

SIouxLAND BusinessJournal

Vol. 25 No. 9
PO Box 118,
Sioux City, Iowa 51102

August 2020

Teen entrepreneur

Aqua Spool's Teddy Saltzman



INSIDE THIS MONTH'S ISSUE:



**Axe throwing
craze hits
Sioux City**

PAGE 4



**Freedom Park
moves closer
to completion**

PAGE 6

L & L Builders has a culture rooted in community with its time, talents & treasures



712-255-0657 | llbuilders.com

Find us on:

BusinessJournal

Chad Pauling, publisher
Dave Dreeszen, editor

Siouxland Business Journal is published monthly by Sioux City Newspapers Inc., in cooperation with the Siouxland Chamber of Commerce.

Requests for a free subscription or address changes should be sent to:

Tad Kelson
Siouxland Business Journal
Box 118
Sioux City, Iowa 51102

Editorial copy should be sent to:

Dave Dreeszen
Siouxland Business Journal editor
Box 118
Sioux City, Iowa 51102
dave.dreeszen@lee.net

For more information:

Editorial: (712) 293-4211
or 800-397-9820, ext. 4211
Advertising: (712) 293-4317
or 800-397-3530

Circulation: (712) 293-4258
or 800-397-2213, ext. 4257

On the web:

www.SiouxlandBusinessJournal.com

Index

Business People	page 12	On the move	page 10
Chamber anniversaries	page 15	Ribbon cuttings	pages 13-15
Chamber investors.....	page 12		



ON THE COVER

Teddy Saltzman, inventor of the Aqua Spool, looks toward one of the spools July 14 at his Dakota Dunes home. Saltzman, 16, has applied for a patent for his device which allows large recreational foam water mats to be rolled up easily and by one person.

Tim Hynds, Sioux City Journal

NEW/FOR SALE



2126 Court Street
Unique Commercial Building Available. Cash flow in place with 3 apartments upstairs available for rent. Main floor offers 2,340 sf open floor plan w/possibilities of bar - restaurant - bakery - grocery store - etc. Semi-finished basement - meeting room - storage area. Contents negotiable. Investor Special - Building is being "sold as is." Parking lot in back.

NEW/FOR LEASE



513 7th Street
Commercial office/retail space available in the downtown Insurance Exchange Bldg. May be demised 1,200 sf to 3,600 sf. Landlord offering TI allowance depending on lease terms & approval of finishes. Utilities & snow removal INCLUDED in monthly rent w/onsite maintenance & off-street parking available. Be a neighbor to the historic redeveloped /remodeled Warrior/Davidson.

NEW/FOR SALE



1700 Riverside Blvd
Lots of potential with this industrial property! Features 3,800 sf office building plus 6,528 sf shop on .86 acres. Can be combined with 1742 Riverside Blvd for a total of 1.39 acres.

FOR SALE



4205, 4207 & 4209 Denice Court
1.24, 1.35 & 1.86 acre multi-family building lots on Denice Court just off of Outer Drive. Private cul-de-sac street with sewer and water at the site. Zoned RG20. Can be combined together or with the 1.86 acre lot adjacent.

FOR LEASE



4273 Sergeant Road
Great visibility, parking, access & traffic count across the street from Southern Hills Mall. 2,146 sf retail/office space next to Harbor Freight & anchored by Fareway Foods Grocery Store. Other co-tenants include US Army/Iowa National Guard Recruiting Offices & Verizon Wireless.

FOR LEASE



401 S Lewis Boulevard
Very nice newer building w/high visibility & traffic count. Great location for retail or office w/plenty of parking for employees & customers. The landlord is onsite for quick attention. Space is 1,800 sf that could be expanded to 5,300 sf. Priced right at \$8.00/sf NNN.

RE/MAX

COMMERCIAL

Commercial Real Estate Services
SALES - LEASING - PROPERTY MANAGEMENT - INVESTMENTS
saalemrealstate.biz | 712-224-4100
701 Pierce Street Suite #100, Sioux City, IA

Dick Salem
SIOR, CCIM
Commercial Broker
712.204.2727



Karla Hertz
Associate Commercial Broker
712.251.6861



Todd Nashleanas
Commercial & Residential Specialist
712.899.6369



Axe-throwing craze hits Sioux City

MASON DOCKTER

Business Journal staff writer

SIOUX CITY — As recently as last fall, there were no public establishments in Sioux City where people could gather to huck an axe at a wooden target.

Now there are two such places.

Woody's Axe Throwing, 1227 Fourth St., opened June 1, two months later than planned because of the COVID-19 pandemic. Axe to Grind, 2101 Hamilton Blvd., opened in mid-December but had to shut down from mid-March to mid-May because of the pandemic.

For Terry Nelson, the proprietor of Woody's, it all began in June of last year. He and a friend were at Okoboji in a boat when a cloudburst forced them to dock. They went into town and visited a newly opened axe-throwing establishment. They liked it.

"Within a couple days, my best friend was with me, and he says, 'Hey, you need to open one of these up!'" Nelson said. "I've always been kind of entrepreneurial."

He opened his first Woody's location in Brookings, South Dakota, in January, and he'd like to open a third in Mankato, Minnesota.

Axe to Grind, meanwhile, traces its history a little further back — the chain was founded in 2019 in Manhattan, Kansas, and now has locations in Sioux City, Wichita and Loveland, Colorado, plus the location in Manhattan.

