

SIouxLAND BusinessJournal

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June 2020

PPE DONATIONS

Local firms
aid front-line
workers during
pandemic



INSIDE THIS MONTH'S ISSUE:



**COVID-19
forces SITP
to delay date**

PAGE 4



**Local grad
promotes
fair trade**

PAGE 5

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Tim Hynds, Sioux City Journal

ON THE COVER

Candy Klingensmith, safety manager at Knife River, displays boxes of protective masks May 19 at the Sioux City offices of the construction company. Knife River donated a stockpile of N95 masks, face shields and Tyvek suits to local healthcare providers working on the front lines of the COVID-19 pandemic. The company was among the Siouxland employers who donated Personal Protection Equipment during the coronavirus pandemic.

Index

Business Peoplepage 10

Chamber anniversariespage 10

Chamber investors.....page 10

On the movepage 10

Virtual Rush Hour Connectpage 14

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Saturday in the Park postponed

Bernstein says chances it will go on at all are '50-50'

MASON DOCKTER

Business Journal staff writer

SIOUX CITY – The 30th annual Saturday in the Park music festival has been postponed to an indeterminate date in the future, possibly toward the end of the summer or the early part of the fall.

"Tentatively, in our minds right now, we're looking at some dates in either late August, or more realistically into September," Dave Bernstein, the festival's co-founder and longtime leader, said in a Zoom press conference on May 14. The decision was prompted by the COVID-19 pandemic.

The festival was previously scheduled to go on at Grandview Park July 4.

Bernstein acknowledged that Saturday in the Park may not happen at all this year. If it were cancelled, it would join other cultural events that fell victim to the pandemic, including the summer concerts at the Hard Rock's Battery Park venue and this season's remaining performances of the Sioux City Symphony Orchestra.

"We need to be realistic, I think, with everyone – the chances of us still being able to pull it off in the fall, are not guaranteed, certainly," Bernstein added. "50-50, it's hard to say."

Organizers more than a month ago had already acknowledged the



Justin Wan, The Weekender

Snow tha Product got the audience going in the Abe Stage in this 2019 Journal file photo.

possibility of a postponement.

The health of concertgoers has always been a concern. Sioux City Fire Rescue crews are on hand every year to deal with heat stress (often the result of excessive exposure to the July sun, compounded by drinking) and the usually minor scrapes and bruises that attendees sometimes sustain.

But the virus proved to be a far more grave threat to the health of the thousands of people who swarm Grandview Park every summer.

"We're just not going to risk it, we can't risk it, it's just not something we're willing to do," Bernstein said of the decision not to hold the festival in July.

The event, invariably held on the Saturday closest to July 4, began back in 1991 and has since mushroomed into a cultural icon for Sioux City.

In previous years, the festival has attracted big-name acts like Aretha Franklin, B.B. King, Santana, Cee Lo Green, George Thorogood and Boz Scaggs; crowds

are usually estimated at 20,000 to 25,000.

Besides the blockbuster singers at the main stage, lesser-known acts make appearances at the Abe Stage, so called because of its proximity to the park's statue of Abraham Lincoln. Crowds at the Abe Stage are packed together quite closely, and even the staid old Lincoln statue gets a lot more human contact than normal – he's been seen festooned with colorful attire in previous years.

If the festival does finally

proceed later this year, there is another problem: lining up acts. A lot of groups aren't touring right now, which was one factor contributing to the postponement decision. Saturday in the Park organizers now have a little more time to sort out that matter.

"Clearly, people (who are) cancelling entire tours aren't going to come play Saturday in the Park, even at a delayed date," Bernstein said.

"It'd be all great if we even could have the festival, but if you don't have bands, artists, clearly to perform at the festival, there's no point," he added.

Bernstein acknowledged the possibility of holding some sort of alternative-format Saturday in the Park – a virtual version, perhaps, or holding an in-person event but at a different venue that might allow for better social distancing.

He said he's not completely on board with either of these ideas: "I would suggest, as someone who consumes a lot of virtual experiences that they're not quite the same, not even close to the same." But Bernstein also noted that the festival probably won't be in its usual form either.

