

SIouxLAND BusinessJournal

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February 2019



New look West 7th

Reconstruction updates corridor

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**Mercy Medical
gets new name**

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**Sunnybrook
area adds
apartments**

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NO JOB IS TOO SMALL!



"We have worked with L & L Builders Co. for over three decades. L & L has worked with us on projects as small as \$1,500 that require two men and a pickup truck to projects in the millions. //

- Jim Johnson, President, Urban Inc. 2018

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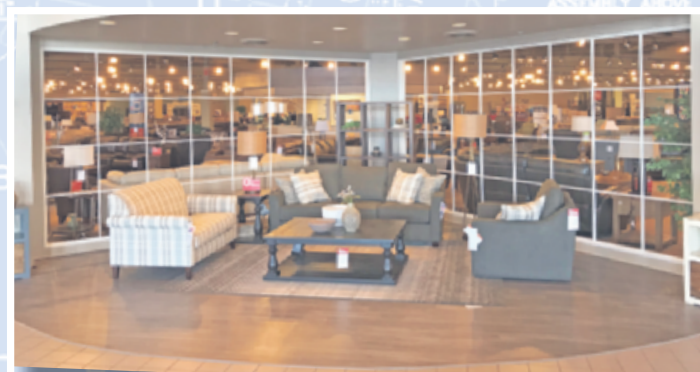
- Megan Johnke, Lifescape 2018

"L&L Builders has proven to be a good partner during the remodeling of our showroom at Slumberland Furniture in Sioux City. Their attention to detail and efforts to minimize the impact on our daily operations were keys to the success of the project. //

- Jeff Jung, General Manager, Slumberland Furniture 2018

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ON THE COVER

Justin Wan, Sioux City Journal
Traffic is seen on the newly-reopened West Seventh Street on Dec. 11.
Business owners are glad the street is open again.

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SOLD

707 4th Street



Congratulations to the seller and buyer on the sale and purchase of this 12-story hotel in downtown Sioux City with a skywalk connection to the Convention Center & Orpheum Theater and near many shops and restaurants. Dick Salem was the broker for both the seller and buyer.

FOR LEASE



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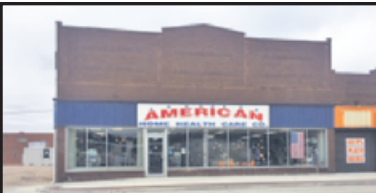
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FOR SALE/LEASE



214 West 7th Street

Great location, visibility & signage for this 4,904 sf brick showroom/shop/warehouse building on busy W. 7th St. & Wesley Parkway. Front showroom with shop/warehouse behind with storage decks & overhead door. Off-street parking in rear & side.

FOR SALE



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New HVAC at WinnaVegas

Casino also installs solar panels on roof

MASON DOCKTER

Business Journal staff writer

SLOAN, Iowa – If casino guests complain about anything, WinnaVegas Casino Resort General Manager Mayan Beltran said, it's often the smell of cigarette smoke.

And then there are the card dealers, servers and other casino employees who spend far more time in that same air the guests complain about.

"It's not so bad when they're periodic guests, they come in and out periodically; it's more dangerous for the employees that are there 40 hours a week and more," Beltran said.

That's all going to change this week, when WinnaVegas debuts its new Casino Air filtration system. It's the first of two major capital improvements at the casino and hotel.

The casino recently decided to install the new air filtration system as its 1992 HVAC system was approaching the end of its life. According to a statement from Casino Air, the old air handlers at WinnaVegas had "basically been destroyed by years and years of tar and nicotine abuse."

Since the old air handlers were suffering a sort of machine emphysema, the decision was made to add state-of-the-art smoke filtration to the new heating and cooling system. Casino Air, whose smoke filtration technology is used in casinos across the country, says the new system will leave the air inside the casino virtually devoid of smoke, even as guests continue puffing.

"It's going to take out any tar, nicotine, paper ash, microscopic particles, it takes out allergens, germs, bacteria," Beltran said. "It's the top-of-the-line filtration system in the casino industry."

The new HVAC system also consumes about 40 percent less energy than the old system, which Beltran attributes to the fact that it recirculates air (already heated or cooled) back into the casino, rather than taking in fresh air from the outside and warming or cooling it.