This year the company plans to open locations in Des Moines, Omaha, Kansas City, Lubbock, Texas, and Centennial, Fort Collins and Greeley, Colorado.

Ashley Mondor, a store lead (similar to a manager) at Sioux City's Axe to Grind, said the business is technically considered a "social house." Although canned beer is available, the place is not a bar. It's also not a bowling alley, but it has more in common with bowling alleys.

"You can come and get together with your friends, but the alcohol we serve is in cans, we don't serve anything draught, so we're not a bar," Mondor said.

Nelson, meanwhile, said he considers Woody's to be a "venue," more like a golf course. Beer is available, but patrons are expected to practice some degree of temperance. "We're not about having people park there for eight hours and drink until they can't walk out the door."

Axe throwing, a sport thought to originate in North America (probably Canada), was a relatively unknown thing just



Tye Greaves throws his axe at the target during a bachelor party held July 11 at Woody's Axe Throwing in Sioux City.

Jesse Brothers, Sioux City Journal

a few years ago. The sport has seen phenomenal growth in recent years. Mobile payment-processing company Square has forecast that axe throwing business would grow 317 percent this year.

"Basically, within three years, the United States went from one to over 400 facilities. It's one of the fastest-growing sports in the United States," Nelson said.

Apparently axe-throwing is popular with all demographics — it's not just for young men, or older men, or older women or young women.

"We get everything from, like, families, to work and business," Mondor said. In the span of a week earlier this month, Axe to Grind hosted two kids' birthday parties.

At both Axe to Grind and Woody's Axe Throwing, patrons pay for a certain amount of time to throw axes at wooden targets. The targets have somewhat the appearance of a large wooden dartboard, with concentric circles and corresponding scores, and a sort of bull's eye in the middle.

Like darts, a variety of games are possible in axe throwing -- the sport has its own versions of Yahtzee and Cricket, as well as other games like Landmines, Odd Man Out, Called Shots, Tug of War, as well as something called Cornhole Axe Style. Instructions are provided for these games.

"Honestly, I thought it'd get boring after a while, but we got like 12 to 14 different games that we play," Nelson said of axe throwing. "No matter where you're at or who you're with, it's something that's equal for everybody. It's not like someone's been playing basketball for 20 years, picking up a guy that's never played before and having an unfair advantage. Because of the newness of (axe throwing), it's kind of equal for everybody."



Jesse Brothers, Sioux City Journal

Hallie Salmen throws her axe at the target March 13 at Axe To Grind on Hamilton Boulevard in Sioux City.



Mike Clausen
HBA President
Contractors Supply

THREE MYTHS ABOUT BUYING A HOME RIGHT NOW



As the COVID-19 pandemic unfolded this year, a place to call home took on a new meaning for many. Living spaces evolved into home offices, schools and playgrounds. Stay-at-home restrictions this year may have accelerated your desire to purchase a new home to gain more space or perhaps you were prepared to buy a home this year but are now reevaluating your commitment. To help you determine if now is still a good time to search for and purchase a home, below are a few misconceptions about home buying right now.

Myth 1: Interest Rates are High. This is not true. In fact, interest rates are low, making it an attractive time to purchase a home. While rates are subject to change at any time, the Federal Reserve recently announce that it intends to keep the federal funds

rate near zero through 2022, which should help keep mortgage rates low.

Myth 2: No one is buying homes right now. Even in the wake of the COVID-19 pandemic, sales of newly built, single-family homes rose 0.6 percent to a seasonally adjusted annual rate of 623,000 units in April, according to newly released data by the U.S. Department of Housing and Urban Development and the U.S. Census Bureau. The data shows that home sales are continuing.

Myth 3: Buyers can only view the home's exterior. There are many ways to view the interior of the home even with social distancing measures in place. You'll be surprised by the number of online showrooms, photos and even 3D videos available that show the interior of a home. Websites such as Realtor.com,

Redfin.com, Trulia.com and your local custom home builders have detailed information about the interior of a home. Contact a local relator or home builder who can tell you about the options available to safely tour homes in person.

When you are ready to take the leap to purchase a new home in the Siouxland area, be sure to check out the HBA Project Home, a new home built at 724 Brentwood Street, Sioux City. This home is built through a partnership with the Home Builders Association and Western Iowa Tech Community College Carpenter, Electrical and Plumbing students. You can find this home on Zillow, visit the HBA website at <http://www.siouxlandhba.com/project-home/> or contact the HBA office at 712.255.3852 for more information.

712-255-3852 | siouxlandhba.com

Freedom Park moves closer to funding goal

NICK HYTREK

nhytrek@siouxcityjournal.com

SOUTH SIOUX CITY — Just when a new wave of volunteers was starting to pump in some renewed enthusiasm to raise the money needed to finish the interior of the Siouxland Freedom Park interpretive center, the COVID-19 pandemic hit.

The uncertainty and challenging economic situation caused by the pandemic slowed the momentum before it could really get started.

On July 15, Siouxland Freedom Park Inc. president Mike Newhouse said that despite the challenge of fundraising during a pandemic, they're still plugging away.

"COVID has hit us hard, but it's not a fatal blow," Newhouse said. "We're still here. We're still at it."