"The festival, if are able to have it this year, it will probably look a bit different than it has in the past," he said.

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Zachary Rochester, a Sioux City native and student at the University of Iowa, was part of an initiative that convinced the university to purchase fair-trade products.

University of Iowa student aiming to help workers

MASON DOCKTER

Business Journal staff writer

IOWA CITY, Iowa — A Sioux City native, now a student at the University of Iowa, spearheaded a successful fair-trade initiative at the university. A similar initiative might eventually make headway in Sioux City.

Zachary Rochester, a junior at the University of Iowa majoring in international studies and religious studies, became interested in fair trade a few years ago. This year, the university agreed to begin purchasing fair trade products at the behest of a group Rochester is involved with.

"We formed a student organization at Iowa, from there we wrote a resolution, and presented it to the university's student government," Rochester said. "They were in support of the resolution, and from there we actually worked with housing and dining, and different purchasing departments in the university to see what availability there was to switch over purchasing to fair-trade products."

The fair-trade resolution made its way to the University of Iowa's faculty senate, and

to the desk of the president, who signed it in April. With that, the University of Iowa became the first "Fair Trade University" — a designation from the organization Fair Trade Campaigns — in the Big Ten network.

Fair trade is a system in which farmers and workers, usually those in the developing world, are paid a fair price for their products — ideally enough to afford a reasonable standard of living. The concept is most commonly applied to commodities like coffee, tea, sugar and cocoa.

The concept has gained steam in the past 20 years. A 2014 paper published in the Journal of Economic Perspectives reported that sales of fair-trade coffee grew from 12,000 metric tons in 2000 to 123,200 tons in 2011.

All outlets that serve things like coffee and tea at the University of Iowa campus are now required to offer at least two products recognized as fair trade by the group Fair Trade Campaigns.

"The goal, now that we're actually established, is to work with housing and dining

PLEASE SEE STUDENT, PAGE 6

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Chamber holds first virtual small business expo

The Siouxland Chamber of Commerce recently held its first ever VIRTUAL Small Business EXPO.

When the live event was postponed due to the COVID-19 pandemic, the Chamber wanted a way to still feature our great small businesses so Siouxlanders could learn about the unique products and services they provide. Thus, the virtual idea came to light.

The Small Business EXPO was re-built virtually as a Prezi presentation and each registered vendor was featured in its own virtual vending space with company information, videos and messages. You can look for the VIRTUAL Small



Business EXPO on the Chamber's Facebook page or at the following link: <https://prezi.com/view/neIv8UU3y2tsZ7E5ZelQ/>. The live event has been re-scheduled for Oct. 22 at the Marriott South Sioux City Riverfront.

With the change in date,

there will be a bit of a twist on the branding of the event which will now become the "2020 Small Business Holiday EXPO." The event will be free and open to the public with complimentary food samples, cash and many other prizes, and lively networking.

Student

FROM 5

every semester to get more and more products to switch over to fair trade," Rochester said.

The cost of fair-trade items is, naturally, somewhat higher -- Rochester says the price difference is "marginal," but the benefit to the coffee and tea producers of the developing world is significant.

"This is an effort to try and shift things over to a more ethical, more sustainable, way of sourcing products, for cities and institutions like universities," Rochester said.

Rochester previously worked as a regional manager for a "franchise

operation" in Iowa. The experience was eye-opening, and it sparked an interest in labor activism, and the way the system deals with some of the more-marginalized people in the supply chain.

"I got used to experiencing the hardships between workers and upper management, issues as far as like wage theft, and stuff like that started to become more prevalent," Rochester said.

Rochester is the Great Lakes regional fellow with Fair Trade Campaigns, having got involved with that organization about two years ago -- the title comes with the territories of Iowa, Wisconsin and Minnesota. The organization has begun the process of making Sioux City a "Fair Trade Town," which entails getting a certain number of retailers to

offer fair trade products, along with getting city leaders on board with the concept. Morningside College and Briar Cliff University have potential as "Fair Trade Universities."

