promotional products	HP, Avery, 3M, Smead, Universal, HON, Lysol, Pilot, BIC, GoJO and many more	www.tripletts.com ttt@tripletts.com
9	Copy Systems Inc. 920 E 21st St DM, IA 50317 515-262-2100; FAX: 515-261-3669	32 1972	Mary Freshour	Troy Paterson Michelle L. Paterson	Managed print services, copy machine, printer, mailing and shipping solutions	Kyocera and Xerox copiers/printers, Hasler/Neopost mailroom equipment	www.copysystemsinc.com support@copysystemsinc.com
10	Midwest Office Technology Inc. 6294 NE 14th St DM, IA 50313 515-283-2513; FAX: 515-283-0671	30 1960	N/A	Susan Illig	Business solutions through sales, service, supply & support of software & hardware including copiers	Canon, Riso, Docuware	www.motsolutions.com doreene@motnet.com
11	Iowa-Des Moines Supply, Inc. 1680 Guthrie Ave DM, IA 50316 515-263-1200; FAX: 515-263-0138	23 1937	Dave Gregg	Bill Weidmaier Todd Weidmaier Sheila Sinclair	Janitorial, foodservice, construction, paper, lodging, packaging distribution & supplies	Libby Glass, Kimberley Clark, Bay West Paper, Marietta	www.iowadesmoinesupply.com office@iowadesmoinesupply.com
12	EmbarkIT Inc. 1854 Fuller Rd WDM, IA 50265 515-440-1451; FAX: 515-440-1455	20 2005	Stacy Watrous	Anita Messerschmidt Lenore Hamill Glenna Ross	Printers, scanners, fax, toner cartridges, supplies and repair service and maintenance contracts, Networking, WiFi, Switch/Router	Cisco, Avaya, Barracuda, Adtran, Fortinet, SonicWALL	www.embarkit.com sales@embarkit.com training@embarkit.com
12	Payless Office Products Inc. 800 S 19th St WDM, IA 50265 515-225-2025; FAX: 515-225-1910	20 1984	N/A	Mike Standley	Office products & furniture, promotional products, printing & custom apparel	Acco, Avery, Smead, 3M, GBC, Fellowes, HP, HON	www.paylessoffice.com
13	All Makes Office Interiors 500 East Court Ave Ste 150 DM, IA 50322 515-282-2166; FAX: 515-282-5456	12 1972	Jim Schneider	Amee Zetzman Jeff Kavich Kelly Coenen	Sales, service, design, project management, installation and delivery	Allsteel, Gunlocke, HON, National, Leathercraft	www.allmakesiowa.com info@allmakes.com
14	Office Depot 4347 Merle Hay Rd DM, IA 50310 515-331-3319; FAX: 515-331-3320	7 1998	Matt Reinhardt	Matt Reinhardt	Office supply/electronics store, furniture and copy services	HP, Epson, Toshiba, Willson Jones, Smead, 3M	www.officedepot.com
14	Office Max 2700 Ingersoll Ave. DM, IA 50312 515-280-6992; FAX: 515-280-7120	7 1998	Matt Stockdill	Matt Stockdill	Technology, print and office furniture solutions	HP, Epson, Canon, Brother, Post-It, Keurig, Scotch, TUL, Realspace, HON.	www.officedepot.com ods06410@officedepot.com
15	Office Depot Business Solutions Division 4347 Merle Hay Rd DM, IA 50310 515-202-2434; FAX: 561-438-5314	3 1986	N/A	Michelle Flesher Tim Schneider Bryan Bellis	Office supplies, coffee/breakroom, janitorial, promotional, print on demand, technology solutions	Avery, HP, Sanford, Smead, Foray, Keurig, Green Mountain	www.business.officedepot.com michelle.flesher@officedepot.com

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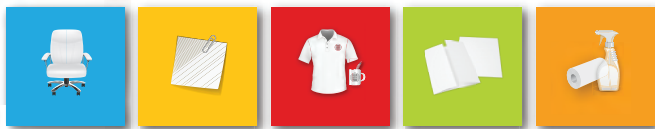


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CONFERENCE CENTERS (NON-HOTEL)

Ranked by total square feet of meeting space

Rank	Name Address Phone; Fax	Total SF of Meeting Space	Banquet Seating Capacity Reception Seating Capacity Theater-Style Seating Capacity Parking Capacity	Special Services or Features	General Manager Facility Owner	Website Email
1	Hy-Vee Hall 730 Third St DM, IA 50309 515-564-8000; FAX: 515-564-8001	100,000	6,270 6,270 8,737 1,300	A part of the Iowa Events Center offering flexible meeting & exhibit space, skywalk access to downtown attractions	Chris Connolly Polk County	www.iowaeventscenter.com cjackson@iowaeventscenter.com
2	Community Choice Credit Union Convention Center at Veterans Memorial 833 Fifth St DM, IA 50309 515-564-8000; FAX: 515-564-8001	64,455	2,330 2,330 3,111 1,300	Features 23 meeting rooms, the state's largest ballroom, a tribute to Veterans in Memorial Hall and flex space	Chris Connolly Polk County	www.iowaeventscenter.com info@iowaeventscenter.com
3	World Food Prize Hall of Laureates 100 Locust St DM, IA 50309 515-245-3735	43,200	N/A N/A N/A N/A	N/A	Ambassador Kenneth Quinn N/A	www.worldfoodprize.org/reservespace nbarreca@worldfoodprize.org
4	Greater Des Moines Botanical Garden 909 Robert D Ray Dr DM, IA 50309 515-323-6290; FAX: 515-243-2631	25,000	220 220 275 217	Wireless internet, A/V equipment available for rent, tables and chairs provided	Stephanie G. Jutila N/A	dmbotanicalgarden.com info@dmbotanicalgarden.com
5	State Historical Museum of Iowa 600 E Locust St DM, IA 50319 515-281-5111; FAX: 515-242-6498	20,000	400 500 350 800	Indoor and outdoor rental space available, exclusive catering with Barattas', A/V available upon request	Chris Kramer State of Iowa	www.iowahistory.org iowa.culture@iowa.gov
6	Iowa State Fairgrounds E. 30th and E. University Ave., P.O. Box 57130 DM, IA 50317 515-262-3111 x221; FAX: 515-262-6906	16,000	10,500 15,000 16,500 10,000	For 11 days in August it's a fairground, for the other 354 it is Iowa's most flexible event center	Gary Slater Iowa State Fair	www.iowastatefairgrounds.org aclark@iowastatefair.org
7	Hy-Vee Conference Center 5820 Westown Pkwy WDM, IA 50266 515-267-2892; FAX: 515-559-2511	11,500	750 600 1,000 306	Spacious modern facility with fine cuisine, private facility with state-of-the-art audio visual capabilities	Ashley Bergman Hy-Vee Inc.	www.hy-veec.com abergman@hy-vee.com
8	Rollins Mansion 2801 Fleur Dr DM, IA 50321 515-657-7288	10,000	650 650 700 200	Historic Rollins Mansion offers a truly unique experience; from private events and weddings to business meetings	Joel Woehler N/A	www.rollinsmansion.com info@rollinsmansion.com
8	Science Center of Iowa & Blank IMAX Dome Theater 401 W Martin Luther King Jr Pkwy DM, IA 50309 515-274-6868; FAX: 515-274-3404	10,000	250 1,500 300 250	SCI offers full-service catering, flexible menus and unique experiences at this centrally-located downtown location	Kent Maahs Science Center of Iowa	www.sciowa.org info@sciowa.org; events@sciowa.org
9	Barattas @ Forte 615 Third St DM, IA 50309 515-333-5057	9,000	500 450 550 80	Full service catering, valet, attached full service sports bar & entertainment facility, near Wells Fargo Arena	Nick Speck N/A	www.barattas.com joe@barattas.com
10	Veterans Reception Center 910 Main St Van Meter, IA 50261 515-996-9166	7,700	300 300 500 N/A	We welcome outside vendors, have options for Friday night set up, and have outdoor space to hold a ceremony	Robin Thompson N/A	www.veteransreceptioncenter.com vrciowa@gmail.com
11	Jester Park Lodge 11407 NW Jester Park Dr Granger, IA 50109 515-323-5300; FAX: 515-323-5354	7,000	258 258 300 100	Scenic woodland location with deck overlooking Saylorville Lake, catering services, nearby great outdoor recreation	Christiani's Catering Polk County Conservation	www.jesterparklodge.com kami.rankin@polkcountyiowa.gov
12	Drake University Olmsted Center 2507 University Ave Olmsted Center DM, IA 50311 515-271-3987; FAX: 515-271-2425	6,000	450 450 650 300	Catering service, AV service, Wireless Internet, summer housing, upgraded conference and meeting service	Matt Miller Drake University	www.drake.edu roomreservations@drake.edu
12	Lotus Moments Event Center 2134 E Grand Ave DM, IA 50317 515-333-4628; FAX: 515-265-7937	6,000	280 280 300 40	Newly renovated with tons of extras included, we stock our own tables, chairs, center pieces, linens & audio equip.	Renatta Bolen Rok Investments	www.lotusmomentsevent.com renatta@lotusmoments.com
13	Embassy Club West 520 Market St WDM, IA 50266 515-244-9378 ext. 508	4,400	350 500 400 250	Private dining club, large banquet facility, patio receptions and lakeside venues	Michael LaValle N/A	www.embassyclub.com t.rezek@embassyclub.com
14	Des Moines Embassy Club 7th and Grand Ave Ste 3300 DM, IA 50309 515-244-CLUB; FAX: 515-245-3750	4,000	450 600 250 50	Our Downtown Des Moines Embassy Club offers Breathtaking-Panoramic views of our Historic City. 34th & 33rd Floors	Michael LaValle Ruan Corp.	www.embassyclub.com dmeccatering@embassyclub.com
15	Hoyt Sherman Place 1501 Woodland Ave DM, IA 50309 515-244-0507; FAX: 515-237-3582	2,860	150 150 1,250 110	Variety of meeting spaces in beautiful historic setting with artwork and sculptures. Exceptional theater acoustics	N/A Hoyt Sherman Place Foundation	www.hoytsherman.org info@hoytsherman.org
16	Des Moines Social Club 900 Mulberry St DM, IA 50309 515-369-3672	2,400	100 175 200 N/A	Large theater, conference/classrooms/ performance areas, outside large courtyard and a culinary studio	Cyndi S. Pederson Des Moines Social Club	www.desmoinessocialclub.org info@desmoinessocialclub.org
17	Blank Park Zoo 7401 SW Ninth St DM, IA 50315 515-285-4722; FAX: 515-974-2590	1,560	150 120 144 250	Meetings in a zoological environment, meeting rooms overlooking a tropical aviary	Blank Park Zoo Foundation Blank Park Zoo	www.blankparkzoo.com info@blankparkzoo.com sales@blankparkzoo.com
18	Living History Farms 2600 111th St Urbandale, IA 50322 515-278-5286; FAX: 515-334-9622	1,305	50 50 50 50	Unique, modern, partially in-ground facility with domed meeting room, windows overlooking a deck and farm pond	Judy Downs Living History Farms	www.lhf.org scheduling@lhf.org
19	Salisbury House & Gardens 4025 Tonawanda Dr DM, IA 50312 515-274-1777	860	60 65 100 80	SH&G works with the Embassy Club, Gateway Market, Catering DSM, Taste to Go, Christiani's and Occasions Made Right	Bonnie Bronson Salisbury House Foundation	www.salisburyhouse.org contactus@salisburyhouse.org



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EXECUTIVE PROFILE



Gary Palmer

COMPANY The Meadows Events and Conference Center
TITLE President/CEO
RESIDENCE Altoona
EDUCATION Bachelor of Science - Drake University
HOMETOWN Altoona

Rank	Name Address Phone; Fax	Total Mtg Room SF # Mtg Rooms Total Mtg Room Capacity	# of Rooms # of Suites Price Range	Year Opened Local FT Employees	Owner General Manager Marketing/Sales Manager Office/Purchasing Manager	Conference Center Amenities	Website Email
1	Holiday Inn - Airport 6111 Fleur Dr DM, IA 50321 515-287-2400; FAX: 515-287-4811	34,000 21 1,000	215 8 \$109-\$175	1975 65	Fleur de Lis Motor Inns Larry Scott Barb Reynolds N/A	New 12,000 sq. ft. flexible meeting space, complimentary internet, free parking, full catering, airport shuttle	www.holidayinn.com/dsm-airport info@holidaydsm.com
2	Hotel Fort Des Moines 1000 Walnut St DM, IA 50309 515-243-1161; FAX: 515-243-4317	32,000 21 1,000	235 55 \$119-\$139	1919 N/A	Jeff Hunter Paul Rottenberg Rosemary Schira N/A	3 restaurants (brew pub, French, breakfast), complimentary shuttle transportation, downtown skywalk system, complimentary wireless Internet	www.hotelfortdesmoines.com
3	Adventureland Inn 3200 Adventureland Dr, PO Box 3355 Altoona, IA 50009 515-265-7321; FAX: 515-265-3506	29,732 11 1,000	187 26 \$119-\$249	1973 50	Jan Krantz Joseph Formaro Joseph Formaro Joseph Formaro	Wireless Internet, 3 indoor pools, 2 hot spas, playful water features, swim-up bev. & snack bar, 2 arcades, gift shop, 2 restaurants, room service	www.adventurelandpark.com
4	Des Moines Marriott Downtown 700 Grand Ave DM, IA 50266 515-245-5500; FAX: 515-245-5567	25,130 15 2,790	417 6 \$99-\$399	1981 160	City Center Development Patrick Miller Natalie Marko N/A	Restaurant, lounge, room service, indoor pool, sauna, skywalk, health club, beauty salon, business center, airport shuttle, Starbucks kiosk	www.desmoinesmarriott.com
5	Embassy Suites Des Moines Downtown 101 E Locust St DM, IA 50309 515-244-1700; FAX: 515-244-2537	20,000 15 1,500	234 234 \$139-\$425	1991 95	Atrium Holdings LLC Skip Hammerman N/A N/A	Complimentary manager's reception & full cooked-to-order breakfast, 2-room suites, 24-hr biz center, free shuttle, 24-hr fitness center, indoor pool	www.desmoines.embassysuites.com dsmdn_ds@hilton.com
5	Sheraton West Des Moines 1800 50th St WDM, IA 50266 515-223-1800; FAX: 515-223-0894	20,000 16 2,025	285 58 \$109-\$299	1986 100	Atrium Holdings LLC Jeff Spence Jael Brose Kathy Sheets	Link @ Sheraton, Sheraton Club Floor, Sheraton Fitness, Sheraton Sweet Sleeper Beds	www.sheraton.com/westdesmoines jeff.spence@qh.com
6	Hilton Garden Inn West Des Moines 205 S 64th St WDM, IA 50266 515-223-0571; FAX: 515-223-0581	18,000 8 400	176 46 \$129-\$189	2006 10	Northern Plains Management Glenn O'Connell Fay Sullivan Marsha Lappin Murphy O'Connell N/A	Indoor pool, Jacuzzi, kiddie pool, fitness center, full-service restaurant, lounge, free wireless Internet, coffeemakers, microwaves, in-room fridges	www.westdesmoines.stayghi.com fay.sullivan2@hilton.com
7	The Meadows Events and Conference Center 1 Prairie Meadows Dr Altoona, IA 50009 515-967-1000; FAX: 515-967-1312	15,468 16 1,884	168 39 \$149 and up	2006 240	Prairie Meadows Casino Racetrack Hotel N/A Lance Riedl N/A	Knowledgeable and friendly staff, state-of-the-art A/V, a variety of room arrangements, award-winning food options and impeccable service	www.prairiemeadows.com lance.riedl@prairiemeadows.com
8	Holiday Inn Hotel & Suites - Des Moines Northwest 4800 Merle Hay Rd DM, IA 50322 515-278-4755; FAX: 515-278-2846	12,600 18 750	198 38 \$92-\$359	2006 25	Kineth Hospitality Cos. Mike Heffling Troy Thompson Denise Dooley	Newly renovated 2011! Flexible meeting space with updated sound system, wireless Internet, creative on & off-premise catering, prof. event planning	www.holidayinn.com/desmoinesia desmoinesnorth@kineth.com
9	Renaissance Des Moines Savery Hotel 401 Locust St DM, IA 50309 515-244-2151; FAX: 515-244-1408	12,450 8 250	183 29 \$119-\$259	1919 75	Choa Hospitality Rick Gaede Tara McFarling N/A	Complimentary high-speed wireless service throughout the hotel, located downtown on the skywalk, walking distance to many casual dining options	www.renaissancesavery.com renaissancesavery@shanercorp.com
10	West Des Moines Marriott 1250 Jordan Creek Pkwy WDM, IA 50266 515-267-1500; FAX: 515-223-1687	12,000 9 300	219 38 \$99-\$289	1997 45	Xenia Hotels & Resorts, Inc. Lisa Tuller Laura A. Warner Selena Dorwart	Come experience the Marriott Great Room Lobby! Enjoy New American cuisine featuring local products and produce in Two Rivers Grille!	www.marriott.com/dsmwd l.warner@concordhotels.com
11	Hilton Garden Inn - Urbandale 8600 Northpark Dr Johnston, IA 50131 515-270-8890; FAX: 515-727-4949	10,000 6 350	148 5 \$109-\$189	2004 24	Orchestrate Management II LLC Jennifer Appenzeller Rosemary Schira Adam Bartelt N/A	Full service catering and event planning, complimentary Internet, free parking, easy access to I-80/35	www.desmoinesurbandale.gardeninn.com jennifer.appenzeller@hilton.com
11	Stoney Creek Hotel and Conference Center 5291 Stoney Creek Ct. Johnston, IA 50131 515-334-9000; FAX: 515-559-2016	10,000 7 400	164 49 \$109-\$250	2002 40	Jim Thompson Ryan Hutchison Grant Gillion Ryan Hutchison	10,000 sq. ft., 7 mtg rooms, on-site planners, customized event conceptualizing, accommodates 2-400, WiFi, AV, parking, customized catering options	www.stoneycreekhoteles.com ryan.hutchison@stoneycreekhoteles.com
12	Holiday Inn Downtown at Mercy Campus* 1050 Sixth Ave DM, IA 50314 515-283-0151; FAX: 515-288-1339	9,892 8 400	251 2 \$99-\$179	1988 50	Robert J. Conley Gene Caleb Gretchen Conley Todahl Joseph M. Conley II	Complimentary parking, indoor pool, downtown airport shuttle, restaurant, lounge, fitness center, free wireless Internet, free on-site laundry	www.holidayinn.com/dsm-downtown www.rjchotelgroup.com holidayinn.gretchen@gmail.com
13	Ramada Tropics Resort and Conference Center 5000 Merle Hay Rd DM, IA 50322 515-278-0271; FAX: 515-276-8172	8,000 8 475	150 16 \$89-\$399	2009 60	Century Hospitality John Sullivan Rossie Williamson Hallie Durnavich	Full catering, biz center, fitness room, guest laundry, limo services, restaurant, 2 lounges, free parking, free Wi-Fi, indoor water park, arcade	www.ramadatropicsresort.com Rossie@ramadatropicsresort.com
14	Quality Inn & Suites Event Center 929 Third St DM, IA 50309 515-282-5251; FAX: 515-282-6871	6,700 8 550	140 15 \$99.95-\$189.95	1971 42	Ackerman Investment Co. Brian Bocken Crystal Wheeler Scott Galyen	Free hot breakfast, free parking, free high-speed Internet, Choice Privileges Reward Program, catering on property, restaurant/lounge, business center	www.discovermidwesthotels.com
15	Courtyard by Marriott - Ankeny 2405 SE Creekview Dr Ankeny, IA 50021 515-422-5555; FAX: 515-422-5500	6,000 6 400	119 5 \$99-\$200	2008 30	Kineth Hospitality Co. Steve Peters Cheryl Jass N/A	Flexible meeting space, complimentary wireless high-speed internet access throughout hotel, state-of-the-art sound & audio visual system	www.marriott.com/dsman

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HOTEL CONFERENCE CENTERS

Ranked by total square feet of meeting rooms

Rank	Name Address Phone; Fax	Total Mtg Room SF # Mtg Rooms Total Mtg Room Capacity	# of Rooms # of Suites Price Range	Year Opened Local FT Employees	Owner General Manager Marketing/Sales Manager Office/Purchasing Manager	Conference Center Amenities	Website Email
16	Holiday Inn & Suites 6075 Mills Civic Pkwy WDM, IA 50266 515-309-3900; FAX: 515-309-3019	4,500 3 300	137 20 \$139-\$299	2008 12	Heart of America Restaurants & Inns Scott Math Scott Math N/A	State-of-the-art AV, programmable lighting, multi in- floor data and pwr, indoor & outdoor pre-function, catering by Johnny's Italian Steakhouse	www.heartofamericagroup.com
17	Baymont Inn & Suites Airport Conference Center 6221 SW Army Post Rd DM, IA 50321 515-285-0654; FAX: 515-287-4124	4,000 5 300	103 9 \$75-\$150	1998 26	Annett Holdings Inc. Mike Brockman Brittany Crews N/A	Coffee pot, hair dryer, iron & board, pool, fitness center (15 pieces of equip.), sauna, Whirlpool, deluxe hot breakfast, business center, free Wi-Fi	www.baymontdsairport.com mikebr@tmctrans.com
18	Best Western - Metro North 133 SE Delaware Ave Ankeny, IA 50021 515-964-1717; FAX: 515-964-8781	3,110 4 240	113 2 \$69.95-\$139.95	1999 25	Dr. Mark Menadue N/A Barb Breer N/A	High-speed Internet, easy access off Interstate 35 Exit 92	www.hotel-diner.com
19	Drury Inn & Suites West Des Moines 5505 Mills Civic Pkwy WDM, IA 50266 515-457-9500; FAX: 888-457-3022	2,490 5 120	180 52 \$109-\$159	2008 35	Drury Inns Inc. Kim Gettler Marcy Gerard Kim Gettler	Hot breakfast, free long distance calls and wireless high- speed Internet, complimentary evening beverages and hot food	www.druryhotels.com marcy.gerard@druryhotels.com
20	Hotel Renovo 11167 Hickman Rd Urbandale, IA 50322 515-276-1126; FAX: 515-276-8969	2,100 3 150	102 10 \$149 - \$299	2015 35	Heart of America Group Jason Nash Kryisia Hannam Jason Nash	85" TV, complimentary wireless or wired internet, full-service catering, on-site bar, state of the art technology, natural light, 32' high ceilings	hotelrenovo.com jnash@hoari.com
21	Days Inn at Walnut Creek* 1258 Eighth St WDM, IA 50265 515-223-1212; FAX: 515-223-1235	1,600 2 40	69 1 \$69-\$119	1973 12	West Capital Eighth LC Michael Caleb Michael Caleb N/A	Indoor pool, complimentary breakfast, complimentary wireless internet	www.daysinn.com walnutcreek1258@aol.com
21	Des Lux Hotel 800 W Locust St DM, IA 50309 515-288-5800; FAX: 515-244-1718	1,600 2 75	51 4 \$149-\$699	2000 22	Rebound Hospitality Carl Wayne Deeken Sandy Poundstone N/A	6,000-SF fitness club, complimentary hot breakfast, wired & wireless Internet, Des Lux Bar, room service, airport and downtown shuttle, business ctr.	www.desluxhotel.com gm@desluxhotel.com
22	DoubleTree by Hilton Hotel Des Moines Airport 6800 Fleur Dr DM, IA 50321 515-285-7777; FAX: 515-256-0000	1,450 3 45	100 8 \$109-\$249	1998 40	Heart of America Restaurants & Inns Joe Spalding Denise Dawson Denise Dawson	Newly remodeled in 2012, formerly Radisson Hotel, complimentary High Speed Internet, adjacent to Johnny's Italian Steakhouse	www.heartofamericagroup.com jspalding@hoari.com
23	Hampton Inn and Suites Downtown Des Moines 120 SW Water St DM, IA 50309 515-244-1650; FAX: 515-244-1649	1,300 2 80	131 40 \$169-\$299	2014 26	Hawkeye Hotels Eric Wahrman Kelli Vorrath N/A	AV Available, off-site catering allowed, indoor pool, hot tub, fitness center, complimentary hot breakfast, free wireless internet	www.desmoinesdowntownsuitses.hamptoninn.com kelli.vorrath@hawkeyehotels.com
24	SpringHill Suites by Marriott West Des Moines 1236 Jordan Creek Pkwy WDM, IA 50266 515-223-9005; FAX: 515-223-9058	1,166 1 40	97 97 \$99-\$249	2005 20	N/A Abid Talic Mandee Sheesley Jamie Anderson N/A	Complimentary hot breakfast, complimentary wireless high- speed Internet, indoor pool, whirlpool, fitness center	www.marriott.com/dsmsh atalic@paramounthotelgroup.com
25	Hyatt Place Des Moines Downtown 418 6th Ave DM, IA 50309 515-282-5555; FAX: 515-282-5552	1,125 3 140	93 7 \$109-\$229	2010 30	418 Hospitality LLC Jared Heglin Ryan Moore N/A	24/7 food & bev. service, Gallery Cafe, complimentary Wi- Fi, high-tech mtg. space, pool, 24-hr fit. ctr., complimentary shuttle within 5 mile radius	www.desmoineshyattplace.com
26	Country Inn & Suites - Des Moines West 1350 NW 118th St Clive, IA 50325 515-223-9254; FAX: 515-223-9327	1,000 2 100	104 59 \$89-\$169	1998 15	CSM Lodging LLC Tom Murray Nancy Leo Tom Murray	Indoor pool, whirlpool, exercise room, free hot deluxe breakfast, free high-speed Internet in guest rooms, business center. Renovated in 2012!	www.countryinns.com/cliveia cx_desm@countryinns.com
26	Staybridge Suites Hotel 6905 Lake Dr WDM, IA 50266 515-223-0000; FAX: 515-223-0099	1,000 1 100	0 90 \$129-\$189	2000 12	Kelly Inns N/A N/A N/A	All suite rooms, full kitchen, indoor pool and Whirlpool, hot buffet breakfast, fitness center, reception, high-speed Internet	www.staybridge.com
27	Fairfield Inn & Suites 7225 Vista Dr WDM, IA 50266 515-225-6100; FAX: 515-267-1648	816 2 30	102 8 \$89-\$159	2001 20	LVP FFI Des Moines Holding Corp Abid Talic Mandee Sheesley Jamie Andderson Abid Talic	Free wireless Internet throughout the hotel, complimentary breakfast included in rate, complete renovation 2014	www.marriott.com/dsmwf a.talic@paramounthotelgroup.com
28	Hampton Inn - West Des Moines 7060 Lake Dr WDM, IA 50266 515-223-4700; FAX: 515-221-1010	600 1 35	135 4 \$129-\$229	1996 10	North Central Group Ryan Hansen Renee LePera Molly Roth Betty Curry	Renovated 2012, H Honors, wireless Internet access, business center, hot breakfast buffet, manager's reception, indoor pool/hot tub, fitness center	www.desmoineswest.hamptoninn.com
28	Sterling Hotel and Suites 11428 Forest Ave Clive, IA 50325 515-223-7700	600 2 24	112 112 \$109-\$209	1985 15	DMB Investments Matt Esser Marty Packard Allesha Pierce	All suite property featuring full kitchens, complimentary hot breakfast and manager's social hour, business center and free wireless internet	www.sterlinghotelsandsuites.com info@sterlinghotelsandsuites.com
29	Residence Inn Marriott Des Moines Downtown 100 SW Water St DM, IA 50309 515-288-4500; FAX: 515-288-2377	400 1 24	127 127 \$149-\$289	2014 22	Hawkeye Hotels Jonathan Biehler Kelli Vorrath N/A	AV available, off-site catering allowed, free wireless internet, business center, indoor pool, hot tub, fitness center, complimentary hot breakfast	www.marriott.com/dsmrd kelli.vorrath@hawkeyehotels.com

* 2015 Book of Lists information

EXECUTIVE SUITES

Listed alphabetically

EXECUTIVE PROFILE



Melody Record

COMPANY NAI Optimum
TITLE Property Manager
RESIDENCE Windsor Heights
EDUCATION Herbert Hoover High School,
John Brown University
HOMETOWN Des Moines

Name Address Phone; Fax	# of Executive Suites Total SF Year Est.	Owner	Office/Purchasing Manager Leasing Agent Top Local Executive	Services Offered	Website Email
Court Avenue Business Suites 309 Court Ave Ste 200 DM, IA 50309 515-875-4800; FAX: 515-875-4801	48 32,000 2002	Lloyd Linn	N/A Kari Stone Kari Stone	High-speed Internet hookup, phone system, phone answering, receptionist, conference rooms, copiers, kitchens and more	www.courtavenuesuites.com kari@courtavenuesuites.com
e5w Office Suites 309 East 5th St DM, IA 50309 515-987-7944; FAX: 515-987-7997	18 45,000 2008	ST Howard Development	Julia Borchardt Julia Borchardt Tom Howard	Furnished/unfurnished, kitchen, collaboration area, board rm, wifi, fitness ctr, storage rm, secured bldg, free utilities	e5w.info jborchardt@sthowarddevelopment.com
Foxboro Business Center 6165 NW 86th St Johnston, IA 50131 515-727-1600; FAX: 515-727-1601	92 25,000 2012	Aterra	N/A David Nesbit Jennifer Espeland	Move in Ready Offices, conference rooms, support staff, Fiber Internet	www.regus.com David.Nesbit@Regus.com
Ingersoll Business Suites 1922 Ingersoll Ave DM, IA 50309 515-282-5006; FAX: 515-282-5570	26 5,000 2002	Charles Haas	Penny Boswell R & R Mgmt. N/A	Individual offices/suites of offices, virtual offices, conference/meeting facility, administration	www.1922ingersoll.com
Regus Business Centers 5550 Wild Rose Ln Ste 400 WDM, IA 50266 515-661-6100	278 63,000 2009	Regus Management Group	Jennifer Espeland Jennifer Espeland Lori Aldinger David Nesbit Jennifer Espeland	Three strategic Des Moines locations - West Glen, Downtown (Hub Tower) and North (Johnston) - offices by day, hour, year	www.regus.com loretta.aldinger@regus.com
Somerfield Village Center 4800 Mills Civic Pkwy Ste 205 WDM, IA 50265 515-223-4000; FAX: 515-222-5220	5 1,456 2001	MDM Equity - 2015, LLC	Jake Lundgren Jake Lundgren Jake Lundgren	Cable, T-1 Internet, mail/fax sorting, conference rooms and break room	jake@knappproperties.com
West Towers Executive Suites Offices 1200 Valley West Dr Ste 304-06 WDM, IA 50266 515-223-1333; FAX: 515-225-7546	58 15,500 1999	Valley Office Park, LLC	Melody Record Melody Record Melody Record	Phones answered by receptionist, voicemail, conference room, package delivery, color copier available, service center	www.valleyofficeparkwdm.com mrecord@naioptium.com

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CATERERS

Listed alphabetically

EXECUTIVE PROFILE



Luke Essing

COMPANY IN the BAG, Corporate Cuisine
TITLE Owner
AGE 37
RESIDENCE Urbandale
EDUCATION B.A. in Finance, University of Northern Iowa
HOMETOWN Pocahantas

Name Address Phone; Fax	Owner(s) Owner Phone #	Year Est.	Min/Max Served Price Range Per Person	Catered On/Off Premises	Menu Specialties	Types of Events Catered	Website Email
Baratta's Restaurant and Catering 2320 South Union DM, IA 50315 515-243-4516	Joe Gatto 515-243-4516	1953	15 - 1,000 \$8 - \$40	Yes Yes	Our specialty is homemade Italian American Cuisine, we'll gladly customize	Catering many events from small office lunch to formal sit down dinners	www.barattas.com info@barattas.com
Catering DSM 400 Locust St Ste 193 DM, IA 50309 515-508-0829; FAX: 515-508-0683	Jeff Duncan 515-508-0829	2010	Can serve any party size Varies	Yes Yes	Will cater to your event needs	Weddings, rehearsal dinners, corporate, tailgate parties and more	www.CateringDSM.com info@CateringDSM.com
Christiani's VIP Catering & Event Decor 1150 SE Diehl Ave DM, IA 50315 515-287-3169; FAX: 515-285-5576	Larry and Carol Christiani 515-287-3169	1980	50 - 2,000 Varies	Yes Yes	Plated, buffet, tapas, family style and hors d'oeuvres	Full event production including fabulous food, themed bars and event decor	www.christianiscatering.com and www.jesterparklodge.com info@christianiscatering.com
Creme 543 28th St DM, IA 50312 515-288-1050	Christina Moffatt 515-803-9790	2010	1 - 1,050 \$3.00	Yes Yes	Gourmet cupcakes, cakes, doughnuts, pastries, beverages, cocktails	Any sweet occasion	www.cremecupcake.com info@cremecupcake.com
Cyd Koehn Catering 5405 NW 78th Ct Johnston, IA 50131 515-208-2091; FAX: 515-274-9193	Cyd Koehn 515-274-0410	1993	2 - 200 Varies	No Yes	Tapas, prepares for special diets (raw, vegan, gluten-free)	Fundraisers, private dinners, club functions	www.cateringbycyd.com cydney@cateringbycyd.com
Des Moines Embassy Club 7th and Grand Ave Ste 3300 DM, IA 50309 515-244-CLUB; FAX: 515-245-3750	Member Owned N/A	1912	10 - 400+ Please inquire	Yes Yes	Unique, specially designed menus and creative food presentations	Private parties, corporate events and celebrations of all sorts	www.embassyclub.com dmecatering@embassyclub.com
Food With Flair Inc. 400 4th St WDM, IA 50265 515-277-7775; FAX: 515-633-2022	Diana Quick 515-277-7775	1982	Unlimited Varies	Yes Yes	The taste, the presentation and the service, experience the difference	Weddings, corporate open houses, private parties, lunches	www.foodwithflair.com foodwithflairinc@aol.com
Gateway Market and Cafe 2002 Woodland Ave DM, IA 50312 515-422-5108; FAX: 515-422-5121	N/A N/A	2006	Unlimited \$7.95 and up	No Yes	Gourmet box lunches, or chef-crafted entrees for every occasion	Corporate, social, weddings, or casual gatherings with friends	www.gatewaymarket.com catering@gatewaymarket.com
Great Caterers of Iowa 1250 NE 56th St Pleasant Hill, IA 50317 515-264-8765; FAX: 515-262-6370	Joni Bell 515-264-8765	1996	15 and up Varies	Yes Yes	Covers everything	Corporate, social, weddings and more	www.greatcaterersofiowa.com information@GreatCaterersofiowa.com
IN the BAG, Corporate Cuisine 79 University Ave DM, IA 50314 515-222-9338; FAX: 515-222-9338	Luke Essing 515-222-9338	1994	No minimum or maximum Varies	No Yes	Bag lunches, hot and cold buffets, appetizers, snacks and desserts	Corporate breakfasts, lunches and dinners	www.inthebag-lunches.com orders@inthebag-lunches.com
Master Griller Catering 142 S Chestnut Ave Earlham, IA 50072 515-782-5850	Scott Lange 515-758-2200	1981	1 - 5,000 Varies	No Yes	Hot dogs to prime rib	All-inclusive	www.mastergriller.com slange06@msn.com
Occasions Made Right Catering 6750 Westown Pkwy # 200-380 WDM, IA 50266 515-276-5448	Brad Burt Tania Burt 515-276-5448	2010	2 - 500+ \$10 - \$60	No Yes	We will work with you to create a menu to fit the needs for your event	Corporate functions, weddings, private parties, holiday parties, etc.	www.occasionsmaderight.com info@occasionsmaderight.com
Palmer's Deli & Market 2843 Ingersoll Ave DM, IA 50312 515-244-3445; FAX: 515-223-6032	Joe Palmer 515-244-3445	1987	1 - 500+ Varies	Yes Yes	Entrees, hors d'oeuvres, fancy desserts served with classic black-tie style	Business, personal, civic, fundraising, etc.	www.palmersdeliandmarket.com jpalmer@palmersdeliandmarket.com
Panera Bread of Iowa 215 10th St DM, IA 50309 515-957-1755	Mike Young 319-365-9093	1981	5 to 1000+ \$1.25 to \$12	Yes Yes	Baked goods fresh daily, quality soups, salads, sandwiches and more!	Corporate meetings, training sessions and functions; any group event of 5+	www.cater.panerabread.com fhansen@paneraiowa.com
Sunflower Chef Catering, LLC 756 16th St DM, IA 50314 515-975-4707	Julie Peters 515-975-4707	2015	10 - 250 \$10 - \$40	No Yes	Putting a twist on American foods from meatloaf bites to assorted cupcakes	Corporate, anniversary, retirement parties, weddings, any kind of event!	www.sunflowerchefcatering.com juliecpeters@aol.com
Taste! To Go, Catering & Events 4700 University Ave DM, IA 50311 515-277-8646; FAX: 515-277-8646	Andrea Williams Emily Gross 515-277-8646	2004	10 - 3,000 Varies	No Yes	Superb service, exceptional food, multiple price points, chef owned	Corporate, social and private affairs	www.tastetogo.net sales@tastetogo.net
Tasteful Dinners 121 SE Shurfine Dr Ste 6 Ankeny, IA 50021 515-965-3324; FAX: 515-965-3394	Ric Kerr 515-965-3324	2006	6 up to 800 \$8.50 - \$100	Yes Yes	We tailor the menu to you, made from scratch	Business, corporate events, weddings, You Name It, We'll Cater It!	www.tastefuldinners.com ric.kerr@tastefuldinners.com

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 www.embassyclub.com



Rich Willis

COMPANY Willis Auto Campus
TITLE President
RESIDENCE Waukee
EDUCATION Business Administration, Simpson College
HOMETOWN Smyrna, DE

AUTO DEALERS

Ranked by number of local staff

Rank	Name Address Phone; Fax	Local Staff Staff in Sales Staff in Service	Year Est.	Office/Purchasing Manager	Top 3 Local Executives	Manufacturer(s) Represented	Website Email
1	Karl Chevrolet Inc. 1101 SE Oralabor Rd Ankeny, IA 50021 515-299-4300; FAX: 515-964-0845	500 65 150	1978	N/A	Carl Moyer Bret Moyer Elgene Frank	General Motors/Chevrolet	www.karlchevrolet.com
2	Willis Auto Campus 2121 NW 100th St DM, IA 50325 515-253-9600; FAX: 515-253-9813	350 85 110	1947	N/A	Rich Willis Jason Willis Matt Willis James Usgaard	Cadillac, Lexus, Volvo, Jaguar, Land Rover, Infiniti, MINI	www.willisautocampus.com info@willisautocampus.com
3	Bob Brown Chevrolet Inc. 3600 111th St Urbandale, IA 50322 515-278-7800; FAX: 515-278-7771	215 83 132	1961	David Painter	Ronald Brown Tim Manning David Painter	Chevrolet	www.bobbrownchevy.com
4	Stew Hansen Dodge City Jeep 12103 Hickman Rd DM, IA 50323 515-331-2900; FAX: 515-331-2920	169 30 36	1974	Tracy Crowell	Dan Boettcher Jerry Bill	Chrysler, Dodge, Jeep, Ram	www.stewhansens.com
5	Toyota/Scion of Des Moines 1650 SE 37th St Grimes, IA 50111 515-276-4911; FAX: 515-276-8984	160 37 70	1994	Donna Crow	Gene Gabus	Toyota	www.toyotadm.com info@toyotadm.com
6	Charles Gabus Ford 4545 Merle Hay Rd DM, IA 50310 515-270-0707; FAX: 515-270-2162	154 45 86	1969	N/A	Gene Gabus Jim Bintner	Ford	www.gabusford.com sales@charlesgabus.com
7	Dewey Ford 3055 SE Delaware Ave Ankeny, IA 50021 515-289-4949; FAX: 515-289-4950	120 25 45	1967	N/A	Dan Boettcher	Ford	www.deweytube.com tshoop@deweyford.com
8	Stivers Ford Lincoln 1450 E Hickman Waukee, IA 50263 515-987-3697; FAX: 515-987-0163	102 36 51	2006	Lisa Kifer	Scott Politte Lisa Politte	Ford, Lincoln	www.stiversfordia.com inquire@stiversfordia.com
9	Smart Honda 11206 Hickman Rd DM, IA 50325 515-253-3040; FAX: 515-727-1519	91 31 60	2009	Karen Speight	Matt Hofmeyer Chris Gasche Mike Haynes	Honda	www.smarthondadesmoines.com mhofmeyer@smarthondadesmoines.com
10	Hummel's Nissan 4470 Merle Hay Rd DM, IA 50322 515-253-0719; FAX: 515-253-0917	90 30 40	1970	Michelle Pearson	Mark Hummel	Nissan	www.hummelnissan.com sales@hummelnissan.com
11	Ramsey Subaru/Mazda 9631 Hickman Rd Urbandale, IA 50322 866-906-6646	83 23 24	1946	Tim Jennings	John S. Ramsey Pat Klinefelter Tim Jennings	Mazda, Subaru	www.ramseysubaru.com
12	Bob Brown Buick GMC Inc. 1405 SE Oralabor Rd Ankeny, IA 50021 515-289-5900; FAX: 515-289-5932	71 31 40	2005	David Painter	Ronald Brown Matt Brown David Painter	Buick GMC	www.bobbrownbuickgmc.com
13	Deery Brothers Chevrolet Inc. 6000 University Ave Pleasant Hill, IA 50327 877-834-6623	60 20 40	2010	N/A	Tony Nordman Bruce Huckfeldt	Chevrolet	www.godeerychevy.com
13	Dewey Dodge Jeep 3175 SE Delaware Ave Ankeny, IA 50021 515-289-8700; FAX: 515-289-8782	60 18 13	2008	N/A	Dan Boettcher	Dodge, Jeep, Chrysler	www.deweytube.com tshoop@deweyford.com
14	BMW, Mercedes Benz of Des Moines (European Motorcars) 9631 Hickman Rd DM, IA 50322 515-278-4808; FAX: 515-278-4371	35 10 20	1958	Jamie Arend	Craig Tjeerdsma David Rice Jamie Arend	BMW	www.bmwdesmoines.com jarend@lithia.com
15	Beneventi Chevrolet Inc. 3333 Hwy 141 Granger, IA 50109 515-999-2575; FAX: 515-999-2282	32 5 8	1932	Teri Mayfield	Don Beneventi Teri Mayfield Bob Mayfield	Chevrolet	www.beneventichevy.com info@benchevy.com
16	Des Moines Motors 4410 Merle Hay Rd DM, IA 50310 515-270-8100; FAX: 515-270-5824	25 5 7	1979	N/A	Gene Gabus	Mitsubishi	www.desmoinesmotors.com
16	Watters Autoland Buick GMC 3001 N Jefferson Way Indianola, IA 50125 800-322-8888	25 5 12	1973	N/A	Jerry Watters Todd Watters Thad Watters	General Motors/Buick GMC	www.wattersautoland.com
	Acura of Johnston, Lithia Volkswagen of Des Moines, Audi Des Moines 5200 Merle Hay Rd Johnston, IA 50131 515-253-0333; FAX: 515-253-0518	N/A N/A N/A	2007	Jean Taft	N/A	Acura, Audi, Volkswagen	www.volkswagenofdesmoines.com

RECYCLING & WASTE MANAGEMENT

Ranked by number of local full-time employees

EXECUTIVE PROFILE



Alex Benskin

COMPANY The Shredder - The Recycler - MedShred
TITLE CEO
AGE 31
RESIDENCE West Des Moines
EDUCATION B.A. Finance, Entrepreneurship, University of Iowa
HOMETOWN West Des Moines

Rank	Name Address Phone; Fax	Local FT Employees	Amount of Material Recycled in 2014 (tons)	Year Est.	Top 3 Local Executives	Products Recycled	Website Email
1	Waste Management of Iowa Inc. 201 SE 18th S DM, IA 50317 515-265-5267	120	40,000	1974	Rick Parrish	Cardboard, newspaper, mixed paper, tin, metal, plastic	www.wm.com rparrish@wm.com
2	Metro Waste Authority 300 E Locust St Ste 100 DM, IA 50309 515-244-0021; FAX: 515-244-9477	67	77,000	1969	Reo Menning	Residential curbside: newspaper, plastic bottles, cardboard, tin and aluminum cans, clear and colored glass food and beverage jars/bottles, junk mail. Also recycled: shingles, electronics, appliances and household hazardous waste	www.WhereltShouldGo.com
3	Waste Connections of Iowa, Inc. 4705 NE 22nd St DM, IA 50313 515-265-7374; FAX: 515-265-0356	46	N/A	1976	Karla Stessman Mark Bennett Greg Boyce	Glass, cardboard, tin/metal, newspaper, office paper, plastics	www.wcnx.org Karas@wasteconnections.com
4	International Paper Recycling 2800 Dixon St DM, IA 50316 515-265-0889; FAX: 515-265-6690	40	50,000	1900	Chris Allen Brian Holtz Hans Bjorkman	Fiber recycling (cardboard, paper), non-fiber recycling (plastic bottles, aluminum, shrink wrap, aluminum lithoplate), document destruction	www.internationalpaper.com machele.henderson@paper.com
5	Aspen Waste Systems of Iowa 1800 E Euclid Ave DM, IA 50313 515-974-1400; FAX: 515-974-1727	28	N/A	1990	Bruce Nesbitt Brian Schreiber Bill Stamets	Single-sort recycling: all recyclables	www.aspenwaste.com
6	The Shredder - The Recycler - MedShred 339 SW 6th St DM, IA 50309 515-280-3013; FAX: 515-280-8212	10	2,000	2010	Alex Benskin Marty Benskin Andrew Sloan	Shredded Office Paper, All Grades of Waste Paper, OCC, Plastics, Computer Scrap, Electronics, Medical Waste Disposal, Records Management	the-shredder.com 99.shred@gmail.com
	Earthwise Disposal 2742 E Market St DM, IA 50317 515-265-9664; FAX: 515-262-2209	N/A	N/A	2014	N/A	Cardboard, paper, plastic, C & D	www.earthwisedisposal.com toddm@earthwisedisposal.com
	Mid America Recycling 2742 E Market St DM, IA 50317 515-265-1208; FAX: 515-262-2209	N/A	N/A	2015	Mick Barry Scott Emery	Cardboard, paper, plastic, metals, glass	www.midamericarecycling.com brianm@midamericarecycling.com
	Phoenix Renewable Resources 10626 Justin Dr Urbandale, IA 50322 515-323-5888; FAX: 515-309-0313	N/A	N/A	2004	Anthony J. Colosimo Robert J. Colosimo Chris Reynolds	All C&D material, rock, shingles, wood, biomass fuel production plant	www.phoenixrecycling.net acolosimo@phxrr.com
	RecycleMe Iowa 118 SE 4th St Ste 103 DM, IA 50309 515-650-1664	N/A	N/A	2010	Ciji Mitrisin	Recycling service for small businesses, apartment complexes and specialize in zero-waste events	www.recyclemeiowa.com info@recyclemeiowa.com
	Recycling, Inc. 201 SE 6th St DM, IA 50309 515-243-1696; FAX: 515-243-8068	N/A	N/A	2002	Tom Mihalovich Amber Brown	All grades waste paper, cardboard, plastics, aluminum litho plates	www.recyclinginc.com tmihalovich@recyclinginc.com