During a press gathering at the park's half-scale replica of the Vietnam Veterans Memorial wall near the banks of the Missouri River in South Sioux City, Newhouse graciously accepted more than \$10,000 in donations: nearly \$4,000 from a July 2 drive-in movie fundraising



Woodbury County Sheriff Dave Drew, center, speaks about his department's employees' donation to Siouxland Freedom Park July 15 at the park in South Sioux City. Mike Newhouse, right, president of Siouxland Freedom Park Inc., said the park has approximately \$140,000 of the \$350,000 needed to finish the inside of the park's interpretive center.

event, a \$4,000 matching donation from F&M Bank, and \$2,285 the Woodbury County Sheriff's Office

raised during its annual No Shave November fundraiser.

"We thought that there

was probably nothing better than this" when deciding where to donate this year's proceeds, Woodbury

County Sheriff Dave Drew said. "It has stuck with me a long time the sacrifice and commitment of our

service members."

Freedom Park now has nearly \$140,000 on hand, Newhouse said, still short of the \$350,000 needed to finish the interior of the 5,000-square-foot interpretive center, which was completed in January 2018.

In February, alumni of Leadership Dakota County announced an effort to raise \$250,000 to finish the building by Veterans Day on Nov. 11.

Meeting that goal might not be possible, Newhouse said, but he still hopes the interior can be finished next year. Once completed, the park's steering committee must raise an additional \$250,000 to develop and design the exhibits that will tell the tale of U.S. military conflicts and members of all branches of military service who served in them.

More than \$2 million has been raised over the past 10 years to establish the park, site of the nation's only half-scale replica of the Vietnam Veterans Memorial in Washington, D.C., a 125-foot flagpole, the John Douangdara Memorial War Dog Park and the interpretive center.

Ready, Get Set...GO

We're here to help you with...

- Employee Safety/Hygiene Signs
- Social Distancing Graphics
- Directional Floor Graphics
- Window and Wall Graphics
- Banners and Displays
- Protection Barriers
- Vehicle Graphics
- Door or Ceiling Hangers
- Disposable Products
- Sneeze Guards

SIGNS
BY TOMORROW
SIGNS & GRAPHICS NATIONWIDE

712-276-2104

info@sbtsiouxcity.com
signsbytomorrow.com/siouxcity





German grocery chain ALDI is planning to open a grocery store in Sioux City by the end of 2020. The company, which had originally announced plans to open a store here by 2019, has said little about its plans in Sioux City.

Provided

The waiting game

ALDI is coming to Sioux City but firm won't elaborate

MASON DOCKTER

Business Journal staff writer

SIoux CITY – Construction on a long-awaited ALDI store has begun at the corner of Floyd Boulevard and Outer Drive, but the company has largely declined to reveal much information about it.

Mayor Bob Scott said at a June City Council meeting that the company was “getting ready to build” on the parcel, part of the city’s Northern Valley Crossing development. ALDI paid the city \$775,000 for the 2.61-acre lot in 2018.

City Economic & Community Development Director Marty Dougherty said construction on the store began “in earnest” in June.

Recently the community seems to have rekindled its interest in the new grocery store, and Dougherty – something of a local purveyor of ALDI information and news – said he’s fielded more than a few ALDI-related phone calls.

“Over the last few months, people keep calling. They must really like the store. So, that’s good right?” Dougherty said.

The store is expected to be roughly 22,000 square feet and employ around 15 people, according to city

documents. It would be situated squarely at the corner of Floyd and Outer Drive, not far from the Pizza Ranch.

For its part, ALDI – a German discount supermarket chain with a massive U.S. presence – has said little on the subject of the Sioux City store during the past two years.

“Thanks for your interest in ALDI. At this time, we do not have any information to share about ALDI opening a new store in Sioux City, Iowa. As soon as there are any updates to share, we will reach out,” Matt Lilla, Faribault division vice president for ALDI, wrote in a statement June 30.

In early 2018, ALDI announced plans to open a store in Sioux City in 2019.

But 2019 came and went, and there was no ALDI in Sioux City.

In written statements in 2019 and in January of this year, Lilla said there would be a Sioux City store opening in 2020, but he provided few other details. In a subsequent statement in July, Lilla wrote that the store would now open in “early 2021.”

Though the public generally has been aware of the store’s probable location for some time, ALDI never really publicized where it

would be; the company did acknowledge the site back in 2018, in a development agreement with the city.

The store’s location is one of the ALDI inquiries often fielded by Dougherty.

“I told them, would you please put a sign up?” he said with a laugh. “They said they would be putting a sign up shortly, so people can tell exactly where it is.”

ALDI has engaged in a huge expansion across the U.S. during recent years. As of 2018, the company planned to spend \$1.6 billion to remodel 1,300 existing stores by 2020 and announced a \$3.4 billion capital investment to expand to 2,500 stores nationwide by the end of 2022.

Their supermarkets are known for their modest physical footprints and highly efficient operations – shoppers have to deposit a quarter to use a shopping cart, and bag (or, commonly, box) their own groceries. The vast majority of ALDI merchandise consists of in-house brands.

The postponement of the store’s arrival in Sioux City has generally been attributed to a lengthy delay in obtaining a U.S. Army Corps of Engineers permit to build the store in the vicinity of the

Floyd River.

Dougherty said the delay was largely, or at least partly, the result of a Corps of Engineers clerical issue, and he stressed that the area is not under any particular flood risk – the Corps had a backlog of permits during 2018, for reasons that are not quite clear.