Some establishments in the Sioux City area -- most notably, the Stone Bru coffeehouses -- do have some fair trade options, and grocers in the area almost certainly offer at least a handful of fair trade items for conscientious consumers.

But on the whole the fair trade goals for Sioux City have yet to be realized.

"Definitely ground-level, on that one," Rochester said of the Sioux City campaign. "And if Sioux City got started, I would definitely have a vested interest, seeing as, I'm from there."



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Heeding THE CALL

Siouxland firms donate protection equipment for front-line workers

MASON DOCKTER

Business Journal staff writer

SIoux CITY – The COVID-19 pandemic prompted a handful of companies in the Sioux City metro to provide personal protective equipment (PPE) that they had in stock to medical providers that were in need of it.

Around the late-middle part of March, just when the outbreak here was setting in, Siouxland Chamber President Chris McGowan sent an email to some of the Chamber's business contacts, inquiring if anybody had available PPE supplies.

A rather generous response followed, and the materials were routed through Woodbury County Emergency Management to places they were needed most. McGowan estimated perhaps 10 businesses helped provide PPE, with several giving large quantities.

"As soon as we did that,

we had people responding to us," McGowan said of his initial request.

Knife River, one of the largest U.S. construction materials and contracting companies, was among those who responded. Candy Klingensmith, safety manager at Knife River, said they had a good supply of the sought-after, hard-to-find N95 masks, which filter out tiny particles and are used by medical personnel and others in close contact with COVID-19 patients.

The masks have been near impossible to obtain since the beginning of the pandemic, even for hospitals.

Knife River had a variety of types of N95s, designed for different types of construction work. In a pinch, they all stop dangerous small particles from entering human airways.

So the company gave four or five boxes of N95s, plus some Tyvek suits, face



Tim Hynds, Sioux City Journal

Candy Klingensmith, safety manager at Knife River, displays protective masks Tuesday at the Sioux City offices of the construction company. Knife River donated a stockpile of N95 masks, face shields and Tyvek suits to local healthcare providers who are working on the front lines of the COVID-19 pandemic.



Tim Hynds, Sioux City Journal

Candy Klingensmith, safety manager at Knife River, displays protective masks May 19.

shields and arm sleeves.

"I dropped it all off at the Chamber's office," Klingensmith said.

"We have a supply from last year. We don't have a huge stock, we're kind of monitoring what we have. But we did feel it was deemed necessary to take and give some to the hospitals," she added.

Klingensmith said the company is hopeful they'll be able to get more of these supplies, as protective dust coverings are often necessary in construction work.

One of the very-large donations (in terms of the sheer number of items) came from the Siouxland Vein Center.

Kathleen Nielsen, Siouxland Vein's office manager, is also married to Dr. Mark W. Nielsen, who runs the center. She said the center had quite a large number of surgical gowns in storage. Then they got the email from the Chamber, and soon the gowns were on their way to the front lines.

"We brought down 800," Nielsen said.

She initially estimated she had perhaps 300 of them, but found the store room had a bounty of gowns.

"I buy in bulk, and sometimes I buy supplies and I probably just didn't realize how many I had back there. I was surprised how many I had back there," she said. "We were happy to donate them, because here they were sitting back in our storage room, and I knew that the hospitals might need them, but I really just didn't even know where to drop anything off."

Bomgaars, a Sioux City-based

PLEASE SEE DONATIONS, PAGE 11



Tim Hynds, Sioux City Journal

Candy Klingensmith, safety manager at Knife River, displays boxes of protective masks May 19, 2020, at the Sioux City offices of the construction company. Knife River, which donated a stockpile of N95 masks, face shields and Tyvek suits, was among the local employers who contributed Personal Protection Equipment to local healthcare providers working on the front lines of the COVID-19 pandemic.



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OnTheMove

St. Luke's College names Ericson as new president

SIoux CITY – St. Luke's College – UnityPoint Health has announced **Kendra Ericson**, Ph.D, MSN, RN, as the new president of St.