"We've been patching (the old HVAC) together, keeping it running," he said. "It's old. It was only supposed to last 20 years, and it went 27 years almost. It was a matter of, we have to replace the HVACs anyway, and if we're going to replace the HVACs, let's look



Tim Hynds photos, Sioux City Journal

Mayan Beltran, WinnaVegas general manager, talks about the casino's new HVAC equipment being outside the casino while leading a tour.

at what can we do to enhance the customer experience."

Meanwhile, WinnaVegas is in the process of installing sets of solar panels to power the casino and hotel. Panels have already been installed on the bingo hall, and work is ongoing to install solar panels in other areas on the roofs of casino buildings and on adjacent land.

"Part of our facility is already running on solar," Beltran said.

WinnaVegas maintenance manager Scott Gardner said the project is already more than half done, well ahead of schedule thanks to the unseasonably nice weather. The casino expects all the solar panels to be installed by April.

Beltran anticipates the solar panels alone will save the casino \$2 million in electricity costs over the next 20 years. The casino is also replacing all its old incandescent and fluorescent light bulbs with more efficient LED bulbs.

The Winnebago tribe, which owns the casino, is happy to have a budgetary win for the casino dovetail with an environmental win.

"Obviously, financially, if you can save money, that's great," he said. "But for us, our culture, being tribes, we're all about eco-friendly. If you think about it, we try to use everything from the Earth and save the Earth. When we killed a buffalo, we used every piece of the buffalo."



Mayan Beltran, right, WinnaVegas general manager, gestures up to new ductwork installed in the casino's bingo hall during a tour of the casino with maintenance manager Scott Gardner.

Developer to add 73 apartments at Sunnybrook complex in Sioux City

MASON DOCKTER

Business Journal staff writer

SIOUX CITY – The second phase of construction is set to begin this spring at the Summit at Sunnybrook Village, an apartment complex on the ridge overlooking the Sunnybrook shopping area.

In a news release Friday, Lincoln, Nebraska-based Perry Reid Properties and Dallas, Texas-based Anthony Properties announced the new development, called “Summit Ridge,” which includes 73 luxury apartments in one building.

The project is expected to be complete by the summer of 2020.

The existing complex consists of 225 apartments, which are 100 percent occupied, according to the developer. Those apartments



Lincoln, Nebraska-based Perry Reid Properties, along with Dallas, Texas-based Anthony Properties announced the upcoming construction of a new, 73-unit luxury apartment complex called “Summit Ridge.”

opened in fall 2017.

Summit Ridge apartment residents will have access to amenities that include underground parking, controlled building access, an elevator, a multi-purpose space for residents, outdoor seating areas, fireplaces, a coffee bar, a 24-hour fitness facility with workout classes, a Wi-Fi lounge, a TV lounge area, full kitchen and a pool table.

The one- and two-bedroom units range from 553 square feet to 1,423 square feet.

This will be the latest in a series of developments in the Sunnybrook area.

A new shopping center, called Sunnybrook Village, welcomed its first two tenants, a 218,000-square-foot Fleet Farm store and a 55,000-square-foot Hobby Lobby, last fall.

HUD awards \$4.1M to Sioux City

DOLLY A. BUTZ

Business Journal staff writer

SIOUX CITY – The City of Sioux City has received \$4.1 million in U.S. Department of Housing and Urban Development Lead-Based Paint Hazard Reduction Program funding.

The HUD Office of Lead Hazard Control and Healthy Homes grant provides funds to address lead paint and other health hazards in homes. The funds received will be used to make improvements to at least 160 homes in Sioux City.

Homes built before 1978 that have not been fully remodeled likely have lead based paint present. Lead was added to paint to make it very durable prior to 1978, but created an environmental hazard of lead



exposure for occupants living in homes with lead-based paint. The most concerning health factor related to lead exposure is the development/functioning of the nervous system. Children 5 years old and younger are the most vulnerable. Lead poisoning in children can lead to developmental delays, learning difficulties, irritability, gastrointestinal issues and other medical and behavioral problems.

Applications are being accepted for the program. To qualify, applicants must live in a home built before

1978 within Sioux City. Rental, including apartments, and owner-occupied units are eligible to apply. The applicant must have one child 5 years old or younger living in the home or visiting at least 10 hours per week. Applicants must also have a household income at or below 80 percent of the Area Median Income. For example, the maximum household income for a family of four is \$54,250. If the home is owner-occupied, the program is free for participants. If the home/apartment is a rental, the landlord must match project costs.