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Joe Riley

COMPANY FEC Solutions
TITLE General Manager
RESIDENCE Des Moines
EDUCATION Bachelor
HOMETOWN Des Moines

AGRIBUSINESS

Ranked by number of full-time employees

Rank	Name Address Phone; Fax	Local FT Employees	Year Est. Central IA Based	Office/Purchasing Manager	Top Local Executives	Products or Services	Website Email
1	DuPont Pioneer 7000 NW 62nd St Johnston, IA 50131 515-535-3200; FAX: 515-334-4415	2,800	1926 Yes	Brent Stewart	Paul Schickler	Advanced seed and genetics for worldwide agriculture	www.pioneer.com
2	John Deere Des Moines Works 825 SW Irvinedale Dr Ankeny, IA 50023 515-289-1350	1,900	1947 Yes	N/A	Andrew Hansen	Agricultural machinery	www.johndeere.com
3	Bridgestone Americas Tire Operations 4600 NW 2nd Ave DM, IA 50313 515-243-1211; FAX: 515-283-1610	1,600	1945 No	N/A	Ken Allen Larry McCormick Greg Halford	Agricultural tires	www.firestoneag.com contact@firestoneag.com
4	Kansas City Sausage Company LLC, dba Pine Ridge Farms 1800 Maury St DM, IA 50317 515-266-4100; FAX: 515-266-9889	650	2004 Yes	Chris Blumenstein	John Stadler Justin Hanlon Matt Koopman	Pork products	www.pineridgefarmspork.com
5	Kemin Industries 2100 Maury St DM, IA 50317 515-559-5100; FAX: 515-559-5232	450	1961 Yes	Bob Minkler	Dr. Chris Nelson	Antioxidants, enzymes, mold inhibitors, anti-microbials, active microbials, organic trace minerals and more	www.kemin.com
6	Nationwide Agribusiness 1100 Locust St DM, IA 50391 800-228-6700	429	1909 Yes	N/A	Brad Liggett	Customized insurance products and services for farms and commercial agribusiness customers across the nation	www.nationwideagribusiness.com
7	Darling International Inc. 601 SE 18th St DM, IA 50317 515-265-0381; FAX: 515-265-8960	100	1933 Yes	Tom Radke	Phil Anderson	Recycling	www.darlingii.com
8	Iowa Farm Bureau 5400 University Ave WDM, IA 50266 515-225-5414; FAX: 515-225-5419	92	1918 Yes	Jim Gardner	Craig Hill Denny Presnall Ed Parker	Members work together in a grassroots process to achieve farm and rural prosperity	www.iowafarmbureau.com
9	Harvest Innovations 1210 N 14th St Indianola, IA 50125 515-962-5063	69	1999 Yes	Jim Boes	Barry Nadler Dr. Noel Rudie Dr. Wilmot Wijeratne	Soybean and natural grain food ingredients	www.harvest-innovations.com
10	Davis Equipment Corp. 5225 NW Beaver Dr Johnston, IA 50131 515-270-8300; FAX: 515-270-0117	60	1985 Yes	N/A	Paul Davis Joe Funkhouser	Distributor of equipment for fertilizer, spraying & grain	www.davisequip.com
11	Feed Energy Company 4400 E University Pleasant Hill, IA 50320 515-263-0408; FAX: 515-265-4163	55	1986 Yes	John Eubank	Robert Riley, Jr. Mike Shindelar Joe Riley	Provides the livestock and poultry industry scientifically balanced, customer-formulated feed ingredients	www.feedenergy.com sales@feedenergy.com
12	Insta-Pro International 4043 120th St Urbandale, IA 50323 515-254-1260; FAX: 515-276-5749	25	1961 Yes	Joanne Nikles	Kevin Kacere	Ag equipment, extrusion, oil press technology	www.insta-pro.com info@insta-pro.com
13	PharmTech International 10100 Douglas Ave Urbandale, IA 50322 515-254-1290; FAX: 515-254-1354	18	1961 No	Scott Charter	Steve Hartung	Custom manufacturing of animal nutrition products	www.pharm-tech.com
14	FEC Solutions 4400 E University Pleasant Hill, IA 50320 515-537-4000; FAX: 515-265-4163	10	2006 Yes	John Eubank	Joe Riley Phil Reeves	Co-product marketing & solutions, technology development, equipment sourcing, process improvement, value add processing	www.fecolutions.com jriley@fecolutions.com
15	Decision Innovation Solutions 3315 109th St Ste B Urbandale, IA 50322 515-864-6077	5	2007 Yes	Spencer Parkinson	Spencer Parkinson Merlin Siefken Michelle Mensing	Information Research-stochastic modeling data analysis, and economic research for private & public entities	www.decision-innovation.com info@decision-innovation.com
16	China Iowa Group 4500 Westown Pkwy Ste 115 WDM, IA 50266 515-282-9988	2	2010 Yes	N/A	Li Zhao Mandelbaum	China Iowa Group is an import and export company committed to making business with China simple and effective	www.chinaiowa.com li@chinaiowa.com

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MANUFACTURERS

Ranked by number of local full-time employees

EXECUTIVE PROFILE



Kevin Kacere

COMPANY Insta-Pro International
TITLE President & CEO
RESIDENCE Johnston
EDUCATION Masters Business Administration
HOMETOWN Cedar Rapids

Rank	Name Address Phone; Fax	Local FT Employees	Year Est.	Parent Company Parent Company Location	Top 3 Local Executives	Products	Website Email
1	John Deere Des Moines Works 825 SW Irvindale Dr Ankeny, IA 50023 515-289-1350	1,900	1947	Deere & Co. Moline, IL	Andrew Hansen	Agricultural equipment	www.johndeere.com
2	Bridgestone Americas Tire Operations 4600 NW 2nd Ave DM, IA 50313 515-243-1211; FAX: 515-283-1610	1,600	1945	Bridgestone American Holdings Nashville, TN	Ken Allen Larry McCormick Greg Halford	Agricultural tires	www.firestoneag.com contact@firestoneag.com
3	MidAmerican Energy Co. 666 Grand Ave Ste 500 DM, IA 50309 515-242-4300	998	1878	Berkshire Hathaway Energy Des Moines, IA	Bill Fehrman	Energy & complementary services	www.midamericanenergy.com info@midamerican.com
4	Titan Tire Corp. 2345 E Market St DM, IA 50317 515-265-9200; FAX: 515-265-9301	800	1994	Titan Intl. Inc. Quincy, IL	Maurice M. Taylor	Manufacture of ag and off road tires, brakes and actuators	www.titan-intl.com sales@titan-intl.com
5	Kansas City Sausage Company LLC, dba Pine Ridge Farms 1800 Maury St DM, IA 50317 515-266-4100; FAX: 515-266-9889	650	2004	N/A N/A	John Stadler Justin Hanlon Matt Koopman	Pork products	www.pineridgefarmspork.com
6	The Wittern Group Inc. 8040 University Blvd Clive, IA 50325 515-274-3641; FAX: 515-274-4228	550	1931	N/A N/A	Art Wittern Heidi Chico John Bruntz	Automated dispensing and controlled access equipment manufacture and design	www.wittern.com contact@wittern.com
7	Kemin Industries 2100 Maury St DM, IA 50317 515-559-5100; FAX: 515-559-5232	450	1961	N/A N/A	Dr. Chris Nelson	N/A	www.kemin.com
8	Engine & Environmental Control Systems 811 Fourth St WDM, IA 50265 515-274-1561; FAX: 515-271-7201	400	1946	Goodrich Corp. Charlotte, NC	Steve Sipe	Turbine engine fuel delivery systems	N/A
8	Tone's Spices, a division of ACH Food Co. Inc. 2301 SE Tone's Dr Ankeny, IA 50021 515-965-2711; FAX: 515-965-2802	400	1873	ACH Food Company, Inc. Memphis, TN	Mike Biegger	Spices, herbs, seasonings, dry mixes	www.spiceadvice.com
9	Windsor Windows & Doors 900 S 19th St WDM, IA 50265 515-223-6660; FAX: 515-457-1599	352	1946	Woodgrain Millwork Co. Fruitland, ID	Mark Rieser Richard Stephens Scott Renke	Windsor manufactures a complete line of window & door products for residential & light commercial construction	www.windsorwindows.com
10	Register Media 400 Locust St Ste 500 DM, IA 50309 515-284-8000; FAX: 515-284-8287	301	1849	Gannett Co. Inc. McLean, VA	Julie Harvey Mark Wurzer Amalie Nash	Newspaper publishing	www.desmoinesregister.com publisher@dmreg.com
11	Anderson Erickson Dairy Co. 2420 E University Ave DM, IA 50317 515-265-2521; FAX: 515-263-6301	265	1930	Anderson Erickson Dairy Co. DM, IA	Miriam Erickson Brown Warren Erickson Jim Erickson	Fluid milk, cottage cheese, yogurts, juice, sour cream, dips	www.aedairy.com aedairy@aedairy.com
12	Tension Envelope Corp. 2100 E 17th St DM, IA 50316 515-266-3181; FAX: 515-266-2232	160	1924	Tension Corporation Kansas City, MO	Richard Schloerb Sean McAleer Rick Egli	Custom envelope manufacturing	www.tension.com rschloerb@tension.com info@tension.com
13	Ryko Solutions 1500 SE 37th St Grimes, IA 50111 515-986-3700; FAX: 515-986-3621	158	1973	N/A N/A	Dean Cheramie Steve L'Heureux Jesse Wurth	Automated vehicle washing systems and development of cleaning solutions	www.ryko.com sales@ryko.com
14	CB & I* 9550 Hickman Rd Clive, IA 50325 515-254-9228; FAX: 515-254-9511	150	1890	Chicago Bridge & Iron Woodlands, TX	Greg Larson	Water & industrial storage tanks & fabricated steel	www.cbi.com
15	Innovative Injection Technologies 2360 W Grand Ave WDM, IA 50265 515-440-8816; FAX: 515-225-9673	145	1960	N/A N/A	Bob Janeczko Josh Janeczko Morgan Endecott	Injection molded plastics	www.i2-tech.com
16	Vernon Graphics & Promotions One Promotion Place 604 W 4th St N Newton, IA 50208 641-792-9000	140	1902	The Vernon Company Newton, IA	William F. Vernon Chris Vernon	Promotional products, large format sign graphics, corporate identity, integrated fulfillment service	www.vernoncompany.com promotions@vernoncompany.com
17	EFCO Corp. 1800 NE Broadway DM, IA 50313 515-266-1141; FAX: 515-313-4422	115	1934	N/A N/A	Al L. Jennings Curt Bennethum Doug A. Drees	Forming and Shoring Systems for concrete construction	www.efcoforms.com
18	Graphic Packaging 2201 Bell Ave DM, IA 50321 515-286-4518; FAX: 515-286-4501	75	1961	Graphic Packaging Marietta, GA	N/A	Plastic bags & film	www.graphicpkg.com
18	Keystone Electrical Manufacturing Co. 2511 Bell Ave DM, IA 50321 515-283-2567; FAX: 515-283-0418	75	1964	N/A N/A	Fred Buie Valeska L. Buie	Manufacture protection and control relay panels and medium-voltage switch gear for the electric utility industry	www.keystoneemc.com info@keystoneemc.com
19	Sticks Inc. 3631 SW 61st St DM, IA 50321 515-246-8361; FAX: 515-244-1836	50	1992	N/A N/A	Sarah Grant Rachel Eubank John McManus	Handcrafted furniture, accessories, sculptural art, public art and commercial installations	www.sticks.com reubank@sticks.com
20	Grace Label 6201 Watrous Ave DM, IA 50321 515-256-2000; FAX: 515-256-2001	35	1975	N/A N/A	Steven Grace	Pressure sensitive labels, roll-fed packaging	www.gracelabel.com
21	Insta-Pro International 4043 120th St Urbandale, IA 50323 515-254-1260; FAX: 515-276-5749	31	1961	Heartland Agripartners, LLC West Des Moines, IA	Kevin Kacere	Ag equipment, extrusion, oil press technology	www.insta-pro.com info@insta-pro.com
22	Weeks and Leo Co. Inc. 2075 NW 92nd Ct Clive, IA 50325 515-276-1586	26	1892	N/A N/A	Sanjay Srivasatava	Manufacture / package liquids, creams, gels, and solid OTC Drug and Toiletary products for Contract & Private Label Accts	www.weeksleo.com mike.hatten@weeksleo.com
23	NMC Material Handling 5601 NE 22nd St DM, IA 50313 515-265-6162	22	1970	N/A N/A	John Kile	NMC Material Handling provides quality material handling products including Cat, Mitsubishi and Jungheinrich	www.nmcmh.com info@nmcmh.com
24	Corn Belt Window & Door 109 SE 4th St DM, IA 50309 515-282-3800; FAX: 515-282-4408	19	1949	N/A N/A	Brian Vincent	Storm doors, storm windows, patio doors, windows, patio door screen, window screens	www.cornbeltwindowanddoor.com cornbeltwd@gmail.com

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Bobby Hansen,
Community and
Membership Development
bobby@dm.bbb.org
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COMMERCIAL PRINTERS

Ranked by number of local full-time employees

EXECUTIVE PROFILE



Pat Rhoades

COMPANY Allegra Marketing, Print, Mail
TITLE President
AGE 60
RESIDENCE Des Moines
HOMETOWN Jefferson

Rank	Name Address Phone; Fax	Local FT Employees Year Est.	Office/ Purchasing Manager	Top 3 Local Executives	Primary Products	Primary Services	Website Email
1	Colorfx/Rock Communications 10776 Aurora Ave DM, IA 50322 515-270-0402; FAX: 515-270-2528	375 1979	N/A	Jon Troen Harry Matternas Curtis Cass	Retail and commercial printing, direct mail, FSI's, custom printed pieces, variable printing	Web & sheetfed offset, digital printing, mailing, fulfillment, IT services, digital media, design	www.colorfx.net www.rock-com.com dana.annear@mittera.com
2	Sigler Companies 3100 S Riverside Dr Ames, IA 50010 515-232-6997; FAX: 515-232-8820	190 1958	Lori Hinders	Beth Cross Jill Whitaker Dawn Budd	Variable data printing, commercial print, direct mail, fulfillment, on-line ordering solutions	Web & sheetfed offset, FSC/SFI certified, digital printing, mailing services, warehouse fulfillment	www.sigler.com info@sigler.com
3	Tension Envelope Corp. 2100 E 17th St DM, IA 50316 515-266-3181; FAX: 515-266-2232	160 1924	Janet Bagby	Richard Schloerb Sean McAleer Rick Egli	Custom envelope manufacturing	Manufacture and print custom envelopes	www.tension.com rschloerb@tension.com info@tension.com
4	Storey Kenworthy 1333 Ohio St DM, IA 50314 515-288-3243; FAX: 515-284-0853	150 1936	Jim Mueller	John Kenworthy Ed Minnick Dave Kenworthy	Office supplies, printing, promotional items, awards, corporate apparel, office furniture and design	Commercial printing, graphic design, variable data printing, fulfillment & distribution	www.storeykenworthy.com info@storeykenworthy.com
4	The Printer Inc. (TPI) 1220 Thomas Beck Rd DM, IA 50315 515-288-7241; FAX: 515-288-9234	150 1973	N/A	William C. Benskin	Commercial print, creative services, database marketing, promotional literature, direct mail	Digital printing, lettershop, fulfillment, direct mail, complex variable data programming	www.the-printer.com Info@The-Printer.com
5	American Spirit Graphics 2525 Delaware Ave DM, IA 50317 515-262-8213; FAX: 515-262-6182	85 1996	N/A	Mike Wachtel Tom Senn	Direct mail and advertising printing and mailing	Heatset Web printing, in-line finishing, inserting and mailing	www.asgc.com mikew@asgc.com
6	EDWARDS 2700 Bell Ave DM, IA 50321 515-280-9765; FAX: 515-280-9631	70 1966	N/A	James Edwards, III Wayne Marshall Andy Edwards	Digital storage, variable data, mailing & fulfillment, finished goods inventory, etc.	Print, marketing services, inventory management, mailing, fulfillment & distribution services	www.ega.com
7	Garner Printing 1697 NE 53rd Ave DM, IA 50313 515-266-2171; FAX: 515-266-1641	66 1934	N/A	Kyle Rhoades Corey Christiansen	Printed materials, banners, point of sale graphics, trade show materials, event graphics, mail	Offset & digital printing, fulfillment & mailing, Web-based solutions, grand-format printing	www.garnerprint.com
8	Koch Brothers Inc. 325 Grand Ave DM, IA 50309 515-283-2451; FAX: 515-243-3147	65 1889	Susan Koch Bridgford	Richard Koch, Jr. Alan Koch	Business machines & supplies, office furniture, commercial printing, office supplies	Copier and printer repair, office furniture design and installation, printing	www.kochbrothers.com info@kochbrothers.com
9	Corporate Image 1801 Thompson Ave DM, IA 50316 515-262-3191; FAX: 888-262-3839	35 1983	Donna Graham	Fritz James Michael James Rob Mauritz	Award winning custom 3-ring binders, tab dividers, pocket folders, sales boxes and custom packaging	Printing and manufacturing presentation materials, custom templates, die-cutting and laminating	www.corp-image.com info@corp-image.com
9	Grace Label 6201 Watrous Ave DM, IA 50321 515-256-2000; FAX: 515-256-2001	35 1975	N/A	Steven Grace	Pressure sensitive labels, roll-fed packaging	Printing	www.gracelabel.com
10	Accent Tag & Label Inc. 2201 Rittenhouse St DM, IA 50321 515-287-2717; FAX: 515-287-2779	34 1987	Ryan Stout	Rochelle Stout Kristie Becker	Custom labels/tags, in-house graphics, eight-color printing	Custom labels/tags, in-house graphics, eight-color printing	www.accentlabel.com kristie@accentlabel.com
11	Beeline & Blue 2507 Ingersoll Ave DM, IA 50312 515-244-1611; FAX: 515-244-1020	26 1959	Trent Ainsworth	Leonard Ainsworth Steven Strooh Trent Ainsworth	Inkjet & direct digital photo, large-format graphics, plotting, high-speed copying, digital printing	Plotting, high-speed copying, digital printing	www.beelineandblue.com leonard@beelineandblue.com
12	Christian Printers, Inc. 1411 21st St DM, IA 50311 515-243-0471; FAX: 515-243-0547	24 1977	N/A	Bryan Goos Steve Hews Matt Norris	Magazines, brochures, envelopes, letterhead, postcards, fliers, posters, custom printing pieces	Commercial printing - Offset, digital, and large format, mailing, bindery, fulfillment, signs	www.cprinters.com info@cprinters.com
13	ADI Group Inc. 4049 120th St Urbandale, IA 50323 515-334-2205; FAX: 515-334-2222	23 1949	Beth Volkamer	Doug Freeman Scott Chapman	Printed business products, marketing collateral, branded apparel, promotional products	Custom fulfillment programs for branded marketing materials utilizing web storefront technology	www.theadigroup.net schapman@theadigroup.net
14	Allegra Marketing, Print, Mail 4149 120th St Urbandale, IA 50323 515-645-6060; FAX: 515-244-4275	18 1970	Amy Eaton	Pat Rhoades Jim Eaton	Marketing consultation, graphic design, digital and offset printing, mailing, variable data, banners	Marketing consultation, printing, mailing services, project management, graphic design	www.allegradsm.com amy@allegradsm.com
15	Universal Printing Services 2828 Fifth Ave DM, IA 50313 515-244-1656; FAX: 515-244-1055	15 1966	Sara Springer	Bruce Hoiom Sara Springer Brian Springer	Offset & digital printing; ad specialties; apparel - in-house silk screen & embroidery; large format	1 to 5 color offset or digital printing; design, bindery, mailing, advertising specialties & apparel	www.printuniversal.com info@printuniversal.com
16	Dilley Manufacturing Co. 215 E Third St DM, IA 50309 515-288-7289; FAX: 515-288-4210	12 1950	Bill Schafer	Kevin Flagg Bill Schafer	3-ring binders, tabbed index, dividers, pocket folders, custom media packaging, catalog fulfillment	Custom media packaging & catalog fulfillment	www.dillemfg.com dilleysales@dillemfg.com
16	Office Max Impress Print Center 2700 Ingersoll Ave DM, IA 50312 515-280-6992; FAX: 515-280-7120	12 1997	Matt Stockdill	Matt Stockdill	Business cards, letterhead, presentations, posters, stamps, invitations, custom promotional products	Digital printing, copying, binding, laminating and document finishing services; FedEx Ship Site	www.officemax.com impress0645@officemax.com
17	Blue Frog 1125 SE Westbrook Dr Ste A1 Waukee, IA 50263 515-221-2214	10 2009	N/A	John Campbell	N/A	Inbound marketing, social media, graphic design, Website design & SEO commercial printing, Website	
18	Action Print 1776 22nd St WDM, IA 50266 515-226-1776; FAX: 515-226-8766	8 1977	N/A	Carol J. Hansen Dan L. Hansen	Offset & digital printing, copying, direct mail, forms, booklets, promo items, presentation folders, mailing, graphic design	Quick digital printing, copying, graphics, mailing and promotional items, TSB certified	www.action-print.com info@action-print.com
19	Speedpro Imaging 2053 S.E. 37th St., Ste. E Grimes, IA 50111 515-986-7151; FAX: 515-986-7145	5 2007	Dru Benson	Bruce Benson Dru Benson	Vehicle wraps, tradeshow displays, banners, wall murals, street graphics, direct to substrate prints	Graphic design, photographic enlargement, store front graphics, real estate signs, specialty signs	www.speedprodesmoines.com infodsm@speedpro.com
20	Dogfish Graphics 3710 6th Ave DM, IA 50313 515-897-7254	4 2014	Debra Prentice	Jon Dickerson	Vinyl graphics, banners, poster, digital printing and vehicle wraps	Printing and wide format graphics	www.dogfishgraphics.com jon@dogfishgraphics.com
20	Hott Off the Press Marketing 1330 Keo Way DM, IA 50309 515-243-5309; FAX: 515-243-4934	4 1991	David W. Hott	David W. Hott	Printing Mailings Web Sites	Color copies & B&W, online ordering, direct mailing, graphic design, printing, book binding	www.hottoffthepress.com send@hottoffthepress.com
21	G02 Partners 4401 Westown Pkwy Ste 104 WDM, IA 50266 515-223-4800; FAX: 515-221-1622	2 1994	Laura Pote	Phil Swartz	Print	Commercial printing, forms, mailing, fulfillment, ad specialties & e-commerce	www.G02Partners.com
22	Mirror Image Solutions PO Box 835 DM, IA 50304 515-243-1891	1 N/A	John Tonsi	John Tonsi Shane Havick	Litigation scanning and copying, electronic discovery, computer forensics, document archiving	Litigation scanning and copying, electronic discovery, trial display boards	www.mirrorimagesolutions.com Jtons@mirrorimagesolutions.com

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“Business strategists have an almost overwhelming number of options for finding prospects and connecting with clients. But when it comes to marketing, more is not necessarily better. Bankers Trust invests in the Business Record’s print, digital and special events because they clearly and consistently deliver a quality segment of demographics important to our company. In two words, we’ve found investing in their products to be both financially **efficient** and highly **effective**.”

EMILY ABBAS

CHIEF MARKETING OFFICER, BANKERS TRUST COMPANY

Business Record

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Vice President, Sales
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and General Manager
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LEADERSHIP Jon Skorburgh,
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ADVERTISING AGENCIES

Ranked by local full-time ad staff

EXECUTIVE PROFILE



Michael Schreurs

COMPANY Strategic America
TITLE CEO
RESIDENCE Johnston
EDUCATION BA, University of Northern Iowa
HOMETOWN Keota

Rank	Name Address Phone; Fax	Local FT Ad Staff Year Est.	Office/ Purchasing Manager	Top 3 Local Executives	Areas of Expertise	Top 3 Clients	Website Email
1	The Integer Group 2633 Fleur Dr DM, IA 50321 515-288-7910; FAX: 515-247-2751	140 1977	Michelle Diehl	Frank Maher Michelle Diehl Xan McNelly	Integrated marketing communications	N/A	www.integer.com atramontina@integer.com
2	Two Rivers Marketing 106 E Sixth St DM, IA 50309 515-557-2000; FAX: 515-557-2001	115 2000	Kristy Peterson	Brian Jones Brad Olson Jeff White	Full-service business-to-business advertising, direct marketing, PR & digital marketing	N/A	www.tworiversmarketing.com jeffw@2rm.com; brado@2rm.com
3	Strategic America 6600 Westown Pkwy WDM, IA 50266 515-453-2000; FAX: 515-224-4181	97 1980	N/A	Michael Schreurs John Schreurs Jim Stafford	Advertising, field marketing, digital/ interactive services, branding, media placement, strategic planning	Lennox Industries Service Experts Iowa Lottery	www.strategicamerica.com mschreurs@strategicamerica.com
4	MITTERA 5085 NE 17th St DM, IA 50313 515-343-5353	85 2009	Ben Sanders	Jon Troen Al Tramontina Darby Oppold	Data and analytics, digital marketing, food styling, graphic design, photography, videography	All of our clients are our top clients	mittera.com al.tramontina@mittera.com
5	Flynn Wright 1408 Locust St DM, IA 50309 515-243-2845; FAX: 515-243-6351	69 1984	N/A	Andy Flynn Aaron Kennedy Paul Schlueter	Advertising, marketing, public relations, research, interactive media	Mediacom Communications Corporation MidAmerican Energy Co.	www.flynnwright.com aflynn@flynnwright.com
6	Performance Marketing of Iowa, Inc. 1501 42nd St Ste 550 WDM, IA 50266 515-440-3550; FAX: 515-440-3561	52 1999	Michelle Rodine Sheets	Kevin Lentz Matt Glynn Carol Larson	Brand planning, marketing, communications, interactive programming & design, public relations and social media	Honeywell International Inc. The Toro Company Polaris Industries Inc	www.performancemarketing.com info@performancemarketing.com
7	The Meyocks Group 6800 Lake Dr Ste 150 WDM, IA 50266 515-225-1200; FAX: 515-225-6400	50 1989	N/A	Doug Jeske	Shaping marketplace meaning for food, agriculture, health and mentor brands	Bridgestone Americas Tire Operations Delta Dental	www.meyocks.com dougjeske@meyocks.com
7	Trilix 615 3rd St Ste 300 DM, IA 50309 515-221-4900; FAX: 515-221-0000	50 1981	Annette Halbur	Todd Senne Ron Maahs Brett Adams	Branding, PR, web development, creative services, social media	Stine Seed McWane, Inc. Casey's General Stores Inc.	www.trilixgroup.com tsenne@trilixgroup.com
8	Spindustry Digital 1370 NW 114th St Ste 300 DM, IA 50325 515-225-0920; FAX: 515-225-1785	45 1996	N/A	Michael Bird Stephen Fry	National digital marketing agency offering services that drive client partners' business growth goals	N/A	www.spindustry.com info@spindustry.com
9	McCormick Company 8711 Northpark Ct Johnston, IA 50131 515-251-8805; FAX: 515-251-8909	30 1926	Coe Ann Crawford	Suzi Sutton- Vermeulen	Agriculture, food industry, financial services, health care	N/A	www.mccormickcompany.com
10	ZLR Ignition 303 Watson Powell Jr. Way, Ste. 100 DM, IA 50309 515-244-4456; FAX: 515-244-5749	24 1987	James Anfinson	Louis Laurent Bill Brewer Bob Delsol	Branding, market research, content marketing, advertising, creative services, public relations, media, interactive and video	Iowa State University Iowa Economic Development Authority UnityPoint Health	www.zlrigntion.com ceo@zlrigntion.com
11	PUSH Branding and Design 2655 86th St Urbandale, IA 50322 515-288-5278; FAX: 515-288-5277	23 1987	Amanda Hensley	Ryan Parlee Eric Groves Scott Helms	Branding, marketing strategy, graphic design, website design, naming, packaging design, direct mail campaigns	Nike ISU Wellmark	www.pushbranding.com info@pushbranding.com
12	Lessing-Flynn 3106 Ingersoll Ave DM, IA 50312 515-274-9271; FAX: 515-274-9283	20 1907	Chris Abrahamson	Tom Flynn Connor Flynn Jess Held	Branding, mktg. strategy, adv., web/ interactive, PR, social media, media buying, show/event	N/A	www.lessingflynn.com t3@lessingflynn.com
13	Alt Studios 3345 106th Cir Urbandale, IA 50322 515-697-7200; FAX: 515-697-7201	17 2013	Kristin Olson	Nicole Torstenson Tony Thrush Linda Bartling	Brand strategy, interactive, mobile, graphic design, copywriting, PR, marketing strategy & execution, social media	Care Initiatives DMACC Federal Home Loan Bank of Des Moines	www.altstudios.com
13	Happy Medium 104 SW 4th St Ste B DM, IA 50309 515-218-1477	17 2011	N/A	Katie Patterson	Interactive agency providing web design & development, UX, social media management, SEO/SEM, media buying and graphic design	Mattress Firm Ramsey Auto Knapp Properties	www.itsahappymedium.com info@itsahappymedium.com
13	Shift Interactive, LLC 1501 42nd St Ste 580 WDM, IA 50266 515-224-7415	17 N/A	N/A	Nate Adamson Gabe Glynn Chris Burns	Interactive marketing and development specializing in website and mobile application development	BioTE Medical Live Healthy America Meredith Corporation	www.interactiveshift.com info@interactiveshift.com
14	McLellan Marketing Group 2330 Rocklyn Dr Urbandale, IA 50322 515-251-8400; FAX: 515-251-3174	12 1995	Karen Loehr	Drew McLellan	Branding, web/digital, strategy, creative, lead generation	N/A	www.mclellanmarketing.com drew@mclellanmarketing.com
15	Red Dot Advertising + Design 112 Fifth St WDM, IA 50265 515-279-0712	9 2001	N/A	Todd Schatzberg Jason Pllag Pam Gillaspay	Full-service advertising, branding, integrated marketing, media, design, web/ interactive, public relations, social media	Pergo Ruan Transportation The Principal Financial Group	www.reddotad.com info@reddotad.com
16	Capture Marketing 521 E Locust St Ste 202 DM, IA 50309 515-471-1951	8 2009	Carl Lingen	Lane Till Carl Lingen Natalie Battles	Full service marketing agency, association management, and advocacy firm	ID Action Iowa Taxpayers Association Pfizer	www.capturemarketinggroup.com info@capturemarketinggroup.com
17	Essman/Associates, Inc. 100 E. Grand Ave., Stes. 300 & 340 DM, IA 50309 515-282-7145; FAX: 515-282-4535	7 1977	Amy Kline	Denise Essman Deb Stearns Marisol Molstre	International/national/regional mktg. research, integrated mktg. communications programs	CTI Administrators Iowa Chamber Alliance Iowa Business Council	www.essmanassociates.com mail@essmanassociates.com
17	Measured Intentions 8510 New York Ave Urbandale, IA 50322 515-868-0240	7 2008	N/A	Kathleen Riessen Michele Farrell	Marketing strategy, strategic business communication	N/A	measuredintentions.com mfarrell@measuredintentions.com
17	Plum Communications, LLC PO Box 12046 DM, IA 50512 515-865-1888	7 N/A	Bobbi Segura	BJ Towe Bobbi Segura Brian Shearer	Corp. comm., graphic design, editorial writing, adv., Web strategy/dev., sales promotion, branding	Iowa Hospital Association	www.plumllc.com info@plumllc.com
17	REL Productions Ltd. 2045 Grand Ave Ste A WDM, IA 50265 515-224-6389; FAX: 515-222-4414	7 1993	Tricia Todd	Rod Reding Blake Reding Jeremy Holcomb	Video strategies, creative, production & distribution solutions for brand comm.	Meredith Agrimedia National Pork Board	www.relonline.com info@relonline.com
18	Cooper Smith & Company 2820 Bell Ave DM, IA 50321 515-244-4133; FAX: 515-244-4131	6 1993	Christen Auge	Sally Cooper Smith Robin Wastoney	Marketing, advertising and communications to enhance the customer experience and strengthen the company brand	Wright Service Corp. Knoxville Raceway IPERS	www.coopersmithco.com sally@coopersmithco.com
19	B2E Direct Marketing Inc. 307 E Court Ave DM, IA 50309 515-282-4933; FAX: 877-275-2360	5 2000	Keith Snow	Keith Snow Greg Sheridan	Big Data, visual business intelligence, marketing automation, database marketing, direct and email marketing	GuideOne Insurance Marsh / Mercer Consumer Service Experts	www.b2edirect.com ksnow@b2edirect.com
19	LS2group 510 East Locust Ste 200 DM, IA 50309 515-868-0155	5 2006	N/A	Sarah Lukan	Strategic planning, brand development and management, sales promotion	N/A	www.LS2group.com
19	Saturday Mfg. 1717 Ingersoll Ave Bay 121 DM, IA 50309 515-440-0014	5 N/A	N/A	Scott Lewellen Brian Sauer	Mktg. strategy, creative execution, event mktg.	Iowa Finance Authority Associations, Inc. The Principal Financial Group	www.saturdaymfg.com foremen@saturdaymfg.com
19	Westown Advertising Media 7522 Hickman Rd Windsor Heights, IA 50324 515-205-5524	5 2008	N/A	Frank A. Scaglione II Ben Duea	Website design, HD video production, branding, print media, interactive, social and electronic media	Stivers Ford Lincoln CIPCO Waukee Community Schools	www.MarketingDesMoines.com owner@MarketingDesMoines.com

PUBLIC RELATIONS FIRMS

Ranked by number of local full-time employees

EXECUTIVE PROFILE



Andy Flynn

COMPANY Flynn Wright
TITLE President/CEO
AGE 59
RESIDENCE Des Moines
EDUCATION St. Norbert College
HOMETOWN Des Moines

Rank	Name Address Phone; Fax	Local FT Employees Year Est.	Office/Purchasing Manager	Top 3 Local Executives	PR Areas of Expertise	PR Top 3 Clients	Website Email
1	The Integer Group 2633 Fleur Dr DM, IA 50321 515-288-7910; FAX: 515-247-2751	140 1977	Michelle Diehl	Frank Maher Michelle Diehl Xan McNelly	All facets of business-to-business and direct to consumer public relations	All of our clients are our top clients	www.integer.com atramontina@integer.com
2	Two Rivers Marketing 106 E Sixth St DM, IA 50309 515-557-2000; FAX: 515-557-2001	115 2000	Kristy Peterson	Jeff White	Full-service business-to-business advertising, direct marketing, PR & digital marketing	N/A	www.tworiversmarketing.com jeffw@2rm.com; brado@2rm.com
3	Strategic America 6600 Westown Pkwy WDM, IA 50266 515-453-2000; FAX: 515-224-4181	97 1980	N/A	Michael Schreurs John Schreurs Dawn Buzynski	Local, regional and national media relations, planning, corporate communications, employee engagement, digital/social media, events	Governor's STEM Advisory Council INS Broadlawn Medical Center	www.strategicamerica.com mschreurs@strategicamerica.com
4	Flynn Wright 1408 Locust St DM, IA 50309 515-243-2845; FAX: 515-243-6351	56 1984	N/A	Andy Flynn Mara White	Advertising, marketing, public relations, research, interactive media	Mediacom Communications Corporation MidAmerican Energy Co. UnityPoint Health	www.flynnwright.com aflynn@flynnwright.com
5	Performance Marketing of Iowa, Inc. 1501 42nd St Ste 550 WDM, IA 50266 515-440-3550; FAX: 515-440-3561	53 1999	Michelle Rodine Sheets	Kevin Lentz Andrew Gillman Sean Neugent	Shaping customer perceptions of a brand to help drive business	The Toro Company Takeuchi Manufacturing Chicago Pneumatic Construction Equipment	www.performancemarketing.com info@performancemarketing.com
6	Trilix 615 3rd St Ste 300 DM, IA 50309 515-221-4900; FAX: 515-221-0000	48 1981	Annette Halbur	Todd Senne Ron Maahs Brett Adams	Social media programs, content development, media relations, crisis communication plans, branding, creative services, IMC plans	Stine Seed Balance GT International Assoc for Food Protection	www.trilixgroup.com tsenne@trilixgroup.com
7	LS2group 510 East Locust Ste 200 DM, IA 50309 515-868-0155	45 2006	N/A	N/A	Media relations – local, national, global, media strategy and execution, event management media spokesperson training, social media	N/A	www.LS2group.com
7	Spindustry Digital 1370 NW 114th St Ste 300 DM, IA 50325 515-225-0920; FAX: 515-225-1785	45 1996	N/A	Michael Bird Stephen Fry	National digital marketing agency offering services that drive client partners' business growth goals	N/A	www.spindustry.com info@spindustry.com
8	Alt Studios 3345 106th Cir Urbandale, IA 50322 515-697-7200; FAX: 515-697-7201	25 2013	Kristin Olson	Beth Cross Tony Thrush Linda Bartling	Public relations, whitepaper, media planning, story pitch, social media, mobile marketing	Windsor Windows & Doors Transformed	www.altstudios.com
9	ZLR Ignition 303 Watson Powell Jr Way Ste 100 DM, IA 50309 515-244-4456; FAX: 515-244-5749	24 1987	James Anfinson	Bill Brewer Nickelle Stevens Jessica Lown	Marketing communications, media relations, content marketing, issues management, event management, street marketing, crisis communications	Iowa Economic Development Authority Electrolux Central Vacuum Systems Iowa State University	www.zlrigntion.com ceo@zlrigntion.com
10	PUSH Branding and Design 2655 86th St Urbandale, IA 50322 515-288-5278; FAX: 515-288-5277	23 1987	Amanda Hensley	Eric Groves Ryan Parlee Scott Helms	Branding, marketing strategy, graphic design, website design, naming, packaging design, direct mail campaigns	Wellmark ISU Nike	www.pushbranding.com info@pushbranding.com
11	Lessing-Flynn 3106 Ingersoll Ave DM, IA 50312 515-274-9271; FAX: 515-274-9283	20 1907	Chris Abrahamson	Tom Flynn Connor Flynn Jess Held	Media relations, show/event, social media, product launch and PR planning/strategy/execution	N/A	www.lessingflynn.com t3@lessingflynn.com
12	Wixted & Company 4401 Westown Pkwy Ste 116 WDM, IA 50266 515-226-0818	10 1989	N/A	Eileen Wixted	Communication training (media, presentation and stakeholder engagement training), strategy and counsel, crisis communication and issues management	N/A	www.thinkwixted.com info@thinkwixted.com
13	Measured Intentions 8510 New York Ave Urbandale, IA 50322 515-868-0240	8 2008	N/A	Michele Farrell Kathleen Riessen	Public relations strategy	N/A	measuredintentions.com mfarrell@measuredintentions.com
14	Essman/Associates, Inc. 100 E Grand Ave Ste 300 DM, IA 50309 515-282-7145; FAX: 515-282-4535	7 1977	Amy Kline	Denise Essman Deb Stearns Marisol Molstre	Full-service public relations services, advertising, sales promotion, marketing research	Iowa Business Council Iowa Chamber Alliance AIA Iowa	www.essmanassociates.com mail@essmanassociates.com
14	Hanser & Associates 4401 Westown Pkwy Ste 212 WDM, IA 50266 515-224-1086	7 1996	N/A	Ryan Hanser Ronald Hanser	Full service, global public relations, advertising/marketing services	We value all of our clients	www.hanser.com ryan@hanser.com
15	REL Productions Ltd. 2045 Grand Ave Ste A WDM, IA 50265 515-224-6389; FAX: 515-222-4414	6 1993	Tricia Todd	Rod Reding Blake Reding Jeremy Holcomb	Social video strategies and production services	National Pork Board Meredith Agrimedia	www.relonline.com info@relonline.com
16	Gillette Strategic Resources, LLC 505 Fifth Ave Ste 1015 DM, IA 50309 515-244-1900; FAX: 515-244-4425	5 1995	N/A	Graham Gillette	Develop and implement strategies to promote ideas, introduce products, sway public opinion, or solve a specific threat faced in the marketplace	N/A	www.gillettestrategies.com graham@gillettestrategies.com
16	Jet Set Studio PO Box 8147 DM, IA 50301 515-554-9732	5 2007	Ben McDougal	Ben McDougal	Video game event management	Microsoft District School Board of Niagara BlackBerry	www.JetSetStudio.net contact@JetSetStudio.net
16	Speak PR 303 Locust St Ste 250 DM, IA 50309 515-419-1806	5 2004	Michael Beecher	Carolyn Jenioson Michael Beecher	Full-service offering consulting, crisis management, media relations, media coaching, social media	N/A	www.speakpr.com mike@speack-pr.com
17	TRIO Marketing Branding Advertising 1820 SE Princeton Dr Ste C Grimes, IA 50111 515-259-0577	4 2011	N/A	Renee Schneider Emily Perry Brady Grimm Manda Miller	Strategic planning, media placement, graphic design, printing, direct mail, copy writing, Web, social media, sales training	N/A	www.TRIOagency.com Renee@TRIOagency.com
18	The Bearings Group 4400 Mary Ann Cir Ste F WDM, IA 50265 515-577-9848	3 2003	Rich Collins	Rich Collins Christina Schueth	PR solutions based on sound strategic thinking and integrated with other communications programs	Greyhawk Commercial Finance TriMark	www.thebearingsgroup.com collinsrg@thebearingsgroup.com
19	Huggins Consulting Group, LLC 4019 140th St Urbandale, IA 50323 515-270-0789	2 2009	N/A	Jeff Huggins Catherine Huggins	Reputation management, media relations, public affairs, issues management, social media, event marketing and internal communication	Wells Fargo Petroleum Marketers and Convenience Stores of Iowa Iowa Public Transit Association	www.hugginsusa.com info@hugginsusa.com
19	On Pitch 304 15th St Ste 201 DM, IA 50309 515-259-1023	2 2010	N/A	Jill Haverkamp Andy Cusack	Marketing, media relations, social media, design, communications planning and execution	N/A	on-pitch.com info@on-pitch.com



Ariane Criger

COMPANY Ariane Criger Design
 TITLE Owner/Freelance Designer
 RESIDENCE West Des Moines
 EDUCATION Bachelor of Arts
 HOMETOWN Minneapolis, MN

GRAPHIC DESIGNERS

Ranked by number of local full-time employees

Rank	Name Address Phone; Fax	Local FT Employees Year Est.	Top 3 Local Executives	Primary Products and Services Offered	Top 3 Clients	Website Email
1	Vernon Graphics & Promotions One Promotion Place 604 W 4th St N, Newton, IA 50208 641-792-9000	140 1902	William Vernon Chris Vernon	Promotional products, large format sign graphics, corporate identity, integrated fulfillment service	Advance Disposal Services Vermeer Ruan	www.vernoncompany.com promotions@vernoncompany.com
2	MITTERA 5085 NE 17th St, DM, IA 50313 515-343-5353	85 2009	Jon Troen Al Tramontina Darby Oppold	Data and analytics, digital marketing, food styling, graphic design, photography, videography	All of our clients are our top clients	mittera.com al.tramontina@mittera.com
3	Spindustry Digital 1370 NW 114th St Ste 300, DM, IA 50325 515-225-0920; FAX: 515-225-1785	45 1996	Michael Bird Stephen Fry	National digital marketing agency offering services that drive client partners' business growth goals	N/A	www.spindustry.com info@spindustry.com
4	Schneider Graphics 6082 NE 14th St, DM, IA 50313 515-289-4464; FAX: 515-289-4468	25 1989	Ward Schneider	Vinyl graphic products & services for vehicles, signage, banners and displays	Brown Nationalease Hy-Vee Inc. Pella Window Co.	www.schneidergraphics.com Jrtimm@schneidergraphics.com
5	EDJE 4313 NW Urbandale Dr, Urbandale, IA 50322 515-251-4600	23 1999	Jodi Broadbent	Website solutions, print solutions, digital marketing, social media networking solutions	Orton Homes Dos Rios Iowa Catholic Radio	www.edje.com jodi@edje.com
5	PUSH Branding and Design 2655 86th St, Urbandale, IA 50322 515-288-5278; FAX: 515-288-5277	23 1987	Ryan Parlee Eric Groves Scott Helms	Branding, marketing strategy, graphic design, website design, naming, packaging design, direct mail campaigns	Nike ISU Wellmark	www.pushbranding.com info@pushbranding.com
6	QA Graphics 1250 SW State St Ste A, Ankeny, IA 50023 515-965-3403; FAX: 515-965-9991	20 2006	Dan McCarty	Interactive design, mobile apps, 3D design, videos, multimedia, websites, HVAC graphic services, energy dashboards	Hy-Vee Inc. Johnson Controls Baker Group	www.qagraphics.com sales@qagraphics.com
7	Juls Design 2309 W 1st St, Ankeny, IA 50023 515-963-8309; FAX: 515-963-8909	8 1992	Julie Mangels	We design awesomeness: advertising, annual reports, branding, brochures, direct mail, illustrations, packaging, publications & web design	The Iowa Clinic Casey's General Stores Inc. George Washington University	www.julsdesign.com julsdesign@julsdesign.com
8	Display Creators, Inc. 2815 100th St Ste 211, Urbandale, IA 50322 515-221-1394	6 1986	Jeanine Mowrey Greg Mowrey	Trade show displays, kiosks, banners, large format graphics, signs, event services, storage, display install & dismantle	NCMIC Ruffalo Noel Levitz Kinze	www.displaycreators.com gmowrey@displaycreators.com
9	Cooper Smith & Company 2820 Bell Ave, DM, IA 50321 515-244-4133; FAX: 515-244-4131	5 1993	Sally Cooper Smith Robin Wastenev	Marketing, advertising and brand-based communications	Meredith Corporation IPERS	www.coopersmithco.com sally@coopersmithco.com
9	Etc Graphics Inc. 150 North 1st St, Carlisle, IA 50047 515-989-0900; FAX: 515-989-3886	5 1988	Kevin Seiberling Geri Seiberling	Brand Identity, graphics, print, displays, int/ext branding and signage, reception signs, vehicle graphics, wraps, monuments	Wyckoff Heating and Cooling Communication Technologies HydroKlean	www.etcgraphics.com customer@etcgraphics.com
10	TRIO Marketing Branding Advertising 1820 SE Princeton Dr Ste C, Grimes, IA 50111 515-259-0577	4 2011	Renee Schneider	Strategic planning, media placement, graphic design, printing, direct mail, copy writing, Web, social media, sales training	Garver's Animal Health Center Midwest Mattress Westside Appliance Repair	www.TRIOagency.com Renee@TRIOagency.com
11	J. Sayles Design Co. 3701 Beaver Ave, DM, IA 50310 515-279-2922; FAX: 515-279-0212	3 1985	John Sayles Jean O'Neill	We are a graphic design and visual communications firm working with clients in Iowa, across the country and around the world	N/A	saylesdesign.com Jean@saylesdesign.com
12	Ariane Criger Design 9320 Greenspire Dr Unit 55, WDM, IA 50266 515-745-4898	1 2002	Ariane Criger	Graphic design services including logo design, marketing materials, advertising, direct mail, invitations and more	Green Cross CO Mail Services Sahar's	www.arianecriger.com acriger@mac.com
12	Avidity Creative 4425 Mills Civic Pkwy # 1101, WDM, IA 50265 712-269-0941	1 2012	Adam Feller	Branding, advertising, design, web development, marketing, strategy, logos, identity	Viva Mexican Restaurant The Great Race of Agoura Hills Heartland Heating & Cooling	www.aviditycreative.com adam@aviditycreative.com
12	Bijou Grafix LLC 1129 28th St, DM, IA 50311 515-255-5445	1 1992	Jennifer Sayers	Marketing & Design: Logos, brochures, newsletters, marketing kits, magazines, copywriting, small event planning, photography, grant writing	DuPont Pioneer Hi-Bred Iowa Banking Magazine Des Moines Bicycle Collective	www.facebook.com/pages/Bijou-Grafix- LLC jen@bijougrafix.com