Ericson

Luke's College. She replaces **Mike Stiles**, who will be retiring after nearly four decades of service at the helm of St. Luke's College. The search for Stiles' replacement began in January. Ericson will begin her duties July 6.

Most recently, Ericson spent more than seven years as the director of nursing education at Des Moines Area Community College (DMACC) in Ankeny, Iowa. In that role, she developed, implemented and monitored academic programming across DMACC's multi-campus health program.

Ericson has nearly two decades of experience in nursing education and curriculum development. She is also a member of a variety of industry coalitions, including serving as president and past president of

the Iowa Career and Technical Association, and as the committee chair of the Des Moines Interprofessional Collaborative.

Ericson was born and raised in rural Illinois. She is a graduate of Trinity College of Nursing & Health Sciences in Moline, Illinois. In addition to earning her associate and bachelor degrees in nursing, Ericson has a Master of Science in Nursing degree from the University of Phoenix and recently completed her PhD in Nursing at the University of Missouri.

Ericson and her husband, Jeremy, have three children.

Security National taps Hunn as HR generalist

SIoux CITY – **Penni Hunn** has joined Security National Bank as a human resources generalist.



Hunn

Hunn is responsible for helping the bank achieve its talent management goals through recruiting, on-boarding and employee relations, according to a press release.

Hunn has 13 years of

experience in various fields including human resources, public relations, events and retail management.

Also active in the community, Hunn serves on the board of directors for the Ronald McDonald House Charities of Sioux City, and she helps coach girls volleyball for Dakota Valley's Purple Panther sports program.

New hires at United Real Estate Solutions

SIoux CITY – United Real Estate Solutions Inc. has announced that **Jacquelyn Brummond** and **Marcus Langseth** have joined the residential sales team. Originally from



Brummond



Langseth

Tennessee, Brummond made her way to Sioux City. Over the past six years she has served as a South Sioux City Chamber Ambassador, marketing coordinator on the board of directors for New Stage Players, along with other volunteer work in the area.

Brummond has a background in sales and property management.

She and her husband have two children. In her free time, she enjoys teaching Zumba, reading, and cooking. Langseth has a background in property management. Born and raised in Siouxland, Langseth relocated to Chicago for a few years to pursue opportunities after school. While there, he began working in property management before returning to the area.

He enjoys spending time with his wife and daughter and is still active in different facets of the theater. He serves on the board of Shot in the Dark Productions in Sioux City.

Jessi Tadlock joins Century 21 ProLink

SIoux CITY – Century 21 ProLink announces that

Jessi Tadlock has joined its Sioux City office as a sales associate.

Tadlock, who grew up in Siouxland, will specialize in representing buyers and sellers of properties in the region.



Tadlock

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ChamberAnniversaries

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

50 YEARS - 1970

BOMGAARS

Roger Bomgaars
Sioux City

HAUFF SPORTING GOODS

Steve Hauff
Sioux City

PRINCE MANUFACTURING CORPORATION

Dan Van Eldik
North Sioux City

35 YEARS - 1985

MAIL HOUSE INC.

Chris Shanahan
Sioux City

SIoux CITY COUNTRY CLUB

Mitch Merrill
Sioux City

TELCO TRIAD COMMUNITY CREDIT UNION

Tim Piepho
Sioux City

30 YEARS - 1990

C W SUTER SERVICES

John Baker
Sioux City

25 YEARS - 1995

HOFFMAN AGENCY

Josh Nichols
Sergeant Bluff

20 YEARS - 2000

BEANO & SHERRY'S CASINOS

Kimberly Luken
North Sioux City

15 YEARS - 2005

PHOTOGRAPHY BY KJ

Katie Jo Wingert
Sioux City

10 YEARS - 2010

LIBERTY NATIONAL BANK-DAKOTA DUNES

Michael Patrick
Dakota Dunes, S.D.