“A couple years ago, the Corps was very far behind in all those,” Dougherty said.

“They (ALDI) always intended to build here, but there was a delay related to getting a permit,” he added.

Though the company has never confirmed this, it appears possible that ALDI could eventually build more than one location in the Sioux City area.

In many of the metros in this region where ALDI has built a store, it has built more than one, though some are scattered into the suburbs. The Omaha and Des Moines metro areas each have eight ALDI locations (or more if locations farther outside the city limits are counted), while Sioux Falls has three.

“We anticipate there’ll be other stores around the area,” Dougherty said, though he cautioned that he couldn’t speak to any specific expansion plans.



FOR SALE: The Home Builders Association of Greater Siouxland's Project Home, 724 Brentwood St. (Woodbury Heights).

This home will feature 1575 sq. ft. with 3 bedrooms, a master bedroom with master bath and large walk-in closet, living room with vaulted ceiling, safe room in the basement, and a 2 stall garage.

Contact the Home Builder's Association if you're interested in purchasing this home. Equal Housing Opportunity.



Visit us online at www.sioxlandhba.com for a complete list of members or email us at hbasoioand@siouxland.net
3900 Stadium Dr., Sioux City, IA
712-255-3852

Expanding your business?

Starting a new business in Union County?

Small Business Administration (SBA) Loans

Seasonal Funding

Operating Lines of Credit
Equipment & Real Estate Loans

Give us a call today at
605.232.9310



Member
FDIC

1st Financial Bank USA

331 Dakota Dunes Blvd., Dakota Dunes
605.232.9310

Aquateen

Heelan student develops spools for water mats

MASON DOCKTER

Business Journal staff writer

SIoux CITY – To paraphrase a line from the film “The Graduate,” there’s a great future in plastic spoons. And a high school student from Dakota Dunes has managed to get a toehold in this niche market.



Saltzman

16-year-old Teddy Saltzman, a Bishop Heelan junior, is the proprietor of Aqua Spool, a maker of specialty spools for foam water mats. Water mats, for those who aren’t familiar with the latest in water recreation technology, are large rectangular slabs of buoyant foam, used as a sort of floating platform on lakes or other bodies of water.

The mats, while fun, are devilishly hard to roll back up for storage at the end of a day in the surf, Saltzman said. People apparently tend to get flustered and angry at one another while re-rolling the mats without a spool.

“They take like two to three people, at least (to roll them back up),” Saltzman said.

“I knew that something had to be done, because it was such a problem, and it was a frequent problem,” he added of the challenge of rolling the mats.

So roughly two and a half years ago, Saltzman, with the encouragement of his father, Shennen S.C. Saltzman, began tinkering with spools that could

make re-rolling the mats easier.

The devices work somewhat like the tube inside a roll of paper towels, with endcaps that grab at the mat. An early prototype used the lids from Burger King pickle buckets as the endcaps (Shennen Saltzman is a Burger King franchisee).

In the winter of 2018, Saltzman brought an early prototype of his spool to Briar Cliff University’s “Swimming with the Sharks” business idea competition – his product came in second. There weren’t a lot of other teenagers in the contest.

“I think the closest person in age to me was like 32, maybe,” Saltzman said.

About a year after his first prototypes were developed, Saltzman applied for a patent. Competing designs for similar products, Saltzman said, lack the features of his – including its buoyancy (if the spool goes in the water, it won’t sink), and the fact that it’s all one piece.

It’s also retractable – it can fit any size of water mat – and it’s reportedly cheaper than similar products on the market.

The spools are American-made, the result of collaboration between Saltzman and Kevin Vaughan at Fimco Industries in North Sioux City, plus a fabricator in Lincoln, Nebraska.

Aqua Spool is making inroads in brick-and-mortar retail. The spools are carried by the Bomgaars location in Spirit Lake, as well as three other outlets in the Okoboji area – Mau Marine, Parks Marina and the Oak



Tim Hynds, Sioux City Journal
Teddy Saltzman, inventor of the Aqua Spool, demonstrates the spool July 14 at his Dakota Dunes, South Dakota, home. Saltzman, 16, has applied for a patent for his device which allows large recreational foam water mats to be rolled up easily and by one person.

Hill Marina.

During one especially busy week in July, the spools were completely sold out at all locations.

Unusual for an up-and-coming startup, Aqua Spool has no website. That's because Saltzman only has the capacity to make roughly 70 or 75 spools a week at present – the company (he does a lot of the fabrication work himself) could become overwhelmed by a flood of online orders. He is still in high school, after all.

"We don't have the production capability right now," Shennen Saltzman said. "That will come with time."

The company does, however, have a social media presence, including a Facebook and an Instagram page, and its own Twitter account.

A lot of Saltzman's sales have been the result of traveling salesman-style pitches, and he's made some

deliveries.

"A couple weeks ago, we did our first demo weekend at BOJI SURF CO. in Okoboji," Saltzman said. "That was our first ever time selling them. We had a lot of people reach out on social media, asking where (they) could get them."

Someday, Saltzman said he'd like to take the product to a broader audience. He plans to be a businessman in his adulthood, but that's still a few years away.

"I would definitely be interested in doing that, just, I'm not sure when," he said.

Not a lot of 16-year-olds have anything to do with suppliers, or bookkeeping, or sales or marketing, or patents. But, for Saltzman, that flurry of activity has been a good thing.