Those interested in applying can call 712-279-6328, e-mail tjorgensen@sioux-city.org or visit siouxcityleadgrant.org.



Darrel Bullock
President

Sioux City Building Inspections

REMODEL OR RELOCATE? CHECK OUT THE SIOUXLAND HOME SHOW



It's becoming clear that you'd really like a kitchen where two of you can cook at the same time. A playroom that's not the living room. Increasingly it seems like there are too many people and not enough bathrooms. Or maybe you're looking ahead and want your place to be more safe and usable as you age.

You're ready to make a change and now you have to decide: Remodel or relocate?

There's no one right answer for every situation. So before you look at houses for sale while also sketching out plans to redo your current master bath and expand your kitchen, take a look at which approach best suits your wants and cans. That way, you can decide the best option to pursue and focus your efforts toward that goal.

Answering these questions can help you sort it out:

- **How do you feel about your neighborhood?** Do your friends and your kids' friends live close, are the schools a great fit for

your family? Or do you keep wishing you had more open space nearby, shops within walking distance, or a bigger or smaller yard?

- **How does your home compare in value to others in the neighborhood?** Would your ideal remodel make your home the priciest on the street? If you're thinking about ease and value of resale, it's best not to have the most high-end home around. On the other hand, if you're more concerned that your house be comfortable and convenient for you so that you can stay there a long time, relative value may not matter as much as other factors.

- **How long do you expect this change to suit you?** If your house is feeling small because of kids, how old are they? How much longer do you expect them to be living there? Would converting the basement to a play room give you enough room to spread out?

Or are you looking ahead to retirement? If so, will you want a smaller home, with less square footage to clean and maintain? Or are you happy with your current home's size but would like it better configured and equipped for aging?

- **What is your tolerance for being under construction compared with the difficulties of a move?** How many changes are on your remodeling “to do” list and how long and disruptive would the remodeling process be? Moving is costly. There are costs for closing and fixing up your current house to sell. The new home may need some updates as well.

- **What's the market for the type of home you want?** How likely are you to find a place that you can afford with the features you're seeking in a neighborhood of your choice?

Weigh these factors and that can help you decide if a move or a renovation project is most likely to get you what you want in a home.

You can also explore your remodeling, building or moving options at the Siouxland Home Show. Come and talk to the experts about the visions you have for your new or remodeled home. The Home Show runs February 28-March 3 at the Sioux City Convention Center. For a list of exhibitors and show hours, visit www.sioxlandhba.com/home-show

Mercy Medical adopts new name

DAVE DREESZEN

Business Journal editor

SIoux CITY – Mercy Medical Center in Sioux City will get a new name on Feb. 1.

All of the Mercy Health Network's wholly owned hospitals, clinics and other care sites will adopt the name MercyOne, along with a facility locator. Names for the Sioux City system and other locations are still in the development phase, and will be announced Feb. 1, officials announced on Jan. 14.

Formed in 1998 by Catholic Health Initiatives (CHI) and Trinity Health, Mercy

Health Network includes more than 43 owned, joint venture and affiliated medical centers and hospital campuses, along with more than 230 primary care clinics and other health facilities, all generating more than \$3 billion in combined revenue and employing more than 20,000 people. The network of hospitals and care sites currently are represented by dozens of different brand names, logos and messages.

"Over the past 20 years, Mercy Health Network has grown significantly, expanding our network of locations, clinical capabilities, services and geographic reach," Bob Ritz, Mercy Health Network president and CEO, said in a statement. "Our unifying name and look are key steps

"This is a significant moment for our ministry and for the people and communities we proudly serve."

BETH HUGHES

Mercy Sioux City President

in progressing from an individual location to a more visible, integrated health system working together to provide statewide access and expertise."

Mercy Medical Center - Sioux City, the only Level II Trauma Center in western Iowa, serves 33 counties in the tri-state area. The system also owns rural hospitals in Primghar, Iowa, and Oakland, Nebraska, manages hospitals in Pender, Nebraska, and Hawarden, Iowa, and directs 36 owned or managed family practice and specialty clinics in western Iowa and eastern Nebraska.

