

A free resource for the central Iowa business community

CITYVIEW'S

# BUSINESS JOURNAL



## Managing INVENTORY

Local business people offer advice on how they maximize product and reduce waste.

For Nadia Ahissou, Nadia's French Bakery, the biggest inventory challenge is having enough.

By Colson Thayer

"Inventory management is what can dictate some of your cash flow. And as we know, in business, cash is king," said Lisa Shimkat, the state director of America's Small Business Development Center Iowa (SBDC Iowa).

Business is all about maximizing profits and minimizing costs. Inventory management is the same way. Order too much, and inventory becomes obsolete; not ordering enough means missed sales. Optimizing levels of inventory for small businesses is a skill that takes years to master. It becomes even more difficult when that inventory is perishable, or worse, living. Read on for tips from SBDC Iowa on improving inventory management and hear how some Des Moines businesses handle inventory challenges.





## FEATURE

## New way of doing business

The SBDC Iowa provides no-cost counseling to businesses and entrepreneurs. The organization connects about 4,000 clients every year to resources they need to improve their business. They serve an even split of new and existing businesses.

In recent years, Shimkat has heard a fair share of entrepreneurs struggling with inventory management, supply chain shortages or delivery delays due to the pandemic. However, these issues can no longer be blamed on COVID. Businesses must accept the current reality and look into a new way of doing things, she said.

One of the first things SBDC Iowa recommends having is more than one supplier and multiple methods of receiving goods. Developing good relationships with suppliers might come in handy down the road. Shimkat also recommended businesses determine their “just-in-time” inventory, as inventory suppliers can deliver in a short amount of time. Rather than using real estate for a product suppliers can deliver in three to four days, she suggests making smaller orders more frequently. Renting 5,000 square feet instead of 10,000 reduces a fixed cost that can instead help the bottom line.

## Reduce prices

Reducing prices is not always a bad thing. What if a business owner purchases something for \$500, invests another \$500 into it, and asks \$1,200 for it, but in six months still has no buyers interested in it?

“Is it a bad thing to sell it for \$700?” Shimkat asked. “No, because it comes back to the cash flow. Right now, that business owner has \$1,000 locked up in something that no consumer wants...Why not instead find a way to garner some cash, recover some investment from it so you can take that money and make that new money work for you?”

## Listen to customers

According to Shimkat, 75% of new restaurants fail in their first year. The ones that succeed actively listen to customers and involve them in the inventory process.

For restaurants, customers might want something locally sourced, vegan options or allergen-free choices. For retail stores, customers might want items ethically sourced or made in America.

Training staff to engage with customers is a surefire way to hear consumer opinions. But thinking outside the box might offer some more creative solutions. A boutique clothing store in Shimkat's hometown started Wednesday night fashion shows on Facebook Live during COVID. Customers could easily message the account and place an order for pickup later that week. The owners recognized the popularity and continue the tradition weekly to this day.

## Perishable inventory

With perishable inventory, it all comes down to the basics.

“You need to make sure that you have a good inventory system, a good rack system within your cooler and that your employees are trained,” Shimkat said. “[Have] a good rotation system and a good training system for the employees so that it becomes ingrained.”

Recording perishable inventory expiration and receiving dates are a start. Practices like FIFO — first-in-first-out — improve a business' ability to



Lisa Shimkat, state director of America's Small Business Development Center Iowa



Campbell's Nutrition features a variety of grocery items that are organic, local, fairly traded and come from sustainable farming practices.

maximize profits and minimize loss.

Shimkat recommended reaching out to organizations like the Iowa Restaurant Association, CIRAS at Iowa State University or SBDC Iowa for resources on creating menus or building inventory processes.

## Reach out to other businesses

At the end of the day, the best thing business owners can do to improve their inventory management is to reach out to other businesses. It could be within the same industry to gain insight on the best software to use, nearby suppliers, etc. Or reach across industry lines and create partnerships like floral shops, restaurants and booksellers cross-promoting for Mother's Day.

So how do some Des Moines businesses handle the challenge?