"It's definitely taken up time, but it's good time," he said. "I think that learning this stuff young is definitely an advantage. It's not wasted time, it's good time."



Provided

Bishop Heelan junior Teddy Saltzman developed a spool to re-roll foam water mats called "Aqua Spool." In addition to developing the product, he's the company's main production worker and the marketer.



**CERTIFIED TESTING
SERVICES, INC.**

- Geotechnical • Construction QC
- Materials Testing
- Construction Observation

Sioux City Storm Lake
712-252-5132 712-213-8378
www.certifiedtestingservices.com

BusinessJournal
SIouxLAND



Kelly's Catering has been in business for 10 years + offering catering for weddings, birthdays, anniversaries, funerals, and business meetings.

712-752-8741

712-548-7320

www.kellysdriveinn.com

Call Ethan Lear to have your business card featured here: 712-293-4324

OnTheMove

Behne, Donaldson named to executive director positions at MercyOne

SIOUX CITY – **Carl Behne** has been named executive director of rural hospitals and clinic operations at MercyOne Siouxland and **Mark Donaldson** has accepted the position of executive director of clinically integrated network at MercyOne Siouxland.

Behne will be responsible for the MercyOne Western Iowa Medical Group and the owned and managed Critical Access Hospitals in the Western Region.

Donaldson has more than 25 years of progressive health plan and health care service delivery under population health and value-based care principles, including 15 years managing clinically integrated networks.

Prior to joining MercyOne Siouxland, Donaldson served as the regional administrator, MultiCare Neuroscience Institute, in Washington state and as president of Rainier Health Network, CHI Franciscan Health.

Before joining MercyOne, Behne served as the CEO of Greene County Medical Center in Jefferson, Iowa, as a senior vice president at Unity Point-Des Moines, connecting the rural and urban markets to create integrated care, as well as the director of business development at Great River Health, Burlington Iowa.

Security National Bank announces promotions

SIOUX CITY – **D. Douglas Rice**, chairman, president and CEO of Security National Bank, has announced the following employee transitions.

Jennifer Pennings has been promoted to branch manager at SNB's Northside (Leeds) office, located on the corner of Outer Drive and Floyd Boulevard.

Pennings has 15 years of experience



Pennings

at SNB. She has served in several positions including safe deposit box clerk, teller trainer, personal banker, senior personal banker and, most recently, as assistant branch manager in Morningside.

Pennings will step in for **Carlos Hurtado**, who has been named a retail development banker and will lead strategic growth initiatives for the bank's retail department.



Hurtado

He will work out of the bank's main branch located in downtown Sioux City, but Hurtado will also serve as off-site manager for the Marketplace branch inside Hy-Vee on Hamilton Boulevard – the same branch he supervised for eight years from 2012-19.

Hurtado has more than a decade of banking experience at SNB and holds a bachelor's degree in business administration from Morningside College, with an emphasis in marketing and international business.

Jeremiah Back

has been appointed to focus on developing the bank's small business initiatives and will transition from his role as Marketplace branch supervisor.



Back

He will work primarily out of SNB's downtown branch.

Back began his banking career in 2016, upon graduating from Morningside College. He started as a customer service representative and was promoted to personal banker shortly thereafter.

UnityPoint St. Luke's names new surgeon

SIOUX CITY – Dr. **Sunu Philip** has joined UnityPoint Clinic General & Colorectal Surgery.

UnityPoint Clinic is part of UnityPoint Health, which also includes UnityPoint Health – St. Luke's and UnityPoint at Home.

Philip received his bachelor of

medicine and surgery degree from the University of Cape Town in Cape Town, South Africa. He completed his general surgery training in South Africa and is a fellow of the South African College of Surgeons.

He completed a general surgery residency at Ascension Providence Hospitals in Southfield, Michigan, from 2012 to 2018. He then completed a fellowship in cardiothoracic surgery, with a focus in general thoracic surgery, at the Brigham and Women's Hospital in Boston, Massachusetts.

Philip has an interest in all aspects of general surgery, particularly acute care surgery, gastrointestinal tract surgery, hepato-biliary and endocrine surgery. He is interested in applying minimally invasive approaches to these problems. His sub-specialty training is in general thoracic surgery in which his interests are in lung and esophageal disease. He is certified with the American Board of Surgery.



Philip

L & L Builders announces new hires

SIOUX CITY – L & L Builders Co. has announced two new additions to their team of construction professionals.

Mark Sweisberger, an industry veteran with 23 years of commercial and industrial construction experience, will handle both estimating and project management responsibilities inside the organization.

Sweisberger was formerly with Global Engineering and both he and his children are Sioux City residents.

Michael Bradley, an industry veteran of nearly 40 years, will be handling some of the company's larger building projects as a senior superintendent in the field.



Sweisberger

Bradley was most recently out east, where he completed quite a few larger building projects, but he is a native of Iowa. His children reside in the Des Moines area.

Goeb retires as VP at Lunchtime Solutions

DAKOTA DUNES, S.D. – Lunchtime Solutions has announced a planned retirement and two promotions to vice president from the corporate office in Dakota Dunes.

Chris Goeb, executive vice president, is retiring after 15 years of various marketing, business development and purchasing responsibilities with the company.

Deni Winter has been named vice president of business development, marketing, and purchasing, and **Tammy Coyle** has been named vice president of operations.