"This is a significant moment for our ministry and for the people and communities we proudly serve. Our new name further unifies all of us as one statewide system of care and signifies our commitment to bettering the health of every person we serve," Mercy Sioux City President Beth Hughes



Justin Wan, Sioux City Journal

The remodeled waiting area of the intensive care unit at Mercy Medical Center in downtown Sioux City is shown in a February 2016 file photo. All of the Mercy Medical Network's wholly owned hospitals and care sites will adopt the MercyOne name, along with a facility locator, on Feb. 1.

said in a statement.

Under the adopted name change, each owned facility will maintain its existing leadership and local boards. All affiliated hospitals and facilities contracting with MHN for management support, statewide initiatives and strategic benefits also will continue to retain their local governance and current names.

The new brand name was

selected after a comprehensive external review and selection process that included discussions with more than 4,000 physician partners and colleagues, focus groups, surveys and interviews over the last 18 months.

As part of the rebranding, exterior and interior signage and branded materials will be modified with the new name and logo in

a phased, cost-effective manner, which will take about three years to complete.

The name change is the first for the downtown Sioux City hospital since its name changed from Marian Health Center to Mercy Medical Center on July 1, 1999. Marian was formed through the 1977 merger of St. Vincent and St. Joseph Mercy hospitals.

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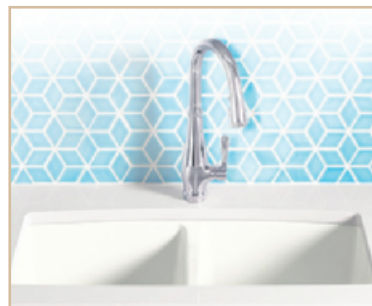
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OnTheMove

DeRocher takes on new role at St. Luke's

SIOUX CITY – UnityPoint Health – St. Luke's has announced that **Tammy DeRocher** is taking on the role of diabetes nurse educator-clinical coordinator.

DeRocher will work with a multi-disciplinary team in assessing, planning, implementing, evaluating and educating individuals in the treatment and self-management of type I, type II and gestational diabetes.

A native of Merrill, Iowa, DeRocher completed her associate degree in nursing at St. Luke's School of Nursing and attained her bachelor's degree in nursing through Briar Cliff University. She has more than 28

years of nursing experience.

Previously, DeRocher worked as a registered nurse with St. Luke's in multiple capacities. She worked at Employee Health and Wellness, Occupational Medicine, and the Diabetes Center. She also served in her roles as a diabetes educator for three years, then as a pediatric nurse at area clinics and nurse for community schools and Family Practice. In 2017, DeRocher also completed the Iowa Hospital Association Leadership Series.



DeRocher

UnityPoint names Markham as COO

SIOUX CITY – UnityPoint Health – Sioux City has announced the appointment of **Chad Markham** as the new chief operating officer. Markham assumes day-to-day leadership immediately, succeeding Leah Glasgo, who was named president and CEO at UnityPoint Health – Fort Dodge

in November.

Markham has served as the senior vice president for Clinics and Network Development at UnityPoint Health – Sioux City since he joined the organization in November 2009.

Since then, he has overseen a number of significant milestones, including the development of Sunnybrook Medical Plaza, integration of the local clinic network into UnityPoint Clinic, and expanding Siouxland PACE, a program of all-inclusive care for the elderly. Prior to his time at UnityPoint Health, Markham served as the CEO of the Hawarden Community Hospital.

Markham holds a master of business and administration degree from St. Cloud State University in St. Cloud, Minnesota. He also received



Markham

his bachelor of arts degree in biomedical science from St. Cloud State University.

He and his wife, Michelle, have three children: Quincy is a junior at Coe College; Libby is a freshman at Gustavus Adolphus College; and Rosie is in eighth grade.

Vanderlei joins Exact Eye Care

ROCK VALLEY, Iowa – The Exact Eye Care network of clinics announces that Dr. **Clarence Vanderlei** has joined the optical group.

Prior to joining the Exact Eye Care clinic network, Vanderlei was an associate optometrist with a private practice in Vermillion, South Dakota. He is experienced with well-vision exams, specialized vision-medical care, specialty contact lens fitting, cataract and refractive surgery post-operative care, and disease management.

Vanderlei earned his

undergraduate degree from the University of South Dakota and completed his doctor of optometry degree at the University of Houston College of Optometry. He is currently an academic assistant professor for the University of South Dakota Physician Assistant Studies Program.