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EXECUTIVE PROFILE



David Safris

COMPANY Visionary Services, Inc.
 TITLE President
 RESIDENCE Des Moines
 EDUCATION Bachelors degree, Iowa State University
 HOMETOWN Des Moines

Rank	Name Address Phone; Fax	Local FT Employees Year Est.	Office/Purchasing Manager Top 3 Local Executives	Top 3 Clients in Central IA	Services Offered	Website Email
1	QCI 1500 NW 118th St DM, IA 50325 515-440-4960; FAX: 515-440-4961	200 1995	Sarah Yancey Irving Hahn Chris Kyhl Chris Boom	Available upon request	Custom development of Web-based business applications, Dynamics GP, Custom .NET applications	www.qci.com info@qci.com
2	Alliance Technologies 420 Watson Powell Jr Way Ste 100 DM, IA 50309 515-245-7777; FAX: 515-245-7730	100 1994	N/A Steve Sikkink	N/A	IT support, networking, virtualization, storage, hosting, cloud, software & Web dev, phones	www.alliancetechnologies.net connect@alliancetechnologies.net
3	MITTERA 5085 NE 17th St DM, IA 50313 515-343-5353	85 2009	N/A Jon Troen Al Tramontina Katie Miller-Smith	All of our clients are our top clients	Data and analytics, digital marketing, food styling, graphic design, photography, videography	mittera.com al.tramontina@mittera.com
4	Sogeti USA LLC 4200 University Ave Ste 304 WDM, IA 50266 515-954-7678; FAX: 877-406-9646	60 1984	Jorie Shields-Smith Wade Dewald	Available upon request	App dev, QA, infrastructure, business intelligence, Agile Transformation, mobile apps	www.us.sogeti.com Dave.Thamke@us.sogeti.com
5	Flynn Wright 1408 Locust St DM, IA 50309 515-243-2845; FAX: 515-243-6351	56 1984	N/A Andy J. Flynn Aaron Kennedy Paul Schlueter	N/A	Integrated marketing services, design, information management, brand management	www.flynnwright.com aflynn@flynnwright.com
6	Trilix 615 3rd St Ste 300 DM, IA 50309 515-221-4900; FAX: 515-221-0000	48 1981	Annette Halbur Todd Senne Ron Maahs Brett Adams	Stine Seed, Casey's General Stores, McWane Inc.	Web design, custom CMS applications, front and backend development, iOS and Android App development	www.trilixgroup.com tsenne@trilixgroup.com
7	Spindustry Digital 1370 NW 114th St Ste 300 DM, IA 50325 515-225-0920; FAX: 515-225-1785	45 1996	N/A Michael Bird Stephen Fry	Confidential	Nat'l digital marketing agency offering services that drive client partners' business growth goals	www.spindustry.com info@spindustry.com
8	Webspec Design, LLC 5907 Meredith Dr Urbandale, IA 50322 515-334-9544	31 2001	Breanna Haberl Jeremiah Terhark	DART, Iowa Department of Human Services, 801 Restaurant Group	Custom website design & development, software development, SEO, digital marketing	www.webspecdesign.com/ sales@webspecdesign.com
9	Global Reach Internet Productions, LLC 2321 N Loop Dr Ste 101 Ames, IA 50010 515-996-0996; FAX: 515-296-3748	28 1995	Iacovos Zachariades Iacovos Zachariades	Treasurer of Iowa, Iowa State University, Federal Home Loan Bank	Web development and hosting, e-commerce, graphic design, IT consulting, mobile Websites	www.globalreach.com info@globalreach.com
9	Visionary Services, Inc. 300 E Locust St Ste 250 DM, IA 50309 515-369-3545; FAX: 515-369-3546	28 1992	N/A David Safris	Dice.com, Des Moines Performing Arts, BH Management	Website design, development and hosting for database driven websites; responsive design, SEO, etc.	www.visionary.com sales@visionary.com
10	Alt Studios 3345 106th Cir Urbandale, IA 50322 515-697-7200; FAX: 515-697-7201	25 2013	Kristin Olson Nicole Torstenson Tony Thrush Linda Bartling	GuideOne, Windsor Windows & Doors, Todd & Sargent	Website & multimedia design, programming, e-commerce, email mktg, SEO, digital ads, games, apps	www.altstudios.com
10	Blue Compass Interactive 6701 Westown Pkwy Ste 260 WDM, IA 50266 515-868-0010	25 2007	N/A Cary Coppola Drew Harden Laura Jackovin	UnityPoint Health, NAPA AutoParts and Ruan	Online marketing, web design, web development, responsive, content management systems, eCommerce	www.bluecompass.com info@bluecompass.com
11	Applied Art & Technology 2430 106th St DM, IA 50322 515-331-7400; FAX: 515-331-7401	24 1993	Janis Sheehan Mark Wilke Tony Wilson George Christ	Meeting the needs of a broad range of Iowa businesses	Content architecture, graphics, animation, SEM, interactive media, video	www.appliedart.com kobyrne@appliedart.com
12	EDJE 4313 NW Urbandale Dr Urbandale, IA 50322 515-251-4600	23 1999	N/A Jodi Broadbent	N/A	Custom Web solutions, print solutions, Web & email marketing campaigns, print marketing materials	www.edge.com jodi@edge.com
12	Flying Hippo Web Technologies 2655 86th St Urbandale, IA 50322 515-288-5316; FAX: 515-288-5277	23 2001	Amanda Hensley Ryan Parlee Eric Groves Scott Helms	Wellmark, Iowa State University, Holmes Murphy	Websites, portals, intranets, apps, e-commerce, e-marketing & strategy, iPhone, mobile	www.flyinghippo.com contact@flyinghippo.com
13	Red 5 Interactive Inc. 1271 8th St Ste 500 WDM, IA 50265 515-287-5500; FAX: 515-287-0776	20 1996	N/A Bob Dooley	N/A	User experience, software development (web apps, mobile apps, games), social media, search, email	www.r5i.com info@r5i.com
14	Happy Medium 104 SW 4th St Ste B DM, IA 50309 515-218-1477	17 2011	N/A Katie Patterson	Orchestrate Hospitality, Knapp Properties, Cornell College	Responsive, mobile-first design & development; Custom WordPress CMS implementation; E-Commerce; UX	www.itsahappymedium.com info@itsahappymedium.com
15	DWX - Internet 8527 Univeristy Blvd Clive, IA 50325 515-282-0000; FAX: 515-282-0000	15 1994	N/A Drew Waddell	N/A	Domain names, Web hosting (Linux & Windows), Web design, e-commerce, database programming, SEO	www.dwx.com info@dwx.com
15	SHift Interactive 1501 42nd St Ste 550 WDM, IA 50266 515-257-6871	15 2010	Carol Larson N/A	The Greater Des Moines Partnership, Meredith, University of Iowa Foundation	Shift is an interactive development company specializing in Web and mobile digital experiences	www.interactiveshift.com info@interactiveshift.com
16	Blue Frog 1125 SE Westbrook Dr Ste A1 Waukee, IA 50263 515-221-2214	10 2009	N/A John Campbell	N/A	Inbound marketing, social media, graphic design, Web design SEO, commercial printing	
17	REL Productions Ltd. 2045 Grand Ave Ste A WDM, IA 50265 515-224-6389; FAX: 515-222-4414	6 1993	Tricia Todd Rod Reding Blake Reding Jeremy Holcomb	Information available upon request	Web video solutions: video production, video asset management, video broadcasting & distribution	www.relonline.com info@relonline.com
18	AdEasel 1620 Pleasant St DM, IA 50314 515-244-4808; FAX: 515-244-4449	5 1999	N/A Chase Hendrix	Electrical Power Products, Iowa Community Action, and Big Barn Harley-Davidson	Dynamic Web & marketing, branding, SEO & email marketing, print design, outdoor, mobile & social	www.AdEasel.com desmoines@adeasel.com
19	TRIO Marketing Branding Advertising 1820 SE Princeton Dr Ste C Grimes, IA 50111 515-259-0577	4 2011	N/A Renee Schneider	N/A	Strategic planning, media placement, graphic design, direct mail, copy writing, Web, social media	www.TRIOagency.com Renee@TRIOagency.com
20	Phase 2 Marketing 26152 Burr Oak Ln Adel, IA 50003 515-657-7596	3 2007	N/A Kyle Hamer	N/A	Market strategy, digital ads, Website, SEO, marketing analytics, Adwords, eCommerce, social media	www.inphase2.com info@inphase2.com
20	Ten 25 Designs L.L.C. 1501 42nd St Ste 200 WDM, IA 50266 515-224-1025	3 2013	N/A Cooper J. Riley	N/A	Web design & development, graphic design, advertising, media placement, marketing, email marketing	www.ten25designs.com maggie@ten25designs.com
21	IowaComputerGurus Inc. 5550 Wild Rose Ln Ste 400 WDM, IA 50266 515-270-7063; FAX: 866-591-3679	2 2006	N/A Mitchel Sellers	N/A	Custom website and application development as well as process/performance consultation	www.iowacomputergurus.com sales@iowacomputergurus.com



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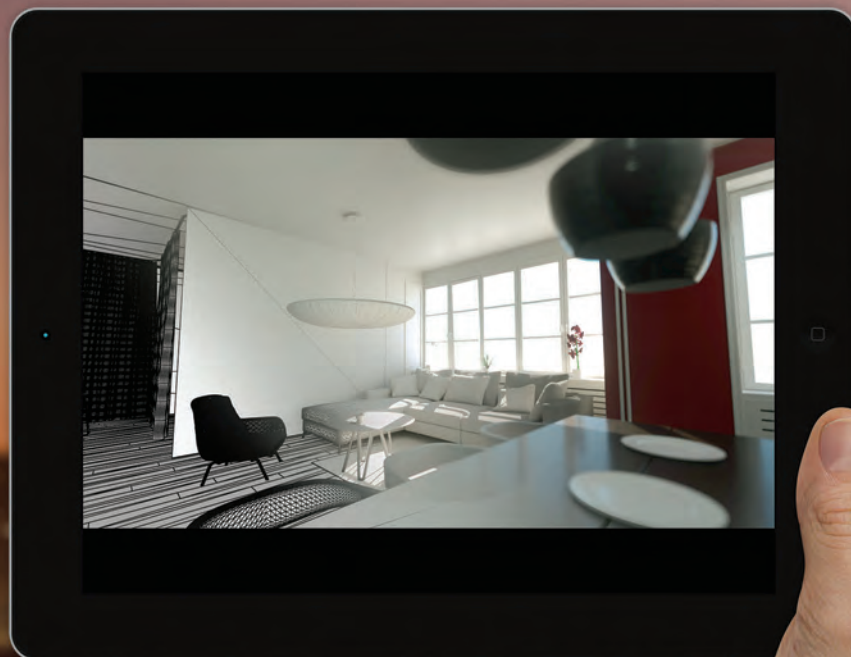
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INTERNET SERVICE PROVIDERS

Ranked by number of local full-time employees

Rank	Name Address Phone; Fax	Local FT Employees Year Est.	Top 3 Local Executives Office/Purchasing Manager	Connection Speed	ISP Services Offered	Website Email
1	CenturyLink 925 High St 9S9 DM, IA 50309 515-286-6606; FAX: 515-286-6128	600 1895	Tim White Michael Sadler N/A	1.5 MB and up	DSL, T1, DS1, DS3, OC3, Cloud Services, IT Consulting	www.centurylink.com Tim.White@centurylink.com
2	Iowa Network Services Inc. 7760 Office Plaza Dr S WDM, IA 50266 800-469-4000; FAX: 515-830-0126	225 1988	Michael S. Eggle Ron L. Keller N/A	Any	Dedicated Internet, High-speed, Hosted Exchange, Co-location, Help Desk and Call Center Services	www.IowaNeworkServices.com CustomerCare@netINS.com
3	LightEdge Solutions, Inc. 215 10th St Ste 1000 DM, IA 50309 515-471-1000; FAX: 515-471-1112	114 1996	Jim Masterson Jeff Springborn T.J. Bangs Steve DenHerder	DSL, T1, Bonded T1 up to 8xT1, DS3, ethernet up to 100 Mbps, GigE	Business Internet, Meshed IP WAN, Unified Communications, Voice-over-IP, Cloud Computing, Virtual Servers, Virtual Desktops, Network Security	www.lightedge.com info-dm@lightedge.com
4	Alliance Connect 7760 Office Plaza Drive S WDM, IA 50266 877-777-7128; FAX: 515-245-7730	100 1994	Mick Herke N/A	Various	T1, DS3, Connecting Multiple Sites, WAN Management, LAN, Web Hosting, Email Hosting, Email Spam Filtering, Cloud Services, Network Security, Data Center Services	www.alliance-connect.com
5	Carrier Access, Inc. 12129 University Ave Ste 2000 Clive, IA 50325 515-987-9200; FAX: 515-987-0231	80 1997	Brendan Phelps Peggy Casstevens	T-1, DS3, OC3, OC48, Ethernet, Metro Optical Ethernet, DSL, GeoMax	Wireless, dedicated Inet, Web hosting, VoIP, MPLS, Ethernet, data storage, disaster recovery, SHARP, SHNS & private line	www.carrieraccessinc.com sales@carrieraccessinc.com
6	Dymin Systems, Inc. 3970 NW Urbandale Dr Urbandale, IA 50322 515-276-7447; FAX: 515-276-9445	18 2001	William Stasak Carol Stasak Scott Breitman Mike Hurt	up to 1Gbps	T1, DS3, OC3, Fiber, Ethernet	www.dyminsystems.com info@dyminsystems.com
7	DWX - Internet 8527 Univeristy Blvd Clive, IA 50325 515-282-0000; FAX: 515-282-0000	15 1994	Drew Waddell N/A	From 256 Kbps DSL to 1Gbps Optical Ethernet	Business & residential service, VPNs, hosted exchange, email Gateway servers, email archiving, PDAs, domain names, hosting (Web, database & CMS)	www.dwx.com info@dwx.com
8	Windstream Communications 3620 SW 61st St Ste 300 DM, IA 50321 515-558-8500	11 1996	Tony Thomas N/A	From dial-up to 1000MB	Ethernet connectivity, data center space, firewall, Wi-Fi, automated security and optimization, etc.	www.windstream.com
9	Etech PO Box 185 Ankeny, IA 50021 515-289-9090; FAX: 515-289-9191	6 2000	Brian Sult Brian Sult	aDSL, sDSL, T1, fractional, fiber	Web content, ASP, Internet connectivity, email/ftp services and Web hosting	www.etch.us brian@etch.us
	Mediacom Communications Corporation 2195 Ingersoll Ave DM, IA 50312 515-246-2292; FAX: 515-246-2211	N/A 1995	Steve Purcell Brian Butler	Residential: 150 Mbps; Commercial: Up to 150 Mbps	Cable Modem, High-speed Internet, Cable TV & broadband services (HD, digital, family & premium), Phone, Home Controller	www.mediacomcc.com customerservicenc@mediacomcc.com
	NexGen Integrated Communications 3405 SE Crossroads Dr Ste V Grimes, IA 50111 515-369-9000; FAX: 515-369-9100	N/A 1999	Josh P. Reel N/A	1Mbps to 10Gbps	Phone, Internet & DirecTV for business and residential users	www.nexgencom.com support@nexgencom.com
	PAETEC 3630 109th St Urbandale, IA 50322 515-309-2419; FAX: 515-309-2655	N/A 1992	Kyler Tarwater Karen Palm	T1 Circuit and above	Voice, data & Internet	www.paetec.com karen.palm@paetec.com

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EXECUTIVE PROFILE



Anita Messerschmidt

COMPANY EmbarkIT Inc.
TITLE Owner
RESIDENCE West Des Moines
EDUCATION BFA, University of South Dakota
HOMETOWN Gregory, SD

Rank	Name Address Phone; Fax	Local FT Employees Year Est.	Top 3 Local Executives	Brands Sold	Services Offered	Website Email
1	CenturyLink 925 High St 9S9 DM, IA 50309 515-286-6606; FAX: 515-286-6128	600 1895	Tim White Michael Sadler John Korkie	CenturyLink, Verizon Wireless, DirectTV	Fiber optic Internet, networking, data and Local/LD voice, services for home or business	www.centurylink.com Tim.White@centurylink.com
2	Iowa Network Services Inc. 7760 Office Plaza Dr S WDM, IA 50266 800-469-4000; FAX: 515-830-0126	225 1988	Ron L. Keller Michael S. Eggle	INS, Alliance Technologies, Merit, Caleris, Alliance Connect	Fiber Optic Network, Voice & Internet, Network Management & Monitoring, Colocation	www.IowaNetworkServices.com CustomerCare@netINS.com
3	ABC - Electrical Services 5299 NE 15th St DM, IA 50313 515-270-6400; FAX: 515-270-9559	125 1959	Leroy Clair Tim Gerald Lee Cochran Jeff Robinson	N/A	Electrical and data communications contractor	www.abcelectric.com email@abcelectric.com
4	LightEdge Solutions, Inc. 215 10th St Ste 1000 DM, IA 50309 515-471-1000; FAX: 515-471-1112	114 1996	Jim Masterson Jeff Springborn Steve DenHerder	Cisco, EMC, Microsoft, Polycom, VMware, BroadSoft, Dell	Hosted PBX Voice-over-IP, SIP Trunking, Converged Access, Unified Communications, Cisco Call Manager	www.lightedge.com info-dm@lightedge.com
5	Electronic Engineering 1100 Keo Way DM, IA 50309 515-283-1100; FAX: 515-244-6948	88 1946	Mark Clark	Motorola, Verizon Network Fleet, Cambium, Genetec	Wireless radios, wireless Internet, MESH, Point to Point Connectivity	www.connectingyou.com mclark@connectingyou.com
6	Communication Innovators Inc. 1301 NE 56th St Pleasant Hill, IA 50327 515-262-7686; FAX: 515-262-7896	80 1987	Kirk Glawe Stan Glawe	Avaya, Systemax, Panduit, Extreme Networks, Aruba	Structured cable, telephone sales & service, infrastructure design, network integration, geothermal	www.gotoci.com
7	Access Systems 955 SE Olson Dr Waukee, IA 50263 515-987-6227; FAX: 515-987-6228	70 1986	Shane Sloan Jon Joynt Jay Agard	Sharp, Ricoh and Konica Minolta	Full range of office technology - including phone systems, IT sales & support, copiers & printers	www.accesssystems.com info@accesssystems.com
8	Cellular Advantage, Inc. 3829 100th St Urbandale, IA 50322 515-331-0000; FAX: 515-331-0670	50 1993	Mitzi and Doug Ecklund Todd Lawton Matt Hayertz	Apple, Samsung, Motorola, LG, Huawei, ZTE, Kyocera, Nexus, Delphi	Wireless service, handsets and accessories: US Cellular agent	www.celladvantage.com ceo@celladvantage.com
9	Associated Computer Systems Ltd. 11122 Aurora Ave DM, IA 50322 515-223-0078; FAX: 515-223-7219	35 1980	Tony Foth Denny Studer Jaime Ridgway	IBM, VMware, Double-Take, Cisco, 3Com, Microsoft, Liebert	Voice & data integration including computer telephony integration & unified messaging/communication	www.acsltd.com
10	A+ Communications & Security 5609 NE 22nd St DM, IA 50313 515-645-2345; FAX: 515-645-2330	34 2001	J. Bradshaw Strehlow Cory Vitzthum	Comdial, Avaya, Panasonic, Ademco, Pelco, Elan, Jamo, Marantz, Yamaha	Business telephone systems, voicemail, VoIP, paging, background music, security alarms, home theater	www.onlineaplus.com info@onlineaplus.com
11	NetWorks Inc. 2255 73rd St Windsor Heights, IA 50324 515-221-1290; FAX: 515-221-0175	30 1994	Christopher Larson Christine Penniman	Digium, Cisco, Extreme Networks, Aruba, Ruckus	Total network integration, including phone systems, voice, data, backup and storage solutions	www.networks-inc.com chrisp@networks-inc.com
12	Marco, Inc. 4709 121st St Urbandale, IA 50323 515-266-0955; FAX: 515-266-4412	23 1973	Doug Postel Neil Hyde	Mitel, Meraki	Unified Communications System, VoIP systems and Services, Managed IT/Voice Services	www.marconet.com doug.postel@marconet.com
13	EmbarkIT Inc. 1854 Fuller Rd WDM, IA 50265 515-440-1451; FAX: 515-440-1455	20 2005	Anita Messerschmidt	Cisco, Avaya, Barracuda, Adtran, Fortinet, SonicWALL	VoIP, System Integrator	www.embarkit.com sales@embarkit.com training@embarkit.com
14	Dymin Systems, Inc. 3970 NW Urbandale Dr Urbandale, IA 50322 515-276-7447; FAX: 515-276-9445	18 2001	Scott Breitman William Stasak	Polycom, Aastra, Fortinet, Cisco, Plantronics, Jabra	VoIP, SIP, MPLS, T1, WAN, Hosted Solutions, IP-PBX	www.dyminsystems.com info@dyminsystems.com
15	Power & Telephone Supply 6101 Park Ave DM, IA 50321 800-247-0042	15 1983	Doug McPhee Pat Saville	TE Conn, Adtran, Amino, 3M, T&B, Entone, Prysmian, Superior, Clearfield	Independent distribution of FTTX, Ethernet, IP video, VoIP, C.O. Switching, CATV, telephone connectivity	www.ptsupply.com doug.mcphee@ptsupply.com
16	Consolidated Communications, Inc. 2859 99th St Urbandale, IA 50322 515-867-5800; FAX: 515-867-5808	13 1898	Chris Darr	Cisco	Local, long distance, Internet and fiber services	www.enventis.com chris.darr@consolidated.com
17	Commonwealth Communications a Division of Commonwealth Electric Company of the Midwest 1530 Second Ave DM, IA 50314 515-288-5783; FAX: 515-288-0841	12 1987	T. Michael Price Clint Bailey	Commscope, Panduit, Sielox, Exacqvision, Arecont, Axis	Design and Installation of Networks, Access Control, Surveillance, DAS and Fire Alarm Systems	www.commonwealthelectric.com cbailey@commonwealthelectric.com
18	Rankin Communication Systems Inc. 5444 NW 96th St Johnston, IA 50131 515-986-5654; FAX: 515-986-5014	11 1974	Bob Rankin Karla Rankin Brian Rankin	Avaya Office, Alcatel Lucent, ICON, Telecor-Intercom-PA, ESNA Voice Mail, +	Structured cabling; MAC; VoIP, T-1, PRI, ISDN; Service Telephone Equip, Consulting, Design, LD Service	www.rankincom.com krankin@rankincom.com
18	Windstream Communications 3620 SW 61st St Ste 300 DM, IA 50321 515-558-8500	11 1996	Tony Thomas	Avaya, Mitel, ShoreTel, Adtran, Cisco, HP Networking and more	Develops, installs and provides support for integrated voice, data, storage and networking	www.windstream.com
19	American Business Phones 640 19th St DM, IA 50314 515-727-2300; FAX: 515-283-2616	10 1982	Steve Huyette	Toshiba, ESI, Valcom, Plantronics, Panamax, Polycom, Adtran, Minuteman	VoIP, Hosted, and Converged IP, Unified Communications, Voicemail, LAN/WAN, Voice/Data/Fiber Cabling	www.americanbusinessphones.com salesdept@americanbusinessphones.com
19	Conference Technologies, Inc. 333 SW 9th Ste N DM, IA 50309 515-280-9800; FAX: 855-329-2844	10 1988	Tim Wright Kenny Rumbaugh Tim Kersting	Cisco, LifeSize, Polycom, Extron, Crestron, AMX, Microsoft Lync, AudioCodes, Vaddio	Videoconferencing, Unified Communications, Collaborative Systems, Cloud Solutions	www.conferencetech.com info@conferencetech.com
20	Information Tools Inc. 1063 14th Pl Ste B DM, IA 50314 515-235-5200; FAX: 515-282-0740	6 1986	D. Lance Cooper G. L. Kuntz Stephanie Simmerman	Tadiran, Allworx, AT&T, Samsung, Nortel, Multi-Tech, Mitel & Panasonic	Design, implementation & service of integrated enterprise-level voice/data services	questions@knowology.com
21	Avtex Solutions LLC 2041 Grand Ave Ste D WDM, IA 50265 515-221-3230; FAX: 515-221-3231	3 1990	N/A	Microsoft, Interactive Intelligence, Blue Coat, Blue Shield, A10 Networks	IP-PBX, contact center, unified communications, emergency notification, WAN mgmt. & optimization	www.avtex.com
	U.S. Cellular 12020 Ridgmont Dr Urbandale, IA 50322 515-249-4381; FAX: 515-334-6061	N/A 1986	Don Cochran Deanna Aitken	BlackBerry, HTC, LG, Motorola, Pantech, Samsung	Largest local calling area in Iowa	www.uscellular.com



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Jeff Gau, CEO

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COMPUTER NETWORKING COMPANIES

Ranked by number of local full-time employees

EXECUTIVE PROFILE



Dave Nelson

COMPANY Integrity Technology Systems, Inc.
TITLE President
RESIDENCE Ankeny
EDUCATION Bachelor of Science, Excelsior College
HOMETOWN Virginia Beach, VA

Rank	Name Address Phone; Fax	Local FT Employees Year Est.	Office/Purchasing Manager Top 3 Local Executives	Top 3 Clients in Central IA	Type of Networking	Website Email
1	QCI 1500 NW 118th St DM, IA 50325 515-440-4960; FAX: 515-440-4961	200 1995	Sarah Yancey Irving Hahn Chris Kyhl	Available upon request	Networks, storage, servers, virtualization, collaboration, DR, backup/recovery, security	www.qci.com info@qci.com
2	LightEdge Solutions, Inc. 215 10th St Ste 1000 DM, IA 50309 515-471-1000; FAX: 515-471-1112	114 1996	Steve DenHerder Jim Masterson Jeff Springborn T.J. Bangs	N/A	Carrier agnostic, Bundled T1, Ethernet over Copper, Wavelength, MPL, Meshed IP Wide Area Network	www.lightedge.com info-dm@lightedge.com
3	Alliance Technologies 420 Watson Powell Jr Way Ste 100 DM, IA 50309 515-245-7777; FAX: 515-245-7730	100 1994	N/A Steve Sikkink	Companies and organizations of various sizes	LAN/WAN/SAN, Windows, Linux, MAC, T1, wireless, VPN, Microsoft, Citrix, VMware, Cloud/Hosting	www.alliancetechologies.net connect@alliancetechologies.net
4	Carrier Access, Inc. 12129 University Ave Ste 2000 Clive, IA 50325 515-987-9200; FAX: 515-987-0231	80 1997	Peggy Casstevens Brendan Phelps Shane Stark JD Linkenhoker	N/A	LAN/WAN, Microsoft, Cisco, Dell Sonicwall, Servers, Virtualization, DR, Desktop Support, MPLS/VPN	www.carrieraccessinc.com sales@carrieraccessinc.com
5	Access Systems 955 SE Olson Dr Waukee, IA 50263 515-987-6227; FAX: 515-987-6228	70 1986	N/A Shane Sloan Jon Joymt Jay Agard	N/A	Network sales, design, set-up & support services - including phone systems & copiers/printers	www.accesssystems.com info@accesssystems.com
6	McGladrey LLP 400 Locust St Ste 640 DM, IA 50309 515-284-8660; FAX: 515-284-1545	50 1926	Kelly Woods Gordon Opland Lee Voigt Scott German	N/A	Advisory, design/implementation, support/managed services, cloud, mobility, business applications	www.mcgladrey.com rod.foster@mcgladrey.com
7	All Covered - IT Services from Konica Minolta 2600 Grand Ave Ste 320 DM, IA 50312 515-226-2277	48 2005	N/A Peder Malchow	N/A	LAN/WAN, Microsoft, Cisco, HP, SAN, VMWare, Security, Audit, 24x7 Monitoring, NOC, Help Desk	www.allcovered.com pmalchow@allcovered.com
8	CliftonLarsonAllen LLP 5550 Wild Rose Ln Ste 300 WDM, IA 50266 515-222-4400; FAX: 515-222-4444	47 1960	Pat Steffen Mark Wyzgowski John Moeller	N/A	LAN/WAN consulting, Microsoft	www.cliftonlarsonallen.com Mark.Wyzgowski@cliftonlarsonallen.com
9	IP Pathways 3600 109th St Urbandale, IA 50322 515-422-9300; FAX: 515-422-5544	40 2007	N/A Sean Lair Joe Shields Wade Brower	N/A	Wired and Wireless networking specializing in core data center, WLAN and LAN (Cisco and Aruba)	www.ippathways.com sales@ippathways.com
10	Associated Computer Systems Ltd. 11122 Aurora Ave DM, IA 50322 515-223-0078; FAX: 515-223-7219	35 1980	Denny Studer Tony Foth Denny Studer Jaime Ridgway	N/A	IBM System Servers, Microsoft, Cisco, Lotus Notes	www.acsltd.com
11	Combined Systems Technology (CST) 2165 NW 108th St Ste D Clive, IA 50325 515-270-5300; FAX: 515-254-0500	30 1980	Cindy Petersen Pete Sullivan Michael Wieskamp Lyle Petersen	N/A	Network engineering services for small to mid-range businesses in Central Iowa	www.cstoncall.com info@cstoncall.com
11	NetWorks Inc. 2255 73rd St Windsor Heights, IA 50324 515-221-1290; FAX: 515-221-0175	30 1994	Christine Penniman N/A	N/A	Total network integration, including phone systems, voice, data, backup and storage solutions	www.networks-inc.com chrisp@networks-inc.com
11	Sirius Computer Solutions 2600 Westown Pkwy Ste 210 WDM, IA 50266 515-246-4100; FAX: 515-246-4190	30 1997	N/A Ted Crouchley	N/A	Design & implement comprehensive networking solutions including network security, VPNs, IP telephony	www.msiinet.com iowa@msiinet.com
12	EmbarkIT Inc. 1854 Fuller Rd WDM, IA 50265 515-440-1451; FAX: 515-440-1455	20 2005	Stacy Watrous Anita Messerschmidt	State, Federal and Local Government Education Iowa Companies	MSP and IT integrator, Security & Intrusion Detection, Video Conference room set ups, Liebert	www.embarkit.com sales@embarkit.com training@embarkit.com
12	Iowa Solutions 401 Grand Ave WDM, IA 50265 515-309-5000	20 1999	N/A Lauren Sharon	N/A	Network support, managed services, disaster recovery, network security, cloud hosting	www.iowasolutions.com lauren@iowasolutions.com
13	Dymin Systems, Inc. 3970 NW Urbandale Dr Urbandale, IA 50322 515-276-7447; FAX: 515-276-9445	18 2001	Mike Hurt William Stasak Scott Breittman	Stoney Creek Hotel and Conference Center Diamond Oil Co. Special Olympics of Iowa	LAN, WAN, Total Network Integration, VPN/Firewall, SAN, Microsoft, Cisco, Fortinet	www.dyminsystems.com info@dyminsystems.com
14	Windstream Communications 3620 SW 61st St Ste 300 DM, IA 50321 515-558-8500	11 1996	N/A Tony Thomas	N/A	Custom designed, integrated voice and data networking; LAN/WAN connectivity across town, Iowa & U.S.	www.windstream.com
15	Integrity Technology Systems, Inc. 1370 NW 18th St # 104 Ankeny, IA 50023 515-965-3756	8 N/A	N/A Dave Nelson Steve Healey	The Principal Financial Group The Iowa Clinic Dwolla	Information security, IT risk management, compliance consulting, managed security services provider	www.integritysrc.com dave.nelson@integritysrc.com
16	Etech PO Box 185 Ankeny, IA 50021 515-289-9090; FAX: 515-289-9191	6 2000	Brian Sult Brian Sult	N/A	LAN, WAN, Microsoft Exchange, Microsoft Projects, Linux, Image Database, OSX	www.etch.us brian@etch.us

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COMPUTER HARDWARE & SOFTWARE COMPANIES

Ranked by number of local full-time employees

Rank	Name Address Phone; Fax	Local FT Employees Year Est.	Office/Purchasing Manager Top 3 Local Executives	Primary Services Offered	Brands Carried/Used	Website Email
1	QCI 1500 NW 118th St DM, IA 50325 515-440-4960; FAX: 515-440-4961	200 1995	Sarah Yancey Irving Hahn Chris Kyhl Chris Boom	Custom development of Web-based business applications, Dynamics GP, Custom .NET applications	Microsoft Gold Partner, Citrix Gold Partner, Symantec Gold Partner, other partnerships	www.qci.com info@qci.com
2	LightEdge Solutions, Inc. 215 10th St Ste 1000 DM, IA 50309 515-471-1000; FAX: 515-471-1112	114 1996	Steve DenHerder Jim Masterson Jeff Springborn T.J. Bangs	Cloud Computing, Virtual Servers, Unified Communications, Network Security, Storage/Backup	Cisco, EMC, Polycom, Dell, BroadSoft, VMware	www.lightedge.com info-dm@lightedge.com
3	Alliance Technologies 420 Watson Powell Jr Way Ste 100 DM, IA 50309 515-245-7777; FAX: 515-245-7730	100 1994	N/A Steve Sikkink	IT support, networking, virtualization, storage, hosting, cloud, software & Web dev, phones	Microsoft, Dell, Cisco, HP, VMware, Citrix, Oracle, EVault, Sophos, Fortinet, ShoreTel	www.alliancetechnologies.net connect@alliancetechnologies.net
3	SumTotal Systems 5550 Wild Rose Ln Ste 200 WDM, IA 50266 515-222-9903; FAX: 515-222-5920	100 1995	N/A Allison Wallace	Complete strategic human capital management software and services	SumTotal Learning, talent, workforce, expense and payroll management software and services	www.sumtotalsystems.com sales@sumtotalsystems.com
4	Carrier Access, Inc. 12129 University Ave Ste 2000 Clive, IA 50325 515-987-9200; FAX: 515-987-0231	80 1997	Peggy Casstevens Brendan Phelps Shane Stark JD Linkenhoker	Wireless Expense Management, Mobile Device Management, Security, WiFi, Wireless Plans & devices	Dell, Sonicwall, Savvis, Cisco, Avaya, Fathom, CenturyLink, Panasonic	www.carrieraccessinc.com sales@carrieraccessinc.com
5	Access Systems 955 SE Olson Dr Waukee, IA 50263 515-987-6227; FAX: 515-987-6228	70 1986	N/A Shane Sloan Jon Joynt Jay Agard	Full range of IT support, consulting, services & products - including phones & copiers/printers	Microsoft Gold Partner, HP, IBM, Dell, Lenovo, SonicWALL, Avaya, Xirrus, VMware, Citrix	www.accesssystems.com info@accesssystems.com
6	Sogeti USA LLC 4200 University Ave Ste 304 WDM, IA 50266 515-954-7678; FAX: 877-406-9646	60 1984	Jorie Shields-Smith Wade Dewald Dave Thamke	App dev, QA, infrastructure, business intelligence, Agile Transformation, mobile apps	Microsoft Managed Partner, IBM, Oracle	www.us.sogeti.com Dave.Thamke@us.sogeti.com
7	All Covered - IT Services from Konica Minolta 2600 Grand Ave Ste 320 DM, IA 50312 515-226-2277	48 2005	N/A Peder Malchow	Help Desk, Monitoring, Purchasing, IT Projects, Security, Cloud, CIO, Strategic Planning	HP, Dell, Cisco, Fortis, Kofax, Citrix, VMWare	www.allcovered.com pmalchow@allcovered.com
8	CliftonLarsonAllen LLP 5550 Wild Rose Ln Ste 300 WDM, IA 50266 515-222-4400; FAX: 515-222-4444	47 1960	Pat Steffen Mark Wyzgowski John Moeller Tim McFarland	LAN/WAN, IT security and controls, project management, wireless, virtualization, support	HP, Microsoft, VMWare, Cisco	www.cliftonlarsonallen.com Mark.Wyzgowski@cliftonlarsonallen.com
9	IP Pathways 3600 109th St Urbandale, IA 50322 515-422-9300; FAX: 515-422-5544	40 2007	N/A Joe Shields Wade Brower Sean Lair	Virtualization, storage, networking, data protection, disaster recovery, colocation, cloud serv	FlexPod For VMware - NetApp, Cisco and VMware	www.ippathways.com sales@ippathways.com
10	Associated Computer Systems Ltd. 11122 Aurora Ave DM, IA 50322 515-223-0078; FAX: 515-223-7219	35 1980	Denny Studer Tony Foth Denny Studer Jaime Ridgway	IBM, Microsoft, VMware, Double Take, Lotus Notes/Domino, 3Com, Cisco	IBM, Microsoft, VMware, Double Take, Lotus Notes/Domino, 3Com, Cisco	www.acsltd.com
10	Zirous, Inc. 1503 42nd St Ste 210 WDM, IA 50266 515-225-9015	35 1982	N/A Doyle Freeman	Oracle software and hardware solutions including IdM, SOA, Java, Infrastructure and Hardware	Oracle, Java, Sun	www.zirous.com
11	Combined Systems Technology (CST) 2165 NW 108th St Ste D Clive, IA 50325 515-270-5300; FAX: 515-254-0500	30 1980	Cindy Petersen Pete Sullivan Michael Wieskamp Lyle Petersen	Network consulting, sales/installation/support, network engineering services, managed services	Dell, Cisco, Lexmark, Xerox, HP, Microsoft, VMware, Lenovo, Fujitsu, Ruckus, Symantec	www.cstoncall.com info@cstoncall.com
11	NetWorks Inc. 2255 73rd St Windsor Heights, IA 50324 515-221-1290; FAX: 515-221-0175	30 1994	Christine Penniman Christopher Larson Christine Penniman	NetWorks, Inc. is a valued-added reseller and systems integrator	Microsoft, HP, Dell/EqualLogic, Cisco, Juniper, Extreme Networks, Lenovo, Digium	www.networks-inc.com chrisp@networks-inc.com
12	Visionary Services, Inc. 300 E Locust St Ste 250 DM, IA 50309 515-369-3545; FAX: 515-369-3546	28 1992	N/A David Safris	Website design, development and hosting for database driven websites; responsive design, SEO, etc.	Linux, MS SQL, MySQL, Php, Oracle, ASP, .Net, CSS.	www.visionary.com sales@visionary.com
13	ABC Virtual Communications Inc. 1051 Office Park Rd WDM, IA 50265 515-327-8861; FAX: 515-327-8867	25 1995	N/A B.J. Do	Software development/payment processing	IBM, Sun, Microsoft, Dell	www.abcv.com info@abcv.com
13	Cerebral Group, LLC 1454 30th St Ste 205 WDM, IA 50266 515-331-7700; FAX: 773-345-0678	25 2004	N/A Kalyan Venkatraman	IT services, government contracting, construction general contractors	N/A	www.icerebral.com k.v@cerebralinfotech.com
14	Flying Hippo Web Technologies 2655 86th St Urbandale, IA 50322 515-288-5316; FAX: 515-288-5277	23 2001	Amanda Hensley Ryan Parlee Eric Groves Scott Helms	Inbound marketing, app development, website design, digital marketing strategy, brand strategy	Apple, Google, Microsoft, Oracle	www.flyinghippo.com contact@flyinghippo.com
15	EmbarkIT Inc. 1854 Fuller Rd WDM, IA 50265 515-440-1451; FAX: 515-440-1455	20 2005	Stacy Watrous Anita Messerschmidt	Consulting, infrastructure, networks, sale, repair, training, recycling, TSB, WOSB, Help Desk	Microsoft, Symantec, VMware, Bosch, Cisco, Axis, HP, Lenovo, Dell, Viscount, Xerox, Lexmark	www.embarkit.com sales@embarkit.com training@embarkit.com
15	Iowa Solutions 401 Grand Ave WDM, IA 50265 515-309-5000	20 1999	N/A Lauren Sharon Josh Welsh	Network support, managed services, network security, cloud hosting, disaster recovery Websites	Microsoft, Cisco, Dell, VMWare and more	www.iowasolutions.com lauren@iowasolutions.com

COMPUTER HARDWARE & SOFTWARE COMPANIES

Ranked by number of local full-time employees

Rank	Name Address Phone; Fax	Local FT Employees Year Est.	Office/Purchasing Manager Top 3 Local Executives	Primary Services Offered	Brands Carried/Used	Website Email
16	Dymin Systems, Inc. 3970 NW Urbandale Dr Urbandale, IA 50322 515-276-7447; FAX: 515-276-9445	18 2001	Mike Hurt William Stasak Scott Breitman	IT Support, Networking, Cloud Services, Storage, Hosting, Firewalls, Security, Backup, MSFT App	Microsoft, Dell, Cisco, McAfee, Office365, Share Point, Forta Net, Lenovo, Samsung	www.dyminsystems.com info@dyminsystems.com
17	Windstream Communications 3620 SW 61st St Ste 300 DM, IA 50321 515-558-8500	11 1996	N/A Tony Thomas	Develops, installs and provides support for integrated voice, data, storage and networking	Avaya, Brocade, Cisco, HP ProCurve, Microsoft, ShoreTel, Mitel	www.windstream.com
18	DeskActive, Inc. 5435 NW 100th St Ste 201 Johnston, IA 50131 515-986-1730; FAX: 515-986-1736	10 2009	N/A Paul Greenwood Melanie Lyde	DeskActive, Inc. develops technology-enabled consumer engagement solutions	Mobile and desktop apps supporting variety of browsers, devices and platforms	www.deskactive.com info@deskactive.com
19	Advanced Automation Inc. 455 SW 5th St Ste C DM, IA 50309 515-564-0220; FAX: 515-564-0225	8 1989	N/A Kevin Tiffany	Bar coding technology & solution, scanners, mobile computers, thermal printers, service/support	Zebra, Datamax, Motorola, Honeywell, Intermec, Brady, Pision, Mobile Demand, Datalogic	www.advanced-automationinc.com kevin@advanced-automationinc.com
20	Etech PO Box 185 Ankeny, IA 50021 515-289-9090; FAX: 515-289-9191	6 2000	Brian Sult Brian Sult	Mac/PC repair, server LAN/WAN, sales, service of hardware/software multimedia presentation	All major brands	www.etech.us brian@etech.us
21	SevenVerbs 8515 Douglas Ave Urbandale, IA 50322 515-218-1129	4 N/A	N/A Bob Sorensen Alan Anderson	Software development, Web applications, product development	Microsoft, Agile, php, .Net, HTML and more	www.sevenverbs.com info@sevenverbs.com
22	IowaComputerGurus Inc. 5550 Wild Rose Ln Ste 400 WDM, IA 50266 515-270-7063; FAX: 866-591-3679	2 2006	N/A Mitchel Sellers	Custom website and application development as well as process/performance consultation	Microsoft .NET Technologies Used for Solutions including MVC & Angular	www.iowacomputergurus.com sales@iowacomputergurus.com
23	Big Creek Software LLC 201 N 3rd St Ste E PO Box 50 Polk City, IA 50226 515-984-6243	1 1994	N/A David Body	Custom application development and consulting	Open source including Ruby on Rails, JavaScript, Clojure, Python, R, PostgreSQL and more	www.bigcreek.com davidbody@bigcreek.com

COMPUTER TRAINING

Ranked by number of local full-time employees

EXECUTIVE PROFILE



Karen Miller

COMPANY Manpower
TITLE Executive Vice President
RESIDENCE Polk City
EDUCATION Concordia University, Chicago
HOMETOWN Long Lake, IL

Rank	Name Address Phone; Fax	Local FT Employees Year Est.	Office/Purchasing Manager Top 3 Local Executives	Applications Offered in Training	Types of Training Offered	Computer Training Services Offered	Website Email
1	Des Moines Area Community College 2006 S Ankeny Blvd, Ankeny, IA 50023 515-964-6367	2,500 1966	Tim Hager Robert Denson Kim Linduska Greg Martin	iOS, Android, Java, C++, SQL, HTML, CSS, Javascript, Microsoft, Linux, CISCO, Fiber, Wi-Fi	College credit, continuing education, business training	Onsite training, online training, college courses - classroom, online, web-blended	www.dmacc.edu/it
2	SumTotal Systems 5550 Wild Rose Ln Ste 200 WDM, IA 50266 515-222-9903; FAX: 515-222-5920	100 1995	N/A Scott Andriano Allison Wallace	Online learning delivered via a software as a service, hosted and on-premise models	Desktop comp. skills, IT & Web dev. certifications	Desktop computer skills, IT & Web development cert.	www.sumtotalsystems.com sales@sumtotalsystems.com
3	Kaplan University 4655 121st St Urbandale, IA 50323 515-727-2100; FAX: 515-727-2115	48 1900	Brandy Sundt Kacy Webster Lori Gelhaar Andy Gress	Information technology	Masters, Bachelors, Associates	Career placement, counseling, tutorial	www.KU-DesMoines.com lgelhaar@kaplan.edu
4	Manpower Inc. of Des Moines 1719 Grand Ave Ste 100 DM, IA 50309 515-288-4105; FAX: 515-288-8760	28 1953	Anita Carter Karen Miller	SQL, .Net, Java, Sharepoint, CISCO, VMware, Linux, Oracle, Adobe	Web based training	IT & Web Development, Desktop computer skills, Business Management, HR, Finance, Legal Compliance	www.us.manpower.com dmoffice@manpowerdm.com
5	EmbarkIT Inc. 1854 Fuller Rd WDM, IA 50265 515-440-1451; FAX: 515-440-1455	20 2005	Stacy Watrous Anita Messerschmidt Lenore Hamill Glenna Ross	Microsoft Office, Quickbooks, Expression Web, Vista, Mac OS X, Office for Mac	Instructor-led classroom, on-site & customized	Private, public classes, Pan & Certiport Testing, IT tech. training	www.embarkit.com sales@embarkit.com training@embarkit.com
6	IMAGINiT Technologies 11156 Aurora Ave Urbandale, IA 50322 515-224-6844; FAX: 515-224-5833	10 1997	N/A Larry Rychlak Megan Dunton Scott Hale	Autodesk, ARCHIBUS and Leica Geosystems	Classroom, on-site, online and customized	Tech. support, custom software dev., platform integration, training, implementation	www.imaginit.com info@rand.com
6	Spindustry Training 1370 NW 114th St Ste 300 Clive, IA 50325 515-334-9556; FAX: 515-225-1785	10 1996	N/A Stephen Fry Michael Bird Angela Culbertson Tara Walter	.NET, SQL, IOS Dev, SharePoint, Java, Agile, VMWare, System Ctr, Windows 8, PMP training	Live instructor, web-based, onsite, classroom, classes	IT skills dev., IT tech. training, courseware dev., public/private classes avail.	www.spindustrytraining.com info@spindustrytraining.com
7	New Horizons Computer Learning Centers 6200 Aurora Ave Ste 207E Urbandale, IA 50322 515-226-3265; FAX: 515-226-1746	7 1998	Deborah Farver Plumb Todd McDonald Deborah Farver Plumb	Microsoft Cisco IBM Citrix VMWare Adobe PMP Salesforce Java Security ITIL Linux Oracle	Instructor-led; both in the classroom & online	Assessment, reinforcement, support & validation services	www.NewHorizonsdm.com sales.desmoines@newhorizons.com

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Owner Anita Messerschmidt says, "We take pride in listening to our customer's needs and coordinate solutions to assist. We offer a wide variety of products designed to protect and enhance your IT investment and our team has the knowledge base to stretch your dollars further."