Goeb has worked more than 40 years in food industry sales and marketing. He began with Lunchtime Solutions in 2005 in operations support, and advanced to director of sales and marketing, vice president, and was named executive vice president in 2016. He will continue serving on the board of directors.

Winter has been with Lunchtime Solutions for 16 years, holding positions in accounting, human resources and, most recently, director of business development and marketing.

As vice president, Winter will have responsibilities for business development and marketing,



Bradley



Goeb



Winter



Coyle

culinary, compliance and purchasing. She will be joining the board of directors.

Coyle joined Lunchtime Solutions four years ago as director of operations. She worked more than 25 years in accounting, operations and as a senior controller at a manufacturing company prior to joining Lunchtime Solutions.

As director, she had top level responsibility for all of Lunchtime Solutions' contracted locations. Coyle will oversee operations and strategic planning from the vice president level, and will also be joining the board of directors.

Granger named associate medical director

SIOUX CITY – Dr. **Jeremy Granger** has been appointed to associate medical director for the UnityPoint Health – Sioux City region.

Granger joined UnityPoint Health – St. Luke's in 2018 as a pediatric hospitalist. He worked on the development of the region's Pediatric Hospitalist Program, specializing in the care of children in the hospital setting.

In February, Granger transitioned to UnityPoint Clinic Pediatrics – Sunnybrook, where he is currently a pediatrician. He will continue to care for patients at the Sunnybrook location, alongside his associates Dr. **Sandra Granger** and **Ashley Knapp**, PA-C.

In his role as associate medical director, Granger will lead in collaboration with **Jane Arnold**, senior vice president of operations.

His responsibilities will include communicating operational and strategic updates to UnityPoint Clinic providers as well as using provider feedback to improve clinical, financial, operational and strategic direction, among other duties.



Granger

PLEASE SEE MOVE, PAGE 12



©2018, Great Western Bank

The bottom line. Make your business great.

A successful business needs a sound credit program to meet short-term challenges and long-term goals. We will work with you to develop a credit program that is individualized and innovative. We have a solution that's right for you.

- Operating Lines of Credit
- Equipment Financing
- Real Estate Loans
- Interim Construction Loans
- Letters of Credit
- Small Business Loans
- Cash Management Products

Sioux City: 839 Gordon Dr.
712.522.4430
Find more great locations at
GreatWesternBank.com.



Great Western Bank®
Making Life Great®
Member FDIC

BusinessPeople

Missionary nurse receives honorary doctorate degree

ORANGE CITY, Iowa – Northwestern College awarded an honorary Doctor of Humane Letters degree to Arlene Schuiteman of Sioux Center, a missionary nurse who served more than 30 years in Africa, during graduation on July 18.

After eight years as an Iowa country school

teacher, Schuiteman earned a nursing degree and served in South Sudan from 1955 until 1963, when she was expelled from the country at the start of a civil war.

Schuiteman returned to the U.S. and earned a bachelor's degree in public



Schuiteman

health nursing from the University of Iowa.

She traveled next to Ethiopia, where she helped open a nursing school and taught wound care and other medical skills for more than a decade. She concluded her missionary service in Zambia in the 1970s and 1980s.

Over the years, she advanced from nurse to clinic leader, nurse educator and, eventually, a national medical leader in Zambia.

ChamberInvestors

JR ROOFING

Nathan Schilling

Le Mars, Iowa

CHICK-FIL-A (SOUTHERN HILLS MALL)

Jon Wright

Sioux City

KELLER WILLIAMS SIOUXLAND - MARK HANSON

Mark Hanson

Sioux City

CONNECT MANAGEMENT, LLC - BLUEBIRD FLATS

Colin Brandt

Omaha

LIVING LEGENDS YOUTH CHARITY FOUNDATION

Michael Reeves

Sioux City

WOODY'S AXE THROWING

Terry Nelson

Sioux City

CNOS PC/JOSHUA HOCKETT, MD

Joshua Hockett

Dakota Dunes

CNOS PC/KELLY DELANEY-NELSON, MD

Kelly Delaney-Nelson

Dakota Dunes

THE SCORE ASSOCIATION

Brian Alwin

Herndon, Virginia

Move

FROM 10

Security National hires personal bankers

SIOUX CITY – Security National Bank has announced the addition of two new employees.

Cindy De La Torre is a personal banker at SNB's Northside (Leeds) Branch, located at the intersection of

Floyd Boulevard and Outer Drive.

Prior to SNB, De La Torre served as a Teller Supervisor for five years at another local financial institution. She also has experience with State Farm Insurance, and holds a property



De La Torre



Jividen

and casualty license in the tri-state area.

A Sioux City native, she is a graduate of North High School.

Abbey Jividen is a personal banker at SNB's Morningside Branch across from Lakeport Commons.

Jividen brings 15 years of banking experience to her new position, including as a personal banker and mortgage loan originator at another bank in the area. Outside of work, Jividen is active with the Leadership Dakota County development group.

Clark Elementary principal receives national honors

EARL HORLYK

Business Journal staff writer

SIOUX CITY – As an elementary school principal with the Sioux City Community School District for more than 12 years, Amy Denney has seen her role evolve from looking after the educational needs of kids to meeting with them and their families outside the traditional school setting.

"A school principal isn't just an authority figure for students," she explained. "We have to do much more than that."