MERCYONE HOME CARE

Karen Vlach
Sioux City

PAIRIEWOOD TOWNHOMES

Missy Meinen
North Sioux City

PREMIER ONE OF SIoux CITY

Kent Frohock
Sioux City

RICK CHRISTOFFERS, LICENSED PUBLIC ACCOUNTANT, PC

Rick Christoffers
Sioux City

SIouxLAND CHAPTER OF THE SOCIETY FOR HUMAN RESOURCE MANAGEMENT (SHRM)

Susan George
Sioux City

5 YEARS - 2015

ADAMS HOMESTEAD AND NATURE PRESERVE

Jody Moats
McCook Lake, S.D.

DUNES PERIODONTICS

Dakota Dunes, S.D.

SCOOTER'S COFFEE HOUSE-HAMILTON

Brooke Rosener
Sioux City

SIouxLAND YOUTH HOCKEY

Tiffany Kane
Sioux City

WOODHOUSE FAMILY INSURANCE

Jeff Stellish
Sioux City

BusinessPeople

Morningside alum to donate part of book sales to college

SIoux CITY – **Cleo Franklin**, Morningside College alumnus and Hall of Fame inductee and founder, president, and CEO of Franklin Strategic Solutions, will release a book of leadership lessons



Franklin

titled "Coffee with Cleo."

Franklin, who also serves on Morningside's board of directors, is donating 10% of the profits from the sales of "Coffee with Cleo" to the Morningside College

Franklin Leadership Foundation. He credits his time at the college with helping him prepare for his personal and professional journey.

"Coffee with Cleo" is a collection of 10 leadership lessons and personal stories of inspiration, self-reflection, and teaching moments from Franklin's 32 years as an executive

with iconic global brands John Deere, Case-New Holland, and Mahindra. Franklin describes the book as a modern-day "Aesop's Fables." It offers lessons for anyone looking for strategies and tips on improving their lives and livelihoods through the lens of Franklin's personal and global executive business journey.

Donations

FROM 9

retailer, had purchased some PPE items at the beginning of the pandemic. But officials with the company weren't sure if selling the items immediately was the right thing to do, said Bomgaars vice president and CFO Torrey Wingert.

So they held onto the items for a while.

"We were able to secure some PPE equipment, mainly some of the medical masks, and also some of the medical goggles and face shields and stuff like that," Wingert said.

"As the medical crisis unfolded, we

decided not to sell those to regular customers, only sell them to medical (facilities)," Wingert added. "We contacted every medical provider we could to try and get those into their hands first."

Bomgaars contacted medical facilities "in all the towns we do business in" (scores of communities across seven states), Wingert said, and distributed the PPE to facilities that needed it. Some of it was given away, or sold at a discount.

Wingert said the company furnished \$10,000 to \$15,000 worth of equipment, including more than 6,000 masks and several hundred pairs of safety goggles. The process of distributing the items began in early April and was carried out over a two-week period.

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Therapist's view amid coronavirus outbreak

ELISABETH GILES

Special to The Business Journal

May is Mental Health Awareness Month and is often marked by "You are Not Alone" signs



Giles

in front yards and businesses and people donning bracelets to signify that they are in support of raising awareness of mental health issues, because mental health matters. It's 2020 and we are still working to decrease stigma associated with mental health issues while also working to decrease access barriers to better serve our communities, including our most vulnerable, our underinsured or uninsured neighbors; we are the safety net in our community.

This year, Mental Health Awareness Month looks a bit different. It's no longer just about yard signs and swag. It's no longer about "that one family member" or "the person on the street." It's about all of us; it always has been. But why is this

year different?

COVID-19.

That's why. Five letters and two numbers. Who would have thought that would make such a difference? In reality, it does.

We know that there are millions of Americans living with mental illness. According to Mental Health America, "nearly 1 in 5 American adults will have a diagnosable mental health condition in any given year....46% of Americans will meet criteria for a diagnosable MH condition sometime in their life and half of those people will develop conditions by the age of 14" with Anxiety Disorders topping the list of prevalence at 42.5 million people.

That was before COVID-19. There it is again, that condition that changes everything and that has significantly impacted ALL our mental health. While I don't have numbers for this, I can tell you that community anxiety and grief has skyrocketed.