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Anita Messerschmidt
Owner



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COLLEGES & UNIVERSITIES

Ranked by number of full-time students

EXECUTIVE PROFILE

**Barbara Decker**

COMPANY Mercy College of Health Sciences
 TITLE President
 RESIDENCE Des Moines
 EDUCATION Juris Doctorate, Drake University
 HOMETOWN Des Moines

Rank	Name Address Phone; Fax	FT Students (fall 2015) Faculty	% of Faculty with Ph.D.s	Student to Faculty Ratio Median ACT	Tuition per Term Room & Board per Term	Year Est. Affiliation	Top 3 Officials	Website Email
1	Iowa State University 100 Enrollment Services Building Ames, IA 50011 800-262-3810; FAX: 515-294-9592	32,951 1,892	87	19:1 25	\$3,324 \$4,035	1858 Public	Steven Leath Jonathan Wickert Warren Madden	www.iastate.edu
2	University of Iowa 101 Jessup Hall Iowa City, IA 52242 319-335-3500; FAX: 319-335-3560	26,756 2,329	96	16:1 25.4	\$4,052 \$4,864	1847 Public	Bruce Harreld P. Barry Butler	www.uiowa.edu admissions@uiowa.edu
3	University of Northern Iowa 002 Gilchrist Hall Cedar Falls, IA 50614 319-273-2281; FAX: 319-273-2885	9,689 N/A	524	16:1 23.04	\$3,324 \$4,033	1876 Public	William N. Ruud Michael Hager Jim Wohlpart	www.uni.edu admissions@uni.edu
4	Des Moines Area Community College (six locations) 2006 S Ankeny Blvd Ankeny, IA 50023 515-964-6200; FAX: 515-964-6834	7,735 1,294	12	18:1 20	\$136/per credit hour N/A	1966 North Central Assoc. of Colleges & Schools	Robert Denson Kim Linduska Greg Martin	www.DMACC.edu rjdenson@dmacc.edu
5	Drake University 2507 University Ave. DM, IA 50311 515-271-2011; FAX: 515-271-3798	4,068 279	87	12:1 27.1	\$33,550 \$9,596	1881 N/A	Earl F. "Marty" Martin Teresa Krejci Joseph Lenz Venessa Macro	www.drake.edu admission@drake.edu
6	Grinnell College 1103 Park St Grinnell, IA 50112 800-247-0113; FAX: 641-269-4800	1,665 199	98	9:1 32	\$23,287 \$5,704	1846 none	Raynard Kington Michael Latham Kate Walker	www.grinnell.edu askgrin@grinnell.edu
7	Grand View University 1200 Grandview Ave DM, IA 50316 515-263-6024; FAX: 515-263-2974	1,634 94	70	14:1 21	\$11,932 \$3,954	1896 ELCA Lutheran	Kent L. Henning Dr. Mary Elizabeth Stivers Adam Voigts	www.grandview.edu admissions@grandview.edu
8	Des Moines University 3200 Grand Ave DM, IA 50312 515-271-1400	1,542 97	82	16:1 N/A	Varies N/A	1898 Private	Angela Walker Franklin, Ph.D. Karen McLean, Ph.D. Mark Peiffer	www.dmu.edu webmaster@dmu.edu
9	Central College 812 University Pella, IA 50219 877-462-3687; FAX: 641-628-5316	1,400 105	85	13:1 24	\$16,672.50 \$4,990	1853 Reformed Church in America	Mark Putnam Mary E. M. Strey Thomas Johnson	www.central.edu admission@central.edu
10	Simpson College 701 North C St Indianola, IA 50125 800-362-2454; FAX: 515-961-1498	1,392 95	81	13:1 22-27	\$17,088 \$3,982	1860 United Methodist Church	Jay K. Simmons Steven Griffith Ken Birkenholtz	www.simpson.edu admiss@simpson.edu
11	Mercy College of Health Sciences 928 6th Ave DM, IA 50309 515-643-6715; FAX: 515-643-6698	788 N/A	22	7.7:1 21	\$8,134 \$2,680	1995 Catholic Health Initiatives	Steven D. Langdon Thomas Leahy	www.mchs.edu admissions@mchs.edu
12	Kaplan University 4655 121st St Urbandale, IA 50323 515-727-2100; FAX: 515-727-2115	700 N/A	6	20:1 N/A	Varies N/A	1900 NCA	Kacy Webster Lori Gelhaar Andy Gress	www.KU-DesMoines.com lgelhaar@kaplan.edu
	Upper Iowa University 5000 Westown Pkwy Ste 200 WDM, IA 50266 515-225-1800; FAX: 515-225-1919	N/A N/A	N/A	12:1 N/A	\$2,436/full time N/A	1857 Private, nonprofit, satellite campus	Dr. William Duffy Kathy Franken Jennifer Webb	www.uui.edu desmoines@uui.edu
	Vatterott College 7000 Fleur Dr DM, IA 50321 515-309-9000; FAX: 515-309-0366	N/A N/A	N/A	N/A N/A	Varies by program N/A	1997 N/A	Pamela Bell Melinda Ver Steegt Sarah Bouma	www.vatterott.edu adm@vatterott.edu
	Viterbo University Iowa Center 4949 Westown Pkwy Ste 195 WDM, IA 50266 515-224-4811	N/A N/A	N/A	N/A N/A	\$325/cr 0	1990 Catholic, Franciscan University	Michael Gonzalez	www.viterbo.edu/ iowacourseschedule mrgonzalez@viterbo.edu
	William Penn University- College for Working Adults 6000 Westown Pkwy., Ste. 100 Clive, IA 50325 515-222-9949; FAX: 515-225-1825	N/A N/A	N/A	7:1 N/A	\$335/per credit hour N/A	1996 Quaker	Dr. John Ottosson	cwa.wmpenn.edu brodersenn@wmpenn.edu

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EXECUTIVE PROFILE



Christopher Sackett

COMPANY BrownWinick
TITLE Managing Partner
AGE 48
RESIDENCE Des Moines
EDUCATION University of Iowa, J.D. (with distinction, 1993)
HOMETOWN Pella

Rank	Name Address Phone; Fax	# of Local Lawyers Local FT Staff	Location of Offices (Cities)	Year Est.	Top 3 Local Executives	Areas of Practice	Website Email
1	Nyemaster Goode, P.C. 700 Walnut St Ste 1600 DM, IA 50309 515-283-3100; FAX: 515-283-3108	90 71	Des Moines, Ames, Cedar Rapids	1918	Gregory Wilcox Willard Boyd Frank Harty	General practice including corporate, insurance, banking, probate, R/E, tax, workers' comp., labor and intellectual property	www.nyemaster.com nyemaster@nyemaster.com
2	Davis Brown Law Firm Davis Brown Tower - 215 10th St Ste 1300 DM, IA 50309 515-288-2500; FAX: 515-243-0654	79 88	Des Moines, West Des Moines	1929	Scott M. Brennan Gene R. La Suer David B. VanSickel	Corporate, litigation, real estate, immigration, employment, public-private finance, health, estate planning, patent-IP	www.DavisBrownLaw.com info@DavisBrownLaw.com
3	BrownWinick 666 Grand Ave Ste 2000 DM, IA 50309 515-242-2400; FAX: 515-283-0231	57 41	Des Moines, Pella	1951	Christopher Sackett Gregory Morrow	Full-service firm: Litigation, corp., R/E, securities, ag law, health, IP, tax, probate, employment, environ., construction	www.brownwinick.com info@brownwinick.com
4	Ahlers & Cooney P.C. 100 Court Ave Ste 600 DM, IA 50309 515-243-7611; FAX: 515-243-2149	48 32	Des Moines	1888	John Bunz William Noth R. Mark Cory	Public finance, municipal bonds, litigation, labor & employment, bus. law, corp., banking, taxation, workers' comp., probate	www.ahlerslaw.com cgordon@ahlerslaw.com
5	Whitfield & Eddy PLC Hub Tower 699 Walnut St Ste 2000 DM, IA 50309 515-288-6041; FAX: 515-246-1474	46 60	Des Moines, Ankeny, Mt. Pleasant, West Des Moines	1928	Mark Rice Anjela Shutts Nicholas Cooper	Banking, business, construction, family, finance, insurance, labor-employment, litigation, real estate, estate, wills, trust	www.whitfieldlaw.com info@whitfieldlaw.com
6	Bradshaw, Fowler, Proctor & Fairgrave P.C. 801 Grand Ave Ste 3700 DM, IA 50309 515-243-4191; FAX: 515-246-5808	42 33	Des Moines	1918	N/A	Insurance defense, real estate (comm. & res.), probate, trust & estate, workers' comp., commercial litigation, bankruptcy	www.bradshawlaw.com
7	Brick Gentry P.C. 6701 Westown Pkwy Ste 100 WDM, IA 50266 515-274-1450; FAX: 515-274-1488	36 20	West Des Moines	1967	Paul A. Drey Thomas J. Levis Brian J. Laurenzo Erin M. Clanton Matthew S. Brick	Banking, health, corp, intellectual property, municipal, ag law, labor, govt, franchise, estate, real estate, litigation, ADR	www.brickgentrylaw.com info@brickgentrylaw.com
8	Dickinson, Mackaman, Tyler & Hagen P.C. 699 Walnut St Ste 1600 DM, IA 50309 515-244-2600; FAX: 515-246-4550	30 18	Des Moines	1937	Howard O. Hagen	General civil practice: employment, business, banking, litigation, real estate, tax, trusts and estates, family law, IP	www.dickinsonlaw.com info@dickinsonlaw.com
9	Belin McCormick P.C. 666 Walnut St Ste 2000 DM, IA 50309 515-243-7100; FAX: 515-558-0715	28 31	Des Moines	1978	Michael R. Reck S. Chris Nelson Stephen H. Locher	General practice: Litigation, tax, labor, probate/estate, banking, bankruptcy, corporate, real estate, environmental	www.BelinMcCormick.com information@BelinMcCormick.com
9	Faegre Baker Daniels LLP 801 Grand Ave 33rd Fl DM, IA 50309 515-248-9000; FAX: 515-248-9010	28 43	IA, MN, CO, IN, IL, Wash. DC, London, Beijing, Shanghai	1886	Michael Giudicessi Terri Combs Kim Walker	General & civil practice including trial & appellate, corp., securities, mergers & acquisitions, anti-trust, labor & employ.	www.faegrebd.com
10	Hopkins & Huebner P.C. 2700 Grand Ave Ste 111 DM, IA 50312 515-244-0111; FAX: 515-244-8935	26 23	Des Moines, Adel, Quad Cities	1974	R. Ronald Pogge Matthew A. Grotnes	Full service firm, including workers' compensation, liability or insurance defense, employment law, mediation	www.hhlawpc.com estate@hhlawpc.com
11	Finley, Alt, Smith, Scharnberg, Craig, Hilmes & Gaffney 699 Walnut St Ste 1700 DM, IA 50309 515-288-0145; FAX: 515-288-2724	20 31	Des Moines	1924	Jack Hilmes	General practice	www.finleylaw.com info@finleylaw.com
11	Grefe & Sidney PLC 500 E Court Ave Ste 200 DM, IA 50309 515-245-4300; FAX: 515-245-4452	20 15	Des Moines, Pella	1971	Mark Thomas	Litigation in all courts, ins. defense, workers' comp, employment, white collar criminal, corp./family law, R/E, tax, probate	www.grefesidney.com grandfirm@grefesidney.com
12	Patterson Law Firm LLP 505 Fifth Ave Ste 729 DM, IA 50309 515-283-2147; FAX: 515-283-1002	19 18	Des Moines	1965	Management committee	Civil practice, litigation & appeals, casualty and workers' comp., corporate, probate and estate planning, family law, ins.	www.pattersonfirm.com
13	Dorsey & Whitney LLP 801 Grand Ave Ste 4100 DM, IA 50309 515-283-1000; FAX: 515-283-1060	18 13	USA, Canada, Europe, Asia	1912	David Claypool Bob Josten Edwin McIntosh	Municipal & public authority finance, health & hospital law, securities, finance, litigation	www.dorsey.com
14	McKee Voorhees & Sease PLC 801 Grand Ave Ste 3200 DM, IA 50309 515-288-3667; FAX: 515-288-1338	17 23	Des Moines	1924	Mark Hansing Heidi S. Nebel R. Scott Johnson	Intellectual property, patents, trademarks, copyrights, licensing & litigation	www.ipmvs.com patatty@ipmvs.com
15	Parrish, Dunn, Boles, Gribble, Parrish, Gentry Brown & Bergmann, LLP 2910 Grand Ave DM, IA 50312 515-284-5737; FAX: 515-284-1704	16 12	Des Moines	1975	Alfredo Parrish	Trial practice, criminal defense, personal injury, employment law, family law, appeals and litigation	www.parrishlaw.com shill@parrishlaw.com
16	Duncan, Green, Brown & Langeness P.C. 400 Locust St Ste 380 DM, IA 50309 515-288-6440; FAX: 515-288-6448	14 9	Des Moines, Orange City	1993	James B. Langeness Gregory R. Brown Brent (Chris) Green	General practice	www.DuncanGreenLaw.com
16	Peddicord, Wharton, Spencer, Hook, Barron & Wegmen 6800 Lake Dr Ste 125 WDM, IA 50266 515-243-2100; FAX: 515-243-2132	14 18	West Des Moines	1965	Roland (Dale) Dale Peddicord Jack Wharton	Trial litigation, medical malpractice, product liability, workers' comp., insurance defense	www.peddicordwharton.com
17	Sullivan & Ward P.C. 6601 Westown Pkwy Ste 200 WDM, IA 50266 515-244-3500; FAX: 515-244-3599	12 9	West Des Moines	1940	John Ward Louis R. Hockenberg Mark Landa	Administrative, utility, cooperative, corporate finance & taxation, litigation, environmental, real estate, estate planning	www.sullivan-ward.com jward@sullivan-ward.com
17	Wasker, Dorr, Wimmer & Marcouiller P.C. 4201 Westown Pkwy Ste 250 WDM, IA 50266 515-283-1801; FAX: 515-283-1802	12 42	West Des Moines	1992	Fred L. Dorr	General civil practice, real estate, government relations	www.wdwm.net lawfirm@wdwm.net



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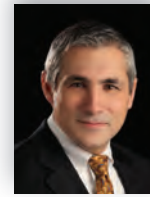
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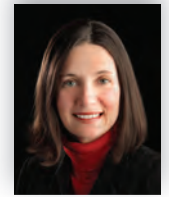
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LAW FIRMS

Ranked by number of local lawyers

Rank	Name Address Phone; Fax	# of Local Lawyers Local FT Staff	Location of Offices (Cities)	Year Est.	Top 3 Local Executives	Areas of Practice	Website Email
18	LaMarca Law Group 1820 NW 118th St Ste 200 DM, IA 50325 515-225-2600; FAX: 515-225-8581	10 16	Des Moines	1974	George A. LaMarca James J. Biscoglia Gary G. Mattson	Personal injury/wrongful death, professional malpractice, business & shareholder/securities litigation, class actions	lamarcalawgroup.com george@amarcalawgroup.com
18	Parker, Simons & McNeill PLC 5400 University Ave WDM, IA 50266 515-225-5410; FAX: 515-225-4686	10 9	West Des Moines	1943	Edward G. Parker Robert A. Simons David A. McNeill	General civil practice, emphasis on insurance	www.ifblawyers.com
18	Simpson, Jensen, Abels, Fischer & Bouslog, P.C. 604 Locust Ste 222 DM, IA 50309 515-288-5000; FAX: 515-288-7718	10 6	Des Moines	1910	Gary Fischer Lyle L. Simpson	Business/Corporate, general civil litigation, real estate, estate planning, probate, tax, administrative law, family law	www.iowafirm.com kwamberg@iowafirm.com
19	Beving, Swanson & Forrest P.C. 321 E Walnut St Ste 200 DM, IA 50309 515-288-6572; FAX: 515-288-9409	8 2	Des Moines, Johnston	1963	Mark C. Feldmann	General law, bankruptcy, litigation, corporate, probate, association	www.bevinglaw.com nfranklin@bevinglaw.com
19	Elverson Vasey Law Firm 700 Second Ave DM, IA 50309 515-243-1914; FAX: 515-243-2235	8 3	Des Moines	1989	Todd Elverson Jon Vasey Allison Abbott	Corporate, business, insurance defense, family law, social security, personal injury, wills, trusts, probate	www.evplp.com todd.elverson@elversonlaw.com
19	Lillis O'Malley Olson Manning Pose Templeman LLP 317 Sixth Ave Ste 300 DM, IA 50309 515-243-8157; FAX: 515-243-3919	8 7	Des Moines	1917	William Lillis Michael O'Malley Eugene E. Olson	Real estate, probate, zoning, corporate, employment	www.lillisomalley.com lrizzuti@lolaw.com
20	Carney & Appleby PLC 303 Locust St Ste 400 DM, IA 50309 515-282-6803; FAX: 515-282-4700	7 3	Des Moines	2000	Jim Carney George Appleby Scott A. Hall	Criminal, personal injury, family, lobbying, medical malpractice, real estate issues, wills & more	www.carneyappleby.com carney@carneyappleby.com
20	McEnroe, Gotsdiner, Brewer, Steinbach & Rothman, P.C. 1701 48th St Ste 100 WDM, IA 50266 515-267-9000; FAX: 515-267-8100	7 7	West Des Moines	1998	Murray B. Gotsdiner	General practice, corp., real estate, personal injury, criminal, probate, domestic relations, OWI	www.mcenroelaw.com
21	Coppola, McConville, Coppola, Carroll, Hockenberger & Scalise P.C. 2100 Westown Pkwy Ste 210 WDM, IA 50265 515-453-1055; FAX: 515-453-1059	6 2	West Des Moines	1993	Charles A. Coppola Richard O. McConville Michael J. Carroll	Criminal, workers compensation, personal injury, medical malpractice, real estate, corporate, probate, litigation	www.csmclaw.com hdhockenberger@csmclaw.com
22	Dickey & Campbell Law Firm, PLC 301 E Walnut St Ste 1 DM, IA 50309 515-288-5008; FAX: 515-288-5010	5 2	Central Iowa	2007	Gary Dickey Angela Campbell	Criminal defense, immigration, civil litigation, government relations	www.dickeycampbell.com gary@dickeycampbell.com
22	Weinhardt & Logan 2600 Grand Ave Ste 450 DM, IA 50312 515-244-3100; FAX: 515-288-0407	5 2	Des Moines	2011	Mark E. Weinhardt Holly Logan	Complex civil litigation, white collar criminal defense, internal investigations	www.weinhardtlogan.com lkreutzman@weinhardtlogan.com
22	Wilson Deege Despotovich Riemenschneider & Rittgers, PLC 4200 University Ave Ste 424 WDM, IA 50266 515-327-1000; FAX: 515-327-1063	5 6	West Des Moines	1996	Wayne I. Wilson J. Michael Deege Steven C. Despotovich	Wills, trusts, probate, estate planning, real estate, guardianships, tax and elder law	www.iowawillsprobate.com info@iowawillsprobate.com
23	Gonzalez Saggio & Harlan LLP 1501 42nd St Ste 465 WDM, IA 50266 515-453-8509; FAX: 515-267-1408	4 1	15 offices nationwide	1989	Emery K. Harlan Kerrie M. Murphy	Litigation, employment, corporate & transactional, real estate, intellectual property, public finance, environmental	www.gshllp.com kerrie_murphy@gshllp.com
23	Zarley Law Firm, P.L.C. 400 Locust St Ste 200 DM, IA 50309 515-558-0200; FAX: 515-558-7790	4 6	Des Moines	2000	Timothy J. Zarley Christopher Proskey Joshua Conley	Development, protection, enforcement, capitalization of intellectual property rights including trademarks, patents, copyright	www.zarleylaw.com rzarley@zarleylaw.com
24	Galligan Reid P.C. 300 Walnut St Ste 5 DM, IA 50309 515-282-3333; FAX: 515-282-0318	3 4	Des Moines	1980	Brian Galligan Timm W. Reid Joseph M. Galligan	Medical malpractice, personal injury, product liability	www.galliganlaw.com bgalligan@galliganlaw.com
24	Goodman Law, P.C. 1501 42nd St Ste 300 WDM, IA 50266 515-267-8600; FAX: 515-224-2075	3 2	West Des Moines	2001	Jeffrey L. Goodman Nicole L. Keller Kevin J. Rutan	Construction law, products liability, design defect, personal injury and wrongful death	www.golawpc.com jeff@golawpc.com
24	Kemp & Sease: Attorneys and Counselors at Law 104 SW 4th St Ste A DM, IA 50309 515-883-2222; FAX: 515-883-2233	3 0	Des Moines	2010	Christopher Kemp Matthew Sease	General civil litigation, family law, criminal defense, personal injury, estate planning	www.kempsease.com ckemp@kempsease.com
25	Brown & Scott PLC 1001 Office Park Rd Ste 108 WDM, IA 50265 515-225-0101; FAX: 515-225-3737	2 2	West Des Moines	2008	F. Montgomery Brown Paul D. Scott	Criminal defense	www.brownsco.com bsl@brownsco.com
25	Herrick, Langdon & Langdon 666 Walnut St Ste 1550 DM, IA 50309 515-282-8150; FAX: 515-282-8226	2 1	Des Moines	1935	Richard G. Langdon William R. Clark, Jr.	Estates, trusts, trial work, general practice	herricklangdonlaw@dwx.com
25	Lombardi Law Firm and Real Estate Services 5000 Westown Pkwy Ste 440 WDM, IA 50266 515-222-1110; FAX: 515-222-0718	2 4	West Des Moines	1981	Steve D. Lombardi Katrina M. Schaefer	Personal injury, workers' compensation, professional licensing challenges (medical, law, dental, nursing, etc.), gun rights	www.lombardilaw.com sdlombardi@aol.com
26	Laughlin Law Firm 1200 Valley West Dr Ste 506 WDM, IA 50266 515-608-4797; FAX: 515-608-4795	1 2	West Des Moines	2015	Jason E. Laughlin	Real estate, litigation and business law	www.LaughlinLawFirm.com title@laughlinlawfirm.com
26	Melinda Ellwanger, P.L.L.C. 1611 SW Vintage Pkwy Ankeny, IA 50023 515-988-5622	1 1	Ankeny	2009	Melinda Ellwanger	Offers legal services to other lawyers/law firms; research/writing, appellate practice, litigation preparation	mellwanger@yahoo.com

LARGEST OFFICE BUILDINGS & COMPLEXES

Ranked by total leasable square feet

Rank	Name Address Phone; Fax	Leasable Sq. Ft. Year Est.	Owner Property management Company	Leasing Company Leasing Agent Phone Number	Partial List of Tenants	Website Email
1	Johnston Station 5525 Merle Hay Rd Johnston, IA 50131 515-964-1587; FAX: 515-964-8749	6,603,200 2005	Johnston Station LC Denny Elwell Company	Denny Elwell Company Call Office 515-964-1587	Bank Iowa, HR Green, Kimball Porter Investments, Mutual of Omaha, Kruml Law, Farm Bureau	www.dennyelwellcompany.com
2	Country Club Office Plaza Jordan Creek Pkwy & Vista Dr WDM, IA 50266 515-223-4500; FAX: 515-223-7235	930,000 1991	R&R Realty Group Management Professionals Inc.	R&R Realty Group Paul Rupprecht 515-223-4500	Syngenta, Travelers, Wells Fargo Card Services, INS, R&R Realty Group	rupprecht.paul@rrrealty.com
3	Meredith Business Park 121st St & Meredith Dr Urbandale, IA 50322 515-223-4500; FAX: 515-223-7235	800,000 1998	R&R Realty Group Management Professionals Inc.	Realty Marketing Group Paul Rupprecht 515-223-4500	Principal Mutual Life Insurance, Bell Automotive, Iron Mountain, PSI Group Inc.	www.rrrealty.com rupprecht.paul@rrrealty.com
4	Interstate Acres Business Park 109th St & Aurora Ave Urbandale, IA 50322 515-223-4500; FAX: 515-223-7235	780,000 1981-2012	R&R Realty Group Management Professionals Inc.	Realty Marketing Group Paul Rupprecht 515-223-4500	Colorfx, Regulus Integrated Solutions, DHL Express (USA), Inc. Fastenal, SOURCECORP	www.rrrealty.com rupprecht.paul@rrrealty.com
5	Aurora Business Park NW 109th St & Aurora Ave Urbandale, IA 50322 515-223-4500; FAX: 515-223-7235	770,000 1985	R&R Realty Group Management Professionals Inc.	Realty Marketing Group Paul Rupprecht 515-223-4500	UnityPoint at Home, Vital Support Systems, YRC Freight, Deere & Company, USDA-Financial, YASH Technologies	www.rrrealty.com rupprecht.paul@rrrealty.com
6	801 Grand 801 Grand Ave DM, IA 50309 515-244-7801; FAX: 515-244-7839	707,000 1990	JLL JLL	JLL Heath D. Bullock 515-221-6639	Bradshaw Law, Morgan Stanley Smith Barney, Dorsey & Whitney, McKee Vorhees & Sease, Faegre Baker Daniels	jll.com/Des-Moines heath.bullock@cbre.com
7	Three Fountains Office Buildings 42nd & Westown Pkwy WDM, IA 50266 515-223-4500; FAX: 515-223-7235	660,000 1985	R&R Realty Group Management Professionals Inc.	Realty Marketing Group Paul Rupprecht 515-223-4500	IMT Insurance, American Family Insurance, New York Life, LMC, Arthur J. Gallagher & Co.	www.rrrealty.com rupprecht.paul@rrrealty.com
8	Regency West Office Park 4700 Westown Pkwy WDM, IA 50266 515-223-4500; FAX: 515-223-7235	610,000 1961	R&R Realty Group Management Professionals Inc.	Realty Marketing Group Paul Rupprecht 515-223-4500	ITA Group, Fiserv Solutions, MetLife, Sammons, General Dynamics	www.rrrealty.com rupprecht.paul@rrrealty.com
9	Paragon Office Park 121st St & Meredith Dr Urbandale, IA 50322 515-223-4500; FAX: 515-223-7235	500,000 2005	R&R Realty Group Management Professionals Inc.	Realty Marketing Group Paul Rupprecht 515-223-4500	Marsh USA, Dice Career Solutions, Citicorp Credit Services	www.rrrealty.com rupprecht.paul@rrrealty.com
10	Metro North Business Park 2401 SE Tone's Dr Ste 17 Ankeny, IA 50021 515-964-1587; FAX: 515-964-8749	425,000 1986	Denny Elwell Family, L.C. Denny Elwell Company	Denny Elwell Company Call Office 515-964-1587	Casey's, Monsanto, Tones, CH Robinson, Praxair, Techniplas, Accumold, SPAL USA, Embria Health	www.dennyelwellcompany.com
11	RiverPoint Business Park RiverPoint DM, IA 50309 515-243-3228; FAX: 515-280-2000	416,968 1990	Hubbell Realty Company Hubbell Property Management	CBRE Paul Weeks 515-224-4900	State of Iowa, Infosys McCamish, Terracon, Mercy	www.cbrehc.com paul.weeks@cbre.com
12	Hub Tower 699 Walnut St DM, Iowa 50309 515-453-5429; FAX: 515-453-5430	280,529 1986	Employers Mutual Insurance Company EMC	Iowa Realty Commercial Jason Lozano Kevin Crowley 515-453-5471 515-453-5429	Dickinson Law Firm, Finley Law Firm, Finley, Alt & Smith Law Firm and EMC LIFE Companies, Regus	www.iowarealtycommercial.com jlozano@iowarealtycommercial.com kcrowley@iowarealtycommercial.com
13	1776 West Lakes Parkway 1776 West Lakes Pkwy WDM, IA 50266 515-223-4000; FAX: 515-222-5220	270,171 1993	1776 Westlakes Parkway, LC Knapp Properties	Knapp Properties	Telligen; UnityPoint, Wells Fargo	www.knappproperties.com
14	Prairie Business Park 3801 S James Grimes, IA 50111 515-223-4500; FAX: 515-223-7235	260,000 2015	R&R Realty Group Management Professionals Inc.	R&R Realty Group Paul Rupprecht 515-223-4500	Ignit, Integrated Supply Network	www.rrrealty.com rupprecht.paul@rrrealty.com
15	Century I & Century II Buildings 2700 Westown Pkwy & 1415 28th St WDM, IA 50266 515-243-3228; FAX: 515-280-2027	189,323 1985	Sunrise Polk Properties Hubbell Property Management	CBRE Korey Birkenholtz 515-224-4900	AIG, AJ Gallagher & Co., Miles Capital, Simpson College, Iowa Wealth Management, Apple One	www.cbrehc.com korey.birkenholtz@cbre-hubbell.com
16	Capitol Center 400-600 E Court Ave DM, IA 50309 515-223-4500; FAX: 515-223-7235	165,000 1982	R&R Realty Group Management Professionals Inc.	Realty Marketing Group Paul Rupprecht 515-223-4500	Kemin, Grefe & Sidney, Darling International, All Makes Office Equipment	www.rrrealty.com rupprecht.paul@rrrealty.com
17	6200 Park Avenue 6200 Park Ave DM, IA 50321 515-223-4000; FAX: 515-222-5220	141,804 2007	West Lakes Properties LC Knapp Properties	Knapp Properties Ben Garrett Brian Erickson 515-222-5235 515-202-5035	Principal Financial Group	www.knappproperties.com ben.garrett@knappproperties.com berickson@knappproperties.com
18	Walnut Woods Business Park 6100 - 6200 Thornton Ave/3620 SW 61st St DM, IA 50321 515-223-4000; FAX: 515-222-5220	128,454 2002	West Lakes Properties LC Knapp Properties	Knapp Properties Ben Garrett 515-222-5235	UnityPoint Health, Wheeler, CI3, Tyco	www.knappproperties.com ben.garrett@knappproperties.com
19	West Towers 1200 Valley West Dr WDM, IA 50266 515-223-1333; FAX: 515-225-7546	120,804 1974	Valley Office Park, LLC NAI Optimum	NAI Optimum Tom Knapp Kurt Mumm Matt Lundberg 515-223-1333 515-309-4002 515-556-8088	FunnelWise	www.naioptimum.com tknapp@naioptimum.com kmumm@ruhlcommercial.com mlundberg@naioptimum.com
20	NCMIC 14001 University Clive, IA 50325 515-223-4000; FAX: 515-222-5220	120,000 2002	NCMIC Knapp Properties	Knapp Properties Brian Erickson 515-202-5035	NCMIC	www.knappproperties.com berickson@knappproperties.com
21	Urbandale Business Center 4231 - 4299 NW Urbandale Dr Urbandale, IA 50322 515-223-4000; FAX: 515-222-5220	115,652 1998	William C. Knapp LC Knapp Properties	Knapp Properties Ben Garrett Brian Erickson 515-222-5235 515-202-5035	Kate-Lo Tile, MidAmerican Energy, Scholastic Book Fairs	www.knappproperties.com ben.garrett@knappproperties.com berickson@knappproperties.com
22	Lakeview Medical Park 6000 University Ave WDM, IA 50266 515-243-3228; FAX: 515-280-2000	108,273 1991	Hubbell Realty Company Hubbell Property Management	CBRE Paul Weeks 515-224-4900	UnityPoint Health, Dermatology P.C., Iowa Dermatology	www.cbrehc.com paul.weeks@cbre.com
23	Liberty Building 418 6th Ave DM, IA 50309 515-223-4000; FAX: 515-222-5220	106,000 1923	Liberty Building Historic Rehab Knapp Properties	Knapp Properties Knapp Properties	Hyatt Place Hotel, Wells Fargo Advisors, Liberty Building Home Owners Association	www.knappproperties.com
24	611 5th Avenue 611 5th Ave DM, IA 50309 515-223-4000; FAX: 515-222-5220	105,447 1953	611 5th Avenue LLC Knapp Properties	Knapp Properties Ben Garrett Brian Erickson 515-222-5235 515-202-5035	State of Iowa, Woodward Academy	www.knappproperties.com ben.garrett@knappproperties.com berickson@knappproperties.com

LARGEST OFFICE BUILDINGS & COMPLEXES

Ranked by total leasable square feet

Rank	Name Address Phone; Fax	Leasable Sq. Ft. Year Est.	Owner Property management Company	Leasing Company Leasing Agent Phone Number	Partial List of Tenants	Website Email
25	Colony Park 3737 Woodland Ave WDM, IA 50266 515-223-1333; FAX: 515-225-7546	101,400 1999	Valley Office Park, LLC NAI Optimum	NAI Optimum Tom Knapp Matt Lundberg Kurt Mumm 515-223-1333 515-556-8088 515-309-4002	NAI Optimum, Palmer Group	www.naioptimum.com tknapp@naioptimum.com mlundberg@naioptimum.com kmumm@ruhlcommercial.com
26	Northpark Business Center NW 86th St & I-35/80 Johnston, IA 50131 515-224-3600; FAX: 515-224-3503	93,000 1961	Mid-America Investment Co. Mid-America Group	Mid-America Group Steve Coleman 515-224-3649	Rain & Hail LLC	www.MidAmericaGroup.com SColeman@MidAmericaGroup.com
27	Westown Business Center 1601 & 1701 48th St WDM, IA 50266 515-223-4000; FAX: 515-222-5220	91,219 1986	Westown Properties LLC Knapp Properties	JLL	ATG, EMC, McEnroe Law Firm, Maximus, AgriLogic, Tailored Benefits	jll.com/Des-Moines
28	Fleming Building 218 6th St DM, Iowa 50309 515-223-4000; FAX: N/A	91,000 1907	ND 22 Fleming, LLC Knapp Properties	Knapp Properties Fleming Residential Manager 515-223-4000	Nelson Development, S&A 786	www.knappproperties.com
29	Ankeny Business Park 1555 & 1605 SE Delaware Ave Ankeny, IA 50021 515-243-3228; FAX: 515-280-2000	88,163 1999	Hubbell Realty Company/MDM Equity - 2011, LLC Hubbell Property Management	CBRE Jan Berg Jeff Spence	Kosama, MSA Professional Services, Beauty Systems, 2nd Wind Exercise and Equipment, Mercy Medical Clinic	www.cbrehc.com jan.berg@cbre.com jeff.spence@cbre-hubbell.com
30	6600 Westown 6600 Westown Pkwy WDM, IA 50266 515-309-4002; FAX: 515-309-4040	88,136 2004	NLV Financial Corporation NAI Optimum	NAI Optimum Matt Lundberg 515-556-8088	Strategic America, Hupy and Abraham, UnityPoint Health, Insight Wealth Group, Northland Securities	www.naioptimum.com mlundberg@naioptimum.com
31	Terrace Place/Terrace Center 2600 and 2700 Grand Ave DM, IA 50309 515-223-4500; FAX: 515-223-7235	80,000 1987	R&R Realty Group Management Professionals Inc.	Realty Marketing Group Paul Rupprecht 515-223-4500	Hopkins & Huebner, CIPCO, Baudino Law Group, Delta Design, Central Iowa Eye Associates	www.rrrealty.com rupprecht.paul@rrrealty.com
32	Iowa Heart Center 5880 University WDM, IA 50266 515-223-4000; FAX: 515-222-5220	79,916 2005	IHC WDM Real Estate, LLC		Iowa Heart Center	
33	6800 Lake Drive 6800 Lake Dr WDM, IA 50266 515-223-4000; FAX: 515-222-5220	77,705 1994	6800 Lake Drive LC Knapp Properties	Knapp Properties Brian Erickson 515-202-5035	Peddicord Law, Meyocks Group, Daymon Worldwide, The Iowa Clinic, Thune Law, Family Dentistry, Iles Funeral	www.knappproperties.com berickson@knappproperties.com
34	5000 Westown Parkway 5000 Westown Pkwy WDM, IA 50266 515-223-4000; FAX: 515-222-5220	65,000 1969	William C. Knapp LC Knapp Properties	Knapp Properties Brian Erickson 515-202-5035	Knapp Properties, UIU, Iowa Girls High School Athletic Union, Kutmus, Pennington & Hook	www.knappproperties.com berickson@knappproperties.com
35	4949 Westown Parkway 4949 Westown Pkwy WDM, IA 50266 515-223-4000; FAX: 515-222-5220	63,000 1995	KC Real Estate Knapp Properties	Knapp Properties Brian Erickson 515-202-5035	Berlin & Assoc., Abundant Life Chiro, WDM OBGYN, Dr. Kubovich, Palmers, PostNet, QPC	www.knappproperties.com berickson@knappproperties.com
36	11101 University 11101 University Ave Clive, IA 50325 515-223-4000; FAX: 515-222-5220	60,474 2001	William C. Knapp LC Knapp Properties	Knapp Properties Ben Garrett 515-222-5235	Bed, Bath & Beyond, PetSmart	www.knappproperties.com ben.garrett@knappproperties.com
37	United Way 1111 9th St DM, IA 50314 515-223-4000; FAX: 515-222-5220	60,000 1987	United Way of Central Iowa Knapp Properties	Knapp Properties Knapp Properties	United Way of Central Iowa, Prevent Blindness Iowa, Visiting Nurse Services	www.knappproperties.com
38	Ruan Center Complex 666 Grand Ave DM, IA 50309 515-245-5395; FAX: 515-245-5362	52,628 1974	Ruan Corp. CBRE Hubbell Commercial	CBRE Hubbell Commercial Paul Weeks Jan Berg 515-224-4900	Ruan Transportation, Bankers Trust, MidAmerican Energy Co.	www.cbre.us/ruancenter paul.weeks@cbre.com jan.berg@cbre.com
39	7100 Westown Parkway 7100 Westown Pkwy WDM, IA 50266 515-223-4000; FAX: 515-222-5220	52,456 1999	West Lakes Development Co. Knapp Properties	Knapp Properties Ben Garrett 515-222-5235	Equitrust Life Insurance, Sears Call Center	www.knappproperties.com ben.garrett@knappproperties.com
40	5500 Westown Parkway 5500 Westown Pkwy WDM, IA 50266 515-223-4000; FAX: 515-222-5220	52,187 1999	West Lakes Development Co. Knapp Properties	Knapp Properties Ben Garrett 515-222-5235	First Realty, Iowa State Association of Counties, Submittal Exchange	www.knappproperties.com ben.garrett@knappproperties.com
41	Iowa Workforce Development 430 E Grand DM, IA 50309 515-223-4000; FAX: 515-222-5220	48,752 2004	Nelson Development 10 LLC Knapp Properties	Knapp Properties	Iowa Workforce Development	www.knappproperties.com
42	Vatterott College 7000 Fleur Dr DM, IA 50321 515-223-4000; FAX: 515-222-5220	43,036 2002	West Lakes Properties LC Knapp Properties	Knapp Properties Ben Garrett 515-222-5235	Vatterott College	www.knappproperties.com ben.garrett@knappproperties.com
43	4176 NW Urbandale 4176 NW Urbandale Urbandale, IA 50322 515-223-4000; FAX: 515-222-5220	39,000 2001	Urbandale Management Knapp Properties	Knapp Properties Ben Garrett 515-222-5235	DirecTV, SimplexGrinnell, Total Respiratory and Rehabilitation	www.knappproperties.com ben.garrett@knappproperties.com
44	5435 NW 100th 5435 NW 100th Johnston, IA 50131 515-223-4000; FAX: 515-222-5220	29,718 2008	ND 26 West Park Bldg. Knapp Properties		Midwest Biomet, Dept. of Veterans Affairs	
45	Rocklyn Office Park 70th & Hickman Urbandale, IA 50322 515-471-4400; FAX: 515-471-4304	29,213 1992	Rocklyn Office Park LC Terrus Real Estate Group	Terrus Real Estate Group Brian Phillips	McLellan Marketing, A Solutions Co, New Heights Counseling, O- Thirty Two Design Group, Woodard Hearing	www.terrus.com
	Broadway Business Park NE 46th Ave & NE 50th St DM, IA 50317 515-243-3228; FAX: 515-221-6652	0 2002	Hubbell Realty Company Hubbell Realty Company	CBRE Morey Knutsen Jon Ledinsky 515-224-4900 515-221-6685	Schwan's Foods, Broadway Storage, Murphy Tractor, Warren Foods, Feireisen	www.cbrehc.com morey.knutsen@cbre.com jon.ledinsky@cbre.com
	The Legacy Business Park Highway 28 & Beardsley St Norwalk, IA 50211 515-243-3228; FAX: 515-280-2000	0 2001	Hubbell Realty Company Hubbell Property Management	CBRE Craig King 515-224-4900	McDonalds, Holmes Chevrolet, Subway, Kum & Go, Cal's Fine Foods, Community State Bank, Pizza Hut	www.cbrehc.com craig.king@cbre.com
	West Lakes Office Park University Ave & 77th St WDM, IA 50266 515-223-4000; FAX: 515-222-5220	0 1991	Office Park Knapp Properties	Knapp Properties Brian Erickson 515-202-5035	Farm Bureau, Hy-Vee, Krause Gentle, Marsh, Telligen, Wells Fargo, Iowa Methodist, Iowa Clinic, Mercy	www.knappproperties.com berickson@knappproperties.com
	Deerwood Office Park 1820 NW 118th St Clive, IA 50325 515-440-0400; FAX: 515-440-0500	N/A 2002	Kumagai Properties 1, LLC Ferguson Property Management Services	CBRE Korey Birkenholtz Jeff Spence 515-224-4900	American Abstract, The Homestead, ITT Tech Institute, LaMarca & Landry, Tero International	www.cbrehc.com korey.birkenholtz@cbre-hubbell.com jeff.spence@cbre-hubbell.com
	Partnership Building 700 Locust St DM, IA 50309 515-309-4002; FAX: 515-309-4040	N/A 1981	Lawmark Capital Inc. NAI Ruhl & Ruhl Commercial Company	NAI Ruhl & Ruhl Commercial Company Keith Olson 515-309-4002	Greater DSM Partnership, Premier Credit Union, Golden Chicken, Taste Spuds, B Sharp Bistro, Blimpies Subs	www.ruhldsm.com kolson@ruhlcommercial.com