In April, Denney, principal of Perry Creek Elementary and Clark Early Childhood Center, was named Elementary Principal of the Year by School Administrators of Iowa Association.

In June, she was named a National Distinguished Principal by the National Association of Elementary School Principals (NAESP), which has been leading in the advocacy and support of elementary and middle school principals since 1921.

"Today's principals are tasked with attending to students' social and emotional needs at greater levels, even while they give their all to drive academic success in their school communities," NAESP executive director L. Earl Franks said. "(The) National Distinguished Principals program recognizes the outstanding leadership of highly successful principals and is a heartfelt 'thank you' to outstanding school leaders."

Previously a first grade teacher, Denney began her career as a principal at the old Hunt Elementary School.

"Hunt had a very diverse – and uniquely mobile – student body," she explained. "That made it difficult for kids to be a part of a school when they may not be around for the entire year." This made connecting with students through their



Denney

families crucial.

"A child's well-being is so important," Denney said. "It's true whether you're a family member, a principal or a teacher."

Plus there are times when educators may be considered like a second family to children.

Perhaps that became more apparent due to the COVID-19 concerns, which required schools to close very quickly. Obviously, elementary school kids don't understand pandemics. They just know they won't be seeing their teachers for a while.

To make things better, Denney and school staff began making at-home visits to kids just to say "hello."

Such visits may become more commonplace as school districts debate how – and when – classes can resume.

"It's a scary time for everyone, but we don't want anybody – a child or a parent – to feel unsafe at school," Denney said. "We're all in this together."

BusinessBrief

Area dental clinics renamed

SIOUX CITY – Lakeport Dental Care, Knopik Family Dentistry and Elk Point Dental Care, a locally owned dental group in the Sioux City metro area, have adopted a new

name. The clinics will now be called The Dentist of Siouxland.

Individual offices will be known as The Dentist at Lakeport, The Dentist at Hamilton and The Dentist at Elk Point.

Along with the name change, the company has

updated its logo and website.

The new website now serves all three locations and provides new and current patients access to information on services and payments, and an avenue to meet the doctors at each location.

RibbonCuttings

Photos courtesy of the Siouxland Chamber of Commerce



A virtual ribbon cutting was held recently for the new US Cellular store at 2515 Hamilton Blvd. The wireless provider has 2 new state-of-the-art stores in Siouxland. The Chamber Ambassadors and staff look forward to an in-person ribbon cutting for the company in the future.



A virtual ribbon cutting was held recently for the new US Cellular store at 5832 Sunnybrook Drive. The wireless provider has 2 new state-of-the-art stores in Siouxland. The Chamber Ambassadors and staff look forward to an in-person ribbon cutting for the company in the future.

KELLEY ASHBY CONSULTING

Trainer, Coach, Consultant

Kelley Ashby Consulting tailors each training and coaching session to fit the specific needs and goals of every client. We develop individuals into valuable and contributing employees and effective supervisors. We address the “people problems” so your workplace is the kind of environment where top performers stay. Our goal is to provide exceptional service that will lead to years of success for your employees and organization.

BUSINESS

Leadership and Management Coaching, Workplace Culture & Staff Retreats

INDIVIDUAL

Skill Development, Resume Development, Coaching & Interview Preparation

NON-PROFIT

Leadership Development, Staff Training, Strategic Planning & Board Development

Certified Emotional Intelligence Practitioner
(319) 855-2237 kelleyashbyconsulting.com

OFFICE SPACE FOR RENT

Stand Alone Office Space and Business Suites Available Immediately
350 sq. ft. to 10,000 sq. ft.

BOYLE COMPANIES

600 Stevens Port Drive, Suite 100
Dakota Dunes, SD 57049
605-217-6000

RibbonCuttings

Photos courtesy of the Siouxland Chamber of Commerce



A virtual ribbon cutting celebrated the opening of the Courtyard by Marriott hotel in downtown Sioux City. Located at 801 Fourth St., the new Courtyard is connected to the Sioux City Convention Center. The property features a bistro, comfortable guestrooms with plush bedding, complimentary high-speed WiFi, indoor pool, and a fitness center overlooking Historic Fourth Street. The outdoor patio and fire pit overlook the Promenade Theater, Marto Brewing Co. and several downtown restaurants and shops within walking distance. The Chamber Ambassadors and staff look forward to an in-person ribbon cutting in the future.



A virtual ribbon cutting celebrated new Siouxland Chamber member, Strive Health & Wellness. Strive was founded in 2017 to provide comprehensive services that support and foster the health of their customers. The business believes in partnering with clients to create healthy, long-term habits. Services include nutrition and fitness coaching, personal training, weight loss programs and fitness programming. The Chamber Ambassadors and staff look forward to an in-person ribbon cutting in the future.

We Have Your Quality H&H Flatbed and Cargo Trailers



2411 3rd St, Sioux City | 712-252-4337 | marxtrailer.com

GENESIS Enterprises, LLC



Walkway Canopy



Shelter Canopy



Frame Tent



Machine Covers

Products We Offer:

- Frame Tents
- Hoop Buildings
- Awnings
- Steel Tubing Frames
- Mobile Livestock Shades
- Machine Covers
- Spray Booths
- Fabric Structures
- Pallet Covers
- Custom Tarps
- Walkway Canopies
- Curtains
- Emergency Response Shelters

Customized orders to meet every need.

Our specialty is custom design!