We are no longer gathering to celebrate or mourn. We are

not attending rights of passages such as graduations or proms. We can't hug our friends and family and we wear facemasks and gloves to protect ourselves. There are sleepless nights, vivid dreams and decreased appetite.

Let's not forget about fear. Suddenly, clients and clinicians are really on the same page. We have seen our neighbors go from well to ill and sometimes to death. And as community mental health workers, we hold space for our clients, for each other, for our family and for our community.

Siouxland Mental Health Center has responded as it always has over the last 50 years of serving Siouxland: Front and center. Willing and able. We have initiated safety precautions while meeting the needs of the community.

So, what does this look like in the age of a pandemic? two words: virtual care. We are meeting our clients where they are. Literally. In their living rooms. We may also be in our living rooms.

While this may not be ideal for some, I would argue that there is a benefit. It draws a sense of trust in a different way. Face masks, temperature checks and assessment for staff and patients that come in the clinic.

Therapy sessions almost always have a pandemic theme or blurb. Even with all this, patients are still able to access same day intake, crisis appointments and/or psychiatric appointments and medication management.

Our Adult and Pediatric Health Home (IHH) and Community Support Workers are just as busy helping patients navigate life, mental and physical wellness. Our workers in the Homeless Program provide housing support and this is looking really different in time when offices are closed, and virtual tours are rising.

We are staffed 24/7 at the Sioux Rivers Crisis and Stabilization Center for those needing a safe place during times of emotional distress.

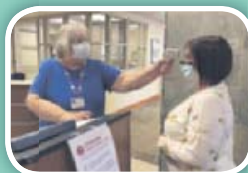
What can we offer to you now

during the pandemic and in the coming times of a new normal? Therapy with skilled clinicians. Psychiatric services and medication management with a collaborative team. IHH and community support services. Friendship and Peer support at our Friendship House location. Animal Assisted Therapy at designated times. Jail Diversion. First Episode Psychosis Program and support. Friendly front-of-office administrative staff who will help you get the answers or the appointment you need. Leadership that cares for staff and patients.

We do this because *Mental Health Matters*. Every day, not just in May and not just during a pandemic. As the designated Community Mental Health Center in Woodbury County, we want you to know that we are here for you. We are open. We are Siouxland Mental Health.

Elisabeth Giles is a Licensed Independent Social Worker (LISW) with Siouxland Mental Health.

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Financial planning in COVID-19 world

DANIEL J. HOLZRICHTER

Special to The Business Journal

Think about how much the world has changed since the end of 2019: An extreme market downturn stemming from a health crisis, a price war between two foreign oil superpowers, plummeting interest rates, plus the passage of two major pieces of legislation in the SECURE Act and the CARES Act. Given all this economic upheaval, it's understandable if any financial goals you might have set for yourself at year's end already seem out of reach. Yet despite the current environment of broad market instability and low interest rates, there are several long-term planning opportunities you can take advantage of now. Let's take a look at some of them.

Tax-loss harvesting
While no one likes broad market declines like what we've experienced early in 2020, you may be able to put those declines to use through tax-loss harvesting. Tax-loss harvesting is the selling of securities at a loss but then using these losses to offset current or future capital gains. When preparing your tax return, you can use any capital losses to offset capital gains, and if an overall net

capital loss exists, you can deduct up to \$3,000 of it against your ordinary income. What's more, any unused capital losses after that can be carried forward to use in future years.

If you're considering tax-loss harvesting strategies, though, remember the wash sale rule's 61-day window: If a security, or any substantially identical security, is purchased 30 days prior or 30 days after the date it is sold, the loss generated from the sale can't be utilized for tax purposes.

Mutual fund repositioning

This might also be a good time to consider repositioning your investment portfolio. Many high-net-worth individuals currently own legacy mutual funds, which likely are not the most tax-efficient vehicle for them. The challenge has always been the tax consequences of shifting these positions in a flourishing market and incurring a large capital gain. The market decline may provide you with an opportunity to reposition your portfolios without the extreme tax consequences.

Roth IRA conversions

Converting from a traditional IRA to a Roth IRA has become increasingly popular of late, for several reasons:

- When a traditional IRA is converted to a Roth IRA, income tax is assessed on the asset's value on the date of the transfer.