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CONSTRUCTION PROJECTS

Ranked by estimated cost of projects

Rank	Name Address	Cost	Project Size	Developer/Owner	Architectural Firm	General Contractor	Scheduled Completion Date
1	Iowa Event Center Hotel 701 5th Ave DM	\$65 million	250,000 SF	Des Moines Convention Hotel, Inc.	RDG Planning & Design	The Weitz Company	Mar 2018
2	City Square 210 East Walnut DM	\$40 million	130,000 SF	Hansen Real Estate	Invision Architecture	Hansen Company Inc.	Jun 2015
3	Cityville on 9th 550 SW 9th DM	\$39 million	450,000 SF	Hubbell Realty Company	SVPA	Hubbell Construction Services	N/A
4	DMACC Student Center and Recreation Building 2006 Ankeny Blvd Ankeny	\$37.2 million	156,000 SF	JE Dunn Construction	RDG Planning and Design	JE Dunn Construction	Oct 2015
5	Aspire Townhomes 6950 Stagecoach Dr WDM	\$35 million	N/A SF	Signature Commercial Real Estate	OnSite Solutions	OnSite Solutions	N/A
5	Principal Financial 801 Grand DM	\$35 million	400,000 SF	Graham Construction Co.	OPN Architects	Graham Construction Co.	Jun 2016
6	Graham Apollo Warehouse DM	\$31 million	600,000 SF	Graham Construction Co.	BSB Design	Graham Construction	Jun 2016
7	IA Methodist Medical Center Emergency Dept DM	\$30 million	65,000 SF	Graham Construction Co.	Shive Hattery	Graham Construction Co.	Jun 2016
7	The Des Moines Building 405 Sixth Ave DM	\$30 million	103,500 SF	Nelson Construction & Development Foutch Brothers	Slingshot Architecture	Nelson Construction & Development	Oct 2014
7	Pioneer Hi-Bred Office & Laboratory Johnston	\$30 million	184,000 SF	Ryan Cos. US Inc.	OPN Architects	Ryan Cos. US Inc.	Oct 2014
8	Equitable Building Renovation 604 Locust St DM	\$24 million	270,000 SF	JE Dunn Construction	Foutch Brothers	JE Dunn Construction	Jul 2015
9	ISU Bessey Hall Iowa State University Ames	\$22.37 million	63,980 SF	Iowa State University	Rohrbach & Associates	The Weitz Company	Jun 2017
10	Mary Greeley Phase II Mary Greeley Medical Center Ames	\$22.35 million	60,000 SF	Mary Greeley Medical Center	Shive Hattery	Larson & Larson Construction LLC	Sep 2016
11	Principal Financial Group Corp 4 Renovation DM	\$22 million	450,000 SF	Ryan Cos. US Inc.	OPN Architects	Ryan Cos. US Inc.	Jan 2015
12	Cadence Apartments 6200 Merle Hay Rd Johnston	\$20.7 million	350,000 SF	Hubbell Realty Company	Simonson & Associates Architects LLC	Hubbell Construction Services	N/A
13	Drake STEM Drake University DM	\$20.5 million	58,750 SF	Drake University	Holabird & Root	The Weitz Company	Jul 2017
14	Harbach Lofts DM	\$17.5 million	116,400 SF	Beal Derkenne Construction	RDG	Beal Derkenne Construction	Oct 2015
15	Stonegate Crossing 15400 Boston Pkwy Clive	\$17 million	195,000 SF	Hubbell Realty Company	Hubbell Realty	Hubbell Construction Services	N/A
16	Waukee CSD Grant Ragan Elementary Waukee	\$15.1 million	90,000 SF	Larson & Larson Construction LLC	FRK Architects + Engineers, PC	Larson & Larson Construction LLC	N/A
17	Exira Care Center 408 S Carthage St Exira	\$15 million	67,000 SF	Exira Care Center	Simonson & Associates Architects LLC	Edge Commercial, LLC	Dec 2016
18	Broadlawns Medical Center Clinic DM	\$14 million	72,000 SF	Graham Construction Co.	Shive Hattery	Graham Construction	Feb 2017
18	Eagle View Lofts 800 SE 6th DM	\$14 million	95,000 SF	Hansen Real Estate	Slingshot Architecture	Hansen Company Inc.	Dec 2015
19	Grand View Univ. Student Center & Skywalk 2811 East 14th St DM	\$13.1 million	50,000 SF	Grand View University	FEH Design	Venter Spooner Inc.	Jul 2015
20	Homemakers Furniture Warehouse 10215 Douglas Ave Urbandale	\$12.5 million	120,000 SF	Homemakers Furniture	Mills Architecture	Hansen Company Inc.	Apr 2015
21	Metro Waste Authority 4105 SE Beisser Dr Grimes	\$11 million	30,000 SF	Metro Waste Authority	HDR Engineering Inc.	Edge Commercial, LLC	Dec 2015
22	5Fifty5 555 SW 7th St DM	\$10.41 million	103,081 SF	Hubbell Realty Company	Slingshot Architecture	Hubbell Construction Services	N/A
23	Vintage Park Coops-Beaverdale DM	\$10.2 million	119,000 SF	Downing Construction Inc.	JSSH Architects, Inc.	Downing Construction Inc.	Apr 2015
24	Merchants Bonding WDM	\$10 million	50,000 SF	Ryan Cos. US Inc.	Ryan Cos. US Inc.	Ryan Cos. US Inc.	Jul 2015
24	Corporate Woods Industrial Center 810 SE Corporate Woods Dr Ankeny	\$10 million	208,000 SF	The Opus Group	Opus AE Group	Opus Design Build, L.L.C.	N/A
25	Legacy Landing Apartments 2701 Cedar St Norwalk	\$9.91 million	130,232 SF	Hubbell Realty Company	Wells + Associates	Hubbell Construction Services	N/A
26	Gateway Industrial Center 1601 SE Gateway Dr Grimes	\$9 million	182,000 SF	The Opus Group	Opus AE Group	Opus Design Build, L.L.C.	N/A
27	Iowa Methodist Medical Center Critical Care Unit Renovation 1200 Pleasant St DM	\$8.7 million	35,000 SF	UnityPoint Health - Des Moines	Shive-Hattery Inc.	Edge Commercial, LLC	Dec 2015
28	Valley Station Apartments 313 & 329 Lincoln St WDM	\$8.4 million	60,000 SF	Community Housing Initiatives	ASK Studio	Venter Spooner Inc.	Mar 2015
29	Kemin Spray Freeze Bytek Facility & CUP Expansion 1900 Scott Ave DM	\$8.3 million	18,600 SF	Kemin Industries	Shive Hattery & FEH	Hansen Company Inc.	May 2015
30	Market One DM	\$8.2 million	53,000 SF	Beal Derkenne Construction	Neumann Monson Architects	Beal Derkenne Construction	Jan 2015
31	Gray's Landing Holiday Inn Express 907 Tuttle St DM	\$8 million	53,500 SF	Ball Team LLC Construction Services	Co-Op Architecture	Ball Team, LLC	N/A
31	Clemens Building Renovation 200 10th St DM	\$8 million	67,383 SF	Ball Team LLC Construction Services	Invision Architecture	Ball Team, LLC	Apr 2016
31	300 MLK Renovation 300 Martin Luther King Jr Pkwy DM	\$8 million	51,500 SF	Eychaner Properties	Simonson & Associates Architects LLC	Edge Commercial, LLC	Dec 2015
32	Meadowlark III Apartments 1250 SE 11th St Grimes	\$7.8 million	107,874 SF	Hubbell Realty Company	Wells + Associates	Hubbell Construction Services	N/A
33	ISU Manufacturing Research Facility 2710 South Loop Dr Ames	\$7.5 million	36,510 SF	Iowa State University Research Park	Haila ASP	The Weitz Company	Jan 2016
33	Edencrest at Green Meadows Johnston	\$7.5 million	52,000 SF	Hubbell Realty Company	Solum Lang Architects, LLC	Hubbell Construction Services	N/A

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Rank	Name Address	Cost	Project Size	Developer/Owner	Architectural Firm	General Contractor	Scheduled Completion Date
34	Greenway Square Townhomes WDM	\$7 million	100,000 SF	Hubbell Realty Company	Hubbell Realty	Hubbell Construction Services	N/A
35	St. Luke The Evangelist Catholic Church 1102 NW Weigel Dr Ankeny	\$6.9 million	32,000 SF	St. Luke The Evangelist Catholic Church	Neumann Monson Architects	Hansen Company Inc.	Jul 2015
36	Cedarbrooke Place II 2601 Cedar St Norwalk	\$6.49 million	70,026 SF	Hubbell Realty Company	Wells + Associates	Wells + Associates	N/A
37	Monroe Co Law Enforcement Center 2950 SE Gateway Dr Albia	\$6 million	15,000 SF	Monroe County	Shive Hattery	Septagon Construction Co.	Apr 2016
37	Hawthorne Centre 9500 University Ave WDM	\$6 million	54,000 SF	Signature Commercial Real Estate	OnSite Solutions	OnSite Solutions	N/A
38	Suites of Ankeny 410 NW Ash Dr Ankeny	\$5.5 million	35,000 SF	Ankeny Health Care Enterprises	William J Ludwig & Associates	Hansen Company Inc.	May 2015
38	Goodwill of Central Iowa Corporate Headquarters 5355 NW 86th St Johnston	\$5.5 million	138,000 SF	Goodwill of Central Iowa	Design Alliance	Hansen Company Inc.	Apr 2015
39	Danamere Village Townhomes 840 Bellflower Dr Carlisle	\$5.23 million	57,873 SF	Hubbell Realty Company	Hubbell Homes	Hubbell Construction Services	N/A
40	Audi of Des Moines 5200 Merle Hay Rd Johnston	\$4.3 million	17,600 SF	Lithia Motors	Environmental Design Group	Hansen Company Inc.	Mar 2015
41	Grimes Distribution Center III 1400 SE Gateway Dr Grimes	\$4.19 million	110,000 SF	Hubbell Realty Company	SVPA	Hubbell Construction Services	N/A
42	Wakonda Club Renovation 3915 Fleur Dr DM	\$3.8 million	N/A SF	Wakonda Club	Schiffler Architects	The Weitz Company	Apr 2016
43	Ruan Plaza at the Iowa State Fair 3000 E Grand DM	\$3.4 million	152,460 SF	The Iowa State Fair	Keffer/Overton Architects	Hansen Company Inc.	Jun 2015
44	Johnston Commons Townhomes Johnston	\$3.25 million	N/A SF	Hubbell Realty Company	Hubbell Realty	Hubbell Construction Services	N/A
45	QuikTrip #541 2428 Hubbell DM	\$3.2 million	5,700 SF	QuikTrip	Lickel Architecture	Hansen Company Inc.	Nov 2015
46	Hubbell Corporate Expansion 6900 Westown Pkwy WDM	\$3.17 million	6,400 SF	Hubbell Realty Company	Shiffler Associates Architect PLC	Hubbell Construction Services	N/A
47	QuikTrip #534 2945 E University DM	\$3.1 million	5,800 SF	QuikTrip	Lickel Architecture	Hansen Company Inc.	Jul 2015
48	Price Chopper Remodel (Former Dahl's Stores) DM	\$3 million	0 SF	Ball Team LLC Construction Services	Shive Hattery; Henderson Engineers, Inc.	Ball Team, LLC	Dec 2015
49	Prairie Meadows 2015 Restaurant Renovation 1 Prairie Meadows Drive Altoona	\$2.3 million	N/A SF	Prairie Meadows Racetrack & Casino	Shive Hattery	The Weitz Company	Jan 2016
50	Broadway Heights III 4282 East 50th St DM	\$2.12 million	32,558 SF	Hubbell Realty Company	Wells + Associates	Hubbell Construction Services	N/A
51	Clocktower Square Renovation 28th and University WDM	\$1.7 million	N/A SF	Baseline Investments	OnSite Solutions	OnSite Solutions	N/A



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CONSTRUCTION COMPANIES

Ranked by local construction volume

Rank	Name Address Phone; Fax	Local Construction Volume in 2014	Year Est. Local FT Employees LEED-Accredited Professionals	Areas of Specialty	Top 3 Projects in Central IA	Office/Purchasing Manager Top 3 Local Executives	Website Email
1	The Weitz Company 5901 Thornton Ave DM, IA 50321 515-246-4700; FAX: 515-246-4799	\$155.1 million	1855 105 26	General contractor, construction manager, design-builder	ISU Agricultural and Biosystems Engineering Facility, WDM Comm. School District Valley HS Phase II & Auditorium, John Deere DM Works	Lu Anne Nielsen Mike Tousley Bryan Myers Len Martling	www.weitz.com
2	Graham Construction Co. 421 Grand Ave DM, IA 50309 515-244-1279; FAX: 515-244-7421	\$135 million	1981 135 7	Healthcare and commercial construction, construction management	Principal 801 Grand, Iowa Methodist Medical Center Emergency Department, Graham Apollo Warehouse	Jane Allen Steve Hauschilt Mark Hasek	www.grahamconstruction.com ktubbs@grahamconstruction.com
3	Ryan Cos. US Inc. 14001 University Ave Ste 300 Clive, IA 50325 515-309-8500; FAX: 515-309-8550	\$128 million	1938 70 14	Design/build, office, retail, industrial, hospitality, medical	Principal Financial, American Enterprise Group, DuPont Pioneer	Kerry Nelsen Brad Schoenfelder	www.ryancompanies.com kerry.nelsen@ryancompanies.com
4	Hansen Company Inc. 5665 Greendale Rd Ste A Johnston, IA 50131 515-270-1117; FAX: 515-270-3829	\$107.9 million	1979 32 4	General contracting, construction management, design/build	New Hope Church, South Ridge Center, Homemakers	Mike Halstead Craig Hansen Craig Faber Tony Garcia	www.hansenccompany.com Craigf@hansenccompany.com
5	Henning Construction Co. Inc.* 5800 Merle Hay Rd Johnston, IA 50131 515-253-0943; FAX: 515-253-0942	\$95.5 million	1924 56 2	Ag/food processing, feed mills, hotels, convenience stores	Sara Lee, NRP, Centurion Poultry	N/A Alan Koch Kevin Walker Jeff Charlson	www.henningconstruction.com akoch@webild.com
6	The Samuels Group, Inc. 317 6th Ave Ste 720 DM, IA 50309 515-288-0467; FAX: 515-288-0471	\$83 million	2005 14 13	General contractor, construction management, design/build	Mitchellville-Correctional Institution for Women, Wesley Life, Hotel Fort Des Moines	Randy Sharp Sid Samuels Kurt Berner Jennifer Guernndt	www.samuelsgroup.net info@samuelsgroup.net
7	Beal Derkenne Construction 215 E 3rd St Ste 200 DM, IA 50309 515-288-0345; FAX: 515-282-0300	\$77.8 million	2010 15 5	General contracting, design, cost and schedule management	Grandview Golf Clubhouse, DM; The Resort - Ames; Space2work	N/A Andrew E.O. Beal Michael J. Derkenne	www.bdconstruct.com andy@bdconstruct.com or mike@bdconstruct.com
8	Dean Snyder Construction Co. 5151 SE Rio Ct Ankeny, IA 50021 515-289-0720; FAX: 515-289-0725	\$75 million	1958 40 2	General contractor, design/ build, construction management	Fareway Projects, Homewood Suites, Hampton Inn & Suites, Barilla Expansion	N/A Don Snyder Dale Snyder David Snyder	www.deansnyderconst.com natec@deansnyderconst.com
8	Neumann Brothers Inc. 1435 Ohio St DM, IA 50314 515-243-0156; FAX: 515-243-0165	\$75 million	1912 150 4	General construction, design/build, restoration, industrial	EMC Downtown Des Moines Office Building; Kemin World Headquarters; Waukee Aspiring Professional Experience School	N/A Michael G. Simpson Thomas J. Walter Ted Brackett	www.neumannbros.com build@neumannbros.com
9	JE Dunn Construction 5959 Village View Dr Ste 100 WDM, IA 50266 515-698-4400; FAX: 515-288-3099	\$71 million	1929 33 5	General construction, construction management, design/build	Mary Greeley Medical Ctr, Manning Regional Health Ctr, Ellsworth Municipal Hospital	N/A Tory Sigler Vincent Ward	www.jedunn.com tory.sigler@jedunn.com
10	Hubbell Construction Services 6900 Westown Pkwy WDM, IA 50266 515-243-3228; FAX: 515-280-2000	\$65 million	2006 23 1	Design/build, construction management, general contractor	Cityville on 9th, Cadence Apartments, Legacy Landing	N/A Steve Niebuhr Casey Port	www.hubbellconstructionservices.com steve.niebuhr@hubbellrealty.com
11	Nelson Construction & Development 218 6th Ave Ste 200 DM, IA 50309 515-457-9000; FAX: 515-221-2995	\$55 million	1999 15 0	Real estate development, general contractor, historic renovation	The Fleming Building, The Des Moines Building, Greater Des Moines Partnership Building	N/A George Schneider Alexander Grgurich Mike Nelson	www.nelsonconstruct.com info@nelsonconstruct.com
12	Opus Design Build 1820 NW 118th St Ste 150 Clive, IA 50325 515-440-1482	\$50 million	2006 5 2	Design/build, construction management	ISU Buchanan Hall, The Foundry, Gateway Industrial Center	N/A Jeff Smith	www.opus-group.com jeff.smith@opus-group.com
13	Edge Commercial, LLC 3155 SE Miehle Dr Ste 2 Grimes, IA 50111 515-986-2229; FAX: 515-986-2239	\$43 million	2008 25 2	Gen. cont., constr. mgmt, design/build, healthcare, industrial	IMMC Anna Blank Renovation, Hoover HS Renovation, Cornell Elementary	Doyle Scott Ward Phifer Jason Ceretti DJ Opdahl	www.edgeco-usa.com wphifer@edgeco-usa.com
14	Ball Team LLC Construction Services 10550 New York Ave Ste 100 Urbandale, IA 50322 515-440-4544; FAX: 515-457-8265	\$36 million	2011 21 2	General construction and construction management	I-Cubs Locker Room, Bob Brown Chevrolet, Indianola Wellness	N/A Bob Soddors Rick Ball Russ Smith	www.buildwithball.com rball@buildwithball.com
15	Rochon Corporation of Iowa, Inc. 3401 106th St Urbandale, IA 50322 515-278-9446; FAX: 515-278-9767	\$30.5 million	1999 12 0	General contracting, design build, construction management	North Polk HS, Dallas Center Grimes Middle School, Lovejoy Elementary	Louise Rorebeck Matt Stence Russ Carew Terry Pearce	www.rochoncorpofiowa.com mstence@rochoncorpofiowa.com
16	Septagon Construction Co. 2950 SE Gateway Dr Grimes, IA 50111 515-986-7313; FAX: 515-986-7309	\$30 million	1948 25 1	Design/build general contractor & construction management	Monroe Co LEC, Northstar Power, Brown Nat'l Lease	Heather Krenz Brad Leonard	www.septagon.com bleonard@septagon.com
17	Venter Spooner Inc. 6500 NW Beaver Dr Johnston, IA 50131-1307 515-331-2800; FAX: 515-331-2801	\$27 million	1994 14 0	General contracting and design/build	Diamond V, Grand View Univ., New Hampton Assisted Living	Daniel Venter Daniel Venter Kevin Spooner	www.venterspooner.com dventer@venterspooner.com
18	Larson & Larson Construction LLC 10703 Justin Dr DM, IA 50322 515-727-5000; FAX: 515-727-5001	\$22.5 million	1999 20 1	General contractor, construction management, design/build	Lakeside Casino Hotel exp., Indianola Wellness Ctr/ YMCA, Mary Greeley Medical Ctr - Concrete Package	N/A Jeff Larson Greg Larson Sherm Welker	www.larsonandlarson.com jlarson@larsonandlarson.com
19	Downing Construction Inc. 2500 West 2nd Ave Indianola, IA 50125 515-961-5386; FAX: 515-961-0468	\$21 million	1966 26 0	General contractor, construction management, design/build	Vintage Park Coops- Beaverdale, Des Moines; Mercy Clinic-Carlisle; Traditions Children Center, Waukee	Leigh A. Beltz Denis L. Frischmeyer Justin Brown Joe Butler	www.downingconstruct.com leighb@downingconstruct.com

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CONSTRUCTION COMPANIES

Ranked by local construction volume

Rank	Name Address Phone; Fax	Local Construction Volume in 2014	Year Est. Local FT Employees LEED-Accredited Professionals	Areas of Specialty	Top 3 Projects in Central IA	Office/Purchasing Manager Top 3 Local Executives	Website Email
20	OnSite Solutions 9500 University Ave Ste 2114 WDM, IA 50266 515-333-5160; FAX: 515-225-4864	\$20 million	2006 11 0	Gen. cont., const. mgmt., design/build, architectural planning	Hawthorne Plaza and Centre, Maplewood Townhomes, Aspire Townhomes	Cindy Stirn Marty Barkley Jim Woods	www.OnSite-Iowa.com
21	Breiholz Construction Co. 1527 Maine St DM, IA 50314 515-288-6077; FAX: 515-288-6335	\$14 million	1946 30 1	Commercial, religious, industrial, historical restoration	Willis Infiniti, Clive; Prairie Ridge Church, Ankeny; Valley E Free Church, WDM	Patrick Deal Steve Ferguson John Stroud	www.breiholz.com stevef@breiholz.com
22	Lang Construction Group 1601 West Lakes Pkwy # 100 WDM, IA 50266 515-645-9680; FAX: 515-221-1840	\$12.4 million	2011 10 2	Gen. construction, construction mgmt., ag- industrial construction	Ames Community Schools Construction Management, Iowa Air National Guard Building 430, Vermeer Corporation Buildings 1 and 3 Office Additions	N/A Steve Lang Ron Beason Gary Houdeshell	www.lang-cg.com slang@lang-cg.com
23	Erickson Balmer Construction 2453 106th St Urbandale, IA 50322 515-252-1510; FAX: 515-252-1788	\$9.6 million	1955 7 0	Commercial, residential, multi-family, senior housing	Altoona Towers Apartments, Lake Shore Apartments Ankeny, Luther Care Services Adult Daycare	Debbie Brant Brian Paul Balmer	www.ericksonbuilders.com bbalmer@ericksonbuilders.com
24	Munro Construction Company* 5530 NW Beaver Dr Ste 100 Johnston, IA 50131 515-277-9460; FAX: 515-277-9466	\$3 million	1998 6 2	General contractor	Drake University Olmsted remodel, Camp Dodge Building W41 remodel, ASK Studios	Mary Kay Munro Pat Munro	www.munroconstruction.com pat@munroconstruction.com
25	Remodelworks! and Mr. Fix It 606 SE Boone Dr Waukee, IA 50263 515-987-5501	\$800,000	1996 6 0	Remodeling, carpentry, plumbing, electrical, drywall	Kitchen remodels at various residences	Tammy Van Horsen-Post Larry Lyon Kurt Fisher	www.mrfixitwaukee.com Larry@MrFixItWaukee.com
	CPMI 300 E Locust St Ste 300 DM, IA 50309 515-244-1166; FAX: 515-244-5040	N/A	1970 N/A N/A	Construction mgmt., design/ build, development, gen. contracting	ISU Curtis Hall, Indian Hills Comm. College, Johnston Public Safety Bldg	N/A Richard Janssen Susan Jones Bryan Bertrand	www.cpmi.com info@cpmi.com
	Dallenbach Larson Development, LLC 5721 Merle Hay Rd Johnston, IA 50131 515-249-0440; FAX: 515-276-4156	N/A	1988 3 N/A	N/A	N/A	N/A Steve Dallenbach John Larson	www.dallenbachlarson.com dallenbachlarson@gmail.com
	Koester Construction Co. Inc. 3050 SE Enterprise Dr Ste A Grimes, IA 50111 515-986-5500; FAX: 515-986-5503	N/A	1985 N/A N/A	Multi-family, historic rehabilitation, senior housing, restaurant	30 Hop Restaurant & Brewery, Heartland Senior Living, Grand View University Viking Theater	N/A Paul Koester Jack Daugherty	www.koestercon.com koester@koester.cc

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DEVELOPERS

Ranked by total square feet of property owned in Central Iowa

EXECUTIVE PROFILE



Jake Christensen

COMPANY Christensen Development
TITLE President
AGE 44
RESIDENCE Des Moines
EDUCATION Iowa State University
HOMETOWN Riceville

Rank	Name Address Phone; Fax	SF of Property Owned in Central IA	Year Est. Local FT Employees LEED-Accredited Professionals	Top 3 Local Executives	Projects Completed in 2014 Projects Broken in 2015	Type of Space by %	Top 3 Central IA Projects	Website Email
1	R&R Realty Group/ Development Services Corp. 1225 Jordan Creek Pkwy Ste 200 WDM, IA 50266 515-223-4500; FAX: 515-223-7235	6,300,000	1985 109 4	Mark Rupprecht	1 1	60% office, 30% warehouse, 9% multi-family, 1% retail	Country Club Office Plaza, Three Fountains Office Park, Aurora Business Park	www.rrrealty.com rupprecht.mark@rrrealty.com
2	Hubbell Realty Company 6900 Westown Pkwy WDM, IA 50266 515-243-3228; FAX: 515-280-2000	6,139,000	1856 204 2	Rick Tollakson Kris Sadoris Joe Pietruszynski	8 7	60% commercial 40% multi unit housing	Bridge District, Cityville on 9th, Cadence	www.hubbellrealty.com
3	Denny Elwell Co. LC 2401 SE Tones Dr Ste 17 Ankeny, IA 50021 515-964-1587; FAX: 515-964-8749	3,000,000	1986 27 N/A	Chris Murray Blake Brown	2 2	Retail/Office 50%, Flex 50%	I-35 Business Park; Northview Centre	www.dennyelwellcompany.com ahinners@dennyelwellcompany.com
4	Knapp Properties 5000 Westown Pkwy Ste 400 WDM, IA 50266 515-223-4000; FAX: 515-222-5220	2,700,106	1992 69 1	William C. Knapp, II Gerry Neugent Chris Costa	7 5	73% office/warehouse, 27% retail	HyVee Downtown, Autumn Ridge, 3000 Gannett Warehouse	www.knappproperties.com
5	Signature Commercial Real Estate 9500 University Ave Ste 2112 Clive, IA 50266 515-221-9990; FAX: 515-309-4583	2,010,000	1970 15 N/A	Dave Hansen Andy Hodges	2 3	35% flex, 34% warehouse, 22% retail, 9% office	Interstate Business Park, Meredith West Business Park, Hawthorne Plaza, Shive Hattery Bldg	www.SignatureRES.com
6	Hurd Real Estate Services Inc. 2000 Fuller Rd WDM, IA 50265 515-225-1102; FAX: 515-225-1381	1,250,000	1981 7 N/A	Richard Hurd Daniel Hurd Richie Hurd	2 8	70% Retail, 30% Office, 10% Industrial	Jordan Creek Plaza, 4300 Westown Parkway, 5701 Park Avenue	www.hurdrealty.com marketing@hurdrealty.com
7	Nelson Construction & Development 218 6th Ave Ste 200 DM, IA 50309 515-457-9000; FAX: 515-221-2995	1,206,500	1999 15 0	George Schneider Alexander Grgurich Mike Nelson	12 24	70% Multi-family, 30% Commercial	The Des Moines Building, The Fleming Building, Bici Flats	www.nelsonconstruct.com info@nelsonconstruct.com
8	Buyers Realty, Inc. 3101 Ingersoll Ave Ste 300 DM, IA 50312 515-277-4000; FAX: 515-277-5976	847,467	1979 25 N/A	Abe M. Wolf	1 3	Retail	Burlington Development LC	www.buyersrealtyinc.com wendy@buyersrealtyinc.com info@buyersrealtyinc.com
9	Christensen Development 215 E 3rd St Ste 300 DM, IA 50309 515-528-9559	750,000	2003 4 N/A	Jake Christensen	2 3	48% Commercial; 52% Multi-Family	American Enterprise Group, 505 East Grand, Raygun, 215 East 3rd/Iowa Craft Beer Hall	www.christensendevlopment.com
10	Anderson Properties 3011 Justin Dr Urbandale, IA 50322 515-270-6104; FAX: 515-278-9082	550,000	1984 0 N/A	Mark Anderson Bill Anderson	3 1	40% industrial, 44% retail, 16% office	Northwest Corporate Park, N.W. Urbandale Dr. Ashland Point, 100th St. retail	www.theandersoncompanies.com frontdesk@andersonproperties.com
11	Godwin Group LLC Box 856 Ankeny, IA 50021 515-964-7470	510,000	1990 4 N/A	Dean S. Godwin Zachary S. Godwin	1 2	Retail, Flex, Warehouse	Delaware Market Place, Woodside Business Park, Junction Retail Center, Traditions retail	www.godwingroupllc.com godwingroupinv@aol.com
12	Anawim Housing 2024 Forest Ave Ste 101 DM, IA 50311 515-244-8308; FAX: 515-244-7977	480,000	1988 22 N/A	Russ Frazier	1 0	N/A	The Crest at Baker Creek, Forest and Fields, Pioneer Woods	www.anawimhousing.org info@anawimhousing.org
13	Mandelbaum Properties 4500 Westown Pkwy Ste 115 WDM, IA 50266 515-222-6200; FAX: 515-222-6202	450,000	1985 4 N/A	John Mandelbaum Justin Mandelbaum	0 0	63% Retail, 23% Office, 14% Industrial	Federal Courthouse Annex, Normandy Plaza, Maffitt Ridge	www.mandelbaumproperties.com justin@mandelbaumproperties.com
14	Mid-America Group 1401 50th St Ste 105 WDM, IA 50266 515-224-3600; FAX: 515-224-3503	418,253	1961 5 N/A	Steven M. Coleman Marne Sirfus	0 0	59% office, 41% industrial	Northpark Business Center	www.MidAmericaGroup.com SColeman@MidAmericaGroup.com
15	Hatch Development Group 333 E Grand Ave DM, IA 50309 515-243-4675	410,000	2002 9 0	Jack Hatch Sonja Roberts Ryan Galloway	1 1	80% housing/residential, 20% commercial	1312 & 1408 Locust Street, East Village Square, Woodland Avenue Brickstone	www.hatchdevelopment.com ryan.galloway@hatchdevelopment.com
16	Hansen Real Estate 5665 Greendale Rd Ste A Johnston, IA 50131 515-270-9166; FAX: 515-270-3829	330,000	2009 5 N/A	Troy W. Hansen Andy Vis Peter Jaques	1 2	30% Multi-family, 30% Office, 25% Warehouse, 15% Retail	City Square Lofts, Eagle View Lofts, Ballyard Lofts	www.HansenRES.com TroyH@HansenRES.com
17	Ryan Cos. US Inc. 14001 University Ave Ste 300 WDM, IA 50325 515-309-8500; FAX: 515-309-8550	310,000	1938 70 14	Brad Schoenfelder	1 1	50% office, 50% retail	DuPont Pioneer	www.ryancompanies.com kerry.nelsen@ryancompanies.com
18	Stanbrough Cos. Inc. 501 Locust St Ste 215 DM, IA 50309 515-331-2200; FAX: 515-331-2201	142,519	1960 14 N/A	Dan Stanbrough	0 0	20% office, 30% retail, 50% housing developments	Deerwood Corporate Offices	www.stanbrough.com dan@stanbrough.com
19	Kimberley Development Corp. 2785 N Ankeny Blvd Ste 22 Ankeny, IA 50023 515-963-8335; FAX: 515-963-0457	106,800	1978 14 N/A	William B. Kimberley Mary Suhr	1 0	75% office/retail, 25% warehouse	N/A	www.kimdev.com Info@Kimdev.com
20	Terrus Real Estate Group 100 Court Ave Ste 400 DM, IA 50309 515-471-4400; FAX: 515-471-4304	100,000	2000 40 N/A	Randall Minear Tim Wirta Phil Akason	0 0	90% office, 10% retail	100 Court, Warrior Place	www.terrus.com
21	Three-Sixty Construction Services 5625 Mills Civic Pkwy Ste 101 WDM, IA 50266 515-223-7205; FAX: 515-457-8194	18,000	2014 1 1	Tim Walpole Dave Peterson	2 1	10% office, 40% retail, 50% other	Summercrest Hills, Mercy Clinics, Indianola; Health Physicians, Indianola	www.three-sixtycs.com tim@three-sixtygroup.com randy@three-sixtygroup.com
	Landmark Companies, Inc. 3405 SE Crossroads Dr Ste E Grimes, IA 50111 515-986-5994	N/A	2008 5 N/A	William Spencer	N/A N/A	N/A	N/A	www.landmarkds.com
	Trost Development 13503 Village Ct Clive, IA 50325 515-225-1450	N/A	2001 1 0	Mark W. Trost	6 8	40% Commercial, 50% Development, 10% Other	Aviva USA, Brownells Headquarters Distribution Facility, Paradise Pointe Dev. WDM	N/A Mark@trostdevelopment.com



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ARCHITECTURAL FIRMS

Ranked by number of local licensed architects

EXECUTIVE PROFILE



Vitus Bering

COMPANY SVPA Architects
TITLE President
AGE 46
RESIDENCE West Des Moines
EDUCATION University of Colorado, Master of Architecture, 1995 University of Colorado, Bachelor of Environmental Design, 1992
HOMETOWN Grand Junction, CO

Rank	Name Address Phone; Fax	Local Licensed Architects Local Support Staff LEED-Accredited Professionals	Year Est.	Office/Purchasing Manager Top 3 Local Executives	Architectural Services Offered	Recent Projects	Website Email
1	Neumann Monson Architects 418 6th Ave Ste 209 DM, IA 50309 515-339-7800	23 12 23	1977	Kim DeMoss Channing Swanson Khalid Khan Tim Schroeder	Architecture, interior design, sustainable design, planning	ISU Jack Trice Stadium South End Zone, Iowa State Historical Building; St. Luke the Evangelist Catholic Church; Pella Career Academy	www.neumannmonson.com info@neumannmonson.com
2	RDG Planning & Design 301 Grand Ave DM, IA 50309 515-288-3141; FAX: 515-288-8631	20 77 33	1965	Judi Brown Al Oberlander Davis G. Sanders Phil A. Hodgins	Architecture, landscape architecture, planning, public art, interiors, graphic design, engineering, lighting	World Food Prize HQ, Wellmark HQ, ISU State Gym Renov, DSM Career and Technology Center, High Trestle Bridge, Lakes Regional Healthcare	www.rdgusa.com
3	Shive-Hattery Inc. 4125 Westown Pkwy # 100 WDM, IA 50266 515-223-8104; FAX: 515-223-0622	18 113 21	1970	Anne Cameron Thomas Bosch Chris Nelson Russ Schroeder	Architecture, interior design, master planning	DMACC Iowa Culinary Institution Expansion, Unity Point - IMMC ED Expansion, Broadlawn Medical Center, Shive-Hattery Office Building	www.shive-hattery.com shivedm@shive-hattery.com
4	Invision Architecture 303 Watson Powell Jr Way Ste 200 DM, IA 50309 515-633-2941; FAX: 515-633-2942	17 45 11	1914	Lynor Koch Jill Goedken Kerry Weig Brett Van Zee	Architecture, planning, interior design, graphic design	Waukee APEX; Drake Athletics Master Plan; E 5th and Grand (Raygun); Buena Vista Regional Medical Center; Regional Medical Center (Manchester)	www.invisionarch.com mattm@invisionarch.com
5	OPN Architects 100 Court Ave Ste 100 DM, IA 50309 515-309-0722; FAX: 515-309-0725	16 31 17	1979	Carly Weber Terry Gebard Richard Seely Daniel Thies	Architecture, interior design, landscape architecture, sustainability	Kum & Go headquarters, Fourth and Court, Polk County Courts, Principal Financial Group, Iowa State University Advanced Teaching and Research	www.opnarchitects.com opn@opnarchitects.com marketing@opnarchitects.com
6	Substance Architecture 1300 Walnut St Ste 201 DM, IA 50309 515-243-4407; FAX: 515-243-4692	15 10 12	2001	Tim Hickman Tim Hickman Paul Mankins Todd Garner	Architecture, interiors, planning	DART Central Station, Principal Riverwalk Hub Spot, Tifereth Israel Synagogue, ISU Bergstrom Football Complex, Univ of IA Hoak Golf Facility	www.substancearchitecture.com info@substancearchitecture.com
7	BNIM Architects 317 6th Ave Ste 100 DM, IA 50309 515-974-6462	9 12 11	1970	Pilar Tromacek Rod Kruse Kevin Nordmeyer Carey Nagle	Architecture, planning + urban design, interiors, workplace, landscape architecture, sustainable consulting	DSM Community Playhouse, Lutheran Church of Hope, Ankeny, IUB/OCA State Office Bldg, American Enterprise Renovation, Seaman Engineering, Uoflowa	www.bnim.com rkruse@bnim.com
7	SVPA 1466 28th St Ste 200 WDM, IA 50266 515-327-5990; FAX: 515-327-5991	9 12 7	1953	Meaghn Vogl Scott Hatfield Vitus Bering Robert Ormsby	Architecture, interior design, master planning, programming, feasibility studies, site analysis	Liberty High School, ICCSD; Hy-Vee Conference Center; Cityville on 9th, Hubbell Realty; Nationwide Corp. Office Interiors; Brick Street Market	www.svpa-architects.com design@svpa-architects.com
8	Brooks Borg Skiles Architecture Engineering LLP 317 Sixth Ave Ste 400 DM, IA 50309 515-244-7167; FAX: 515-244-3813	7 7 4	1895	Shannon Sandvig Susan Oltrogge John Gardner	Architecture, engineering, planning, interiors	Iowa Corr Inst for Women, EMC Hub Tower ren., UNI Sabin, VA Medical, U of I Chemistry, Jefferson Telephone expansion, Algona Community Center	www.bbsae.com info@bbsae.com
8	BSB Design 4601 Westown Pkwy Ste 208 WDM, IA 50266 515-273-3020; FAX: 877-283-0404	7 54 4	1966	Jim Grundmeier Dan Swift Doug Sharp Larry Moore	Architectural design, community land planning, landscape design, market research	DuPont Pioneer, UnityPoint, State of Iowa Terrace Hill Remodel; Christ the King Senior Housing Phase II; Commonwealth Apt. Historic Rehab	www.bsbdesign.com info@bsbdesign.com
8	DLR Group 1430 Locust St Ste 200 DM, IA 50309 515-276-8097; FAX: 515-252-0514	7 12 8	1966	Nick S. Hansen Chris O. Osore Eric M. Beron Jim B. Huse	Architecture, engineering, planning, interiors	Flix Brewhouse, Ankeny HS, Bettendorf, Storm Lake HS, Gilbert & Urbandale Schools, Southeastern Community College, University of Iowa	www.dlrgroup.com nhansen@dlrgroup.com
8	FRK Architects + Engineers, PC 2600 Westown Pkwy Ste 340 WDM, IA 50266 515-223-5100	7 7 2	1923	Annette Dotts David A. Briden Thomas C. Wollan	Master planning, architectural design, interior design, facilities studies and structural engineering	Johnston High School, Waukee Timberline Middle School, Clinton Middle School, Ottumwa Liberty Elementary, Grimes North Ridge Elementary	www.frk-ae.com frk@frk-ae.com
8	Slingshot Architecture 305 E Court Ave DM, IA 50309 515-243-0074; FAX: 515-243-0075	7 6 3	2002	Sandi Wattier Gregory E. Wattier David A. Voss Daniel L. Drendel	Architecture, master planning, interiors, signage, graphic design	Sacred Heart School, Eagle View Lofts, Des Moines Building Apartments, 200 State Street, 1420 24 30 Locust, Bridge District Townhomes	slingshotarchitecture.com info@slingshotarchitecture.com
9	Design Alliance 14225 University Ave Ste 110 Waukee, IA 50263 515-225-3469; FAX: 515-225-9649	6 6 4	1947	Jerry Purdy Robert Ridgway David Harrison Kristofer Orth	Commercial architecture, interiors, planning, feasibility studies, multifamily residential, assisted living	Goodwill Headquarters, Dallas County, Johnston Public Safety Bldg, Waukee Public Works, Southeast Polk, Iowa City & Atlantic Community Schools	www.designallianceinc.com jpurdy@designallianceinc.com
9	FEH Associates Inc. 604 E Grand Ave DM, IA 50309 515-288-2000; FAX: 515-288-1999	6 11 7	1898	Denny Sharp Rick Snyder John Karrmann	Architecture, planning, interiors, structural engineering, furniture procurement, building de-construction	Galesburg Public Library, Grand View Univ. Student Center, Kemin WW Headquarters, Hempstead High School, Westside Elem, Workiva Corporate office	www.fehassociates.com dennys@fehdm.com

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ARCHITECTURAL FIRMS

Ranked by number of local licensed architects

Rank	Name Address Phone; Fax	Local Licensed Architects Local Support Staff LEED-Accredited Professionals	Year Est.	Office/Purchasing Manager Top 3 Local Executives	Architectural Services Offered	Recent Projects	Website Email
10	Architects Smith Metzger 2111 Grand Ave Ste 200 DM, IA 50312 515-244-2111; FAX: 515-244-0615	5 5 7	1983	Amy Darling Daryl Metzger Rob Smith	Architecture, interiors, planning, feasibility studies, digital modeling	Wellmark YMCA, Bankers Trust, ISU Curtiss Hall, University of Iowa Library Renovation, CISS shelter, Josephs Jewelry WDM	www.smithmetzger.com architects@smithmetzger.com
10	Shiffler Associates Architects PLC 1440 Locust St Ste 100 DM, IA 50309 515-244-4343; FAX: 515-244-0345	5 9 3	1988	Diane Vande Lune D. Bryan Shiffler Russell Bitterman Kevin Barber	Commercial architecture, interiors, medical, retail, custom single family homes and multi- family residential	Hubbell Realty Headquarters, U of I Hospital Emergency Trauma Center, Ashworth Place, Rocket Transfer Lofts, R&T Lofts, Artisan Row Townhouses	www.shiffler.com shiffler@shiffler.com
10	Simonson & Associates Architects LLC 1717 Ingersoll Ave Ste 117 DM, IA 50309 515-440-5626	5 13 3	1989	Libby Buchmeier Michael Simonson	Land planning, architecture, space planning, landscape architecture, interior design	Ingersoll Square Phase III; 300 MLK; Mills Crossing; Cadence Apartments; UnityPoint clinics; Hilltop Senior Apartments	www.simonsonassoc.com
10	Walker Coen Lorentzen Architects 3706 Ingersoll Ave DM, IA 50312 515-279-8818	5 3 2	1973	Matt Coen Matt Coen Andrew Lorentzen H. Ronald Walker	Architecture, historic preservation, planning, interior design, sustainability, feasibility consulting	FFA Enrichment Center, Flynn Wright Office, DMACC Agri-Science Classrooms, MLK Brickstone Apartments, Hamilton's West, Montessori School	www.realizeyourvision.net rwalker@realizeyourvision.net
11	Knowles Blunck Architecture 500 E Locust Ste 300 DM, IA 50309 515-288-9536	4 1 2	2011	Kirk Blunck Stephen Knowles	Architecture, interiors, planning, commercial, institutional, residential	Talcorn Towers Restoration, Fayetteville, Arkansas Parking Deck, Charitone Hotel Restoration, Hotel Stuart Restoration	www.kba-studio.com
12	ASK Studio 3716 Ingersoll Ave Ste A DM, IA 50312 515-277-6707; FAX: 515-277-7768	3 10 9	2006	Linda Webster Michael J. Kastner Brent A. Schipper	Architecture, interiors, planning	Butler House Addition, Gold Star Museum, Collegiate United Methodist Church, CyRide, Crestview Apartments	www.askstudio.com studio@askstudio.com
12	Keffer/Overton Architects 650 South Prairie View Dr Studio 103 WDM, IA 50266 515-288-4821	3 4 4	1876	Chip Overton Chuck Overton	Architects, interiors, planners, constructors - commercial, cultural, entertainment design & planning	State of Iowa, Iowa State Fair, Private Residence, Fairground Planning various U.S. Fairs, Private Equine Stalling Barns and Arenas	www.k-o.com design@k-o.com
12	The Design Group Architecture, P.C. 3939 Grand Ave DM, IA 50312 515-255-3939; FAX: 515-255-2208	3 1 2	1983	Judi Burgess Thomas Baldwin	Architecture, planning, interior design	Wellmans WDM, Drake Univ., Iowa State Univ., Des Moines Public Schools, University of Northern Iowa	www.designDSM.com tom@designdsm.com
12	Wells + Associates 520 42nd St Ste 400 DM, IA 50312 515-327-0007; FAX: 515-327-0077	3 10 2	1926	Jan Oldfield Douglas Wells Sherwood Adams	Architecture, planning, landscape, interiors, historical, adaptive reuse, senior housing, schools & churches	Roosevelt HS, Casady and Moore Elementary Schools, Plymouth Church, Senior & Multifamily Housing, Energy & Environmental, Construction Management	www.wells-plus.com dwells@wells-plus.com
13	Environmental Design Group 6601 Westown Pkwy Ste 160 WDM, IA 50266 515-224-4022; FAX: 515-224-9254	2 3 0	1971	Donna Sorensen Richard L. Ayers Dennis A. Hansen Donna J. Sorensen	Architecture, landscape architecture and space planning	Willis Auto Campus - Lexus Remodel, Clive; ProbioFerm, Urbandale; Des Moines Orthopaedic Surgeons, Ankeny	www.environmentaldesigngroup.com info@edg ltd.com
13	StruXture Architects 1415 28th St Ste 325 WDM, IA 50266 515-283-5101; FAX: 515-283-5102	2 2 1	1934	John Darveau John Darveau	Architecture, planning and interior design	Ankeny Rock Creek Elementary, I-35 C.S.D. High School Fitness Center, Solon CSD New Middle School	www.struXture.com john@struXture.com
13	William J. Ludwig and Associates, Ltd. 1444 NW 124th Ct DM, IA 50325 515-273-1000; FAX: 515-273-1112	2 3 0	2003	William Ludwig	Architecture, town planning, urban design, land development, rezoning, landscape architecture	Sunnyview-Suites of Ankeny, Parkside- Charles City, Rose Prairie-Ames, Italian American Cultural Center of Iowa, Summercrest Hills	ludwig@cigroup.com
14	Genesis Architectural Design 939 Office Park Rd Ste 101 WDM, IA 50265 515-440-1681; FAX: 515-440-1687	1 2 1	2004	Edward Matt Edward L. Matt	Architecture, planning, interior design, historic preservation and sustainable design	Ottumwa Residential Correctional Facility, Carlisle Municipal Facility, Egloff House, Adair Casey CSD Improvements	www.gendsn.com ematt@gendsn.com
14	KJA Architecture 4910 Urbandale Ave DM, IA 50310 515-279-8144; FAX: 515-279-8161	1 1 0	1986	Edward Kyker Edward H. Kyker	Healthcare, entertainment, retail, medical, industrial, educational, commercial, storage	Tasty Tacos, St Gregory, Git-n-Go, Anderson Properties, Farrell's, Stam's, Bob Brown-Ankeny, Van Wall - Nevada, Ashworth Vision Clinic	ekyker@gmail.com
14	Ver Ploeg Architecture 4812 Pleasant St DM, IA 50312 515-274-1010; FAX: 515-274-1530	1 1 1	2003	Russ Ver Ploeg Russ Ver Ploeg	Architecture, master planning, interiors, Leadership in Energy and Environmental Design certification	Perez Office & Store, Pella 2nd Reformed & Milo Churches, COLORFX, Post 'M' Club, Levin Office Bldg, Cambridge Invest. Res., Fin.+ Credit Unions	verploegarch.com rvp@verploegarch.com

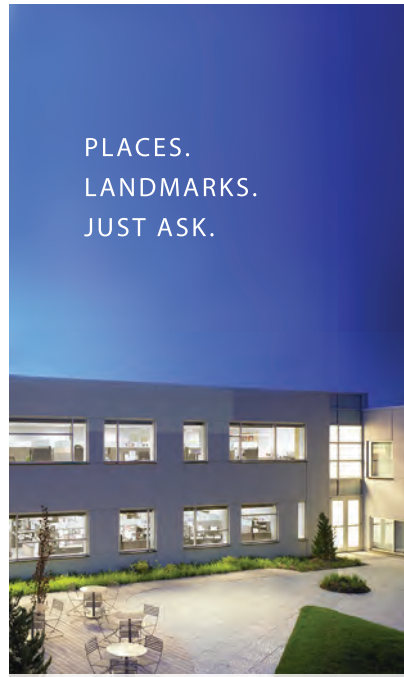


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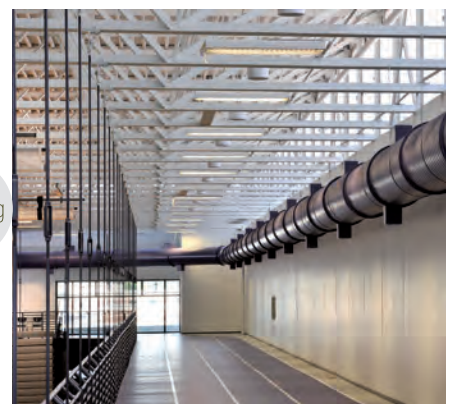


Architecture

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Engineering



LANDSCAPE ARCHITECTS

Ranked by local licensed landscape architects

EXECUTIVE PROFILE



David Moeller

COMPANY Snyder & Associates, Inc.
TITLE President
AGE 50
RESIDENCE Indianola
EDUCATION BSCE, Iowa State University
HOMETOWN Denison