## Campbell's Nutrition

Diane Lahodny has owned and operated Campbell's Nutrition for 34 years. They have two locations: 4040 University Ave. in Des Moines and 2749 100th St. in Urbandale. The company sells a variety of grocery items that are organic, local, fairly traded and come from sustainable farming practices.

According to Lahodny, they are having more trouble procuring products now than they did during the pandemic, and she says her business is not the only one with this struggle.

“I belong to a group of little independent stores like this all over the country. We banded together to form an organization, a cooperative, called the Independent Natural Foods Retailers Association,” Lahodny said. “We collectively pool our buying power in order to be able to compete with places like Whole Foods. Not just on pricing but for procurement.”





Vannessa Silva, produce manager of Gateway Market at 2002 Woodland Ave. in Des Moines, says, when it comes to something as perishable as produce, management needs to get their hands dirty and touch every item every day.

Customer feedback and suggestions play an important role at Campbell's. In the backroom, the team has a board covered in customer requests. If an item is up there multiple times, Lahodny gives it a shot. She is also not afraid to stock something for a single customer.

"I see you every week, and you say, 'I love this dishwashing liquid, but could you please get it in lavender?' I'm absolutely going to do that," she said.

## Gateway Market

Vannessa Silva is the produce manager of Gateway Market at 2002 Woodland Ave. in Des Moines. She says, when it comes to something as perishable as produce, management needs to get their hands dirty and touch every item every day. Some items tend to dry out, wrinkle or dimple in less than a day. Silva and her team do what they can to extend shelf life, like spraying fruits and vegetables. Another solution addresses the customers who avoid buying ripe fruit. Gateway will cut them up and sell prepackaged slices or use them in their salads.

"That's another way you can reduce waste and keep an eye on things, finding multiple purposes for your product," Silva said.

To keep inventory manageable, Silva avoids keeping stock in the backroom unless it is a fast-moving item. She wants it all out on the floor, easily visible. To do this, she will order from their main warehouses three times a week and locally once a week.

Climate-related weather issues make acquiring and selling produce even more difficult. Gateway receives products from California or South America, but when those regions experience crop shortages, they will have to go without the products in the store. Additionally, they will have to raise prices on the items they do have.

"Berries — the price has been so high for so long," Silva said. "A lot of our sales were because of berries, and now we can't make those."

Silva worries customers will pivot to chain stores to purchase hard-to-obtain products.

## Nadia's French Bakery

For Nadia Ahissou, the biggest inventory challenge is having enough. Nadia's French Bakery at 2705 Grand Ave. in Des Moines consistently sells out of pastries each day.

"Since I'm working with only my two hands, I try to do what I can," Ahissou said. "I only do what I can do; sometimes it's not enough, but I don't have a choice."

Her storefront opened in January after her popularity soared at the Downtown Farmers' Market in previous years. Right now, she is focused on getting more staff to help her at night to prepare pastries for the morning. She estimated, on slower days, like Mondays, she makes about 15 dozen pastries from scratch.

To keep up with demand, Ahissou orders fresh foods twice a week and ingredients once a week. If



Selling houseplants is not an easy business. The inventory is living, and customers only want perfect products, said Shelby Foote, owner of Art Terrarium at 520 Euclid Ave. in Highland Park.

a supplier falls short or does not deliver on time, she will run to Costco herself to pick up ingredients.

## Art Terrarium

Selling houseplants is not an easy business. The inventory is living, and customers only want perfect products.

"People come in with the mindset of, 'I could kill this plant. I want to start at 100, not at 80%,'" said Shelby Foote, owner of Art Terrarium at 520 Euclid Ave. in Highland Park. "Even our discounted plants, they don't go as quickly."

The unique nature of the industry requires careful consideration when ordering.

"We have to make sure that, when we're purchasing inventory, that it's a plant that we know is going to move within a certain timeframe, or we know it's going to survive and still look nice in our store for a longer period of time," Foote said.

Art Terrarium makes sure their products are taken care of every step of the way. They only use vendors with temperature-controlled vans, use warmers in plant boxes and even arrange the store with optimal levels of light in mind. For Foote, mastering houseplant inventory is learned through trial and error.