If the securities in your traditional IRA have experienced a drop in value and you convert to a Roth IRA, any potential recovery in value won't be subject to future income tax.

- The Tax Cuts and Jobs Act, passed in December 2017, has reduced personal income tax rates and decreased the number of tax brackets. Many taxpayers are seeing a drop in tax on their ordinary taxable income, making today an even better time to convert to a Roth IRA.

- The Setting Every Community Up for Retirement Enhancement (SECURE) Act has extended the age at which required minimum distributions are required from 70½ to 72, and the Coronavirus Aid, Relief and Economic Security (CARES) Act has eliminated the need to take RMDs for 2020 altogether. These changes allow more time for those who would have otherwise been forced to take RMDs, giving them an opportunity to convert to a Roth IRA and create tax diversity during their retirement years.

Gift tax exemptions

The Tax Cuts and Jobs Act's increased estate tax exemption has created an opportunity for those wishing to minimize the effect of federal estate and gift taxes. As of January 1, 2020, we each have an exemption against gift, estate and generation-skipping taxes of \$11,580,000, with a 40% tax levied

on any excess. However, the use of this exemption is not restricted to your estate and can be used throughout your lifetime via gifts. Currently, the annual gift tax exemption is \$15,000 per year, which means you can give up to \$15,000 to each recipient per year and not tap into your lifetime exemption amount.

Note that the increased exemption is scheduled to sunset as of January 1, 2026, at which point it will revert to \$5 million per person (adjusted for inflation). The IRS and Treasury Department have confirmed that individuals who take advantage of the increased gift tax exclusion before 2026 will not see those exclusion benefits "clawed back" retroactively after January 1, 2026.

Conclusion

While the COVID-19 pandemic has thrown much of the market – not to mention our daily routines – into disarray, there are financial and estate planning opportunities that could benefit you in the long run. I recommend contacting your financial advisor to help make sure you are properly positioned for what comes next.

Article provided by
Robert W. Baird & Co.
Incorporated. <https://www.bairdwealth.com/insights/Financial-Planning-Opportunities-in-a-COVID-19-World>



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 hbasooland@sioxland.net
3900 Stadium Dr., Sioux City, IA
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Offering a 1.14 acre m/l vacant lot with Industrial zoning located within the city limits of Merville, Iowa, approximately 15 miles east of Sioux City. With a prime location along Highway 140, this property could be a great spot for a building site or signage if allowed by the local and state zoning/building laws or used for hay/agricultural production. The property has frontage on Highway 140 and Clearview Street and is located in Section 29 of Arlington Township, Woodbury County, Iowa. This is Tract 1 of a 3 Tract Online Auction for property owned by the Iowa DOT. **Bid Online at PeoplesCompany.com**



Matt Adams: 515.423.9235, Matt@PeoplesCompany.com
Travis Smock: 319.361.8089, Travis@PeoplesCompany.com

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RushHourConnect

Photos courtesy of the Siouxland Chamber of Commerce



It was a Hawaiian paradise when Compass Wealth Partners hosted a Siouxland Chamber Virtual Rush Hour Connect on April 16. Guests of the event donned Hawaiian shirts, leis, exotic island drinks and even a bikini-clad dog and all had fun sharing tales of their favorite beaches.



The Siouxland Chamber held a pool party themed Virtual Rush Hour Connect hosted by Tracy Erlandson with Epik Destinations. Party goers shared their bucket list destinations and also were treated to a virtual vacation when Tracy presented a slide show of extremely tempting vacation spots for couples, families, adventure enthusiasts and the like.



Mike Clausen
HBA President
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HELP FOR HOME OWNERS DURING PANDEMIC RECOVERY



Americans to spend much more time in their homes than ever before. As a result, homes have taken on a new meaning as they became our new offices, playgrounds, sporting fields, entertainment venues and a safe refuge during this challenging time.