Rank	Name Address Phone; Fax	Local Licensed Landscape Architects Local Support Staff LEED-Accredited Professionals	Year Est.	Office/Purchasing Manager	Top 3 Local Executives	Top 3 Local Landscape Projects	Website Email
1	RDG Planning & Design 301 Grand Ave DM, IA 50309 515-288-3141; FAX: 515-288-8631	13 77 33	1965	Judi Brown	Patrick Dunn Davis G. Sanders	DSM S.E. Connector Corridor, WDM Valley View Park, Nollen Plaza Improvements	www.rdgusa.com
2	Confluence 525 17th St DM, IA 50309 515-288-4875; FAX: 515-288-8359	8 9 5	1998	Lori Miller	Chris Della Vedova Christopher Shires Matt Carlile	Krause Gateway Center, 420 Court, Uni. of Iowa: Hancher Auditorium, Kettlestone Master Plan, Hy-Vee Headquarters Expansion	www.thinkconfluence.com chris@thinkconfluence.com
3	Snyder & Associates, Inc. 2727 SW Snyder Blvd Ankeny, IA 50023 515-964-2020; FAX: 515-964-7938	7 140 2	1977	N/A	David N. Moeller Don P. Marner Mark A. Land	Simpson College Track & Field, ISU Recreation Fields, Altoona Soccer Complex	www.snyder-associates.com email@snyder-associates.com
4	Landscape Architectural Consultants, Inc. 2400 86th St Unit 12 DM, IA 50322 515-276-9898; FAX: 515-276-7084	4 22 3	1996	Marty Dostalík	Edward Arp Marty Dostalík Bart Turk	Adventureland Waterpark, HP 2 Warehouse, Grandview Golf Clubhouse	www.ceclac.com mail@ceclac.com
5	Civil Design Advantage 3405 SE Crossroads Dr Ste G Grimes, IA 50111 515-369-4400; FAX: 515-369-4410	3 45 1	2003	N/A	Gary Reed Dean Roghair Michael Brooner	Pearson Park - City of WDM, Main St. Streetscape - City of Ames, Blank Park Zoo Projects	www.civildesignadvantage.com
5	Genus Landscape Architects 325 East 5th St DM, IA 50309 515-284-1010	3 8 1	2005	N/A	Brett Douglas	ISU Farm House Lane, U of I Golf Facility, Walnut Street Functional Program	www.genus-la.com bdouglas@genus-la.com
5	Shive-Hattery Inc. 4125 Westown Pkwy # 100 WDM, IA 50266 515-223-8104; FAX: 515-223-0622	3 113 21	1970	Anne Cameron	Russ Schroeder Craig Erickson Thomas Bosch	Douglas Ave. Beautification Study, Railroad Ave., Kemin Industries 2017 Campus Planning	www.shive-hattery.com shivedm@shive-hattery.com
6	Country Landscapes, Inc. 56985 Lincoln Hwy Ames, IA 50010 800-794-9795; FAX: 515-232-8325	2 75 N/A	1981	N/A	Rhett Faaborg Soren Faaborg	Aviva USA, Chinese Culture Center of America, Wells Fargo Home Mortgage Campus, Central Gardens of N IA	www.countrylandscapes.com info@countrylandscapes.com
6	Wright Outdoor Solutions Inc. 8000 Raccoon River Dr WDM, IA 50266 515-987-0800; FAX: 515-987-0801	2 100 N/A	1928	N/A	Scott Packard Wade Myers Holly Skoog	King Pavilion (ISU), Microsoft Data Center, Urbandale Middle School	www.wrightoutdoorsolutions.com info@wrightoutdoorsolutions.com
7	Dunbar/Jones PLC 3520 Beaver Ave Ste D DM, IA 50310 515-280-8026	1 1 N/A	1982	Greg Jones	Greg Jones	Rudney Residence, Fairfield; Oskaloosa Skate Park; Ingersoll Streetscape	www.dunbarjones.com gjonas@dunbarjones.com
7	OPN Architects 100 Court Ave Ste 100 DM, IA 50309 515-309-0722; FAX: 515-309-0725	1 31 17	1979	Carly Weber	Terry Gebard Richard Seely Daniel Thies	Veterans Mem. Audit. West Plaza, Delta Dental Office Hdqtrs, Keokuk Rand Park Pavilion	www.opnarchitects.com opn@opnarchitects.com marketing@opnarchitects.com
7	Ted Lare Design Build Inc. 2701 Cumming Ave Cumming, IA 50061 515-981-1073; FAX: 515-981-1074	1 55 N/A	1982	Danie Watson	Ted Lare Jean Lare Bobby Rushing	Please call our office for a list of referrals	www.tedlaredesignbuild.com tedsgardens@tedsgardens.com

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Michael Price
Vice President

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MECHANICAL & ELECTRICAL CONTRACTORS

Ranked by number of local full-time employees

Rank	Name Address Phone; Fax	Local FT Employees LEED-Accredited Professionals Year Est.	Office/Purchasing Manager	Top 3 Local Executives	Mechanical Electrical	Products or Services Offered	Website Email
1	Baker Group 4224 Hubbell Ave DM, IA 50317 515-262-4000; FAX: 515-266-1025	475 13 1963	Kathy Ladd	B.J. Baker, III Gary Bridgewater Daryld Karloff	Yes Yes	Design/build HVAC, electrical, plumbing, piping, sheet metal, controls, card access, video, fire alarm and service	www.thebakergroup.com info@thebakergroup.com
2	The Waldinger Corporation 2601 Bell Ave DM, IA 50321 515-284-1911; FAX: 515-323-5150	400 9 1906	N/A	Tom Koehn	Yes Yes	Complete mechanical, sheet metal, electrical and service contractor	www.waldinger.com info@waldinger.com
3	Baker Electric Inc. 111 Jackson Ave DM, IA 50315 515-288-6774; FAX: 515-288-2226	356 1 1946	Patty Skokan	Britt Baker Don Stockton Patty Skokan	No Yes	Design/Build Electrical and communication cabling (commercial, industrial, institutional, traffic & residential)	www.bakerelectric.com info@bakerelectric.com
4	Wolin Mechanical - Electrical Contractors 1720 Fuller Rd WDM, IA 50265 515-243-5191; FAX: 515-243-0908	250 7 1920	Joe Baker	David Stroh Tom Mass	Yes Yes	Designers and builders of sustainable mechanical and electrical solutions for facilities and processes	www.wolin.com info@wolin.com
5	Brockway Mechanical & Roofing 4301 NE 14th St DM, IA 50313 515-262-2528; FAX: 515-262-2538	150 N/A 1986	N/A	Mark Brockway Ryan Brockway	Yes No	Full service mechanical, sheet metal and roofing	www.brockwaymechanical.com info@brockwaymechanical.com
6	Commonwealth Electric Co. of the Midwest 1530 Second Ave DM, IA 50314 515-288-5783; FAX: 515-288-0841	144 1 1987	Brenda Roberts	T. Michael Price	No Yes	Electrical & low voltage contracting and service	www.commonwalthelectric.com mprice@commonwalthelectric.com
7	ABC - Electrical Services 5299 NE 15th St DM, IA 50313 515-270-6400; FAX: 515-270-9559	125 N/A 1959	N/A	Leroy Clair Tim Gerald	No Yes	Multi-family residential electrical, electrical, design/build, data/voice/video and 24-hour emergency service	www.abcelectric.com email@abcelectric.com
8	A.J. Allen Mechanical Contractors Inc. 320 SE Sixth St DM, IA 50309 515-697-3500; FAX: 515-697-3501	91 N/A 1932	N/A	Mark Allen Edward J. Allen Fred Miller	Yes No	Plumbing, heating, air conditioning, process piping construction work & service	www.ajallen.com marka@ajallen.com
9	Stroh Corporation 5000 Park Ave DM, IA 50321 515-244-8177; FAX: 515-288-9567	65 1 1935	Tom McCauley	Patrick Miller Kelly Reames Tom McCauley	Yes Yes	Mechanical, electrical, plumbing, design/build, 24/7 M/E/P service programs, energy/facility audits, LEED projects	www.strohc corp.com miller@strohc corp.com
10	Proctor Mechanical Corp. 1100 Hoak Dr WDM, IA 50265 515-288-2251; FAX: 515-288-2722	49 N/A 1932	N/A	Ray Conway Randy Merkle Tom Proctor	Yes Yes	Plumbing, piping, electrical, heating, cooling, sheet metal, temp. controls, fiber optics, voice, data	www.proctor-mech.com
11	Air-Con Mechanical Corp. 3121 SE 14th St DM, IA 50320 515-243-5500; FAX: 515-243-0126	45 1 1983	N/A	James M. Shaffer, Jr.	Yes No	Commercial/industrial heating, air conditioning, plumbing, bldg. automation controls, maintenance, service & repair	www.airconmechanical.com
12	Heartland Heating & Cooling 3155 SE Miehe Dr Ste 1 Grimes, IA 50111 515-986-5007	41 N/A 2003	Kelle Sickerson	Dave Volante	Yes No	Geo-thermal, in-floor heat, fireplaces, service and replacement, new construction, commercial	www.heartlandheating.com info@heartlandheating.com
13	Biermann Electric 512 Elm St DM, IA 50309-4728 515-255-3137; FAX: 515-255-7804	35 N/A 1922	Jennifer Pederson	Gary Cornelius James Friend Michael Biermann	No Yes	Design/Build: data/comm., commercial, industrial, data centers, high voltage, lighting design, value engineering	garycornelius@biermannelectric.com
13	Webster Electric Inc. 495 SE Alices Rd Ste B Waukee, IA 50263 515-987-4949	35 N/A 1985	N/A	Mike Webster Larry Webster	No Yes	Electrical contractor	
14	Innovative Mechanical Services 613 SE Magazine Rd Ankeny, IA 50021 515-964-7215; FAX: 515-964-4298	20 N/A 1992	N/A	Rod Heston	Yes Yes	Electrical, mechanical service, design and installation	
15	Green's Appliance, Heating & Cooling, Inc. 1450 NE 69th Pl Ste 51 Ankeny, IA 50021 515-323-0680; FAX: 515-323-0683	18 2 1958	N/A	Dan Sprague Linda Sprague	Yes No	HVAC service and installation, appliance repair	www.greensahc.com linda@greensahc.com
16	Dorrian Heating & Cooling Inc. 25750 U Ave Waukee, IA 50263 515-987-4310; FAX: 515-987-1551	14 N/A 1976	Mony Petersen	Don Dorrian, Jr.	Yes No	Heating, cooling, geothermal, fireplaces	www.dorrianheating-cooling.com donnie@dorrianheating.com
17	Best Heating, Cooling & Electric Inc. 3900 E 14th St Ste 5 DM, IA 50313 515-262-8055; FAX: 515-262-5153	13 N/A 2007	Brad Diech	Jason Mickle Brad Diech Garett Winterberg	Yes Yes	Electric, heating, air conditioning	www.besthce.com customercare@besthce.com
18	Ball Electric Inc. 505 New York Ave DM, IA 50313 515-280-7406; FAX: 515-280-7426	12 1 1990	Steve Ball	Steve Ball	No Yes	Complete electrical installations for commercial and residential	ballelectric@aol.com
19	DM Metro Electric dba Henrichsen Electric 4225 N Alice Ave PO Box 44 Cumming, IA 50061 515-280-5066; FAX: 515-280-3852	7 N/A 1988	N/A	Stacy Ann Henrichsen Jon Brian Henrichsen	No Yes	Residential, commercial, industrial and agriculture	www.dmmetroelectric.com Stacy@dmmetroelectric.com

ENGINEERING FIRMS

Ranked by number of local licensed engineers

EXECUTIVE PROFILE



Mary Thomsen

COMPANY Barker Lemar Engineering Consultants
TITLE President/CEO
RESIDENCE West Des Moines
EDUCATION Bachelor of Business: Administration Texas A & M University, College Station, Texas

Company listing on following page

Rank	Name Address Phone; Fax	Local Licensed Engineers Total Local Staff LEED-Accredited Professionals	Year Est.	Office/Purchasing Manager Top 3 Local Executives	Engineering Practice & Specialties Offered	Top 3 Projects in Central IA	Website Email
1	Snyder & Associates, Inc. 2727 SW Snyder Blvd Ankeny, IA 50023 515-964-2020; FAX: 515-964-7938	44 140 2	1977	N/A David N. Moeller Mark A. Land	Municipal, transportation, stormwater/water/wastewater, land devel., landscape architecture, survey	High Trestle Trail, Vets Auditorium Renovation, Magazine & Cherry St.	www.snyder-associates.com email@snyder-associates.com
2	Veenstra & Kimm, Inc. 3000 Westown Pkwy WDM, IA 50266 515-225-8000; FAX: 515-225-7848	39 89 N/A	1961	Jodi L. Bellizzi H.R. Veenstra, Jr.	Civil engineering, water, wastewater, stormwater, transportation, structural, surveying, landscape	WRA New Main Outfall, WRA Southwest Area Diversion Facility, Ames Sewer System Street Study	www.veenstrakimm.com vk@v-k.net
3	Shive-Hattery Inc. 4125 Westown Pkwy # 100 WDM, IA 50266 515-223-8104; FAX: 515-223-0622	28 111 21	1970	Anne Cameron Thomas Bosch Chris Nelson Russ Schroeder	Civil, mechanical, electrical, structural, building envelope, commissioning	Cedar Lake Improvements, ISU Research Park Pavement/Utilities, Industry Infrastructure Improvements	www.shive-hattery.com shivedm@shive-hattery.com
4	HR Green, Inc. 5525 Merle Hay Rd Ste 200 Johnston, IA 50131 515-278-2913; FAX: 515-278-1846	25 46 N/A	1988	N/A David Dougherty Scott Mattes Jim Rasmussen	Transportation, water, governmental services, energy, senior living, land development	I-35 - NW 36th St. Interchange; NW Beaver Dr. Widening; South Booster Station & Watermain	www.hrgreen.com info@hrgreen.com
5	FOX Engineering Associates Inc. 414 S 17th St Ste 107 Ames, IA 50010 515-233-0000; FAX: 515-233-0103	21 43 N/A	1993	N/A Keith L. Hobson Jean E. Sheets John M. Gade	Water, wastewater, municipal, stormwater, site development	Ames water plant/wastewater (WW); Grimes WW/water, Hwy 44; Ankeny ASR well, WW/water; Des Moines WRA	www.foxeng.com tll@foxeng.com
6	Foth Infrastructure & Environment LLC 8191 Birchwood Ct Ste L Johnston, IA 50131 515-251-2583; FAX: 515-254-1642	20 47 N/A	2003	Patrick Kueter Patrick Kueter Doug Ernst Dave Kapler	Transportation, utility, aviation, geospatial and environmental engineering services	NW 62nd Ave. - Johnston, Cascade Ave. - WDM, Sanitary Sewer Improvements - Boone	www.foth.com
7	KJWW Engineering Consultants, Corp. 2882 106th St DM, IA 50322 515-334-9906; FAX: 515-334-9908	16 38 4	1961	Rhonda Bisom Andrew Thielen Lincoln Thielen Ryan Chapman	MEP, structural/tech. eng.; medical equip. planning, lighting, LEED, acoustics, energy modeling	Wellmark Blue Cross and Blue Shield, Carver Hawkeye Arena, Veterans Memorial Auditorium renovation	www.kjww.com
7	McClure Engineering Co. 1360 NW 121st St Clive, IA 50325 515-964-1229; FAX: 515-964-2370	16 46 0	1956	Dennis Folden Terry Lutz Dennis Folden Dan Duve	Civil, Water/WW, Structural, Drainage, Traffic Planning, Transportation, Aviation, Land Dev., Survey	70th and Merle Hay Rd., Johnston; Days Run, Urbandale; TCI, Polk City	www.mecresults.com info@mecresults.com
8	MODUS 130 East 3rd St Ste 300 DM, IA 50309 515-251-7280; FAX: 515-251-7349	13 34 5	1963	N/A Justin C. Doyle Harry C. Doyle Michael J. Brocka	Mechanical, electrical, plumbing and technology consulting engineers	UIHC Ambulatory Clinical Care Facility, DM Franklin Library, 900 West Capitol	www.modus-eng.com tpalmer@modus-eng.com
9	Raker Rhodes Engineering LLC 4717 Grand Ave DM, IA 50312 515-277-0275	12 20 2	2006	Erik Raker Erik Raker John Rhodes	Structural engineering, civil engineering; steel detailing	Johnston High School, Downtown Hy-Vee, EMC Office Building	www.rakerrhodes.com eraker@rakerrhodes.com
10	HDR Engineering Inc. 300 E Locust St Ste 210 DM, IA 50309 515-280-4940; FAX: 515-280-4955	10 23 N/A	1917	N/A Andrew McCoy Brian Bakke Mark Duben	Civil engineering, traffic & transportation, water & wastewater, water resources, resource mgmt.	I-35/I-80/I-235 East Mixmaster, DM WRA combined sewer facility, MWA Metro East Landfill	www.hdrinc.com
11	Civil Engineering Consultants, Inc. 2400 86th St Unit 12 DM, IA 50322 515-276-4884; FAX: 515-276-7084	9 22 3	1969	Sharon Zinselmeier Edward Arp Patrick J. Shepard Martin M. Dostalik	Civil engineering, land surveying, landscape architecture & land planning	Mills Crossing, WDM; Jordan West, WDM; Adventureland Amusement Park, Altoona;	www.ceclac.com mail@ceclac.com
11	KCL Engineering 218 1/2 5th St WDM, IA 50265 515-724-7938	9 19 7	N/A	N/A Kris Kunze Mark LaCroix James Deeds	Mechanical, electrical and plumbing engineering, lighting design, energy analysis, commissioning	Des Moines Public Schools, IPTV HVAC Improvements, Financial Center Facade Lighting	www.kclengineering.com info@kclengineering.com
11	Stanley Consultants Inc. 100 Court Ave Ste 300 DM, IA 50309 515-246-8585; FAX: 515-246-8617	9 18 0	1989	N/A Dan Fullerton	Traffic, transportation, roadways, bridges, water resources, water and wastewater, environmental	Principal Riverwalk, Ft Des Moines Park Improv; 121st St Improv, Urbandale; US20 Interch, Dyersville	www.stanleyconsultants.com fullertondaniel@stanleygroup.com
11	Terracon Consultants, Inc. 600 SW 7th St Ste M DM, IA 50309 515-244-3184; FAX: 515-244-5249	9 72 N/A	1965	Jeff Magner Michael L. Sampson Dennis R. Sensenbrenner Ryan J Morgan	Geotechnical, environmental, materials & special inspections, industrial hygiene/compliance/asbestos	DART Central Station, Toro Distribution Center, WebFilings	www.terracon.com jeff.magner@terracon.com
12	Bishop Engineering Co. Inc. 3501 104th St Urbandale, IA 50322 515-276-0467; FAX: 515-276-0217	8 19 N/A	1959	Julie Bishop Charles J. Bishop David Bentz	Civil engineering & land surveying	Ballard Huxley HS, Norwalk Athletic Complex, Waukee Elementary	www.bishopengr.com jabishop@bishopengr.com
12	Bluestone Engineering 9119 Northpark Dr Johnston, IA 50131 515-727-0700; FAX: 515-727-0777	8 24 N/A	2004	Lisa Severino Rich Larson Dennis Forinash Tom Foldes	Mechanical, electrical, technology, fire protection	Mercy Hosp-Peds Remod; Ft Des Moines Senior Housing; Greenfield Comm Ctr	www.bluestonemep.com zagarjp@bluestonemep.com
12	Shuck-Britson Inc. 400 East Court Ave Ste 140 DM, IA 50309 515-243-4477; FAX: 515-243-4479	8 17 0	1966	Meagan E. Archer Timothy Monson Steven M. Kunz	Structural and related civil engineering	Principal Corp 1 Renovation, 7th & Grand Parking Ramp/Residential, Grand Ave Bridge over DM River	www.shuck-britson.com engineer@shuck-britson.com
13	Allender Butzke Engineers Inc. 3660 109th St Urbandale, IA 50322 515-252-1885; FAX: 515-252-1888	7 31 N/A	1992	N/A Milt Butzke Dave Logemann Hamid Feiz	Geotechnical, construction materials testing, IBC special inspection, environmental site assessments	John Deere Facilities, Hy-Vee Stores, Pioneer Facilities	www.abengineers.com mbutzke@abengineers.com




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ENGINEERING FIRMS

Ranked by number of local licensed engineers

Rank	Name Address Phone; Fax	Local Licensed Engineers Total Local Staff LEED-Accredited Professionals	Year Est.	Office/Purchasing Manager Top 3 Local Executives	Engineering Practice & Specialties Offered	Top 3 Projects in Central IA	Website Email
13	Barker Lemar Engineering Consultants* 1801 Industrial Cir WDM, IA 50265 515-256-8814; FAX: 515-256-0152	7 58 N/A	1995	Ted Rumph Mary Thomsen Tracy Lemar, P.E. Tim Buelow	Environmental, agricultural, industrial and commercial, solid waste, storage tanks (UST/AST)	State approved UST Operator Training provider, Compliance Management for Hy-Vee and SCADA at MWA	www.barkerleamar.com tkerns@barkerleamar.com
13	Civil Design Advantage 3405 SE Crossroads Dr Ste G Grimes, IA 50111 515-369-4400; FAX: 515-369-4410	7 45 1	2003	N/A Gary Reed Dean Roghair Michael Brooner	Civil, land development, municipal, landscape architecture, surveying & planning	Crosswinds Bus. Park, Ankeny; Blank Park Zoo Improv., DM; Bent Creek Ridge Sub., Urbandale	www.civildesignadvantage.com
14	Bartlett & West 2700 Westown Pkwy Ste 110 WDM, IA 50266 515-440-2856; FAX: 515-440-2858	6 18 1	1951	Kristen Major Casey Patton	Civil engineering, water, wastewater, streets, land development, structural eng., GIS	Madrid Drainage Channel, Redfield Water Treatment Plant, De Soto Wastewater Treatment Plant	www.bartwest.com
14	Brooks Borg Skiles Architecture Engineering LLP 317 Sixth Ave Ste 400 DM, IA 50309 515-244-7167; FAX: 515-244-3813	6 22 4	1895	Shannon Sandvig Susan Oltrogge John Gardner	Mechanical and electrical engineering	IA Corr. Inst. for Women, VA Medical, IA State Capitol renovations, Meredith Data Center	www.bbsae.com info@bbsae.com
14	Brown Engineering Co. 5525 Meredith Dr Ste D DM, IA 50310 515-331-1325; FAX: 515-331-1375	6 8 1	1936	Tom Neal Brian Elliott Bud Carlson Mark David	Structural, mechanical, electrical, environmental, investigations	Several electric utility projects, IDOT modern rest areas, industrial projects	www.browngineeringcompany.com BrownEngineeringCompany@gmail.com
14	Kirkham, Michael & Associates, Inc. 11021 Aurora Ave Urbandale, IA 50322 515-270-0848; FAX: 515-270-1067	6 19 N/A	1946	Greg Cabalka Greg Cabalka Scott Almeida Steve Reneker	Municipal, civil, water/wastewater transportation, bridge design, site development, survey, staking	Southeast Connector, Alice's Rd/ 105th St. Interchange, Adventureland Drive Extension Improvements	www.kirkham.com www.kirkham.com
15	MSA Professional Services Inc. 1555 SE Delaware Ave Ste F Ankeny, IA 50021 515-964-1920; FAX: 515-964-4003	5 14 1	1962	Tammy Gjersvik Jason Miller Nichole Sungren Carl Elshire	Municipal, water, wastewater, storm water, transportation engineering	WDM Street and Utility Extensions, Birdland Area Revitalization, Truro Sewer rehabilitation	www.msa-ps.com tgjersvik@msa-ps.com
15	Tometich Engineering, Inc. 10501 Buena Vista Ct Urbandale, IA 50322 515-280-8022; FAX: 515-272-9124	5 10 N/A	1992	Beth Krehbiel Jim Tometich Brant Bristow Ted Hoeger	Structural engineering, forensic analysis, construction engineering	City Square & Staybridge Hotel, Homemakers (warehouse & elevated conveyor), Accumold (EF-5 Addition)	www.tometichengineering.com info@tometichengineering.com
16	Charles Saul Engineering, Inc. 4308 University Ave DM, IA 50311 515-279-3900; FAX: 515-279-5233	4 11 N/A	1991	N/A Brad A. Stork	Structural engineering	Wells Fargo WDM Campus Expansion, ISU Ag/Biosystems Engineering Office/Labs, Wellmark YMCA Facility	www.csengr.com
17	DLR Group 1430 Locust St Ste 200 DM, IA 50309 515-276-8097; FAX: 515-252-0514	3 19 8	1966	N/A Nick S. Hansen Chris O. Osore Eric M. Beron Jim B. Huse	Mechanical, electrical, civil, structural, lighting design & technology design	DMACC Health Sciences, Dallas Center Grimes Middle School and Centennial HS	www.dlrgroup.com nhansen@dlrgroup.com
17	Engineering Resource Group Inc. 2413 Grand Ave DM, IA 50312 515-288-4823; FAX: 515-288-3660	3 9 N/A	1996	Douglas J. Saltsgaver Douglas J. Saltsgaver	Civil engineering and surveying for residential, commercial, retail, industrial & municipal clients	Glynn Village Residential Community, Waukee; Grand View Univ. Student Center; Hilltop Apartments DM	www.ergcorp.com erg@ergcorp.com
17	Landmark Engineering Group Inc. 2834 104th St Urbandale, IA 50322 515-221-1322; FAX: 515-221-1005	3 12 N/A	1977	Mark Ellis Vermeer Michael Shamsie Mark Ellis Vermeer	Engineering for land development, civil & municipal engineering, survey, planning and transportation	Pinewood Glen Plat 3, Michael's Landing drainage improvements, Monsanto warehouse	www.landgroup.biz mark.vermeer@landgroup.biz
17	Olsson Associates 7157 Vista Dr WDM, IA 50266 515-331-6517; FAX: 515-331-6518	3 16 N/A	1956	N/A Rick Hanny	Civil engineering, sustainable design, geotechnical, construction testing, land development & survey	Audubon Iowa Airport Project, Urbandale Middle School, Kum & Go convenience stores	www.olssonassociates.com communications@olssonassociates.com
18	Cooper Crawford & Associates LLC 475 S 50th St Ste 800 WDM, IA 50265 515-224-1344; FAX: 515-224-1345	2 11 N/A	2003	Melanie Smith Brad Cooper Keven J. Crawford	Residential & commercial subdivisions, commercial site plan design, land surveying	S. Maple Grove, WDM; Angel Park, Clive; Warrior Ridge, Waukee	bcooper@cooper-crawford.com
18	Dennis & Magnani Structural Consultants P.C. 525 SW Fifth St Ste D DM, IA 50309 515-243-5522; FAX: 515-282-5829	2 1 N/A	1976	Elizabeth J. Smith Randy J. Magnani	Structural engineering	Rocket Transfer Lofts, Mercy Medical Center PEDS Remodel, Principal Park Clubhouse Addition	randy@structuralconsultantspc.com
19	Aspen Automation, LLC 1600 E Washington Ave DM, IA 50316 515-558-3100; FAX: 515-558-3102	1 11 N/A	2010	Roger Weinberg Lance Shaffer Steve Schmidt	Industrial Automation, machine design, process design, material handling, automation and control	All confidential	www.aspenautomation.com sales@aspenautomation.com
19	Farris Engineering 10636 Justin Dr DM, IA 50322 515-331-0981; FAX: 515-331-0982	1 2 N/A	1967	N/A Larry Gardner	Commercial & industrial MEP, tech. eng., fire protection eng., LEED design, qualified commissioning	Winterset Middle School, DMS Fire Training Facility, DM Airport Car Rental Facility	www.farris-usa.com
19	GSI Engineering Northern Division, LLC 10607 Aurora Ave DM, IA 50322 515-270-6542; FAX: 515-270-1911	1 6 N/A	1973	N/A Michael T. Lustig	Geotechnical engineering, soil borings, inspections, construction testing, geo-environmental service	City of DM Fire Station No.1, St Thomas Aquinas Catholic Church, DMACC Perry Career Center	www.gsinetwork.com mlustig@gsinetwork.com
19	VGI Design 5721 Merle Hay Rd Ste 18 Johnston, IA 50131 515-270-2530; FAX: 515-270-2540	1 3 1	1993	N/A John P. Trickel	Mechanical/Electrical/Plumbing Engineering	IA Army Nat'l Guard Joint Forces HQ & Energy Audits, John Deere Harvester Natural Gas Conversion	www.vgidesign.com johntrickel@vgidesign.com



Fred Lock

COMPANY Iowa Appraisal and Research Corporation
TITLE President
AGE 74
RESIDENCE Des Moines
EDUCATION Bachelor of Arts, Drake University
HOMETOWN Des Moines

APPRAISERS

Ranked by number of certified appraisers

Rank	Name Address Phone; Fax	Certified Appraisers Designations of Staff	Year Est.	Top 3 Local Executives	2014 Appraisal %: Commercial Residential Other	\$500,000+ \$3-\$500,000 \$1-\$300,000	Website Email
1	Rally Appraisal 1454 30th St Ste 107 WDM, IA 50266 515-226-8733; FAX: 515-226-0148	14 SRA and MAI	1956	Matt Miller Harold Albertson	N/A N/A N/A	N/A N/A N/A	www.rallyappraisal.com corporate@rallyappraisal.com
2	Central Iowa Appraisers Inc. 2400 86th St Ste 4 DM, IA 50322 515-270-0495; FAX: 515-270-0852	7 SRA	1992	Lynn J. Schultz	0% 100% N/A	N/A N/A N/A	www.iowa-appraisers.com cia@iowa-appraisers.com
3	Commercial Appraisers of Iowa Inc. 3737 Woodland Ave Ste 320 WDM, IA 50266 515-288-6800; FAX: 515-288-6810	6 MAI, SRPA	2001	Pat Schulte Russ Manternach	95% N/A 5%	N/A N/A N/A	www.caiowa.com patschulte@caiowa.com
4	CBRE/Valuation and Advisory Services 1055 Jordan Creek Pkwy Ste 210 WDM, IA 50266 515-273-3380; FAX: 515-273-3399	5 MAI, CCIM	2002	Chris Jenkins	100% 0% 0%	N/A N/A N/A	www.cbre.com/chris.jenkins chris.jenkins@cbre.com
4	Frandsen & Associates LC 666 Walnut St Ste 1801 DM, IA 50309 515-247-0040; FAX: 515-247-0044	5 MAI, CCIM	1995	Ted R. Frandsen	N/A N/A N/A	N/A N/A N/A	www.frandsenandassociates.com admin@frandsenandassociates.com
4	Swaim Appraisal Services 3932 Aspen Dr WDM, IA 50265 515-221-1044; FAX: 515-221-1337	5 N/A	1978	Mike Swaim	N/A N/A N/A	N/A N/A N/A	www.swaimappraisal.com mikecswaim@swaimappraisal.com
5	BCC Advisers 1707 High St DM, IA 50309 515-282-8019; FAX: 515-282-0325	4 ASA, CPA/ABV, CVA, CFF, MBA, CFA	1988	Steven G. Jacobs Alan D. Ryerson Gregory L. Weber	N/A N/A 100%	N/A N/A N/A	www.bccadvisers.com steve@bccadvisers.com
5	Nelsen Appraisal Associates, Inc. 10580 Justin Dr Urbandale, IA 50322 515-276-0021; FAX: 515-276-9303	4 MAI, CCIM	2007	Gene Nelsen Ranney Ramsey Jennifer Vermillion Amy Kintzle	100% 0% N/A	300 100 25	www.Nelsenappraisal.com Gene@nelsonappraisal.com
6	Iowa Appraisal and Research Corporation 1707 High St DM, IA 50309 515-283-0146; FAX: 515-283-0558	3 MAI, SRPA	1958	Fred Lock Dan Dvorak	90% 10% N/A	165 60 75	www.iowaappraisal.com fredlock@iowaappraisal.com
6	Professional Appraisers Group 1409 Sunset Dr Ste 5 Norwalk, IA 50211 515-981-0495; FAX: 515-981-4249	3 SRA	1991	Connie Judge	N/A N/A N/A	N/A N/A N/A	conniejudge@profappraisers.com
7	The Olson Group 4610 153rd St Urbandale, IA 50323 515-265-1650; FAX: 515-265-9967	2 FREAA	1991	Michael D. Olson	90% 5% 5%	75 50 50	olsongroup@mchsi.com
8	MCRE.US McRoberts & Associates LLC Commercial Real Estate Valuation & Advisory Services 5024 Willow Dr Ste 100 DM, IA 50327 515-264-8400	1 MAI, ASA, Certified and State Licensed	1985	Kevin J. McRoberts	80% 5% 15%	N/A N/A N/A	www.MCRE.US info@mcre.us; kjm@mcre.us

TOP ASSESSED PROPERTY VALUES IN POLK COUNTY*

Ranked by adjusted assessed value

Rank	Name	Adjusted Assessed Value in 2015
1	Nationwide Mutual Insurance Company	\$156,814,220
2	Polk County	\$127,421,000
3	Principal Mutual Life Insurance Company	\$121,861,600
4	Wellmark Inc	\$112,375,000
5	Principal Life Insurance Company	\$100,473,390
6	Wells Fargo Financial Inc	\$97,653,700
7	Microsoft Corporation	\$78,320,000
8	Valley West Mall LLC	\$67,650,000
9	Deere Credit Services Inc	\$53,260,000
10	Employers Mutual Casualty Company	\$53,139,870
11	Pioneer Hi-Bred Co	\$47,790,000
12	Target Corp	\$46,940,500
13	Menard Inc	\$45,969,700
14	Regency West Office Partners LLC	\$42,480,000
15	IFBF Property Management Inc	\$41,110,700
16	Hy-Vee Inc	\$40,828,200
17	MRES West Glen Holdings LP	\$40,473,600
18	Wal-Mart Real Estate Business Trust	\$40,410,790
19	William C. Knapp LC	\$39,759,110
20	Deere & Company	\$35,821,900
21	DRA Properties LC	\$33,861,530
22	Lexington TNI Des Moines LP	\$31,480,000
23	Water Tower Place Shopping Center LC	\$31,210,300
24	Deerfield Retirement Community Inc	\$31,020,000
25	COLE OFC Johnston IA LLC	\$30,541,000

Rank	Name	Adjusted Assessed Value in 2015
26	Hoxie's Addition LC	\$29,924,500
27	Macerich Southridge Mall LLC	\$29,751,800
28	ARCP OFC Johnston IA (Phase II) LLC	\$29,730,000
29	1776 Westlakes Parkway LC	\$29,410,000
30	Adventurelands/Amer Inc	\$28,560,000
31	TKG Iowa Storage LLC	\$28,016,100
32	HOA Hotels LLC	\$27,606,000
33	Mercy Hospital Med Center	\$27,493,860
34	Homemakers Plaza Inc	\$27,188,100
35	Denny Elwell Family LC	\$26,817,980
36	Pioneer Hi-Bred International Inc	\$26,806,080
37	Three Fountains II LLC	\$26,519,000
38	Bridgestone Americas Tire Operations LLC	\$26,500,000
39	Marsh I LLC	\$25,700,000
40	Aurora Business Park I LLC	\$25,570,000
41	Graham Group Inc	\$25,569,800
42	Casey's Marketing Company	\$25,311,400
43	Colby West Univ Trust	\$24,935,000
44	Mediacom Com Corp	\$24,884,800
45	Ruan Center Corp	\$24,610,000
46	DLE Seven LLC	\$24,347,560
47	True Parkway LLC	\$23,730,000
48	Casey's Marketing Company	\$23,586,500
49	Lawmark Capital Inc	\$23,560,500
50	Mid-America Investment Company	\$23,445,900

*Source: Polk County Assessor's Office

COMMERCIAL REAL ESTATE FIRMS

Ranked by number of active licensed agents

EXECUTIVE PROFILE



Randall Hertz

COMPANY Hertz Real Estate Services
TITLE President
EDUCATION MBA Harvard
HOMETOWN Nevada

Rank	Name Address Phone; Fax	Active Licensed Agents Local Support Staff	Year Est.	Office/Purchasing Manager	Top 3 Local Executives	Commercial Real Estate Services Offered	Website Email
1	People's Company 12119 Stratford Dr Ste B Clive, IA 50325 515-222-1347; FAX: 515-222-4847	40 5	1972	Andrew Westlake	Steve Bruere Andrew Westlake	Farm and land sales, dev. ground, brokerage, appraisal, lot sales, inv. properties, land mgmt	www.peoplescompany.com
2	CBRE 6900 Westown Pkwy WDM, IA 50266 515-224-4900; FAX: 515-221-6652	37 5	1856	Lauren Brown	Rick Tollakson Kyle Gamble	Full service global commercial real estate brokerage company assisting owners, investors and occupiers	www.cbrehc.com kyle.gamble@cbre.com
3	Darr Land Development LLC 1699 Warren Ave Norwalk, IA 50211 515-707-9244	25 4	2003	Bob W. Darr	Bob W. Darr	Sales	bobd@peoplescompany.com
4	Iowa Realty Commercial 3501 Westown Pkwy WDM, IA 50266 515-453-5429; FAX: 515-453-5430	24 3	1997	Samantha Dickson	Kevin Crowley Brad Hickok Jason Lozano	Commercial brokerage services: office, industrial, retail, land, investments, development, REO services	www.iowarealtycommercial.com kcrowley@iowarealtycommercial.com
4	R&R Realty Group 1225 Jordan Creek Pkwy Ste 200 WDM, IA 50266 515-223-4500; FAX: 515-223-7235	24 5	1985	N/A	Mark Rupprecht	Development, brokerage, property management, real estate investments, construction management, technology	www.rrrealty.com rupprecht.mark@rrrealty.com
5	NAI Optimum Colony Park Professional Office Bldg 3737 Woodland Ave Ste 100 WDM, IA 50266 515-309-4002; FAX: 515-309-4040	16 12	1998	Julie Mankel	Kurt Mumm Gary Haverkamp John Viggers	Brokerage, global corporate services, property management, build to suit, receivership, consulting	www.naioptimum.com
6	Hertz Real Estate Services 415 South 11th St Nevada, IA 50201 515-382-1500; FAX: 515-382-3762	15 13	1946	Colleen Bark	Randall Hertz Marv Huntrods Chris Smith Kyle Hanson	Land, farm and commercial property; brokerage and auction; farm management and appraisal	www.Hertz.Ag Randy.Hertz@Hertz.Ag
7	Denny Elwell Co. LC 2401 SE Tones Dr Ste 17 Ankeny, IA 50021 515-964-1587; FAX: 515-964-8749	13 3	1986	Amy M. Hinners	Chris Murray Blake Brown	Leasing, sales, build to suit, property management, development	www.dennyelwellcompany.com ahinners@dennyelwellcompany.com
7	Terrus Real Estate Group 100 Court Ave Ste 400 DM, IA 50309 515-471-4400; FAX: 515-471-4304	13 40	2000	Amy Palmer	Randall Minear Tim Wirta Phil Akason	Brokerage, property mgmt, HOA, investment consulting & development, construction, receivership	www.terrus.com
8	Buyers Realty, Inc. 3101 Ingersoll Ave Ste 300 DM, IA 50312 515-277-4000; FAX: 515-277-5976	12 7	1979	Wendy McKinney	Abe M. Wolf	Retail and office commercial real estate	www.buyersrealtyinc.com wendy@buyersrealtyinc.com info@buyersrealtyinc.com
9	JLL 801 Grand Ave Ste 250 DM, IA 50309 515-218-7010	10 3	1999	Rebecca Hooker	Richard Tan Heath D. Bullock Eric Stalo	Brokerage, corporate real estate, project management, facilities management, property management	jll.com/Des-Moines heath.bullock@am.jll.com
9	Knapp Properties 5000 Westown Pkwy Ste 400 WDM, IA 50266 515-223-4000; FAX: 515-222-5220	10 3	1992	Chris Costa	William C. Knapp, II Gerry Neugent Chris Costa	Real estate investment, development, management, brokerage	www.knappproperties.com
10	Smart Management 545 Fifth St WDM, IA 50265 515-224-0511; FAX: 515-224-0784	8 11	1988	N/A	Mark Smart	Property management, property consulting - residential, commercial homeowner associations	www.smartmgt.com smartmgt@gmail.com
11	Ferguson Commercial Real Estate Services 1840 NW 118th St Ste 100 Clive, IA 50325 515-440-0400; FAX: 515-440-0500	7 2	1999	Kerri Smith	Darin Ferguson	Full service brokerage and leasing services, investments, 1031 exchanges, property management	www.fergusoncres.com darin@fergusoncres.com
11	KW Commercial Real Estate 4001 Westown Pkwy WDM, IA 50266 515-334-4900	7 2	N/A	April Darling	Brad Long Brian Wentz	Full service including economic development consulting and grant writing	www.kwcommercial.com
11	Stanbrough Realty Company, LLC 10888 Hickman Rd Ste 3B Clive, IA 50325 515-334-3345; FAX: 515-334-3346	7 3	1960	Meagan Denham	Jeff D. Stanbrough Eric J. Grubb Zachary Hedgecock	Brokerage, property management, development, association management, joint ventures, construction mgt.	www.stanbroughrealty.com jeff@stanbroughrealty.com
12	American Home Sales 2020 Grand Ave Ste 900 WDM, IA 50265 515-221-1200; FAX: 515-221-3800	5 7	1972	N/A	John N. McRoberts Susan Vujnovich	Development, brokerage, property management, real estate investment	www.americanhomesales.net john@americanhomesales.net; susan@americanhomesales.net
12	Hansen Real Estate 5665 Greendale Rd Ste A Johnston, IA 50131 515-270-9166; FAX: 515-270-3829	5 3	2009	Troy W. Hansen	Troy W. Hansen Andy Vis Peter Jaques	Full service real estate brokerage, property management, investment and development	www.HansenRES.com TroyH@HansenRES.com
12	The York Companies 28187 Prospect Ave Adel, IA 50003 515-267-1040; FAX: 515-993-3918	5 1	1997	Deb York	Michael J. Meggison Deb York Randy York	Single task or long-term service commitment, sales, leasing, consulting and R.E. asset supervision	yorkco1@aol.com
13	Hurd Real Estate Services Inc. 2000 Fuller Rd WDM, IA 50265 515-225-1102; FAX: 515-225-1381	4 7	1981	Daniel Hurd	Richard Hurd Daniel Hurd Richie Hurd	Investment, build-to-suit development, sale-leaseback investment, development services, brokerage	www.hurdrealty.com marketing@hurdrealty.com
14	Valley Realty 4800 Mills Civic Pkwy Ste 205 WDM, IA 50265 515-314-0266; FAX: 515-440-1618	3 1	1995	Ralph Pantoga	Ralph Pantoga	Commercial real estate, consulting and investing	www.valleyrealtyiowa.com valleyreal8@aol.com
15	Alliance Realty Co. 7405 University Ave Ste 3 Clive, IA 50325 515-277-0000; FAX: 515-277-9311	2 3	1989	Tom Yule	Tom Yule Jim Shipley	Full-service property management, commercial real estate, brokerage, property acquisition	arco7@qwestoffice.net
15	Campney Commercial LLC 1444 NW 124th Ct Clive, IA 50325 515-267-1234; FAX: 515-273-1033	2 1	1979	Scott Campney	Jim Campney Scott Campney	Commercial real estate brokers & developers, commercial/investment property exchanges	www.cigroup.com scampney@cigroup.com
15	Commercial Realty Services 1444 NW 124th Ct DM, IA 50325 515-273-1022; FAX: 515-273-1023	2 0	1996	Michael Erickson	Arnold Erickson	Brokerage and investments	www.cigroup.com merickson@cigroup.com

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Blake Brown



David Kinsley



Bill Gardner



Darcy Gill



Chris Murray



Teri Maki



Carson Hughes



Michael Billings



Maria Schuessler



John Lowman



Dan Corron

COMMERCIAL REAL ESTATE FIRMS

Ranked by number of active licensed agents

Rank	Name Address Phone; Fax	Active Licensed Agents Local Support Staff	Year Est.	Office/Purchasing Manager	Top 3 Local Executives	Commercial Real Estate Services Offered	Website Email
15	Forget Properties 4214 Fleur Dr Ste 13 DM, IA 50321 515-223-0019; FAX: 515-440-1685	2 5	1974	Christine Clark	Norman Forget Arnold Forget Linda Forget	Commercial rentals	www.forgetmgt.com info@forgetmgt.com
15	Hatten Land Co. 1719 All-State Ct WDM, IA 50265 515-633-9414; FAX: 515-633-9415	2 2	2000	Sharon Hatten	Mike Hatten	Industrial buildings, commercial lots, development land—BUYER & TENANT AGENT	www.hattenland.com mike@hattenland.com
15	Independent Appraisal Management, LLC 28187 Prospect Ave Adel, IA 50003 515-267-1040; FAX: 525-993-3918	2 8	N/A	Deb York	Caren L. Linderman, Ms. Christine L. Meggison Deb York	Appraisal procurement and review	IAM-CRE.COM yorkco1@aol.com
15	Mandelbaum Properties 4500 Westown Pkwy Ste 115 WDM, IA 50266 515-222-6200; FAX: 515-222-6202	2 2	1985	Deb Lawrence	John Mandelbaum Justin Mandelbaum	Development, investment, property management, build-to-suit, sale-leaseback	www.mandelbaumproperties.com justin@mandelbaumproperties.com
15	S Management Group Inc., Member C I Group* 1444 NW 124th Ct DM, IA 50325 515-273-1008; FAX: 515-273-1009	2 3	1998	Debra Kastantin	Robin Seiser	Commercial real estate investment, brokerage, property management, development	www.cigroup.com
15	The Cross Corporation 2400 86th St Ste 10 Urbandale, IA 50322 515-331-8030; FAX: 515-331-8037	2 0	1981	N/A	Ron Cross	Commercial real estate brokerage	rcross2a@cs.com
15	The Norman Co. LLC 4010 University Ave DM, IA 50311 515-283-9355; FAX: 515-255-6101	2 1	1992	N/A	Tom Norman	Tenant & buyer representation, consulting, 1031 exchanges	
16	Alpha One Commercial Real Estate PO Box 944 Ankeny, IA 50021 515-964-9411; FAX: 515-964-9416	1 2	1998	Dave Vance	Dave Vance	Tenant & buyer representations, listing services, site selection and consulting	www.alphaoneonline.com alphaone@netins.net
16	Capital Commercial Realty LC 3221 Valley Ridge Ct WDM, IA 50265 515-250-6347; FAX: 515-224-1996	1 1	2001	N/A	Pete Sandler	Commercial real estate brokerage, sales, leasing, tenant rep.	
16	Colby Interests 6581 University Ave Windsor Heights, IA 50324 515-274-3411; FAX: 515-274-3213	1 10	1947	N/A	Theresa Greenfield James Smith	Commercial real estate management, development and leasing	colbyinterests.com colbyinterests@colbyinterests.com
16	Davis Realty PO Box 65160 WDM, IA 50265 515-249-5994	1 2	1984	N/A	Rod Davis Jeff Davis	Property management and leasing, land development & acquisition	www.davisrealtyco.com jdavis@davisrealtyco.com
16	Doerrfeld Properties LLC 4349 NW Urbandale Dr Urbandale, IA 50322 515-278-4339	1 1	2015	Elizabeth Doerrfeld	Elizabeth Doerrfeld	Full service real estate brokerage, real estate management, project management, consulting	www.dpropertiesllc.com elizabeth@dpropertiesllc.com
16	Fleetwood Commercial Real Estate Services 1444 NW 124th Ct DM, IA 50325 515-224-8761; FAX: 515-273-1001	1 1	2009	N/A	Dean Weitenhagan	Lease vs. purchase analysis, lease renegotiation, investment analysis and general brokerage services	www.fleetwoodcres.com dean@fleetwoodcres.com
16	Lombardi Law Firm and Real Estate Services 5000 Westown Pkwy Ste 440 WDM, IA 50266 515-222-1110; FAX: 515-222-0718	1 3	1981	Barb A. Lombardi	Steve D. Lombardi Katrina M. Schaefer	Sellers, buyers and lease negotiations; reviewing residential seller disclosure statements	www.lombardilaw.com sdlombardi@aol.com
16	MCRE.US / McRoberts & Associates LLC 5024 Willow Dr Ste 100 DM, IA 50327 515-264-8400	1 1	1985	N/A	Kevin J. McRoberts	Commercial real estate counseling, valuation, appraisal review, litigation support and advisory services	www.MCRE.US info@mcre.us; kjm@mcre.us
16	Morse Retail Realty Inc. 1444 NW 124th Ct Clive, IA 50325 515-273-1018; FAX: 515-273-1019	1 1	1977	Michael Morse	Michael Morse	Site selection, retail leasing	www.cigroup.com mmorse@cigroup.com
16	The Bettendorf Co. 1444 NW 124th Ct DM, IA 50325 515-273-1025; FAX: 515-273-1026	1 1	1998	Robert J. Bettendorf	Robert J. Bettendorf	Commercial real estate development and brokerage	www.cigroup.com rjb-1@cigroup.com
16	The Siedenburger Group 1350 NW 138th St Ste 450 Clive, IA 50325 515-223-6222; FAX: 515-224-6777	1 2	1998	Peggy Hutchinson	Douglas A. Siedenburger	Brokerage, consulting and development	www.siedenburger.com doug@siedenburger.com
16	Three-Sixty Construction Services 5625 Mills Civic Pkwy Ste 101 WDM, IA 50266 515-223-7205; FAX: 515-457-8194	1 2	2014	Dave Peterson	Tim Walpole Dave Peterson	Development, acquisition, brokerage, consulting, project management	www.three-sixtycs.com tim@three-sixtygroup.com, randy@three-sixtygroup.com