Deger joins Keller Williams Siouxland

SIOUX CITY – **Theresa Deger**

has joined the team of Keller Williams Siouxland. She recently moved to Siouxland from the Kansas City area, where she started real estate.

Team leader Dane Doty said he is excited to have a new employee join the agency.



Deger

Business People

4 physical therapists complete certification

SIOUX CITY – Physical Therapy Specialists, PC, has announced the following physical therapists have achieved their Dry Needling Certification: **Tim Saulsbury**; **Mike Bartstadt**; **Meghan Nelson**; and **Grace Herbold** have completed the Kinetacore training.

Kevin Poss and **Megan Snoozy** have been utilizing their Dry Needling Certification from Myopain since 2016.

Dry needling is a therapeutic treatment procedure that involves multiple advances of a filament needle into the muscle in the area of the body which produces pain and typically contains a "trigger point." It is found to be beneficial for muscular hematomas, muscle tears, compartment syndrome, "shin splints," rotator cuff injuries, and "tennis/golfers elbow."

Dry needling is now available at both business locations of 915 Pierce St. in Sioux City, and 150 Tower Road, Suite 115, in Dakota Dunes.

BusinessBriefs

PLaN Architecture receives design award

SIOUX CITY – PLaN Architecture was honored with a 2018 American Institute of Architects Central States Design Excellence Award for its design of the Pioneer Bank space in Dakota Dunes.

The Central States Region includes Iowa, Kansas, Missouri, Nebraska and Oklahoma, and the annual award ceremony was hosted in Tulsa, Oklahoma, this year.

Projects were judged by a jury of nationally recognized professionals.

The bank's interior architecture is particularly unique because of its unusual layout and material scheme that features a modern cast-concrete

vault in the center of the space surrounded by glass-walled offices around the perimeter.

Williams buys Estherville firm

SIOUX CITY – Williams & Company PC, one of the leading regional accounting firms in the Midwest, has announced the acquisition of the Estherville, Iowa-based Nelson, Gayer, Versteeg, CPAs (NGV) accounting firm.

Current NGV clients will experience relatively few changes as the entire NGV staff will be joining the Williams & Company team.

Danny Dekker, currently a manager in the Williams & Company office in Spencer, Iowa, will

be leading the Estherville location through this transition and into the future. Dekker has been with Williams & Company since June 2007. He and his family plan to relocate to Estherville in 2019.

Williams & Company PC, a full-service accounting and consulting firm, currently has five offices in Iowa – Sioux City, Le Mars, Onawa, Sheldon and Spencer – and one office in Yankton, South Dakota.

Sioux City KOA earns awards

SIOUX CITY – Campgrounds of America, the world's largest system of family-friendly, open-to-the-public campgrounds, has announced that the

Sioux City North KOA Holiday Campground has earned the 2019 KOA President's Award and KOA Founder's Award.

These awards were presented in November at KOA's Annual International Convention in Fort Worth, Texas.



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Traffic is seen on the newly-reopened West Seventh Street on Dec. 11. The project, which spanned 2017 and 2018, caused concern among business owners whose customers and suppliers had difficulty reaching them.

Justin Wan, Sioux City Journal



West Seventh gets new look

\$8M reconstruction project updates street, utilities, beautifies corridor

MASON DOCKTER

Business Journal staff writer

SIoux CITY – The reconstruction of West Seventh Street – a 1 1/2 year-long project that replaced the entire roadway of the business corridor along with the water main and street appearance improvements – wrapped up in late 2018 after two years of work.

Contracted by the city for just over \$8 million, the project replaced the surface of the street and sidewalks between Wesley Parkway and Hamilton Boulevard. The

street now has a westbound lane, an east-bound lane and a turning lane in between, where before there were four lanes.

Jill Wanderscheid, the city's neighborhood services manager, said the street's water main, parts of which were believed to date back to the 19th century, had been on the city's radar for years.

"That was kind of the starting point, the catalyst for the project," Wanderscheid said. Plans for the project became grander over time, and the city decided to replace the entire roadway and its

sidewalks, adding colored concrete, trees and decorative planters, signs, corner curb extensions and bus stops.

The new pavement is expected to last 50 years, while the new pipes are expected to survive a century.

