

# BusinessJournal

SIouxLAND

Vol. 25 No. 1

PO Box 118,  
Sioux City, Iowa 51102

**December 2019**

## Focus on jobs

**Brad Newton  
takes role  
at Siouxland  
Initiative**



### INSIDE THIS MONTH'S ISSUE:



**Mall looks to  
replace Sears  
space**

PAGE 4



**Lawyers start  
new Sioux City  
firm**

PAGE 14

All of us at L & L Builders would like to thank both our many clients and subcontracting partners for the relationships and support in 2019 and we want to wish you and your families a

*Blessed Christmas and a Happy & Healthy New Year!*



712-255-0657 • [www.llbuilders.com](http://www.llbuilders.com)



# 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



## ON THE COVER

**Brad Newton** is the newly appointed director of economic development and workforce solutions at The Siouxland Initiative. He is shown Nov. 12 at the Siouxland Chamber of Commerce offices.

Jesse Brothers, Sioux City Journal

## Index

Ex-Sears space may be replaced .....	page 4	Chamber anniversaries .....	page 14
Ribbon cuttings .....	pages 5-7, 9-12	Chamber investors .....	page 14
Cover story .....	page 8	On the move .....	page 14

### NEW/FOR SALE

**1700 Riverside Blvd.**  
There is a lot of potential with this industrial property. Features a 3,800 SF Office Building plus a 6,528 SF Shop on .86 Acres. Can be combined w/2 additional parcels for a total of 1.95 Acres. See 1742 and 1756 Riverside Blvd.

### NEW/FOR LEASE

**550 River Drive, NSC**  
Nice 1,250 sf office/retail space in attractive Parkside Plaza Center on main street of No. Sioux City, SD. 16' x 18' front office w/windows & 24' x 34' open area w/handicap restroom. Parking at the door. Can be combined with adjacent space for a total of 2,250 sf.

### NEW/FOR LEASE

**405 S Lewis Blvd.**  
Total of 1,800 SF of Retail Space w/approx. 1,200 sf of open space & the rest being storage, restroom & office. Ready for a new business to succeed. Very high traffic count on busy Lewis Blvd/Highway 75 with great visibility.

### FOR LEASE

**2910 Hamilton Blvd. Ste 100 & 102**  
Attractive brick office building investment property for sale or spaces for lease (925 sf & 1,475 sf) in the Plaza Professional Center. Directly across the street from Market Place Shopping Center. All spaces have parking at the door. Remodel to suit.

### FOR SALE

**2500 Highway 75 North**  
5.31 acre industrial lot ready to build. Can be combined with adjacent 6.3 acres. Streets, sewer & water in place at lot line. Frontage on Highway 75 & easy & close access to Interstate 29. Tax Abatement available.

### FOR SALE

**TBD Expedition Court**  
1.6+ Acres of Industrial Development Ground in the Bridgeport Addition. Ground is shovel ready w/rail on the back & ew road on the front of the parcel. Close to the new Seaboard Triumph facility. Can be combined w/TBD 2 Expedition Ct & 2451 Expedition Ct for a total of over 7.2 Acres.

## 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

# Ex-Sears space may be replaced

Southern Hills mall owner mulls demolishing building to let new retailer build

**MASON DOCKTER**

*Business Journal staff*

SIOUX CITY -- The owner of the Southern Hills Mall is planning to demolish the former Sears store to make room for a new tenant.

In an email dated Oct. 30, Southern Hills Mall marketing director James Clakeley said the mall "has executed a letter of intent with a national off-price retailer and has also received a letter of intent from a national home furnishings retailer -- each to replace the former Sears location." Neither of the retailers were identified.

Clakeley said the present plan is to knock down the old store and rebuild at the same site. It was not clear whether the new store would connect to the mall, as the Sears space did.

The plans are not finalized and are subject to change, he said.

Sears closed its doors at Southern Hills Mall in March, ending the department

store's 90-year presence in Sioux City. The company fell on hard times beginning in the 1990s, amid fierce competition from big-box stores like Wal-Mart, and had been awash in red ink for years. Sears hadn't posted a profit since 2010, and filed for bankruptcy in October 2018.