* 2015 Book of Lists information

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COMMERCIAL PROPERTY MANAGEMENT FIRMS

Ranked by square feet of local properties managed

EXECUTIVE PROFILE



Randall Minear

COMPANY Terrus Real Estate Group
TITLE President & CEO
AGE 56
RESIDENCE West Des Moines
EDUCATION Iowa State University
HOMETOWN Clive

Rank	Name Address Phone; Fax	SF of Local Properties Managed # of Local Properties	Local FT Employees Year Est.	Top 3 Local Executives	Types of Property Locally Managed	Commercial Management Services Offered	Website Email
1	Management Professionals Inc./ R&R Realty Group 1225 Jordan Creek Pkwy., Ste. 214 WDM, IA 50266 515-223-4500; FAX: 515-223-7235	7,100,000 117	109 1985	Mark Rupprecht	Office, industrial, flex, retail, multi-family	Property, facility & construction management, brokerage, technology, corporate real estate solutions	www.managementprofessionalsinc.com www.rrrealty.com rupprecht.mark@rrrealty.com
2	Hubbell Realty Company 6900 Westown Pkwy WDM, IA 50266 515-243-3228; FAX: 515-280-2000	6,914,000 111	204 1856	Rick Tollakson Kris Sadoris Joe Pietruszynski	Office, medical office, retail, industrial, flex and apartments	Full-service property management services: leasing, facilities maintenance, GL accounting, etc.	www.hubbellrealty.com
3	Terrus Real Estate Group 100 Court Ave Ste 400 DM, IA 50309 515-471-4400; FAX: 515-471-4304	4,400,000 130	40 2000	Randall Minear Tim Wirta Phil Akason	Commercial office, industrial, retail, warehouse, multi-family, homeowner's associations (HOA)	Property & facility mgmt, brokerage, HOA, construction mgmt., accounting, receivership	www.terrus.com
4	Smart Management 545 Fifth St WDM, IA 50265 515-224-0511; FAX: 515-224-0784	4,000,000 65	20 1988	Mark Smart	Apartments, homeowner's associations, office	Consulting & general management services	www.smartmgt.com smartmgt@gmail.com
5	Knapp Properties 5000 Westown Pkwy Ste 400 WDM, IA 50266 515-223-4000; FAX: 515-222-5220	3,913,513 53	69 1992	William C. Knapp, II Gerry Neugent Chris Costa	Commercial, office, retail, associations, mixed-use	Full-service property mgmt., construction mgmt., leasing, associations	www.knappproperties.com
6	Denny Elwell Co. LC 2401 SE Tones Dr Ste 17 Ankeny, IA 50021 515-964-1587; FAX: 515-964-8749	3,000,000 65	27 1986	Chris Murray Blake Brown	Office, retail, flex, warehouse, development ground	Property management, brokerage, development and general contracting services	www.dennyelwellcompany.com ahinners@dennyelwellcompany.com
7	NAI Optimum Colony Park Professional Office Bldg 3737 Woodland Ave Ste 100 WDM, IA 50266 515-309-4002; FAX: 515-309-4040	2,975,000 49	32 1998	Kurt Mumm Gary Haverkamp John Viggers	Office, retail, industrial, residential	Property management, maintenance, consulting, tax protest	www.naioptimum.com
8	JLL 801 Grand Ave Ste 250 DM, IA 50309 515-218-7010	2,500,000 32	80 1999	Richard Tan Heath D. Bullock Eric Stalo	Office	Capital Markets	jll.com/Des-Moines heath.bullock@am.jll.com
9	Ferguson Property Management Services 1840 NW 118th St Ste 100 Clive, IA 50325 515-440-0900; FAX: 515-440-0500	2,320,735 17	2 2001	Darin Ferguson	Industrial, flex, retail, office	Full-service property management, facilities maintenance, leasing and accounting services	www.fergusoncres.com darin@fergusoncres.com
10	Ryan Cos. US Inc. 14001 University Ave Ste 300 Clive, IA 50325 515-309-8500; FAX: 515-309-8550	535,000 4	70 1938	Brad Schoenfelder	Office, retail, mixed-use, industrial	Full-service property management, building services, construction and development services	www.ryancompanies.com kerry.nelsen@ryancompanies.com
11	Draper & Kramer of Iowa Inc. 400 Locust St Ste 245 DM, IA 50309 515-282-5505; FAX: 515-282-8511	480,000 1	6 1983	Kate Miller	Capital Square Building - office and retail space	Leasing and management	www.draperandkramer.com k.miller@dkres.com
12	Mandelbaum Properties 4500 Westown Pkwy Ste 115 WDM, IA 50266 515-222-6200; FAX: 515-222-6202	450,000 12	4 1985	John Mandelbaum Justin Mandelbaum	Retail, office, industrial, residential	Property management, development, leasing	www.mandelbaumproperties.com justin@mandelbaumproperties.com
13	Hansen Real Estate 5665 Greendale Rd Ste A Johnston, IA 50131 515-270-9166; FAX: 515-270-3829	330,000 14	5 2009	Troy W. Hansen Andy Vis Peter Jaques	Multi-family, office, retail, industrial, flex	Property management, maintenance, brokerage, and development services	www.HansenRES.com TroyH@HansenRES.com
14	Perennial Property Management Services 696 18th St DM, IA 50314 515-244-4418; FAX: 515-244-2002	326,340 11	11 2002	Sonja Roberts	Apartments and single dwelling units	Property management	www.perennialproperties.com sonjaroberts@mchsi.com
15	Iowa Realty Commercial 3501 Westown Pkwy WDM, IA 50266 515-453-5429; FAX: 515-453-5430	298,920 20	4 1997	Kevin Crowley Brad Hickok Jason Lozano	Office, industrial, retail	Property, facilities, receivership & construction mgmt., lease admin., relocation services	www.iowarealtycommercial.com kcrowley@iowarealtycommercial.com
16	Conlin Properties Inc. 319 Seventh St # 500 DM, IA 50309 515-246-8016; FAX: 515-246-8015	44,009 1	65 1986	James Conlin	Apartment complexes, commercial property, townhome & condominium associations, single family homes	Fee-based property management, acquisition analysis, rehab services, development, construction	www.conlinproperties.com
	Alliance Realty Co. 7405 University Ave Ste 3 Clive, IA 50325 515-277-0000; FAX: 515-277-9311	N/A N/A	N/A 1989	Tom Yule Jim Shipley	Office buildings	Full-service property management, commercial real estate, brokerage, property acquisition	arco7@qwestoffice.net
	Doerrfeld Properties LLC 4349 NW Urbandale Dr Urbandale, IA 50322 515-278-4339	N/A N/A	1 2015	Elizabeth Doerrfeld	Office, retail, industrial, residential, mixed use and medical	Full-service real estate management, maintenance, brokerage and project management	www.dpropertiesllc.com elizabeth@dpropertiesllc.com



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HOME BUILDERS

Ranked by total value of completed homes

EXECUTIVE PROFILE



Chaden Halfhill

COMPANY Silent Rivers Design + Build
TITLE President
AGE 47
RESIDENCE Windsor Heights
EDUCATION BA - Wesleyan University
HOMETOWN Des Moines

Rank	Name Address Phone; Fax	Total Value of Completed Homes in 2014	Homes Built in 2014 Homes Sold in 2014	Price Range	Local FT Employees LEED-Accredited Professionals	Year Est.	Top 3 Local Executives	Website Email
1	Hubbell Homes 6900 Westown Pkwy WDM, IA 50266 515-276-2349; FAX: 515-276-2520	\$44,000,000	205 190	\$149,000 - \$800,000	32 1	1998	Rick Tollakson Rachel Flint	www.hubbellhomes.com rachel.flint@hubbellrealty.com
2	Kimberley Development Corp. 2785 N Ankeny Blvd Ste 22 Ankeny, IA 50023 515-963-8335; FAX: 515-963-0457	\$26,409,000	75 62	\$200,000 - \$2,500,000	14 N/A	1978	William B. Kimberley Mary Suhr	www.kimdev.com Info@Kimdev.com
3	Meadowbrook Builders PO Box 607 Ankeny, IA 50021 515-979-0022	\$11,250,000	45 34	\$185,000 - \$515,000	2 N/A	2008	Cliff McClure Matt McClure	sjdud@mchsi.com
4	K and V Homes Inc. 2105 SE 37th St Ste D Grimes, IA 50111 515-252-9989; FAX: 515-252-9989	\$8,200,000	11 11	\$350,000 - \$1,500,000+	2 N/A	1997	Colin King Dean Vogel	www.kandvhomes.com colin@kandvhomes.com dean@kandvhomes.com
5	Savannah Homes 800 S 50th St Ste 101 WDM, IA 50265 515-221-2333; FAX: 515-221-4680	\$6,700,000	42 31	\$168,000 - \$255,000	3 N/A	1996	Ted Grob	www.savannahhomesia.com bldrone@aol.com
6	Element 119 LLC 15619 Wilden Dr Urbandale, IA 50323 515-202-3030; FAX: 515-518-2096	\$4,000,000	8 8	\$330,000 - \$700,000	3 N/A	2014	Bradley H. Stanbrough Jim McDole Andrew McDole	www.ele119.com brad@ele119.com
7	TS Construction Inc. 3905 SE Grimes Blvd Ste C Grimes, IA 50111 515-986-0300; FAX: 515-986-0720	\$2,722,600	6 6	\$300,000 - \$1,000,000+	1 N/A	1998	Tom Stevens	www.tsconst.com tstevens@tsconst.com
8	Acheson Construction Inc. 1712 S 42nd St WDM, IA 50265 515-223-4211; FAX: 515-223-7330	\$2,500,000	3 3	\$700,000 - \$1,800,000	2 N/A	1985	Donald Acheson Nancy Acheson	achesoninc@hotmail.com
8	Village Classic Homes LC 1350 NW 138th Ste 500 Clive, IA 50325 515-267-1497; FAX: 515-223-8912	\$2,500,000	7 7	\$280,000 - \$390,000	N/A N/A	1998	Al Wille Tom Gratias Jenny Gratias Wille	www.gratiasconstruction.com/village.php
9	Truview Enterprises Inc. 5503 Glen Oaks Pt WDM, IA 50266 515-202-8439	\$2,400,000	6 7	Approx. \$3,000,000	1 N/A	1997	Chad Hutchinson	www.truviewhomes.com
10	Gratias Homes LLC 1350 NW 138th St Ste 500 Clive, IA 50325 515-226-1901; FAX: 515-223-8912	\$2,247,750	7 7	\$230,000 - \$530,000	4 N/A	1972	Tom Gratias LaDonna Gratias Craig Gratias	www.gratiasconstruction.com
11	Country Classic Homes LC 1350 NW 138th St Ste 500 Clive, IA 50325 515-221-8699; FAX: 515-223-8912	\$1,200,000	6 6	\$180,000 - \$250,000	3 N/A	1994	Tom Gratias Al Wille Craig Gratias	www.gratiasconstruction.com
12	Marean Construction LC 1910 S Ninth Ln WDM, IA 50265 515-287-1413; FAX: 515-287-1414	\$1,000,000	4 3	\$280,000 - \$1,500,000	0 N/A	1955	Don Marean Greg Marean Kevin Marean	www.mareanconstruction.com polymarean@gmail.com
13	Silent Rivers Design + Build 9205 Swanson Blvd Clive, IA 50325 515-266-6702; FAX: 515-334-0664	\$800,000	2 0	\$400,000 +	20 2	1993	Chaden Halfhill Marc Black	www.silentrivers.com chaden@silentrivers.com
14	Beal Development Corp. 2121 Greene St Ste B27 Adel, IA 50003 515-993-4799; FAX: 515-993-4798	\$525,000	1 1	\$450,000 - \$750,000	2 1	1993	Donald M. Beal, Jr. Brenda Kelloway	BealDevelopmentCorp.com dmbeal@mchsi.com
	Classic Builders and Greystone Homes 1910 SW Plaza Shops Ankeny, IA 50023 515-965-7876; FAX: 515-965-7881	N/A	N/A N/A	\$180,000 - \$500,000	N/A N/A	2004	Seth Moulton Josh Moulton	www.classicbuildersiowa.com
	Dallenbach Larson Development, LLC 5721 Merle Hay Rd Johnston, IA 50131 515-249-0440; FAX: 515-276-4156	N/A	N/A N/A	\$200,000 - \$2,000,000	3 N/A	1988	Steve Dallenbach John Larson	www.dallenbachlarson.com dallenbachlarson@gmail.com
	Denton Homes 31870 Timber Ridge Tr Waukee, IA 50263 515-987-6024; FAX: 515-987-6028	N/A	4 4	Varies	4 0	2005	Scott Denton Stephanie Denton	www.dentonhomesiowa.com build@dentonhomesiowa.com
	Eller Builders Corp. 12916 Wilden Cir Urbandale, IA 50323 515-276-5553; FAX: 515-276-2273	N/A	N/A N/A	\$500,000 - \$2,000,000	N/A N/A	1978	Gaylen Eller Kevin Vander Zwaag Bret Perman	www.ellerbuilders.com gayleneller@aol.com
	Generation Green Builders 3521 Beaver Ave DM, IA 50310 515-975-9600; FAX: 515-453-6195	N/A	N/A N/A	\$250,000 - \$500,000	1 N/A	2009	Matt Connolly	matt@generationgreenbuilders.com
	Tom Connolly Homes Inc. 4707 NW Beaver Dr DM, IA 50310 515-331-1808; FAX: 515-331-2204	N/A	N/A N/A	\$165,000 - \$500,000	N/A N/A	2000	Tom Connolly Angela Connolly	www.tomconnollyhomes.com build@tomconnollyhomes.com

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HOME REMODELERS

Ranked by number of local full-time employees

Rank	Name Address Phone; Fax	Local FT Employees LEED-Accredited Professionals Year Est.	Type of Remodeler	Top 3 Local Executives	Types of Projects & Special Services	Website Email
1	Silent Rivers Inc. 9205 Swanson Blvd Clive, IA 50325 515-266-6702; FAX: 515-334-0664	20 2 1993	Full service design and construction firm	Chaden Halfhill Marc Black	Projects include residential additions, kitchens, baths, whole house renovations, historic rehabilitation & custom cabinetry	www.silentrivers.com enquire@silentrivers.com
2	AIM Kitchen & Bath 2624 Beaver Ave DM, IA 50310 515-255-0731; FAX: 515-271-5951	13 N/A 1988	Kitchen and bath	Peter E. Gersdorf	Kitchen & bath remodeling, cabinetry, counter tops for all areas, ceramic tile	www.aimkitchenbath.com Pete@aimkitchenbath.com
3	Dean Paulsen & Sons Contractors Inc. 7930 University Blvd Clive, IA 50325 515-279-3792; FAX: 515-279-5632	12 N/A 1964	Commercial and residential	Kurt Paulsen	Room additions, kitchens, bath remodels, windows, siding, four-season rooms, decks, garages custom cabinetry	dpscontractors@iowatelecom.net
4	Red House Remodeling 5904 Ashworth Rd WDM, IA 50266 515-222-2273	7 N/A 2009	Full service design/ build residential remodeler	Ben Trannel	Kitchens, baths, basements, additions, windows & doors, whole home remodels; full-time degreed design professional on staff	www.redhouseremodeling.com ben@redhouseremodeling.com
5	Remodelworks! and Mr. Fix It 606 SE Boone Dr Waukee, IA 50263 515-987-5501	6 0 1996	Kitchen, bath and basement remodeling	Larry Lyon Kurt Fisher	Design work, custom cabinets, build decks, tile showers, flooring, countertops, lighting, drywall	www.mrfixitwaukee.com Larry@MrFixItWaukee.com
6	Dallenbach Larson Development, LLC 5721 Merle Hay Rd Johnston, IA 50131 515-249-0440; FAX: 515-276-4156	3 N/A 1988	Design / Build	Steve Dallenbach John Larson	Full remodels, additions, entertainment centers, home theaters, etc.	www.dallenbachlarson.com dallenbachlarson@gmail.com
7	Modern Touches 6781 Hickman Rd Urbandale, IA 50322 515-745-6853	1 N/A 2010	Full service design build firm	Lucas Herrick	Kitchens, baths, basements, additions, whole house remodels, custom homes	www.moderntouches.com lucas@moderntouches.com
	Koenig Construction 1301 SW Third St Ankeny, IA 50023 515-971-7715	N/A N/A 1988	General and commercial	Randall L. Koenig	Basements, remodel, siding, decks, windows & doors, additions, repairs	randykoenig@yahoo.com

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2016 DSM UNVEILING DATES & LOCATIONS

JANUARY 12 CAPITOL SQUARE, HOSTED BY TWO RIVERS HOSPITALITY	JUNE 28 WILLIS AUTO CAMPUS
MARCH 1 MERCEDES-BENZ OF DES MOINES	AUGUST 23 SILENT RIVERS DESIGN + BUILD
APRIL 26 HOTEL RENOVO	OCTOBER 25 ACURA OF JOHNSTON

Business Record

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July 29, 2016

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RESIDENTIAL REAL ESTATE FIRMS

Ranked by number of active licensed agents

EXECUTIVE PROFILE



Timothy Schutte

COMPANY EXIT Realty Capital City
TITLE Broker Owner
AGE 31
RESIDENCE Des Moines
EDUCATION BA Drake University Economics
HOMETOWN Sibley

Rank	Name Address Phone; Fax	Active Licensed Agents Local Support Staff	Total Value of Homes Sold in 2014	Year Est.	Office/Purchasing Manager	Top 3 Local Executives	Flat Fee Broker	Website Email
1	Iowa Realty Co. Inc. 3501 Westown Pkwy WDM, IA 50266 515-453-6222; FAX: 515-453-5786	715 118	\$2 billion	1952	Debbie Joslin	R. Michael Knapp Kimberly K. Bakey Brennan Buckley	No	www.iowarealty.com irweb@iowarealty.com
2	Keller Williams Greater Des Moines 4001 Westown Pkwy WDM, IA 50266 515-334-4900; FAX: 515-331-4301	201 7	\$330.4 million	2012	April Darling	Kacy Bell	No	www.kwds.com bwentz@kwds.com
3	Coldwell Banker Mid-America Group Realtors Regency West 2 1401 50th St Ste 105 WDM, IA 50266 515-224-8800; FAX: 515-224-8803	200 34	N/A	1988	N/A	Rachel Delzell	No	www.cbds.com info@cbds.com
4	Berkshire Hathaway HomeServices First Realty 5500 Westown Pkwy Ste 120 WDM, IA 50266 515-453-7200; FAX: 515-453-7700	76 6	\$233.9 million	1962	Debbie Joslin	R. Michael Knapp Kimberly K. Bakey Tresa Boal	No	www.firstrealtyhomes.com info@firstrealtyhomes.com
5	RE/MAX Real Estate Group 6600 University Ave DM, IA 50324 515-279-6700; FAX: 515-279-3711	68 10	\$301.8 million	1990	Mary L. Godwin	Mary L. Godwin Don Godwin Joe Kirk, Jr.	No	www.dsmhomes.com mgodwin@dsmhomes.com
6	Hunziker & Associates Realtors 1255 N Ankeny Blvd Ste 101 Ankeny, IA 50023 515-963-8618; FAX: 515-963-8619	14 2	N/A	1952	N/A	Barb Wiedenman	No	www.hunzikerrealty.com
7	Darwin Smith Realty LLC 1039 Sunset Dr Norwalk, IA 50211 515-981-5131; FAX: 515-981-5158	9 1	N/A	1963	Jon Niemeyer	Jon Niemeyer	No	darwinsmithrealty.homesandland.com info@darwinsmithrealty.com
8	Next Generation Realty 6000 Grand Ave DM, IA 50312 515-224-9900; FAX: 515-224-0858	8 2	N/A	1994	N/A	Robert Doherty	Yes	www.dsm.nextgenerationrealty.com robd@nextgenerationrealty.com
9	EXIT Realty Capital City 2936 104th St Urbandale, IA 50322 515-253-3948	6 2	\$15 million	2013	N/A	Timothy Schutte	No	www.ExitRealtyCC.com timothy@solddesmoines.com
9	People's Company 12119 Stratford Dr Ste B Clive, IA 50325 515-222-1347; FAX: 515-222-4847	6 5	N/A	1972	Andrew Westlake	Steve Bruere Andrew Westlake	No	www.peoplescompany.com
10	American Home Sales 2020 Grand Ave Ste 900 WDM, IA 50265 515-221-1200; FAX: 515-221-3800	5 7	N/A	1972	N/A	John N. McRoberts Susan Vujnovich	No	www.americanhomesales.net john@americanhomesales.net; susan@americanhomesales.net



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ACCOUNTING FIRMS

Ranked by number of local full-time employees

EXECUTIVE PROFILE



Marv Debner

COMPANY BKD CPAs & Advisors
TITLE Partner
AGE 50
RESIDENCE Ankeny
EDUCATION Iowa State University, Ames
HOMETOWN Greene

Rank	Name Address Phone; Fax	Local FT Employees Year Est.	Parent Company Location	Top Local Executive Office Manager	Accounting Services Offered	Website Email
1	Ernst & Young LLP 801 Grand Ave Ste 3000 DM, IA 50309 515-243-2727; FAX: 515-362-7202	100 1949	Ernst & Young LLP New York City, NY	Dave Christens Sue Baer	Assurance, advisory, tax, transaction advisory services, strategic growth markets	www.ey.com
2	KPMG LLP 666 Grand Ave Ste 2500 DM, IA 50309 515-288-7465; FAX: 515-280-3202	80 1955	KPMG International Amsterdam	Sean Vicente Beth Kneeskern	Audit, tax, advisory and assurance services	www.us.kpmg.com bkneeskern@kpmg.com
3	Deloitte Hub Tower 699 Walnut St Ste 1800 DM, IA 50309 515-288-1200	65 1972	Deloitte LLP Wilton, CT	Kim Felker Sherry Dickelman	Audit, tax consulting, assurance and management advisory	www.deloitte.com sdickelman@deloitte.com
4	McGowen, Hurst, Clark & Smith P.C. 1601 West Lakes Pkwy Ste 300 WDM, IA 50266 515-288-3279; FAX: 515-280-1490	60 1946	N/A N/A	Robert R. McGowen John Schmidt	Tax, audit, bus. cons., succession planning, bus. valuation, fraud deterrence, QuickBooks consult, red flag rep.	www.mhscpa.com rbreuss@mhscpa.com
5	PwC US 699 Walnut Ste 1300 DM, IA 50309 515-246-3800	52 1849	N/A N/A	Tessie Johnson N/A	Assurance and audit, tax and consulting services	www.pwc.com
6	Denman & Co. LLP 1601 22nd St Ste 400 WDM, IA 50266 515-225-8400; FAX: 515-225-0149	50 1954	N/A N/A	Mark Wackerbarth Sheila Whalen	Accounting, audit, tax, business consulting, succession planning, business valuation and litigation support	www.denman-cpa.com firm@denman-cpa.com
6	LWBJ 4200 University Ave Ste 410 WDM, IA 50266 515-222-5680; FAX: 515-222-5681	50 1992	N/A N/A	Paul Juffer Lynn Blass	Audit & tax, M&A, succession & estate planning, valuations, financing strategies, bus. advisory, expert witness	www.lwbj.com info@lwbj.com
6	McGladrey LLP 400 Locust St Ste 640 DM, IA 50309 515-284-8660; FAX: 515-284-1545	50 1926	N/A N/A	Rod Foster Kelly Woods	Audit, assurance, tax, business consulting and wealth management	www.mcgladrey.com rod.foster@mcgladrey.com
7	CliftonLarsonAllen LLP 5550 Wild Rose Ln Ste 300 WDM, IA 50266 515-222-4400; FAX: 515-222-4444	47 1960	N/A N/A	Mark Wyzgowski Pat Steffen	Accounting, audit, tax, business valuation, business consulting, estate & succession planning	www.cliftonlarsonallen.com Mark.Wyzgowski@cliftonlarsonallen.com
8	Roth & Company P.C. 666 Walnut St Ste 1450 DM, IA 50309 515-244-0266; FAX: 515-288-8350	40 1990	N/A N/A	Jay Anderson Carlene Hinds	Accounting, audit, tax, IT and business consulting services	www.rothcpa.com info@rothcpa.com
9	Kiesling Associates LLP 7780 Office Plaza Dr South Ste 184 WDM, IA 50266 515-223-0159; FAX: 515-223-5429	34 1952	N/A N/A	Joseph Gerot N/A	Audit, tax & accounting services, compilation of financial statements and individual cert. audits	www.kiesling.com jgerot@kiesling.com
10	Brooks Lodden P.C. 1441 29th St Ste 305 WDM, IA 50266 515-223-7300	30 1984	N/A N/A	Ted Lodden Jennifer Carney	Accounting, auditing, personal and corporate tax, estate tax and financial planning, consulting, valuation	www.brookslodden.com TAL@brookslodden.com
11	Meriwether, Wilson & Co. PLLC 4500 Westown Pkwy Ste 140 WDM, IA 50266 515-223-0002; FAX: 515-223-0430	25 1949	N/A N/A	Susan Chantland Julie Detlefsen	Audits, reviews, tax & accounting services, consulting, payroll/bkcp services and financial planning	www.mwcpa.com info@mwcpa.com
12	Gardiner Thomsen P.C. 10555 New York Ave Ste 200 DM, IA 50322 515-270-1446; FAX: 515-270-1811	23 1964	N/A N/A	Dennis Gardiner Jennifer Bostwick	Audit and tax services and consulting	www.gardinercpa.com dennisg@gardinercpa.com
13	Bergan KDV, Ltd 9207 Northpark Dr Johnston, IA 50131 515-727-5700; FAX: 515-727-5800	16 1987	N/A N/A	Norton Gegner Deena Wilde	Tax, assurance, accounting and payroll, advisory services, business consulting, technology consulting	www.bergankdv.com
13	Hamilton, Juffer & Associates LLP 666 Grand Ave Ste 2400 DM, IA 50309 515-245-3737; FAX: 515-245-3738	16 2006	N/A N/A	Randall Hamilton Linda Wharton	Accounting, income taxes, tax, estate & financial planning, wealth mgmt., non-profit taxes, 5500 reporting	www.hamiltonjuffer.com rhamilton@hamiltonjuffer.com
14	Tarbell & Co. PLC 2130 Grand Ave DM, IA 50312 515-282-0200; FAX: 515-282-0245	15 1978	N/A N/A	Angela Reed Sandy Bohan	Business and individual tax preparation, accounting services, tax planning, QuickBooks assistance, mgt advisory	www.tarbellcpa.com info@tarbellcpa.com
15	Community CPA.com 3816 Ingersoll Ave DM, IA 50312 515-288-3188; FAX: 515-288-3370	14 1998	N/A N/A	Ying Sa N/A	Audit, tax, accounting, business consultation	www.communitycpa.com CPA@communitycpa.com
15	The Vroman Group LLP 6601 Westown Pkwy Ste 250 WDM, IA 50266 515-278-4531; FAX: 515-270-4574	14 2005	N/A N/A	Jeffrey Vroman Tina Renda	Tax preparation and consulting, accounting services, business and financial consulting	www.vromancpa.com firm@vromancpa.com
16	BKD 4201 Westown Pkwy Ste 124 WDM, IA 50266 515-418-9888; FAX: 515-418-9846	13 1923	N/A N/A	Marv Debner Jill Huston	Audit, tax, business consulting, structuring and planning	www.bkd.com mdebner@bkd.com
17	Timmins, Kroll & Jacobsen LLP 10550 New York Ave Ste 200 DM, IA 50322 515-270-8080; FAX: 515-276-8329	12 1945	N/A N/A	Don Timmins N/A	Audit, accounting, tax, financial planning, business advisory services, estate, retirement & succession	www.tjkcpa.com
18	Coco & Ermels P.C. 925 Ninth St WDM, IA 50265 515-223-1457; FAX: 515-223-4284	11 1969	N/A N/A	Martin Ermels N/A	Business accounting and payroll services, income tax services, IRS negotiations and management services	mermels@cocoermelscpa.com
19	Faller, Kincheloe & Co, PLC, CPAs 2721 SW 30th St DM, IA 50321 515-362-5672; FAX: 515-362-5674	9 1977	N/A N/A	Alan Kincheloe N/A	Accounting, auditing, all types of tax preparation, monthly bookkeeping, payroll processing, business consulting	www.FKCCpa.com alank@fkccpa.com
20	Cremers Holtzbauer & Nearmyer P.C. 6200 Aurora Ave Ste 600 W Urbandale, IA 50322 515-274-4804; FAX: 515-274-4807	8 1979	N/A N/A	Dale Cremers Jeanne Hummel	Audit, accounting, tax, business consulting, forensic and litigation support services	www.chncpa.com info@chncpa.com
21	Martens & Co. CPA LLP 4949 Pleasant St Ste 104 WDM, IA 50266 515-223-4841; FAX: 515-223-0851	7 1972	N/A N/A	Richard Atterbury Linda Ridenour	Audit, accounting, tax, financial & estate planning, business consulting and computer consulting	www.martenscocpa.com atterbury@martenscocpa.com
22	Rhodes, Wieder & Ellis P.C. 2900 Westown Pkwy Ste 130 WDM, IA 50266 515-244-9606; FAX: 515-244-9665	6 2008	N/A N/A	Scott Rhodes Mary Kunz	Accounting, income tax prep, financial statement services, payroll processing, business consulting, tax planning	www.rwecpa.com scott@rwecpa.com
22	Short & Company, CPA, P.L.C. 225 NE Dartmoor Dr Ste 100 Waukee, IA 50263 515-987-8916; FAX: 515-987-3884	6 1993	N/A N/A	Ronald Stallman Ronald Stallman	Accounting, payroll services, business & individual tax preparation and consulting & QuickBooks consultation	www.shortcpa.net rstallman@shortcpa.net
23	Pittman & Co. LLP 40 Omega Place 8525 Douglas Ave DM, IA 50322 515-276-2727; FAX: 515-276-9611	5 1984	N/A N/A	John Pittman N/A	Auditing, tax planning & preparation, business planning, estate planning & succession planning	www.pittmancpa.com john@pittmancpa.com
23	The Planners Tax and Accounting, Inc. 1012 Grand Ave WDM, IA 50265 515-224-0149; FAX: 515-224-0481	5 1987	N/A N/A	Richard Siron N/A	Tax prep, bookkeeping, payroll processing, financial statements, IRS & state government representation	rsiron@plannersgroup.com



West Des Moines Location



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CREDIT UNIONS*

Ranked by total assets as of June 2015

Rank	Name Address Phone	Total Assets June 2014	Total Loans June 2014	Shares and Deposits June 2014	No. Members	CEO	Year Est.	Insured By	Website Email
1	Veridian Credit Union 2005 Ingersoll Ave DM, IA 50309 515-289-1822	\$2,734,949,445	\$1,991,402,536	\$2,419,632,566	190,345	Monte Berg	1934	NCUA	www.veridiancu.org msremail@veridiancu.org
2	Collins Community Credit Union 2524 Post St DM, IA 50310 515-274-0939	\$850,411,903	\$617,007,564	\$707,593,165	67,129	Richard Benhart	1940	NCUA	www.collinscu.org jphillips@collinscu.org
3	Community Choice Credit Union 8404 NW 62nd Ave Johnston, IA 50131 515-334-8100	\$441,371,977	\$351,308,031	\$397,869,391	43,933	Roger Reiser	1953	NCUA	www.comchoicecu.org contactus@comchoicecu.org
4	Greater Iowa Credit Union 1630 22nd St WDM, IA 50266 515-228-1809	\$347,645,048	\$254,598,981	\$306,259,718	31,359	Scott Zahnle	1932	NCUA	www.greateriowacu.org cumail@greateriowacu.org
5	Financial Plus Credit Union 1831 25th St WDM, IA 50266 515-224-1222	\$165,734,777	\$74,666,798	\$147,804,349	14,501	Dave Cale	1929	NCUA	www.financialpluscu.com general@financialpluscu.com
6	Premier Credit Union 800 9th St DM, IA 50309 515-282-1611	\$139,697,707	\$103,524,291	\$120,861,489	15,359	Steve Flamm	1933	NCUA	www.premiercu.org
7	Affinity Credit Union 475 NW Hoffman Ln DM, IA 50313 515-288-7225	\$84,941,031	\$66,210,610	\$75,387,088	11,666	Jason Crooks	1949	NCUA	www.affinitycuia.org info@affinitycuia.org
8	First Class Credit Union 2051 Westown Pkwy WDM, IA 50265 515-224-4300	\$68,732,314	\$34,488,945	\$61,368,173	8,803	Kent Strawn	1925	NCUA	www.gofirstclass.org
9	Des Moines Police Officers Credit Union 423 E. Court Ave DM, IA 50309 515-243-2677	\$50,511,624	\$31,665,919	\$42,745,969	3,533	Andy Fogle	1931	NCUA	www.dmpo-cu.org info@dmpo-cu.org
10	Des Moines Metro Credit Union 100 University Ave DM, IA 50314 515-283-4195	\$50,321,139	\$22,028,981	\$43,824,276	5,983	Brent Helin	1938	NCUA	www.dmmcu.org
11	Tradesmen Community Credit Union PO Box 1496 DM, IA 50305 515-243-8735	\$47,245,884	\$25,946,700	\$40,524,723	5,600	Rachel Ballenger	1954	NCUA	www.tradesmencu.org askus@tradesmencu.org
12	Midland Credit Union 2891 106th St Urbandale, IA 50322 515-278-1994	\$45,566,883	\$30,546,598	\$38,901,721	4,158	Becky DeVries	1933	NCUA	www.midlandcu.org geninfo@midlandcu.org
13	United Service Credit Union 909 9th St WDM, IA 50265 515-867-2200	\$41,046,295	\$13,144,598	\$37,130,819	4,061	Mary Jo Healy	1955	NCUA	www.unitedservicecu.org info@unitedservicecu.org
14	Capitol View Credit Union 1000 East Grand Ave DM, IA 50319 515-725-2167	\$32,239,839	\$20,990,836	\$26,904,127	2,022	Brent Kowalsky	1944	NCUA	www.capview.com cvcu@dw.com
15	The Cornerstone Credit Union 414 61st St DM, IA 50312 515-247-7049	\$20,392,591	\$11,717,777	\$18,207,148	5,507	Gary Key	1931	NCUA	www.cornerstonecreditunion.com
16	Village Credit Union 601 E. Court Ave DM, IA 50309 515-243-4400	\$11,868,156	\$7,032,249	\$10,329,744	2,706	Debbie Whittie	1967	NCUA	www.villagecu.org
17	Polk County Schools Employees Credit Union PO Box 7555 Urbandale, IA 50323 515-276-6083	\$10,474,257	\$4,063,043	\$9,308,255	1,670	Linda Pioch	1960	NCUA	www.polkcountyschoolscu.com pcsecu@mcleodusa.net
18	EMC Credit Union PO Box 712 DM, IA 50306 515-243-6289	\$7,907,953	\$2,639,465	\$7,212,576	1,118	Jennifer Ketchum	1936	NCUA	www.emccreditunion.org
19	Des Moines Fire Department Credit Union 900 Mulberry St DM, IA 50309 515-288-2521	\$5,259,890	\$3,229,867	\$4,434,293	969	Michael Williams	1931	NCUA	
20	Polk County Credit Union 111 Court Ave Rm 110 DM, IA 50309 515-244-8647	\$4,913,986	\$3,735,704	\$4,145,903	816	Kristin Katzmman	1955	NCUA	www.polkcountycrreditunion.com pjfilippelli@gmail.com
21	Des Moines Water Works Credit Union 2201 George Flagg Pkwy DM, IA 50321 515-282-1908	\$1,592,440	\$1,157,114	\$1,411,353	495	Norma Thompson	1933	NCUA	

*Iowa Credit Union League information



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BANKS

Ranked by total deposits in Des Moines market

EXECUTIVE PROFILE



Michael Helak

COMPANY U.S. Bank
TITLE Market President
AGE 58
RESIDENCE West Des Moines
EDUCATION Michael Helak
HOMETOWN Philadelphia, PA

Rank	Name Address Phone; Fax	As of 6/30/2015 Des Moines Market Deposits State of Iowa Total Deposits	Holding Company Local FT Employees	No. of Offices in Des Moines Market No. of Total Offices in Iowa	Market Share % in Des Moines Market Share % in Iowa	Top 3 Local Executives	Website Email
1	Wells Fargo Bank N.A. 666 Walnut St DM, IA 50309 515-245-3131	\$3.1 billion \$7.4 billion	N/A 14,000	19 68	19.50% 9.45%	Don Pearson Terry Johnson Shane Zimmerman	www.wellsfargo.com
2	Bankers Trust 453 7th St DM, IA 50309 515-245-2863; FAX: 515-245-2935	\$2.2 billion \$2.3 billion	BTC Financial Corporation 476	19 20	13.80% 3.00%	Suku Radia Tim Kintner Scott Eltjes Don Coffin	www.bankerstrust.com
3	West Bank 1601 22nd St WDM, IA 50266 515-222-2300; FAX: 515-222-2346	\$1.2 billion \$1.4 billion	West Bancorporation Inc. 167	8 3	7.20% 1.75%	Dave Nelson Doug Gulling Brad L. Winterbottom	www.westbankstrong.com info@westbankstrong.com
4	U.S. Bank 520 Walnut St DM, IA 50309 515-245-6176; FAX: 515-247-4919	\$980.3 million \$5.4 billion	U.S. Bancorp 230	15 105	6.13% 6.90%	Michael J. Helak Tim Heuss Cathy Adams	www.usbank.com michael.helak@usbank.com
5	Bank of America 317 Sixth Ave Ste 200 DM, IA 50309 515-235-7211; FAX: 515-235-7009	\$816.8 million \$878.3 million	N/A N/A	5 6	5.10% 1.12%	Deon Pitsor	www.bankofamerica.com
6	Great Western Bank 10101 University Ave Clive, IA 50325 515-223-1607; FAX: 515-223-6057	\$697.2 million \$2.1 billion	Great Western Bancorp, Inc. 75	8 50	4.36% 2.71%	Bill Fajen Doug Bass	www.greatwesternbank.com
7	Bank of the West 7465 Ashworth Rd WDM, IA 50266 515-440-7404; FAX: 515-440-7311	\$589 million \$1.1 billion	BancWest Corp. 84	11 25	3.68% 1.41%	Jodi Beller	www.bankofthewest.com
8	Community State Bank 817 N Ankeny Blvd Ankeny, IA 50023 515-331-3100	\$472.4 million \$472.4 million	Van Diest Investment Co. 175	10 0	2.95% 0.60%	Brian McLoughlin Ronald Nagel	www.bankcsb.com
9	First American Bank 12333 University Ave Clive, IA 50325 515-226-9998; FAX: 515-440-9800	\$349.5 million \$704.7 million	Stark Bank Group Ltd. 126	6 14	2.18% 0.90%	John A. Fisher Kirk C. Besh Jon Ollendick	www.bankfirstamerican.com information@bankfirstamerican.com
10	Iowa State Bank 627 E Locust St DM, IA 50309 515-288-0111; FAX: 515-243-9838	\$304.6 million \$432.6 million	Iowa State Bank Holding Co. 67	5 8	1.90% 0.55%	John C. Burgeson David Ringgenberg Steven C. Hoeksema	www.iowastatebanks.com makephart@iowastatebanks.com
11	Earlham Savings Bank 7300 Lake Dr WDM, IA 50266 515-223-4753; FAX: 515-225-3298	\$237.2 million \$237.2 million	N/A 70	8 8	1.48% 0.30%	Garret W. Hulse Noah B. Hunter Laura Forret William W. Hunter	www.earlhambank.com ebank@earlhambank.com
12	City State Bank 801 Main St Norwalk, IA 50211 515-981-4234; FAX: 515-981-0805	\$224.3 million \$264.7 million	Albrecht Financial Services, Inc. 63	6 8	1.40% 0.34%	Steve Albrecht George Meinecke Phil Kennedy	www.citystatebank.com
13	Northwest Bank 5700 University Ave Ste 100 WDM, IA 50266 515-974-4400; FAX: 515-974-4401	\$174.3 million \$1.1 billion	Northwest Financial Corp. 45	3 21	1.09% 1.40%	Don Nickerson Ed Arndorfer Troy Boelman	www.bank-northwest.com dnickerson@bank-northwest.com
14	Central Bank 6601 Westown Pkwy Ste 140 WDM, IA 50266 515-224-2130	\$167.6 million \$593.7 million	Commercial Financial Corp. 70	8 16	1.05% 0.76%	Arthur S. Meyers Patrick M. Romig	centralbankonline.com ameyers@centralbankonline.com
15	Freedom Financial Bank 1255 Jordan Creek Pkwy WDM, IA 50266 515-223-1113; FAX: 515-223-0707	\$150.3 million \$150.3 million	Freedom Holdings Co. 17	2 2	0.94% 0.19%	David Hill Jeff Payne Heather Miller	www.freedomfinancialbank.com
16	Charter Bank 5526 NW 86th St Johnston, IA 50131 515-331-2265; FAX: 515-331-3311	\$123.6 million \$123.6 million	Johnston Growth Corp. 20	3 3	0.77% 0.16%	Timothy J. Heldt Sharm Sissler J.P. Pearson	charterbanker.com
17	Community Bank 1401 N Jefferson Indianola, IA 50125 515-961-5880; FAX: 515-961-6188	\$115 million \$135.8 million	Community Bancshares Corp 30	4 5	0.72% 0.17%	Keith Welling	www.bankcommunitybank.com communitybank@bankcommunitybank.com
18	Peoples Trust & Savings Bank 12701 University Ave Clive, IA 50325 515-457-8880; FAX: 515-457-8889	\$107.8 million \$220.7 million	Green Circle Investments Inc. N/A	4 9	0.67% 0.28%	Michael Segner Amanda Bryan Brad Boerner	www.ptsbank.com info@ptsbank.com
19	Bank Iowa 1150 Jordan Creek Pkwy WDM, IA 50266 515-225-0710; FAX: 515-226-7370	\$106.9 million \$952.9 million	Bank Iowa Corporation 45	3 24	0.67% 1.22%	Jim Plagge Darlene Carlson John Rathjen	www.bankiowabanks.com mybank@bankiowabanks.com
20	Midwest Heritage Bank 3580 EP True Pkwy WDM, IA 50265 515-278-6541; FAX: 515-343-5818	\$103.6 million \$179.6 million	Hy-Vee, Inc. 50	5 7	0.65% 0.23%	Tony Kaska Tammy Durnan Lisa Hayek	www.mhbank.com customerservice@mhbank.com
21	Lincoln Savings Bank 1375 SW State St Ankeny, IA 50023 515-556-0823	\$102 million \$629.4 million	Lincoln Savings Bank 40	3 17	0.64% 0.80%	Mike Schick Mary Inbody Justine Peebles	www.mylsb.com justine.peebles@mylsb.com
22	Grinnell State Bank 5601 Merle Hay Rd Johnston, IA 50131 515-278-6300; FAX: 515-278-6644	\$100.6 million \$233 million	Grinnell Bancshares, Inc. 25	3 5	0.63% 0.30%	Jon Albert Karelyn Jones Dean Boettcher	www.grinnellbank.com
23	Great Southern Bank 6260 Mills Civic Pkwy WDM, IA 50266 515-422-5136; FAX: 515-422-5135	\$86.9 million \$566.9 million	Great Southern Bancorp Inc. 43	6 23	0.54% 0.72%	Tom Rude Bev Price Evan Wyrer	www.greatsouthernbank.com
24	Two Rivers Bank & Trust 4500 Westown Pkwy Ste 150 WDM, IA 50266 515-223-3500; FAX: 515-331-3312	\$86.5 million \$579.1 million	Two Rivers Financial Group Inc N/A	4 12	0.54% 0.74%	Bill Sullivan William Mullins	www.tworiversbank.com contactus@tworiversbank.com

* Values rounded to the nearest decimal ** Financial information provided by the FDIC report



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Business Record

BANKS

Ranked by total deposits in Des Moines market

Rank	Name Address Phone; Fax	As of 6/30/2015 Des Moines Market Deposits State of Iowa Total Deposits	Holding Company Local FT Employees	No. of Offices in Des Moines Market No. of Total Offices in Iowa	Market Share % in Des Moines Market Share % in Iowa	Top 3 Local Executives	Website Email
25	Legacy Bank 502 Eighth St SW Altoona, IA 50009 515-967-9981; FAX: 515-967-9984	\$85.3 million \$85.3 million	F.S. Bancor Inc. N/A	4 4	0.53% 0.11%	Robert E. Chittenden Brian T. Chittenden	www.banklegacy.com
26	Regions Bank 2851 86th St Urbandale, IA 50322 515-237-8630	\$81.3 million \$335.6 million	Regions Financial Corp. 15	2 11	0.51% 0.43%	Lisa Pershing	www.regions.com
27	MetaBank 3448 Westown Pkwy WDM, IA 50266 515-226-8474; FAX: 515-447-4242	\$79.9 million \$131.3 million	Meta Financial Group Inc. 25	4 6	0.50% 0.17%	J. Tyler Haahr Troy Moore Steven G. Patterson	www.metabank.com sschnitker@metabank.com
28	Union State Bank 6305 Mills Civic Pkwy Ste 3121 WDM, IA 50266 515-440-2265; FAX: 515-440-0414	\$74.5 million \$74.5 million	Union State Bank N/A	4 4	0.47% 0.10%	Jeff Nolan Anne McKibben	www.USBIOWA.com
29	American Trust & Saving Bank 9350 University Ave Ste 138 WDM, IA 50266 515-224-2300; FAX: 515-224-0054	\$35 million \$796.8 million	AT Bancorp 14	1 11	0.22% 1.02%	Brian Hillebrand	www.americantrust.com bhillebrand@americantrust.com
30	VisionBank of Iowa 925 Gateway Dr Grimes, IA 50111 515-986-5746; FAX: 515-986-5764	\$24.5 million \$306.6 million	Ogden BancShares Inc. N/A	1 8	0.15% 0.39%	Dan Boes Dave Abram Cara Gregory	www.visionbankiowa.com
31	Fidelity Bank 177 S Jordan Creek Pkwy WDM, IA 50266 515-221-0022; FAX: 515-221-3311	\$20.7 million \$58.7 million	Maximum Bancshares Inc. 34	1 3	0.13% 0.07%	Bruce D. Greenfield Rick V. Davis Brian deBuhr	www.fidelity-bank.com
32	TruBank 6205 Mills Civic Pkwy WDM, IA 50266 515-221-0101; FAX: 515-221-1360	\$8.7 million \$100.9 million	IT&S of Iowa Inc. N/A	1 3	0.05% 0.13%	Paul Swenson Brad Sporrer	www.trubank.org
33	Liberty National Bank 5260 NW 86th St Johnston, IA 50131 515-252-3144; FAX: 515-252-3141	\$2.1 million \$52.6 million	N/A 4	1 3	0.01% 0.07%	Jim Langin	www.libertynationalonline.com JimL@libertynationalonline.com
	Mutual of Omaha Bank 5525 Merle Hay Rd Ste 290 Johnston, IA 50131 515-270-1540	N/A \$N/A	N/A N/A	1 N/A	N/A N/A	T. J. Heither	
	The PrivateBank 4201 Westown Pkwy Ste 318 WDM, IA 50266 515-619-6216; FAX: 515-223-6260	N/A \$N/A	PrivateBancorp Inc 2	1 N/A	N/A N/A	Kim A. Butler Chad Schaller	www.theprivatebank.com kbutler@theprivatebank.com

* Values rounded to the nearest decimal ** Financial information provided by the FDIC report

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Business Record

PRESENTS

FORTY

UNDER 40

By the end of 2016, Business Record will have recognized 680 "Forties," coming from every industry and every metro community. While they come from varied career paths, they are living lives far larger than their careers and doing extraordinary things that make our Greater Des Moines community better.