"The graveyard is large," she said. "It can be really fun and fancy to buy more exotic plants or specialty plants, but we have to know that it's going to move and people are going to come in here and purchase it." ■





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## COMMERCIAL REAL ESTATE

## COMMERCIAL REAL ESTATE TRANSACTIONS IN POLK COUNTY FROM FEB. 14, 2024 TO MARCH 15, 2024.

**801 S.W. ORDNANCE ROAD, ANKENY**

SALE DATE: 2024-02-15  
 SALE PRICE: \$1,250,000  
 SELLER: CAB HOLDINGS LLC  
 BUYER: FOR THE KIDS IX LLC  
 ACRES: 1.067  
 SQUARE FEET: 18,200

**801 S.W. ORDNANCE ROAD, ANKENY**

SALE DATE: 2024-02-16  
 SALE PRICE: \$2,750,000  
 SELLER: FOR THE KIDS IX LLC  
 BUYER: LEA HOLDING COMPANY 2 LLC  
 ACRES: 1.067  
 SQUARE FEET: 18,200

**5795 N.W. SECOND ST., DES MOINES**

SALE DATE: 2024-02-20  
 SALE PRICE: \$500,000  
 SELLER: LEA INVESTMENTS LLC  
 BUYER: FOR THE KIDS VIII LLC  
 ACRES: 0.888  
 SQUARE FEET: 6,000

**3615 SIXTH AVE., DES MOINES**

SALE DATE: 2024-02-28  
 SALE PRICE: \$450,000  
 SELLER: NEIGHBORHOOD  
 DEVELOPMENT CORP  
 BUYER: MUFASA ENTERPRISES LLC  
 ACRES: 0.149  
 SQUARE FEET: 3,500

**804 S.W. CHERRY ST., ANKENY**

SALE DATE: 2024-02-15  
 SALE PRICE: \$1,400,000  
 SELLER: CAB HOLDINGS LLC  
 BUYER: FOR THE KIDS VIII LLC  
 ACRES: 1.765  
 SQUARE FEET: 21,120

**804 S.W. CHERRY ST., ANKENY**

SALE DATE: 2024-02-16  
 SALE PRICE: \$2,000,000  
 SELLER: FOR THE KIDS VIII LLC  
 BUYER: LEA HOLDING COMPANY 2 LLC  
 ACRES: 1.765  
 SQUARE FEET: 21,120

**2720 GARDEN ROAD, DES MOINES**

SALE DATE: 2024-02-22  
 SALE PRICE: \$585,000  
 SELLER: HURD GARDEN LLC  
 BUYER: NIXON PROPERTIES LLC  
 ACRES: 0.490  
 SQUARE FEET: 4,300

**122 FIFTH ST., WEST DES MOINES**

SALE DATE: 2024-02-20  
 SALE PRICE: \$550,000  
 SELLER: COMMONWEALTH  
 PROPERTIES LLC  
 BUYER: FOREST AVE PROPERTIES LLC  
 ACRES: 0.079  
 SQUARE FEET: 4,344

**200 DICKMAN ROAD, DES MOINES**

SALE DATE: 2024-02-16  
 SALE PRICE: \$24,725,000  
 SELLER: DSM PORTFOLIO 1 HOLDINGS  
 LLC  
 BUYER: HMR PTY OWNER LLC  
 ACRES: 25.776  
 SQUARE FEET: 297,208

**3816 100TH ST., URBANDALE**

SALE DATE: 2024-02-20  
 SALE PRICE: \$2,155,000  
 SELLER: RUETER, CONSTANCE  
 BUYER: JORDON ELWELL PROPERTIES  
 LLC  
 ACRES: 2.379  
 SQUARE FEET: 20,131

**3501 WESTOWN PARKWAY,  
WEST DES MOINES**

SALE DATE: 2024-02-23  
 SALE PRICE: \$2,000,000  
 SELLER: IOWA REALTY COMPANY INC  
 BUYER: HURD VALLEY WEST LLC  
 ACRES: 2.068  
 SQUARE FEET: 11,184