The city also provided financial assistance to some businesses along the street to improve their facades with tuckpointing, new windows and lighting.

Harlan Lessman, owner of Lessman Lighting Center, 805 W. Seventh St., said he appreciates the new appearance of the

street. His building got a bit of a facade upgrade early in the project, with new awnings.

"I'm glad it's done," Lessman said. "I think it'll be nice, I guess they tried to clean it up and make it look a little nicer."

Veronica Zenk worked with the city to turn an old machine shop at 222 W. Seventh St. into Sew in Style, a business specializing in hair weaves, wigs and accessories. Before she decided to go into business for herself on West Seventh, Zenk worked for more than 21 years at the Sioux Honey



Justin Wan, Sioux City Journal

A bus stop is seen on the newly-reopened West Seventh Street on Dec. 11. The street opened to traffic recently after a lengthy construction process, and business owners say they've got mixed feelings about the project.

Association Co-Op.

She worked with the city to purchase the West Seventh building, spent 10 months remodeling and was given a loan forgivable if she spends five years in the building. Sew in Style opened Jan. 16.

"I love the way things turned out," Zenk said. "It's exactly the way I want it to be."

John Reidesel, who owns Siouxland Lock and Key, 216 W Seventh St., was, on the whole, glad to see the long project completed at last.

Construction on the eastern end of West Seventh, where Siouxland Lock and Key is situated, wrapped up in 2017. Customers had a tough time navigating the torn-up street during both years of construction, so he's happy to have the whole thoroughfare open for business again.

"Now that it's finally opened up, we've seen a big difference in the walk-in traffic coming in," he said.

Reidesel purchased a large key-shaped sidewalk sculpture from the city to jazz up his shop's curb appeal, and installed a new sign.

Lessman said his business took advantage of the torn-up water main. Lessman Lighting was able to change out its building's old utility hook-up when the city had already dug out the old water main.

And Lessman said his customers are dedicated – they'd come to the shop one way or another, even when it was hard to get in because the sidewalk was gone.

"Our business thrives on construction and progress, so can't really complain a



Justin Wan, Sioux City Journal

An information sign is seen on the newly-reopened West Seventh Street on Dec. 11. In addition to the informational signage, the street now has decorative planters and colored concrete in certain areas of the sidewalk. Trees will be added later.



Justin Wan, Sioux City Journal

A bike rack is seen on the newly-reopened West Seventh Street on Dec. 11. Business owners say they're glad the street is open to traffic again, though some aren't pleased with the corner curb extensions, which they say make it harder for trucks to make turns.

whole lot," he said.

Wanderscheid said the city still needs to wrap up some final details of the West Seventh project.

"We just have some minor things to do this spring, like landscaping," she said.



Tim Hynds, Sioux City Journal

It took a construction crew 10 months to transform 222 W. Seventh St. into the glamorous business that Veronica Zenk always wanted to own. The Sioux City native opened Sew in Style, a store that sells specialty wigs, weaves and extensions, on Jan. 16.

RushHourConnect



Siouxland
Chamber
of Commerce

RUSH HOUR CONNECT

Hard Rock Hotel & Casino hosted the Siouxland Chamber of Commerce's December Rush Hour Connect in the casino's Anthem venue to celebrate and thank their supporters. Along with hors d'oeuvres and drinks, attendees listened to an overview of the many recent expansions and renovations that have taken place, including the Platinum Lounge, which is now available for private parties, the Wine Bar and the World Tour Buffet.

ChamberAnniversaries

The following businesses and organizations are celebrating milestone anniversaries in January as Siouxland Chamber of Commerce investors.

40 YEARS – 1979

THE BOYLE COMPANIES/ WENDY'S

Debbie Boyle
Dakota Dunes, South
Dakota

35 YEARS – 1984

ARCHITECTURE BY DESIGN INC.

Tom Bertram
Sioux City

30 YEARS – 1989

MIDWEST CONTINENTAL INC.

Deborah Weaver
Sioux City

25 YEARS – 1994

KWIT/KOJI RADIO/ WESTERN IOWA TECH

Mark Munger
Sioux City

20 YEARS – 1999

FIRST AMERICAN BANK – SIOUX CITY

Wendy Jackson
Sioux City

15 YEARS – 2004

BOOK PEOPLE

Chriss Camenzend
Sioux City

BROOKDALE SIOUX CITY

Jackie Loghry Pirner
Sioux City

10 YEARS – 2009

CENTRAL KITCHEN & BATH

Naomi Anderson
Sioux City

DUNES DENTAL 4 KIDS

Jeff Hemmingsen DDS
Dakota Dunes, South
Dakota

TIRES TIRES TIRES INC.