Self-nominations are accepted as well as those by business and community members until 12 noon on Friday, January 15th. This deadline also applies to nominations for the Alumnus of the Year award, recognizing one outstanding example of career achievement and dedication to community.

Nomination forms can be found at businessrecord.com.

Judges are Forty Under 40 alumni and base selection on candidates who have proven commitment to business growth, professional excellence and community service.

SPECIAL FORTY UNDER 40 EDITION OF BUSINESS RECORD:

March 18, 2016

FORTY UNDER 40 PRESENTATION OF HONORS EVENT:

WHEN: March 30, 2016
4:00 - 7:00 P.M.

WHERE: Sheraton West
Des Moines Hotel
5000 University Ave
West Des Moines

TICKETS: \$39 per person
\$375 for table of ten

Register at businessrecord.com/events. This event always sells out so make your reservation early.

DEADLINE FOR ALL NOMINATIONS: 12 noon on Friday, January 15, 2016. Application packets should be delivered to Business Record, 100 4th Street, Des Moines, IA 50303 or emailed to jasonswanson@bpcdm.com

MORTGAGE LENDERS

Ranked by total dollar volume closed

EXECUTIVE PROFILE



Bill Sullivan

COMPANY Two Rivers Bank & Trust
TITLE Central Iowa Market President
RESIDENCE Urbandale
EDUCATION Bachelor's Degree, Drake University
HOMETOWN Rushville, IN

Rank	Name Address Phone; Fax	Total Dollar Volume Closed in 2014*	# Mortgages Closed	Average Value of Mortgages Closed	Year Incorp.	% Government Guaranteed Loans % Adjustable Rate Loans	Local FT Staff Local Loan Officers Top Local Loan Officer	Top 3 Local Executives	Website Email
1	Wells Fargo Home Mortgage One Home Campus DM, IA 50328 1-877-937-9357	\$377.63 million	2,382	\$158,534	1852	26%	8,049 N/A Larry Goodell	Larry Goodell	www.wellsfargo.com
2	Bankers Trust 620 S 60th St WDM, IA 50266 515-222-5893; FAX: 515-222-5885	\$195.31 million	898	\$217,497	1917	9% 10%	20 12 Yvonne Silvers Kim Downing-Manning	Suku Radia Don Coffin Kim Downing- Manning	BankersTrust.com
3	First American Bank Home Mortgage 12333 University Ave Clive, IA 50325 515-226-9998; FAX: 515-440-6999	\$130 million	654	\$198,777	1934	20%	8 6 N/A	John A. Fisher Jon Ollendick	www.mortgage.bankfirstamerican.com jon.ollendick@BankFirstAmerican.com
4	Northwest Bank 5700 University Ave Ste 100 WDM, IA 50266 515-974-4400; FAX: 515-974-4401	\$100.07 million	401	\$249,551	1988	3% 15%	8 6 Travis Simpson	Don Nickerson Travis Simpson	www.bank-northwest.com dnickerson@bank-northwest.com
5	West Bank 1601 22nd St WDM, IA 50266 515-222-2300; FAX: 515-222-2346	\$97.28 million	538	\$189,383	1893	6% 3%	15 7 N/A	Dave Nelson Doug Gulling Brad L. Winterbottom	www.westbankstrong.com info@westbankstrong.com
6	Central Bank 5070 Mills Civic Pkwy WDM, IA 50266 515-222-1144; FAX: 515-222-5995	\$85 million	522	\$162,923	1895	2%	7 N/A Jeff Richter	Karen Benecke- Renken Debbie Dierenfeld Kimberly Foster	centralbankonline.mortgagewebcenter.com central@centralbankonline.com
7	Earlham Savings Bank 7300 Lake Dr WDM, IA 50266 515-223-4753; FAX: 515-225-3298	\$54.05 million	234	\$231,000	1931	0%	15 10 Kenneth Flaherty	William W. Hunter Noah B. Hunter	www.earlhambank.com ebank@earlhambank.com
8	Community State Bank 817 N Ankeny Blvd Ankeny, IA 50021 515-331-3100; FAX: 515-965-1739	\$38.46 million	249	\$154,466	1902	1% 0%	6 2 Cade Lindaman	Cade Lindaman Erin Bearden	www.bankscsb.com clindaman@bankscsb.com
9	Peoples Trust & Savings Bank 12701 University Ave Clive, IA 50325 515-457-8880; FAX: 515-457-8889	\$30 million	156	\$192,000	1917	6.5% 0%	8 5 Jason Olson Molly Maguire Marc Riley	Michael Segner Amanda Bryan John Poley	www.ptsbank.com info@ptsbank.com
10	Bank Iowa 1150 Jordan Creek Pkwy WDM, IA 50266 515-225-0710; FAX: 515-226-2449	\$19.48 million	145	\$134,324	1976	6% 0%	7 3 Cindy Bednarczyk	Jim Plagge	www.bankiowabanks.com mortgages@bankiowabanks.com
11	Neighborhood Finance Corp. 1912 Sixth Ave DM, IA 50314 515-246-0010; FAX: 515-246-0112	\$16.37 million	366	\$44,739	1990	0% 0%	5 3 Patty Gressman	Stephanie Preusch Joni Norman Richard Allen	www.neighborhoodfinance.org
12	Two Rivers Bank & Trust 4320 Westown Pkwy Ste 100 WDM, IA 50266 515-223-3500; FAX: 515-223-3517	\$14.28 million	78	\$183,026	1904	0% 37%	2 2 Katie Wheeler	Katie Wheeler Brian G. Jass	www.tworiversbank.com kwheeler@tworiversbank.com
13	Iowa State Bank 627 E Locust St DM, IA 50309 515-288-0111; FAX: 515-243-9838	\$3.65 million	28	\$130,319	1941	0% 0%	3 10 Kristin Smith	Marsha Kephart Richard D. Frye William G. Finnegan	www.iowastatebanks.com makephart@iowastatebanks.com
	Fairway Independent Mortgage 2400 86th St # 29 Urbandale, IA 50322 515-257-6729; FAX: 866-496-3979	N/A	N/A	N/A	1996	N/A%	N/A N/A Tyler Osby	Tyler Osby	www.wealthwithmortgage.com tyler@tylerosbyteam.com
	Great Southern Bank 6260 Mills Civic Pkwy WDM, IA 50266 515-422-5136; FAX: 515-422-5135	N/A	N/A	N/A	1923	N/A%	N/A N/A N/A	N/A	www.greatsouthernbank.com

* Rounded to the nearest decimal.

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Mortgage Lenders (L-R): Connie Wood, Dana Christiansen, Travis Simpson, Sandra Achilli, Carmen Davis, Brad Bosch, Deb Andersen, Brian Klaas

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INVESTMENT & WEALTH ADVISORS

Ranked by number of local licensed advisors

EXECUTIVE PROFILE



Mark Stadlander

COMPANY Foster Group Inc.
TITLE CEO
AGE 63
RESIDENCE Winterest
EDUCATION B.S. Education, Northwestern College
HOMETOWN Meservey

Rank	Name Address Phone; Fax	Local Licensed Advisors Local Support Staff	Avg. Years of Advisor Experience	Year Est.	Top 3 Local Executives	Services Offered	Website Email
1	Broker Dealer Financial Services Corp. 140 S 68th St Ste 2200 WDM, IA 50266 515-727-6700; FAX: 515-727-6790	150 95	21	1979	Beth Stokes Deb Jackson Michael T. Sherzan	Full service brokerage and insurance	www.bdfs.com bdfs@bdfs.com
2	Central Financial Group 5959 Village View Dr Ste 200 WDM, IA 50266 515-457-1222; FAX: 515-457-1223	135 31	18	1986	Doug Marlow Sonja Gonzalez Brad Whitman Andy Jansen	Life insurance, investments, health and property casualty insurance	www.centralfinancialgroup.com sonja.gonzalez@centralfinancialgroup.com
3	Midwest Region Business Cent./Principal Financial 6701 Westown Pkwy Ste 200 WDM, IA 50266 515-246-4000; FAX: 515-246-4076	100 20	N/A	1912	Larry Reelitz	Insurance and financial services	www.principal.com/midwest/
4	MassMutual Iowa 5550 Wild Rose Ln Ste 100 WDM, IA 50266 515-223-6277; FAX: 515-223-6560	53 10	15	1889	Dave Austin Jeff Kimball	Life insurance, investment products, financial planning	www.iowa.massmutual.com daustin@financialguide.com
5	Northwestern Mutual 2300 128th St DM, IA 50323 515-697-4600; FAX: 515-244-0835	51 40	N/A	1857	Keith Erhard Kalvin Grabau Keele Jeff Byrn	Asset management	desmoines.nm.com
6	Investment Advisors Corp. 140 S 68th St Ste 2200 WDM, IA 50266 515-727-6700; FAX: 515-727-6790	32 20	21	1996	Beth Stokes Deb Jackson Michael T. Sherzan	Third-party asset managers, discretionary platforms and non-discretionary programs	www.joiniac.com bdfs@bdfs.com
7	Wells Fargo Advisors 4344 Corporate Dr WDM, IA 50266 515-254-9400; FAX: 515-254-2955	27 14	25	1852	Dave Jones	Wealth management, financial planning and investment services	www.wfadvisors.com
8	RBC Wealth Management 1250 NW 128th St Ste 200 Clive, IA 50325 515-225-4500; FAX: 515-225-4550	24 12	25	1909	Kirk Abrahamson	Wealth management, retirement planning, estate planning	www.rbcwm-usa.com
8	Wells Fargo Private Bank 666 Walnut St N8200-02D DM, IA 50309 515-245-3202	24 16	20	1852	Terry Johnson Jeff Carpenter	Wealth management, financial planning, insurance investments and more	www.wellsfargo.com
9	Morgan Stanley Wealth Management 801 Grand Ave Ste 3800 DM, IA 50309 515-288-6555; FAX: 515-283-7085	23 20	25	1873	James F. Willer Amy P. Beauchamp	Wealth management, financial planning, investments	www.morganstanley.com; www.smithbarney.com
10	Morgan Stanley Wealth Management - West Des Moines 505 Market St Ste 300 WDM, IA 50266 515-224-9195; FAX: 515-224-5559	20 13	25	1873	Scott R. Frost	Wealth management, financial planning, investments	www.morganstanley.com
11	Waddell & Reed 4201 Westown Pkwy Ste 330 WDM, IA 50266 515-278-2347	18 3	20	1937	N/A	Financial planning, investments and brokerage services	www.waddell.com, www.desmoines.wrfa.com
12	Foster Group Inc. 6601 Westown Pkwy Ste # 100 WDM, IA 50266 515-226-9000; FAX: 515-224-4970	15 24	14	1989	Mark Stadlander Reed Rinderknecht Kent Kramer	Fee-only investment management for individuals, institutions and qualified plans	www.fostergrp.com info@fostergrp.com
13	Bankers Trust Wealth Management and Trust Services 453 7th St DM, IA 50309 515-245-2863	14 60	25	2003	Suku Radia Scott Eltjes Chuck Leibold	Comprehensive advice and support in the accumulation, growth, preservation, and transfer of wealth	www.bankerstrust.com selajes@bankerstrust.com
13	Merrill Lynch 400 Locust St Ste 600 DM, IA 50309 515-245-8000	14 7	20	1950	Mark Malone	Wealth management, financial advisory	www.ml.com Mark.d.malone@ml.com
13	UBS Financial Services Inc. 5465 Mills Civic Pkwy Ste 301 WDM, IA 50266 515-222-0585; FAX: 515-222-0689	14 7	23	1978	Timothy P. Woods	Wealth management, retirement planning, financial planning	www.ubs.com Timothy.p.woods@ubs.com
14	Miles Capital, Inc. 1415 28th St Ste 200 WDM, IA 50266 515-453-8400	13 9	15	1982	David Miles Greg Boal	Offers independent & customized asset mgmt, specialty advisory services & capital markets insights	www.miles-capital.com info@miles-capital.com
15	Thrivent Financial 5404 NW 88th St Johnston, IA 50131 515-276-1527; FAX: 515-278-0372	12 6	12	1902	Doug Balvanz	Financial planning, wealth management, life insurance, investment strategies and retirement plans	www.thrivent.com RFO365@thrivent.com
16	First Heartland Financial Group, Inc. 1350 NW 138th St Ste 300 Clive, IA 50325 515-273-5120; FAX: 515-273-5128	11 3	10	2001	Jason L. Blomgren Ben J. Bruins	Retirement planning, health insurance, disability insurance, life insurance, investments	firstheartlandfinancialgroup.com First_heartland@hotmail.com
16	Raymond James & Associates 1601 West Lakes Pkwy Ste 210 WDM, IA 50266 515-226-7890; FAX: 515-440-0818	11 4	20	1998	Steve DeVenney Doug Northrop	Investment and financial services	www.raymondjames.com
17	Franke & Associates, a financial advisory practice of Ameriprise Financial 2600 Westown Pkwy Ste 110 WDM, IA 50266 515-273-3187; FAX: 515-273-3199	10 5	28	1987	Deniz T. Franke Michael Franke	Complete investment & asset management, wealth management and estate planning	denizfranke.com Deniz.T.Franke@ampf.com
17	VisionPoint* 1601 West Lakes Pkwy Ste 200 WDM, IA 50266 515-224-4032; FAX: 515-224-0653	10 8	15	1981	James Mars	Financial planning, wealth management, investment strategies and retirement plans	www.vpadvisor.com
18	Insight Wealth Group 6600 Westown Pkwy Ste 190 WDM, IA 50266 515-273-1333; FAX: 515-224-7442	9 2	10	2012	Andrew T. Dorr Andrew D. Kleis Kariton D. Kleis	Financial planning, wealth management and investment strategy services for high net worth families	www.insightwealthgroup.com Information@InsightWealthGroup.com
19	HJN Advisors LLP 666 Grand Ave Ste 2400 DM, IA 50309 515-245-3840; FAX: 515-245-3738	8 3	25	2007	Bradley W. Clark Ken Noyce Matt Juffer	Comprehensive wealth management services to successful individuals, corporate executives & families	www.hjnadvisors.com bclark@hjnadvisors.com
20	Jesse, Keeling & Associates A financial advisory practice of Ameriprise Financial Services, Inc. 12247 Stratford Dr Clive, IA 50325 515-453-9424; FAX: 515-453-9436	7 5	10	1990	Dave Jesse Rich Keeling	Financial planning, banking & cash management, insurance, investments, retirement planning	www.ameriprise.com

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INVESTMENT & WEALTH ADVISORS

Ranked by number of local licensed advisors

Rank	Name Address Phone; Fax	Local Licensed Advisors Local Support Staff	Avg. Years of Advisor Experience	Year Est.	Top 3 Local Executives	Services Offered	Website Email
20	U.S. Bank NA - Private Client Group 520 Walnut St DM, IA 50309 515-245-6314; FAX: 515-245-6313	7 4	17	1890	Kent Reiff Cathy Adams Travis Allen	We strive to help individuals and families build, manage, preserve and transfer their wealth	www.usbank.com
21	Syverson Strege and Company 4125 Westown Pkwy Ste 104 WDM, IA 50266 515-225-6000; FAX: 515-225-6888	6 11	25	1997	Brian McKibban Johnne Syverson David Strege Walt Mozdzer	Fee-only financial planning firm offering retirement, estate, philanthropic & investment planning	www.onlyworkforyou.com
22	Bearence Management Group 1045 76th St Ste 4000 WDM, IA 50266 515-327-8450; FAX: 515-327-8457	5 2	23	2005	Joe Teeling Dan Seemuth Paul Schulte	Investment management, wealth management, 401k, retirement planning and life insurance	www.bearence.com info@bearence.com
22	Compass Financial Services 4801 Westown Pkwy WDM, IA 50266 515-327-1020; FAX: 515-440-1618	5 4	20	1997	Kurtis S. Pearson	Independent, fee-based firm offering custom-tailored plans and income-focused investment strategies	www.compassiowa.com
22	Gremler Financial Group 4140 Grand Ave DM, IA 50312 515-453-2222; FAX: 515-453-2225	5 30	15	1993	Mark Gremler Jared Sutton James Wessels	Financial planning, investment management, insurance, tax and estate planning strategies	www.gremlerfinancial.com mark.gremler@voyafa.com
22	Robert W. Baird & Co. Inc. 4500 Westown Pkwy Ste 201 WDM, IA 50266 515-327-0024; FAX: 515-327-0038	5 2	20	1975	Charles E. Wheeler Alec H. Turner Mike Milligan	Wealth management, asset management, fixed income sales	www.rwbaird.com
23	CAPTRUST Financial Advisors 3001 Westown Pkwy Ste 100 WDM, IA 50266 515-657-4100	4 2	N/A	1997	Jim Pierce Jean Duffy Andrew (AJ) Shimp	Retirement plan advisory services, private wealth management, non-qualified executive benefits	www.captrustadvisors.com
23	Gilbert & Cook Inc. 2670 106th St Ste 220 Urbandale, IA 50322 515-270-6444; FAX: 515-270-6446	4 11	15	1993	Marlis Gilbert Linda Lundstrom Cook Chris C. Cook	Sophisticated strategies for complex wealth management situations	www.gilbertcook.com cshindler@gilbertcook.com
23	McGladrey Wealth Management 400 Locust St Ste 640 DM, IA 50309 515-284-8660; FAX: 515-284-1545	4 3	20	1926	Chad Tramp Aaron Schomer Kevin Lors	Business transition/succession planning; estate/retirement/financial planning; investment advisory	www.mcgladrey.com chad.tramp@mcgladrey.com
24	Chartered Financial Services Ltd. 936 Eighth St WDM, IA 50265 515-224-0596; FAX: 515-224-0597	3 3	25	1974	R. John Badger, Jr.	Financial planning, retirement planning, wealth management and cash flow management	chartered@johnbadger.com
24	Financial Partners Group 4400 Westown Pkwy Ste 301 WDM, IA 50266 515-223-9200; FAX: 515-223-3842	3 2	20	2002	Joel C. Magruder Kurt Maher Jason Kirke	Professional financial planning, retirement & income planning, financial education, retirement plans	www.financialpartnersgroup.net jmagruder@financialpartnersgroup.net
24	Legacy Financial Group 2400 NW 86th St Ste 25 Urbandale, IA 50322 515-334-5266; FAX: 515-727-4263	3 5	11	2000	Brian J. Hood Michael F. Banasiak Scott R. Arnburg	Personalized financial planning and wealth management; financial wellness education in the workplace	www.LFGplanners.com info@LFGplanners.com
24	Marsh Cook Investment Group 2457 106th St Urbandale, IA 50322 515-421-4002	3 1	15	2010	Tyler B. Marsh Ted Nahas Marv Cook	Wealth management, financial planning, investment strategies and retirement plans	www.marshcookinvestment.wfadv.com kelly.steer@wafanet.com
24	Northwest Bank 5700 University Ave Ste 100 WDM, IA 50266 515-974-4400; FAX: 515-974-4401	3 2	6	1988	Don Nickerson Ed Arndorfer Troy Boelman	Asset management, 401k	www.bank-northwest.com dnickerson@bank-northwest.com
24	Regions Financial Corp. 2851 86th St Urbandale, IA 50322 515-237-8647	3 1	N/A	1856	Bill Kurtz	Unbiased customized financial strategies tailored to each clients situation	
25	AO Wealth Advisory 4501 NW Urbandale Dr Ste 200 Urbandale, IA 50322 515-224-7849	2 2	13	2010	Adam Obrecht	Our mission is to help clients maximize what they earn, invest wisely and give generously	www.aowealthadvisory.com aobrecht@aowealthadvisory.com
25	CSB Financial Advisors 817 N Ankeny Blvd Ankeny, IA 50023 515-252-1292; FAX: 515-964-1563	2 2	25	1999	Ken Wilson	Financial advisors in all 10 metro locations specializing in 401k rollovers and IRAs	www.bankcsb.com kwilson@bankcsb.com
25	McLaughlin Team 4201 Westown Pkwy Ste 330 WDM, IA 50266 515-278-2347; FAX: 515-278-4324	2 1	17	1985	Tim McLaughlin	Comprehensive financial planning and investment advice	www.mclaughlin.wrfa.com cmclaughlin@wradvisors.com
25	Mokosak Advisory Group 2900 100th St Ste 102 Urbandale, IA 50322 515-223-5404; FAX: 515-223-5436	2 3	18	1990	Frank Mokosak	Independent, Investment Advisory firm specializing in retirement and estate planning	www.MokosakAdvisoryGroup.com frank@mokosakag.com
25	The Bryton Cos. 1466 28th St Ste 100 WDM, IA 50266 515-223-1601; FAX: 515-223-9301	2 2	18	1987	David Creighton, Jr.	Life, health & disability insurance, annuities, 401(k), Medicare supplement	www.bryton.com dcreightonjr@bryton.com
25	The Masters Group 1250 SW State St Ste E Ankeny, IA 50023 515-964-9671; FAX: 515-964-9672	2 3	20	1993	Tim Hawkins Ron Dougherty	Financial planning, IRA/retirement plan distribution strategies, business retirement plans, divorce	www.mastersgroupinc.com
25	The Planners Professional Services Inc.* 1012 Grand Ave WDM, IA 50265 515-224-0149; FAX: 515-224-0481	2 4	25	1985	David McNamara Dean M. Nihart	Financial planning, investment planning, retirement planning	www.plannersgroup.com
25	Wealth Enhancement Group 1055 Jordan Creek Pkwy Ste 224 WDM, IA 50266 515-224-1770	2 3	16	2007	Jim Sandager Erik Severson	Financial, estate & distribution planning, tax strategies, retirement plan consulting and insurance	www.wealthenhancement.com info@wealthenhancement.com
26	Fett Financial Services 5959 Village View Dr Ste 200 WDM, IA 50266 515-457-1222	1 1	33	2013	Curtis Fett	Independent Financial Advisor offering financial planning and services.	www.fettfinancialservices.com cfett@aicinvest.com
26	Grinnell Investor Center 5601 Merle Hay Rd Johnston, IA 50131 515-278-6300; FAX: 515-278-6644	1 1	8	2002	N/A	Investment and financial services, insurance	www.grinnellbank.com
26	Wiley Financial 6165 NW 86th St Johnston, IA 50131 515-727-1710; FAX: 515-727-1633	1 1	20	2003	Robert A. Wiley	Values-based personalized financial planning	www.wileyfinancial.com

* 2015 Book of Lists information

FOSTER GROUP®



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LIFE INSURANCE COMPANIES

Ranked by total assets

EXECUTIVE PROFILE



Christopher Littlefield

COMPANY Fidelity & Guaranty Life Insurance Co.
TITLE President & CEO
AGE 49
RESIDENCE Waukee
EDUCATION B.S. Finance, University of Arizona; J.D., University of Iowa
HOMETOWN Scottsdale, AZ

Rank	Name Address Phone; Fax	Total Assets Year Ended 12/31/2014	Net Income (Loss)*	Premium & Annuity Considerations*	Net Capital Gains (Loss)	Capital & Surplus	Local FT Employees Year Incorp.	Types of Coverage Offered in Iowa	Top 3 Local Executives Office/Purchasing Manager	Website Email
1	The Principal Financial Group 711 High St DM, IA 50392 515-247-5111	\$219.1 billion	\$1.1 billion	\$3.7 billion	\$14.7 million	\$10 billion	6,066 1879	Life, disability, dental, vision, critical illness	Larry Zimpleman Jim McCaughan Dan Houston Wayne Ellis	www.principal.com
2	American Equity Investment Life Holding Co. 6000 Westown Pkwy WDM, IA 50266 515-221-0002; FAX: 515-221-9989	\$36.1 billion	\$340 million	\$3.9 billion	\$3.3 million	\$2 billion	448 1995	Fixed annuities, fixed index annuities and life insurance	David Noble John Matovina Ron Grensteiner	www.american-equity.com info@american-equity.com
3	Fidelity & Guaranty Life Insurance Co. Two Ruan Center 601 Locust St 14th Fl DM, IA 50309 800-445-6758	\$24.8 billion	\$162.7 million	\$2.6 billion	(\$4.2 million)	\$1 billion	57 1959	Fixed indexed annuities, fixed annuities, and life insurance	Christopher J. Littlefield Christopher S. Fleming Eric L. Marhoun Richard Candor	www.FGLIFE.com Investor.Relations@FGLIFE.com
4	EquiTrust Life Insurance Co.** 7100 Westown Pkwy Ste 200 WDM, IA 50266 877-249-3694; FAX: 515-453-3400	\$12.6 billion	N/A	N/A	N/A	N/A	102 1966	Annuities and life insurance	Ana Bumgardner Jeanne Taylor Rosemary Parson	sales.support@equitrust.com
5	Farm Bureau Life Insurance Company 5400 University Ave WDM, IA 50266 515-225-5400; FAX: 515-225-5604	\$8.1 billion	\$97.4 million	\$656.4 million	(\$406,000)	\$552 million	955 1945	Life insurance and annuities	James P. Brannen Donald J. Seibel Raymond W. Wasilewski	www.fbfs.com mainmail@fbfs.com
6	Homesteaders Life Company 5700 Westown Pkwy WDM, IA 50266 515-440-7777; FAX: 515-440-7690	\$2.5 billion	\$12.4 million	\$515 million	\$0	\$162 million	152 1906	Pre-need life insurance	Stephen Lang Steve Shaffer Steve Pick Karla Kramer	www.homesteaderslife.com 4preneed@homesteaderslife.com
7	EMC National Life Company 699 Walnut St Ste 1100 DM, IA 50309 515-237-2000; FAX: 515-237-2120	\$1 billion	\$10.4 million	\$57.8 million	N/A	\$99 million	79 1962	Individual life and annuities and workplace/group life	Bruce G. Kelley Eric Faust Chris Frazier Tammy Snyder	www.emcnationalife.com efaust@emcnl.com
8	American Republic Insurance Co. 601 Sixth Ave DM, IA 50334 515-245-2000; FAX: 515-245-2305	\$802.5 million	\$34.1 million	\$297.9 million	\$865,000	\$468 million	297 1929	Medicare supplement and short-term convalescent care	Thomas A. Swank Timothy Hall Mark Movic Mary Garnas	www.americanenterprise.com mary.huston@americanenterprise.com

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EXECUTIVE PROFILE



Larry Jansen

COMPANY Grinnell Mutual Reinsurance Company
TITLE President, CEO
AGE 68
RESIDENCE Grinnell
EDUCATION MBA, University of Iowa
HOMETOWN State Center

Rank	Name Address Phone; Fax	Total Assets Year Ended 12/31/2014	Net Income (Loss)	Net Premiums Written Premiums Earned	Local FT Year Incorp. Employees	Types of Coverage Offered	Top 3 Local Executives	Website Email
1	Nationwide 1100 Locust St DM, IA 50391 877-669-6877	\$195 billion	\$341 million	\$18 billion \$18 billion	4,269 1909	Personal & Commercial P&C insurance & long-term retirement savings products	Jeff Rommel Brad Liggett Monica Friedman	www.nationwide.com
2	Chubb Group of Insurance Cos. 4800 Westown Pkwy Ste 324 WDM, IA 50266 515-440-8140; FAX: 515-440-8160	\$51 billion	\$2 billion	\$13 billion \$12 billion	26 1882	Commercial, personal and specialty insurance	Richard D. Mauk	www.chubb.com
3	Farm Bureau Life Insurance Company 5400 University Ave WDM, IA 50266 515-225-5400; FAX: 515-225-5604	\$8 billion	\$97 million	N/A N/A	955 1945	Life insurance and annuities	James P. Brannen Donald J. Seibel Raymond W. Wasilewski	www.fbfs.com mainmail@fbfs.com
4	EMC 717 Mulberry St DM, IA 50309 515-280-2511; FAX: 515-345-2895	\$4 billion	\$85 million	\$2 billion \$2 billion	1,176 1911	All lines property/casualty insurance, commercial and personal	Bruce G. Kelley	marketing@emcins.com
5	Farm Bureau Property & Casualty Group 5400 University Ave WDM, IA 50266 515-225-5400; FAX: 515-225-5604	\$2 billion	\$71 million	\$1 billion \$1 billion	955 1939	Property/casualty insurance, business & personal lines	James P. Brannen Donald J. Seibel Daniel D. Pitcher	www.fbfs.com mainmail@fbfs.com
6	GuideOne Insurance 1111 Ashworth Rd WDM, IA 50265 515-267-5437; FAX: 515-267-2440	\$2 billion	\$34 million	\$555 million \$543 million	501 1947	Auto, home, church, school and senior living communities	James D. Wallace Scott Reddig Andy Noga	www.guideone.com mstonewall@guideone.com
7	Grinnell Mutual Reinsurance Company 4215 Highway 146 S Grinnell, IA 50112 641-269-8000	\$914 million	\$59 million	\$484 million \$474 million	675 1909	Farm, home, auto, commercial direct property and casualty lines;reinsurance	Larry J. Jansen David Matthew Wingert Jeffrey Robert Menary	www.grinnellmutual.com
8	Farmers Mutual Hail Insurance Co. of Iowa 6785 Westown Pkwy WDM, IA 50266 800-247-5248; FAX: 515-282-1220	\$676 million	(\$31 million)	\$390 million \$389 million	316 1893	Crop insurance, farm property and casualty, and reinsurance	Ronald P. Rutledge Darin L. Roggenburg Shannon D. Rutledge	www.fmh.com
9	IMT Insurance Group 4445 Corporate Dr WDM, IA 50266 515-327-2777; FAX: 515-457-5657	\$310 million	\$5 million	\$180 million \$173 million	218 1884	Property/casualty, home, auto and business	Sean Kennedy Greg Blythe	www.imtins.com greg.blythe@theimtgroup.com
	Agri General Insurance Co. 9200 Northpark Dr Ste 300 Johnston, IA 50131 515-559-1000; FAX: 515-559-1001	N/A	N/A	N/A N/A	N/A 1983	Property, casualty and crop insurance	Mike Coleman	www.rainhail.com
	Continental Western Group (A W.R. Berkley Company) 11201 Douglas Ave Urbandale, IA 50322 515-473-3000; FAX: 515-473-3015	N/A	N/A	N/A N/A	218 1886	Commercial property and casualty, agribusiness and specialty insurance	Michael G. Connor	www.cwngins.com
	Indiana Insurance, member of Liberty Mutual Group 1245 Jordan Creek Pkwy Ste 200 WDM, IA 50266 515-471-3600; FAX: 515-471-3667	N/A	N/A	N/A N/A	N/A 1851	Commercial, school and specialty insurance	Dan Wolfe	www.indiana-ins.com
	Iowa Solutions 401 Grand Ave WDM, IA 50265 515-309-5000	N/A	N/A	N/A N/A	20 1999	N/A		www.iowasolutions.com lauren@iowasolutions.com

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INSURANCE BROKERAGES & AGENCIES

Ranked by number of local full-time employees

EXECUTIVE PROFILE



Rod Warren

COMPANY Professional Solutions Insurance Services
TITLE President
RESIDENCE Clive
EDUCATION BBA and MBA, University of Iowa
HOMETOWN Des Moines

Rank	Name Address Phone; Fax	Local FT Employees Year Est.	Top 3 Local Executives	Lines of Insurance Sold	Website Email
1	Mercer Consumer 12421 Meredith Dr Urbandale, IA 50398 515-243-1776	1,100 1998	Peter Constant	Life, P&C, auto, home	mercerc.com
2	GuideOne Insurance 1111 Ashworth Rd WDM, IA 50265 1-877-448-4331	501 1947	James D. Wallace Scott Reddig Andy Noga	Churches, schools (K-12), higher education institutions, home care providers, senior living communities, auto, homeowners and renters	www.guideone.com
3	Voya Financial 909 Locust St DM, IA 50309 515-698-7000	364 1867	Chad Tope Leah Hoppe	Annuities, life insurance, employee benefits	voya.com
4	Holmes Murphy & Associates 3001 Westown Pkwy WDM, IA 50266 515-223-6800; FAX: 515-223-6944	255 1932	Dan Keough Craig Hansen John Hurley	Property Casualty, Employee Benefits	www.holmesmurphy.com
5	Rain and Hail LLC* 9200 Northpark Dr Ste 300 Johnston, IA 50131 515-559-1000; FAX: 515-559-1001	200 1981	Bob Haney	Property, casualty and crop insurance	www.RainHail.com
6	Midwest Region Business Cent./Principal Financial 6701 Westown Pkwy Ste 200 WDM, IA 50266 515-246-4000; FAX: 515-246-4076	120 1912	Larry Reelitz	Insurance and financial services	www.principal.com/midwest/
7	LMC Insurance & Risk Management Inc 4200 University Ave Ste 200 WDM, IA 50266 515-244-0166; FAX: 515-244-9535	110 1865	Greg LaMair Mark Lyons	Property and casualty, employee benefits, surety bonds, retirement plans and risk management services	www.LMCinsurance.com
8	OutcomesMTM 505 Market St Ste 200 WDM, IA 50266 515-237-0001; FAX: 515-237-0002	60 1999	Tom Halterman	Medication therapy management	www.outcomesmtm.com info@outcomesmtm.com
9	Allied General Agency 1100 Locust St DM, IA 50391 888-364-3434	51 1973	Brent Messelheiser	Excess & surplus, specialty, personal lines, commercial lines	agabrokerage.com
10	Arthur J. Gallagher Risk Management Services, Inc. 604 Locust St Ste 800 DM, IA 50309 515-309-6200; FAX: 515-309-6225	50 1932	John Ahrold John Fay Brook Rosenberg	Property casualty, surety bonds, employee benefits	www.ajgrms.com
10	Reynolds & Reynolds Inc. 300 Walnut St Ste 200 DM, IA 50309 515-243-1724; FAX: 515-243-6664	50 1976	Stanley J. Reynolds J. Edgar Williamson Stephen C. Gooding	All lines of insurance	www.reynolds-reynolds.com info@reynolds-reynolds.com
11	Bearence Management Group 1045 76th St Ste 4000 WDM, IA 50266 515-327-8450; FAX: 515-327-8457	47 2005	Joe Teeling Dan Seemuth Paul Schulte	Employee benefits, property & casualty, retirement, continuation planning, HR outsourcing, bonds, individual home, auto and health insurance, corporate & family health	www.bearence.com info@bearence.com
12	Iowa Bankers Insurance & Services Inc. 8800 NW 62nd Ave Johnston, IA 50131 515-286-4300; FAX: 515-280-4214	42 1971	Merritt Krause Dave Hughes Chad McEnroe	All lines of insurance	www.bankers-ins.com
13	Truckers Insurance Associates Inc. 1280 Office Plaza Dr WDM, IA 50266 515-276-7704; FAX: 515-276-1418	36 1943	Gary Albaugh Doug Wilson	Commercial auto, workers' compensation	www.truckers-insurance.com
14	Central Financial Group 5959 Village View Dr Ste 200 WDM, IA 50266 515-457-1222; FAX: 515-457-1223	32 1986	Doug Marlow Sonja Gonzalez Brad Whitman Andy Jansen	Life, annuity, disability income, property casualty, financial planning	www.centralfinancialgroup.com sonja.gonzalez@centralfinancialgroup.com
15	Northwestern Mutual 2300 128th St DM, IA 50323 515-697-4600; FAX: 515-244-0835	30 1857	Keith Erhard Kalvin Grabau Keele Jeff Byrn	Life, disability, long-term care, annuities	desmoines.nm.com
16	The Dana Company 12345 University Ave Ste 300 DM, IA 50325 515-224-4391; FAX: 515-224-4955	27 1989	Dana C. Ramundt Cory Holland	All lines of insurance	www.thedanaco.com dramundt@thedanaco.com
17	Mercer 12421 Meredith Dr # MHB Urbandale, IA 50398 800-686-1024; FAX: 515-365-6602	26 1871	James Green Chad Nicholl John Requist	Strategic consulting & brokerage services for group medical, dental, life, short-term & long-term disability, vision, flex, retirement, communications and investment consulting	www.mercer.com
18	Brokers Clearing House, Ltd. 4546 Corporate Dr Ste 155 WDM, IA 50266 515-223-9479; FAX: 515-224-5948	25 1975	Barbara Crowley Dan Allison Debbie Hannam	Life insurance, annuities, long term care and disability income	www.bchlfe.com bch@bchlfe.com
19	Midwest Heritage Insurance Services 3580 EP True Pkwy WDM, IA 50265 515-278-6541; FAX: 515-343-5818	20 1873	Tony Kaska Michael O'Donnell Mike Edwards	All lines of insurance	www.mhbank.com customerservice@mhbank.com
20	Professional Solutions Insurance Services 14001 University Ave Clive, IA 50325 515-313-4502; FAX: 515-313-4472	19 2006	Rod Warren Joe Soda Barb Clark	Property/casualty insurance	www.psis-ins.com info@psis-ins.com
21	Benefit Source Inc. 4000 Westown Pkwy Ste 110 WDM, IA 50266 515-453-9462; FAX: 515-453-9472	17 1980	Jennifer S. Browne	Full range of employer-sponsored benefit plans, Full range of individual insurance products for under and over age 65 including medical, med supps & part D plans	www.BenefitsSourceInc.com Jennifer@BenefitsSourceInc.com

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INSURANCE BROKERAGES & AGENCIES

Ranked by number of local full-time employees

Rank	Name Address Phone; Fax	Local FT Employees Year Est.	Top 3 Local Executives	Lines of Insurance Sold	Website Email
21	Jester Insurance Services Inc. 303 Watson Powell Jr Way DM, IA 50309 515-243-2707; FAX: 515-243-6862	17 1897	Robert E. Jester John Seefeld Janelle Friedman	Commercial lines, personal lines	
22	Benefit Resources of Iowa 8191 Birchwood Ct Ste E Johnston, IA 50131 515-334-0064; FAX: 515-334-0069	16 2005	Susan Pinckney	Employee benefits	www.briowa.com susie@briowa.com
23	Frank Berlin & Associates, A TrueNorth Company 4949 Westown Pkwy Ste 200 WDM, IA 50266 515-401-2002	15 1968	Bob Sapp Marcia Vetter Frank Berlin	Employee benefits, property casualty and risk management, retirement plans	www.fbanda.com kylem@fbanda.com
23	MassMutual Iowa 5550 Wild Rose Ln Ste 100 WDM, IA 50266 515-223-6277; FAX: 515-223-6560	15 1889	Dave Austin Jeff Kimball	Life, disability, annuities & long-term care insurance	www.iowa.massmutual.com daustin@financialguide.com
24	Two Rivers Insurance Services 4500 Westown Pkwy Ste 277 WDM, IA 50266 515-327-2020; FAX: 515-327-2021	11 1999	Tim Brunkhorst	Property & casualty, bonds, life, group health and employee benefits insurance (2 locations)	www.tworiversins.com
25	Brooks-Lussem Insurance Inc. 10546 Justin Dr Urbandale, IA 50322 515-243-4289; FAX: 515-246-1329	10 1939	Anthony Clem	Auto, home, business, life, health	www.brooks-lussem.com aclem@brooks-lussem.com
25	CSB Insurance Group Inc. 6175 Merle Hay Rd Johnston, IA 50131 515-270-8487; FAX: 515-331-1855	10 1999	Alan Brazelton Paul Veatch Jackie Wicks	Personal, commercial, farm, life, schools & municipalities	www.csbinsurance.com
25	INSPRO Insurance 2501 Westown Pkwy Ste 1104 WDM, IA 50266 515-226-9565; FAX: 515-226-9443	10 1997	Joe Meyers	Property and casualty, bonds, employee benefits	www.insproins.com jmeyers@insproins.com
25	Miller Fidler & Hinke Insurance Agency, Inc. 12035 University Ave Ste 202 Clive, IA 50325 515-223-6757; FAX: 515-223-5344	10 1979	Joey Hinke Dick Fidler	Commercial property & casualty, home & auto, life & health	www.millerfidlerandhinke.com jhinke@mfhins.com
26	Gallagher Benefits Services Inc. 1415 28th St Ste 300 WDM, IA 50266 515-331-3773; FAX: 515-331-3774	9 1983	Al Mataloni Kent McLaughlin	Life, health, annuities, mutual funds, disability, retirement plans, vision, dental, medical	www.gallagherbenefits.com
27	Brown-McNerney-Johnson Insurance Agency 6150 Village View Dr Ste 100 WDM, IA 50266 515-270-6814; FAX: 515-270-1069	8 1933	Daryl R. Johnson	Commercial, auto, home, life, health	www.bmjinsurance.com daryljohnson@bmjinsurance.com
27	Donaghy Kempton Inc. 4000 Sixth Ave DM, IA 50313 515-288-8545; FAX: 515-288-2422	8 1975	Brian J. Donaghy Joel P. Donaghy	Commercial & personal property & casualty	www.dki-ins.com brian@dki-ins.com
27	The Bryton Cos. 1466 28th St Ste 100 WDM, IA 50266 515-223-1601; FAX: 515-223-9301	8 1987	David Creighton, Jr.	Employee benefits, individual life, health, securities	www.bryton.com dcreightonjr@bryton.com
28	Kingston Life & Health 1755 West Lakes Pkwy Ste C WDM, IA 50266 515-223-1114; FAX: 515-223-9994	6 2007	Timothy R. Johnston Ryan Berven	Self-funded Stop Loss Insurance, Captive Pharmacy EPN, Claims Data Analytics, Fully Insured Group and Individual Health Plans, Private Health Exchange, Payroll	www.kingstonlifeandhealth.com timothyj@kingstonlifeandhealth.com
29	Franke & Associates, a financial advisory practice of Ameriprise Financial 2600 Westown Pkwy Ste 110 WDM, IA 50266 515-273-3187; FAX: 515-273-3199	5 1987	Deniz T. Franke Michael Franke	Life, accident, health	denizfranke.com Deniz.T.Franke@ampf.com
30	Summit Structured Settlements 75 SE Frontier Ste 101 Waukee, IA 50263 515-987-6888; FAX: 866-572-4754	4 1988	Stan Harlan Chris M. Harlan	Structured settlement annuities, fixed indexed annuities, Medicare Set Aside Trusts, Settlement Preservations Trust	www.summitsettlements.com info@summitsettlements.com
31	Capital Resource Group LLC 6600 Westown Pkwy Ste 250 WDM, IA 50266 515-270-6044; FAX: 515-270-6024	3 2003	James E. Krist Larry Everett Marlene Noah	Disability and life	www.crgbrokers.com
31	Hays Companies 666 Grand Ave Ste 1717 DM, IA 50309 515-802-3030; FAX: 515-802-3032	3 1994	Steven E. Verbeski Dain Jorgenson	Commercial property and casualty	www.hayscompanies.com
31	Health Insurance Advisor, LLC 5335 Merle Hay Rd Ste 2 Johnston, IA 50131 515-225-9994; FAX: 515-276-1412	3 2010	David R. Van Ahn	Individual and family health, dental, vision, all lines of supplemental medicare coverage	www.health-insadvisor.com jvanahn@health-insadvisor.com
31	Taylor Benefits Inc. 1701 48th St Ste 102 WDM, IA 50266 515-225-3600; FAX: 515-225-0400	3 1996	Layne Taylor	Employee benefits	www.taylorbenefits.com ltaylor@taylorbenefits.com
32	Forbs Export Services LLC The Ruan Center 666 Grand Ave Ste 1837 DM, IA 50309 515-245-3820	2 2012	Adrienne Baughman Stacy Timperley	International Trade Credit Insurance (private and public sectors)	www.ForbsIowa.com info@forbsiowa.com
32	Simon & Associates 7219 Roseland Dr Urbandale, IA 50322 515-221-0404; FAX: 515-221-0577	2 1996	Sam Simon	Employee benefits	www.simonandassoc.com adminsimon@simonandassoc.com

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