The good news is the U.S. homeownership rate increased at the beginning of this year, according to a new analysis by the National Association of Home Builders (NAHB). The Census Bureau's Housing Vacancy Survey (HVS) shows the number of home owners rose by 2.6 million in the first quarter of 2020, bringing the U.S. homeownership rate to 65.3 percent. The number of home owner households has been climbing since the third quarter of 2015 and homeownership rates among all age groups increased in the first quarter 2020. The data reveals that millions of families were able to hunker down in

a place they owned as the pandemic unfolded.

Home owners who are experiencing financial hardship as a result of COVID-19 should be aware of mortgage payment options available. The U.S. Department of Housing and Urban Development recommends that home owners should continue to make their monthly mortgage payments if they can. However, Fannie Mae and Freddie Mac announced options for home owners if their ability to pay their mortgage is impacted by COVID-19. If a loan is owned by Fannie Mae or Freddie Mac, borrowers may be eligible to delay making their monthly mortgage payments for a temporary period during in which late fees won't be incurred and foreclosure and other legal proceedings will be suspended.

You can check online to see if your loan is owned by either of these entities:

- Fannie Mae:
www.knowyouroptions.com/loanlookup
- Freddie Mac: ww3.freddie.com/loanlookup/

Borrowers impacted by the coronavirus are encouraged to contact their mortgage service providers to discuss mortgage assistance and relief options.

In times of economic uncertainty, home owners must be vigilant and steer clear of bad actors who may want to steal personal information related to their property. The Federal Housing Finance Agency is urging consumers to watch out for fraudulent calls, emails or text messages posing as Fannie Mae or Freddie Mac, requests for upfront cash for mortgage relief, or unsolicited offers for mortgage assistance.

To learn more about homeownership throughout National Homeownership Month in June or any time of the year, visit nahb.org. If you're looking for a contractor, supplier or financial services in the Siouxland area, visit www.sioxlandhba.com for a complete list of members.

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Source: Northwest Iowa Regional Board of Realtors – 2019 Production



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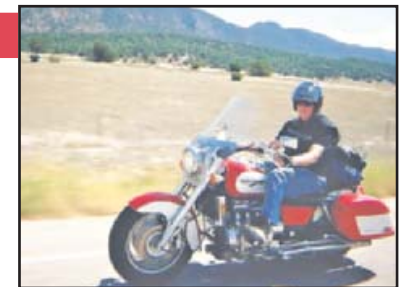
PERSONALLY



Colonel and wife, Saint Jeanette (as he affectionately calls her) have been married for 57 years. They have 1 daughter & 4 sons and have been blessed with 8 granddaughters 1 grandson & 1 great grandson. Colonel has a love of the water and road. He has sailed Lake Okoboji and the British Virgin Islands and ridden many miles on his (former) red motorcycle during Sturgis week in the Black Hills of South Dakota and traveled the high peaks of the Colorado Rocky Mountains. He was even brave enough to ride over the wooden deck of the Royal Gorge Bridge high above the Arkansas River in Colorado.

PROFESSIONALLY

Colonel started working on highway road construction at age 14. Since 1963 he has held an Iowa Real Estate Brokers license & been active in real estate for 46 years with no end in sight. Colonel has worked in all aspects of real estate from residential, commercial, buying & selling, land development, house construction & commercial refurbishing. Private land acquisition for developments like Lakeport Commons, Hard Rock Casino, Bishop Heelan Catholic High School, office & medical clinics in & out of Siouxland earned him the alias of "Secret Agent Man". Colonel was also project manager for Western Contracting on the Perry Creek Reconstruction on Sioux City's west side. Colonel is still going strong and says, "what else do you do?"



PHILANTHROPICALLY

Colonel has been an active member of Blessed Sacrament Catholic Church since 1941. He has supported Siouxland in many ways over the years. 15+ years on the Sioux City Planning & Zoning Committee, 16+ years on the Sioux City Community Schools Building Oversight Committee and a member of Northwest Iowa Regional Board of REALTORS® for over 40 years and a member of the MHRD board. Past member of Rotary and Sertoma Clubs. For 36 years Colonel has served as president of the Property Owners Association at Okoboji.

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