Dan Nothdurft
Sioux City

5 YEARS – 2014

F&M BANK – SIOUX CITY

Tom Baurichter
Sioux City

GOODIN INSURANCE AGENCY LLC – SLOAN

Jake Goodin
Sloan, Iowa

MCCLURE ENGINEERING COMPANY

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Photos courtesy of the Siouxland Chamber of Commerce

CONE PARK BUNNY HILL



Chamber of Commerce COMMUNITY ENHANCEMENT

The Parks and Recreation Department and Wells Enterprises, the makers of Blue Bunny Ice Cream, recently hosted a ribbon cutting ceremony for the newest addition to Sioux City's Cone Park. Pictured are Matt Salvatore, parks and recreation director; City Councilman Alex Watters; and Lesley Bartholomew, Wells Enterprises Inc. Corporate Communications Manager. Designated for all ages, especially young children, the new Blue Bunny Hill is located next to the main tubing hill. Riders use the same magic carpet to get up the hill but exit earlier for the smaller bunny hill.

MEDPHARM IOWA



Chamber of Commerce WELCOME NEW MEMBER

Stephen Wilson, head of dispensary operations for MedPharm Iowa, is shown cutting the ribbon to officially open the Sioux City branch. Patients with one of the qualifying medical conditions and certified by a physician must submit an application to the Iowa Department of Public Health and be approved before they can purchase from the dispensary.

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P'S PIZZA HOUSE



Siouxland
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WELCOME NEW MEMBER

Joe Sitzmann, owner of P's Pizza House, along with his family and his staff are shown cutting the ribbon to celebrate the opening of their new location in Dakota Dunes. The restaurant serves modern American fare, innovative and freshly made cocktail selections and the best brews around. The business includes a 60-seat event room, mezzanine seating and event space, golf simulator lounge, and the latest A/V technology for sports fans.

THE SECURITY INSTITUTE



Siouxland
Chamber
of Commerce

SIGNIFICANT MILESTONE

Woodbury County's Security Institute celebrated its 10th Anniversary. Shown cutting the ribbon are front row, Gary Brown, Woodbury County Emergency Services Director; Glen Sedivy, Woodbury County 911 Director; Lt. Charles Hertz, Woodbury County Sheriff's Office; Rebecca Socknat, Woodbury County Emergency Management Coordinator; Terry Murrell, Western Iowa Tech Community College president; back row: Lt. Kevin Heineman, Sioux City Police Department; and Lt. Don Armstrong, Woodbury County Sheriff's Office. The Security Institute, located on WITCC's campus, is home to Woodbury County and Sioux City's emergency operation centers. WITCC students have the benefit of seeing first-hand these professions at work in real life.

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UNITED REAL ESTATE AND CENTRAL BANK



A ribbon cutting was recently held to announce that Central Bank will now be available to provide mortgage lending services inside United Real Estate Solutions' downtown Sioux City offices in the United Center. Pictured cutting the ribbon are URES President Kevin McManamy; Jeff Lapke, Central Bank president; and Angie VanOterloo, the bank's branch manager.

SC ART CENTER, GILCHRIST LEARNING CENTER



The Sioux City Art Center recently dedicated the Gilchrist Learning Center with a ribbon cutting ceremony. The facility will allow the Art Center to expand the number of classes offered for all ages and provide the center with additional space for exhibits. Pictured cutting the ribbon are Dr. Richard Brown, VP Art Center Association, Becky Meyer, Art Center Board of Trustees Chair; Al Harris - Fernandez, Art Center director; City Councilman Dan Moore, Dr. Michael McTaggart, Board of trustees; City Councilman Alex Watters; and City Councilman Pete Groetken.

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UNITYPOINT HEALTH- ST. LUKE'S

UnityPoint Health St. Luke's Children's Miracle Network recently re-dedicated its pediatric playroom. Staff from the pediatric floor are pictured cutting the ribbon. The room has been completely renovated, thanks to St. Luke's Children's Miracle Network and a grant from the Gilchrist Foundation. The room invites children to use color and creativity to express their dreams and fears while in the hospital. The room also includes a space for families to enjoy time together playing video games, watching movies or just being a family.