**4216 E. 50TH ST., DES MOINES**

SALE DATE: 2024-02-28  
 SALE PRICE: \$16,650,000  
 SELLER: BACH PARTNERS LLC  
 BUYER: 4216 DES MOINES DST  
 ACRES: 7.834  
 SQUARE FEET: 134,591

**5045 BENTLEY DRIVE, UNIT 10, WEST  
DES MOINES**

SALE DATE: 2024-02-28  
 SALE PRICE: \$518,888  
 SELLER: 5045 BENTLEY LLC  
 BUYER: J&J INVESTMENT LLC  
 ACRES: 0.000  
 SQUARE FEET:

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**3425 N.W. STATE ST., ANKENY**

SALE DATE: 2024-02-23  
 SALE PRICE: \$804,861  
 SELLER: MURPHY COMMERCIAL  
 PROPERTIES LLC  
 BUYER: NEW HORIZON REAL ESTATE  
 DEVELOPMENT-IOWA LLP  
 ACRES: 1.803  
 SQUARE FEET: 0

**3514 THIRD ST., DES MOINES**

SALE DATE: 2024-03-02  
 SALE PRICE: \$305,000  
 SELLER: BLUESTEEL ENTERPRISES LLC  
 BUYER: AMELIA JO PROPERTIES LLC  
 ACRES: 0.146  
 SQUARE FEET: 2,632

**5200 MAPLE DRIVE, PLEASANT HILL**

SALE DATE: 2024-02-26  
 SALE PRICE: \$2,029,451  
 SELLER: SUNDBLAD, ELLEN  
 BUYER: LRE IA PLEASANT HILL LLC  
 ACRES: 6.600  
 SQUARE FEET: 0

**6701 CORPORATE DRIVE, JOHNSTON**

SALE DATE: 2024-03-05  
 SALE PRICE: \$3,400,000  
 SELLER: EDGE BUSINESS CONTINUITY  
 CENTER LLC  
 BUYER: JORDVERT LLC  
 ACRES: 2.136  
 SQUARE FEET: 32,874

**3525 N.W. STATE ST., ANKENY**

SALE DATE: 2024-02-26  
 SALE PRICE: \$1,155,077  
 SELLER: MURPHY COMMERCIAL  
 PROPERTIES LLC  
 BUYER: MCDONALD'S REAL ESTATE  
 COMPANY  
 ACRES: 1.537  
 SQUARE FEET: 0

**1346 BUCHANAN ST., DES MOINES**

SALE DATE: 2024-03-05  
 SALE PRICE: \$128,500  
 SELLER: WALSH, VALERIE  
 BUYER: GARZA, EDITH  
 ACRES: 0.344  
 SQUARE FEET: 0

**NO ADDRESS LISTED**

SALE DATE: 2024-02-27  
 SALE PRICE: \$1,498,027  
 SELLER: DRA PROPERTIES LC  
 BUYER: DR HORTON-IOWA LLC  
 ACRES: 7.243  
 SQUARE FEET: 0

**808 ASHWORTH ROAD, WEST DES  
MOINES**

SALE DATE: 2024-03-06  
 SALE PRICE: \$205,000  
 SELLER: MILLER, PHILIP F ESTATE  
 BUYER: 808 ASHWORTH LLC  
 ACRES: 0.224  
 SQUARE FEET: 1,418



## COMMERCIAL REAL ESTATE



**720 BROWN ST., RUNNELLS**  
SALE DATE: 2024-03-06  
SALE PRICE: \$1,293,771  
SELLER: DGOGRUNNELLSIA09072021 LLC  
BUYER: O'DELL, ANN  
ACRES: 2.060  
SQUARE FEET: 9,100



**267 N.W. MAIN ST., ELKHART**  
SALE DATE: 2024-03-06  
SALE PRICE: \$165,000  
SELLER: ROYCE JOHNS REAL ESTATE LLC  
BUYER: JET INVESTMENTS LLC  
ACRES: 0.056  
SQUARE FEET: 958

**NO ADDRESS LISTED**  
SALE DATE: 2024-03-07  
SALE PRICE: \$1,650,000  
SELLER: BEASLEY FARMS INC  
BUYER: OLD DOMINION FREIGHT LINE INC  
ACRES: 19.083  
SQUARE FEET:



**6112 S.W. NINTH ST., DES MOINES**  
SALE DATE: 2024-03-07  
SALE PRICE: \$185,000  
SELLER: 6112SW9TH TRUST  
BUYER: CHRISTIAN, MATHEW  
ACRES: 0.352  
SQUARE FEET: 1,558



**1493 E. ARMY POST ROAD, DES MOINES**  
SALE DATE: 2024-03-11  
SALE PRICE: \$525,000  
SELLER: DAVID M JUDGE TRUST  
BUYER: 3CG LLC  
ACRES: 1.012  
SQUARE FEET: 12,440

**1228 E. 13TH ST., DES MOINES**  
SALE DATE: 2024-03-12  
SALE PRICE: \$262,000  
SELLER: J233 LLC  
BUYER: LYNE, ANTHONY  
ACRES: 0.262  
SQUARE FEET: 3,042

**1445 N.E. 67TH PLACE, DES MOINES**  
SALE DATE: 2024-03-14  
SALE PRICE: \$1,600,000  
SELLER: DRA PROPERTIES LC  
BUYER: DIMOND INVESTMENTS LLC  
ACRES: 1.936  
SQUARE FEET: 10,080



**8500 FRANKLIN AVE., CLIVE**  
SALE DATE: 2024-03-14  
SALE PRICE: \$570,000  
SELLER: MAK INVESTMENTS INC  
BUYER: C-CONTRACT LLC  
ACRES: 0.795  
SQUARE FEET: 6,300

**MARTIN LUTHER KING JR PARKWAY, DES MOINES**  
SALE DATE: 2024-03-15  
SALE PRICE: \$453,000  
SELLER: GRASSO PROPERTIES ONE LLC  
BUYER: REYNOLDS CORP LLC  
ACRES: 0.901  
SQUARE FEET: 11,474 ■