Call Us With Your Ideas Today - 402-635-2591

Toll Free - 800-397-1159

P.O. Box 100, 105 E. 2nd St., Allen, NE 68710
genesistent.com

RibbonCuttings

Photos courtesy of the Siouxland Chamber of Commerce



A virtual ribbon cutting celebrated new Siouxland Chamber member, Corinne's Cleaning Plus. Corinne's, which has been in business since June 2019, cleans private homes, as well as empty units. They also paint, haul trash and are able to do minor repairs, (hence the "Plus"). The Chamber Ambassadors and staff look forward to an in-person ribbon cutting in the future.

ChamberAnniversaries

The following are observing anniversaries as Siouxland Chamber of Commerce investors.

120 YEARS – 1900

MIDAMERICAN ENERGY COMPANY

Kathryn Kunert
Sioux City

MORNINGSIDE COLLEGE

John Reynders
Sioux City

40 YEARS - 1980

SOUTHERN HILLS MALL – WASHINGTON PRIME GROUP

Matt Pawlowski
Sioux City

30 YEARS – 1990

DOWNTOWN PARTNERS SIOUX CITY

Ragen Cote
Sioux City

NELSON INDUSTRIAL CONSTRUCTION & ENGINEERING

James Nelson
South Sioux City

SIOUXLAND WOMEN'S HEALTH CARE

Julie Barto
Sioux City

25 YEARS – 1995

VAN METER INC.

Matt Young
Sioux City

15 YEARS – 2005

CENTURY 21 PROLINK - SIOUXLAND

Cassie Risetter
Sioux City

10 YEARS – 2010

CALHOUN COMMUNICATIONS

Gerald Calhoun
North Sioux City

CASA DE PAZ

Barry Emerson
Sioux City

CONNECTION PUBLIC SECTOR SOLUTIONS

Bob Marconi
Dakota Dunes

HANGER CLINIC

Jeff Boonstra
Dakota Dunes

5 YEARS – 2015

A LA MODE - BOUTIQUE

Kristi Pittman
Sioux City

HELPING HANDS NURSING SOLUTIONS

Taylor Doeschot
Sioux City

UNIVERSITY OF SOUTH DAKOTA

Michelle Cwach
Vermillion, S.D.

VISITING ANGELS

Kristen Hammerstrom
Sioux City

Siouxland
SIGNS & PRINTING

&

SIGN PRO

IS
NOW

Siouxland
SIGNIPRO

VEHICLE WRAPS
SIGNS & BANNERS
PROMOTIONAL ITEMS
COMMERCIAL PRINTING

SAME GREAT STAFF TO SERVE YOU!

Come see us at our combined location at
2400 Dakota Ave. • So. Sioux City, NE • 402.494.5185 or 712.255.7767

a division of A.J. Phillips Publishing Co., Inc.

NAIUnited

COMMERCIAL REAL ESTATE SERVICES, WORLDWIDE

SIOUXLAND'S #1 COMMERCIAL TEAM

Source: Northwest Iowa Regional Board of Realtors – 2019 Production



Nathan Connelly
Commercial Associate

712 203 1620



Beau Braunger
CCIM
Senior Associate

712 251 8276



Erin Hoekstra
Commercial Associate

712 898 8372



Colonel Krage
Senior Associate

712 251 1451



Nic Madsen
NAI United Management

712 540 6562



Chris Bogenrief
SIOR, CCIM, MBA
Broker

712 204 6261

ALL AGENTS
LICENSED IN
IA, NE & SD

Individual Members:



Society of Industrial and Office Realtors



Certified Commercial Investment Member



International Council of Shopping Centers



International Business Brokers Association

Congratulations!

Let us know how we can help you with
your next industrial location.



1790 Steuben St, SC

Sold for \$508,000 (\$52 PSF) to:
Koskovich & Murphy Developments, LLC
Chris Bogenrief represented the seller.



2425 Blvd of Champions, SC

Leased to:
Telcom Construction
Brokered by Colonel Krage and Nathan Connelly.



1009 E Amidon St, Sioux Falls

Leased to:
American Tire Distributors
Chris Bogenrief represented the tenant.



514 Clark St, SC

Sold for \$925,000 (\$29 PSF) to:
Action Moving & Storage, Inc.
Beau Braunger represented the seller.



413 Floyd Blvd, SC

Sold for \$99,000 (\$7 PSF) to:
Rich Dad Properties, LLC
Brokered by Chris Bogenrief.



508 Centennial | 200 N Merrill, NSC

Sold for \$4,100,000 (\$16 PSF) to:
Siouxlander LLC
Brokered by Chris Bogenrief.



2101 Murray St, SC

Sold for \$3,215,000 (\$100 PSF) to:
L & L Distributing
Beau Braunger represented the buyer.



301 Centennial Dr, NSC

Sold for \$3,500,000 (\$33 PSF) to:
Siouxlander LLC
Brokered by Chris Bogenrief.



1180 S Lewis Blvd, Sgt Bluff

Leased to:
Blake Sanderson
Beau Braunger represented the tenant in this transaction.

Buying • Selling • Leasing Property Management Business Brokerage

NAIUnited
COMMERCIAL REAL ESTATE SERVICES, WORLDWIDE

400 Gold Circle, Dakota Dunes, SD 57049
712 224 2727 www.naiunited.com

GROW **siouxland**
Tune into KSCJ 1360 Talk Radio