National Girls Inc. company gets 100 percent rating

SIOUX CITY – The national Girls Inc. organization recently conducted a detailed assessment and awarded Girls Inc. of Sioux City a rating of 100 percent. This is well above the minimum requirement of 84 percent.

We're thrilled with this result," says executive director Mandy Engel-Cartie. "This is a fairly exhaustive process that evaluates our program by measuring more than 100 different standards. This is really an affirmation of our amazing volunteers, supporters and staff who make it possible to provide an extremely high quality program to girls and young women right here in Siouxland."

Girls Inc. of Sioux City offers after-school programming during the school year, as well as a comprehensive summer camp and outreach throughout the year.

Girls Inc. is currently enrolling students for spring and will begin accepting enrollment for summer in January. More information is available at www.girlsincofsiouxcity.org or by calling 712-252-1088.

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Thanks for another great year, Siouxland. We wish you the best in 2019.



NATHAN CONNELLY

Nathan and his wife, Heidi, closed their biggest deal to date with the birth of their 1st child, Cooper Connelly. He said no other closing will ever compare! Nathan enjoys his coaching duties with the Dakota Valley Boys High School Basketball program. The young men are lucky to have Nathan as a coach and strong role model. In 2018, Nathan also became a board member at Opportunities Unlimited.



COLONEL F. KRAGE

Colonel is beginning his 56th year as a card-carrying IA real estate agent. Over his career, Colonel has seen many industry changes and we are grateful for his sound advice and the mentorship he continues to share with us. Colonel enjoys working out of his "north" office as much as possible during summer months in Okoboji.



CHRIS BOGENRIEF

Chris was able to show his family what communism looks like on a trip to Havana, Cuba, making them appreciate the US even more. Chris is proud of his daughter, Adeline, for earning a spot in Iowa's All-State Chorus and looks forward to his oldest son's Blake, graduation from the U of I's School of Business and his wedding to Madi Peck in July. His youngest son, Ben, is a sophomore at ISU.



NIC MADSEN

Nic is interning with NAI United and has been a huge asset since starting last June. He offers all areas of support to our firm. Nic's smile and enthusiasm has quickly made him a valued member of our team. Nic is a senior at Morningside College and also wrestles for the Mustangs. Great job, Nic!



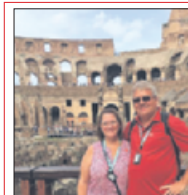
BEAU BRAUNGER

Beau will soon take the reins as the 2019 president of the Iowa CCIM Chapter (Certified Commercial Investment Member). Working as Chapter president, Beau will continue to promote and grow the commercial real estate industry in Iowa. Even with Beau's full plate, he believes in giving back, which is evident by the many area charity and service clubs he supports or is a board member of. Working hard has earned Beau a high ranking in Siouxland's commercial broker field, but he is also known for having fun too. You never know what he will be wearing on the golf course!



ERIN HOEKSTRA

Erin is closing in on her 1st year with NAI United. It's been a big year too with traveling to Maryland, DC and Arkansas for training and attending the NAI Global convention in Austin. Erin's fire and drive helped her close over \$2.4 M in sales during her first 10 months as a commercial agent, a remarkable start to a very promising career. When not working, Erin spends many hours in the bleachers supporting her daughters' activities. Audrey, Erin's oldest, is a member of the 9-time state competitive dance team at Dakota Valley. Carsyn is all about sports and plays volleyball and soccer.



BECKY FITCHNER

Becky and her husband, Bill, celebrated their 35th wedding anniversary with a trip to Italy. Becky says Rome and Florence were amazing with all their history and beauty. A few trip highlights: quiet time in the Sistine Chapel, discovering amazing basilicas while walking the streets of Rome and seeing the statue of David in Florence. However, touring the Colosseum was her favorite.



ROBIN VENAAS

Robin celebrated her 1-year anniversary with NAI United in September. During her 1st year she has worked hard on projects to automate and streamline office procedures and record keeping. Robin's family expanded this year with the addition of a new grandbaby and a son-in-law. She and her husband, Roger, continue to perform with area municipal bands and the Sioux City Symphony.

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