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Ameriscot Enterprises, LLC	Mason City	Cerro Gordo	02	\$1,158,000	15	0	31	Existing	Offices of Dentists
Aaron's Mobility LLC	Mason City	Cerro Gordo	02	\$16,000	1	0	1	Existing	Special Needs Transportation
Rsl Partners, LLC	Rockwell	Cerro Gordo	02	\$400,000	0	2	2	New	Parking Lots and Garages
Dshp LLC	Clinton	Clinton	01	\$1,545,000	2	0	6	New	Hotels (Except Casino Hotels) and Motels
Crouch Custom Services, LLC	Deloit	Crawford	04	\$250,000	0	6	7	Existing	Commercial and Industrial Machinery And Equipment (Except Automotive and Electrical)
Ikf Restoration Services LLC	Perry	Dallas	03	\$15,000	0	1	1	New	Roofing Contractors
Auzmor Inc	West Des Moines	Dallas	03	\$150,000	5	30	30	Existing	Other Computer Related Services
Coleman Automotive Spirit Lake, LLC	Spirit Lake	Dickinson	04	\$727,000	1	12	12	Existing	New Car Dealers
Bolsinger Rebar Inc	Cascade	Dubuque	02	\$150,000	2	0	6	Existing	Structural Steel and Precast Concrete Contractors
Innovdel, Inc.	Dubuque	Dubuque	02	\$150,000	1	1	30	Existing	Local Messengers and Local Delivery
Coleman Real Estate Estherville, LLC	Estherville	Emmet	04	\$315,000	1	12	12	Existing	New Car Dealers
Precision Concrete Solutions LLC	Wayland	Henry	01	\$115,000	3	0	0	New	Poured Concrete Foundation and Structure Contractors
Gorgeous Nails LLC	Fairfield	Jefferson	01	\$40,000	0	2	3	Existing	Nail Salons
Polbik Holdings, LLC	Cedar Rapids	Linn	02	\$260,000	2	2	2	New	Beauty Salons
Studio 360 Dance, LLC	Cedar Rapids	Linn	02	\$143,000	0	5	5	Existing	Fine Arts Schools
Professional Security Corporation	Hiawatha	Linn	02	\$240,000	0	7	7	Existing	Medical, Dental, and Hospital Equipment And Supplies Merchant Wholesalers
Iowa Kids Pediatric Dentistry	Marion	Linn	02	\$374,100	4	1	1	New	Offices of Dentists
Tge Vending LLC	Marion	Linn	02	\$125,000	1	1	1	New	N/A
Wyhe's Choice, Inc.	Lester	Lyon	04	\$1,300,000	0	0	73	Existing	Frozen Specialty Food Manufacturing
Carriker Inc	Oskaloosa	Mahaska	01	\$500,000	6	16	16	New	Used Car Dealers
Neo Construction, LLC	Malvern	Mills	04	\$29,000	1	1	1	Existing	Masonry Contractors
2nd Wind Rehab Strength and Conditioning L	Moscow	Muscatine	01	\$299,000	4	1	1	New	Horse and Other Equine Production
Same Day Healthcare & Wellness Center LLC	Muscatine	Muscatine	01	\$150,000	1	3	0	New	Offices of All Other Miscellaneous Health Practitioners
Spartan Ag Drones, LLC	Ankeny	Polk	03	\$115,000	1	1	1	New	Soil Preparation, Planting, and Cultivating
Castle Fitness Holdings LLC	Ankeny	Polk	03	\$50,000	1	7	7	New	Fitness and Recreational Sports Centers
Du Hospitality, LLC	Clive	Polk	03	\$213,200	8	8	8	New	Drinking Places (Alcoholic Beverages)
Tbss Real Estate LLC	Des Moines	Polk	03	\$1,352,000	16	0	26	Existing	Septic Tank and Related Services
Peerless Supply, Inc.	Des Moines	Polk	03	\$929,000	1	16	16	New	Other Miscellaneous Durable Goods Merchant Wholesalers
Touch Em All 2, LLC	Des Moines	Polk	03	\$772,200	2	4	4	New	Fitness and Recreational Sports Centers
Beckstrom Construction	Elkhart	Polk	03	\$1,719,000	0	47	47	Existing	All Other Specialty Trade Contractors
Q & S LLC	Grimes	Polk	03	\$2,285,000	1	2	2	Existing	General Warehousing and Storage
Smith Sport, LLC	Grimes	Polk	03	\$316,000	13	13	1	New	Beauty Salons
Eye State Optometry, LLC	Grimes	Polk	03	\$260,000	2	1	1	New	Offices of Optometrists
Smith Sport, LLC	Grimes	Polk	03	\$25,000	13	13	1	New	Beauty Salons
Benchmark Automotive Solutions LLC	Urbandale	Polk	03	\$30,000	1	1	1	New	General Automotive Repair
Benchmark Automotive Solutions LLC	Urbandale	Polk	03	\$17,000	1	1	1	New	General Automotive Repair
Home Sweet Cone Ice Cream, LLC	West Des Moines	Polk	03	\$225,000	0	2	22	Existing	Limited-Service Restaurants
Tgc Investments LLC	Council Bluffs	Pottawattamie	04	\$2,792,000	0	7	7	New	Residential Remodelers
Tgc Investments LLC	Council Bluffs	Pottawattamie	04	\$100,000	0	7	7	New	Residential Remodelers
J M Wellness, Pllc	Bettendorf	Scott	01	\$135,000	2	1	1	New	Offices of All Other Miscellaneous Health Practitioners
Ksas Kesinotowo LLC	Davenport	Scott	01	\$313,900	0	1	1	Existing	Supermarkets and Other Grocery (Except Convenience) Stores
Richmond Real Estate LLC	Davenport	Scott	01	\$260,000	3	1	1	Existing	Fitness and Recreational Sports Centers
RI-Ron's Auto, Inc	Ames	Story	04	\$54,800	1	1	4	Existing	General Automotive Repair
Iowa X-Plision Cheer & Tumbling LLC	Ottumwa	Wapello	03	\$198,000	1	0	2	Existing	Sports and Recreation Instruction
Whip It Good LLC	Indianola	Warren	01	\$30,000	0	4	4	Existing	Food Service Contractors
Ada Enterprises, Inc.	Northwood	Worth	02	\$1,318,000	10	0	53	Existing	Paint and Coating Manufacturing

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## ON THE MOVE

**Givens hired as DMPS director of custodial services**

Des Moines Public Schools is welcoming William Givens as the new director of custodial services. Givens is responsible for leading the team that maintains healthy and safe spaces for more than 30,000 students and nearly 5,000 employees in almost 70 buildings.

Givens comes to Des Moines with more than 25 years of experience in K-12 facilities management. Most recently, he worked at Columbia College in Columbia, Missouri, as a director of custodial services; Excelsior Springs, Missouri, where he was the manager of maintenance, warehouse, transportation and logistics for the Job Corp Center; and Madison, Wisconsin, where he was the assistant director of building services for the Madison Metropolitan School District. He also served in building and facilities management for Sodexo for school districts and senior care facilities for many years.

"I look forward to continuing to grow our excellent custodial team," Givens said. "My colleagues and the leaders at DMPS have shown themselves to be truly remarkable individuals who apply empathy and excellence to their work each and every day."

**New commercial lenders hired at Bank Iowa**

Bank Iowa announced the addition of three local lenders to the bank's commercial lending team. All three bankers will serve businesses operating within the \$2 billion community bank's West Des Moines region.

Jake Brower, Erik Moen and Aaron Patterson, with a combined local banking experience of more than 30 years, are joining Bank Iowa as relationship managers.

The new lenders are all native Iowans with degrees from Midwest colleges. Brower, of West Des Moines, graduated from St. Ambrose University; Moen, of Inwood, graduated from Augustana University; Patterson, of Vinton, graduated from the University of Iowa. The men are also avid volunteers, having contributed to a wide range of Iowa nonprofits including Big Brothers Big Sisters, YMCA, Meals from the Heartland, FCA Central and several youth sports teams.

**Draves named president of Monmouth College**

Board of Trustees Chair Michael R. Wiley, PhD, announced that Graceland President Patricia Draves, PhD, accepted the position of president at Monmouth College in Monmouth, Illinois, and will leave Graceland this summer. Wiley also announced that the board of trustees named Joel D. Shrock, PhD, to serve as interim president.

**Van Kooten hired as administrator of State Historical Society of Iowa**

Valerie Van Kooten of Pella was named the new administrator of the State Historical Society of Iowa.

"We are very excited to have Valerie joining the State Historical Society of Iowa in this leadership role," said Adam Steen, director of the Iowa Department of Administrative Services, which oversees the historical society. "Her experience and record of high-level achievement will be major assets as the historical society continues its dual mission of preservation and education into the future."

"I am immensely humbled to take the reins of the State Historical Society of Iowa, as I have loved this institution since I was a little girl," Van Kooten said. "I am grateful for growing up in a very history-oriented family, which gave me a love for our state and the knowledge that Iowa's history must be preserved and promoted. I look forward to working with the dedicated staff at the museum, archives and library, and historic sites."

**Delta Dental of Iowa and foundation announce 2023 total giving of \$4.1 million for 261 organizations**

Delta Dental of Iowa and its Foundation committed \$4.1 million to 261 organizations to address oral and overall health needs in 2023. The past year marked 21 years of giving for the not-for-profit insurance company and its Foundation, with a total investment of \$68 million toward improving the health and well-being of Iowans since 2002.

**DSM Intern Connection opens registration for summer of 2024**

The Greater Des Moines Partnership announced dates for the intern professional development series, DSM Intern Connection. The series will feature opportunities for college-aged interns to connect with community leaders and executives.

Tuesday, June 4: DSM Intern Connection Kick-Off: Skillset Identification and Connections

Tuesday, June 18: Magnetic Communication with Tina Bakehouse

Tuesday, July 2: On Purpose for a Purpose: Professional Presence with Laila Down

Tuesday, July 16: Enrolling in Benefits and Understanding Your Total Pay Package with Jeff Clayton

Tuesday, July 23: Executive Luncheon – Invite Only. In order to attend, participants must have attended three of four previous DSM Intern Connection events. ■

Send information on new hires, promotions, expansions, openings and other business news to [editor@dmcityview.com](mailto:editor@dmcityview.com).

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