Sioux City's Sears location had survived numerous rounds of store closures before its closure was announced at the end of December 2018. It was the last Sears store in Iowa at the time of its closure.

The decline of traditional department stores (and mall anchors) like Sears and Younkers has posed a danger to shopping malls across the U.S. for some years. Online shopping has driven dollars even from stores aimed at younger people, including Charlotte Russe, which branded itself as a destination for young women seeking trendy apparel, shoes and accessories.

The Charlotte Russe location at the Southern Hills Mall closed earlier this year after the chain entered liquidation.

Chris Bogenrief, president of NAI United, said enclosed malls, in general, need to retool their focus from retail to entertainment, dining and experiences -- things that members of the millennial generation



Mason Dockter, Sioux City Journal

**Sioux City's Sears store at the Southern Hills Mall closed by the second weekend in March.**

more readily spend their money on.

And for the stores and their customers, the preference now is to have entrances on the outside.

"It's going to require a lot of investment in the properties," Bogenrief said. "But I think what we're seeing around the country is, trying to convert the traditional mall into more of a lifestyle and entertainment center. So, I think they're trying to become more like Lakeport Commons, where it's

not just an interior mall, but you can access a lot of the stores from the exterior."

The Sears building itself -- a sprawling 120,000 square feet of tan brick on the eastern end of the mall -- was the last original anchor at Southern Hills Mall, which opened in 1980.

Washington Prime Group, the mall owner, purchased the Sears building less than a year before the store closed, during a period when Sears was selling off its assets.



Darrel Bullock  
President

Sioux City Building Inspections

## DECEMBER IS HOME SAFETY MONTH

### Home Safety Tips for the Holiday Season

Family gatherings and festive celebrations — these are the hallmarks of the holiday season. It's a time for buying gifts, decorating and traveling.

It's also a time with its own set of home safety concerns. Holiday lights and decorations brighten the scene as the days get darker, but they can pose fire hazards. Travel, holiday events and shopping take people away from home more than usual.

Here's a quick list of safety precautions to help home owners keep their families safe during the holiday season.

### Home Security

- If you have a lot of packages delivered while you're not home, maybe it's time for a doorbell security camera. Its app can alert you when there's activity at the door, so you'll know when a package comes. And with the camera's video, you'll be able to check in any time for peace of mind until you get home.

- Inside your home, consider keeping gifts in a safe place that is not easily visible from outside.

- Ask a friend or neighbor to watch your home if you plan to spend the holidays away from home. You can also request the post office to hold your mail delivery during this time.

- When you're away from home overnight, put lights throughout the house on timers to turn on and off according to your normal living pattern.

### Lights and Other Decorations

- Inspect the wiring on all holiday lights. Ones with worn or frayed electrical wiring should be thrown away.

- Use no more than three light sets on any one extension cord. Also, don't run electrical cords under rugs. Be sure all decorative lights are turned off before you go to bed or leave the house.

- Candles are one of the top causes of holiday-related fires. Place candles and other open flames away from decorations. Never leave burning candles unattended and always supervise children and pets around burning candles. Or, safer yet, consider using

battery-operated candles for a flameless decorative glow.

- Be sure to use electrical outlets specifically designed for outdoor use if you use plug-in lights to decorate your house's exterior, trees or yard.

### Christmas Trees

- Place trees a safe distance from radiators, vents, fireplaces and any other heat source that may dry the tree. Inspect the tree for dryness daily.

- Make sure trees or other large decorations do not block doors or hallways in your home.

- Keep a fire extinguisher near your tree. Make sure your family has a fire emergency escape plan. In case of fire, leave your home and call for help from a cell phone or a neighbor's home.

Taking the time to follow a few safety precautions will help ensure that your holiday celebrations remain festive for your entire family.

Visit [www.siouxlandhba.com](http://www.siouxlandhba.com) for a complete list of HBA members and to find the latest Siouxland Home Show information.







**Chamber of Commerce** WELCOME NEW MEMBER

Lila Mae's House will soon open its doors to adult women who have been victimized through sex trafficking. Pictured in the back row are Dave Drew, P.J. Jennings, Dale Tigges and Chris Norvell. Second row: Jennifer Wilkerson, Dianna Koontz and Monica Swords. First row: Sister Shirley Fineran, Michelle Andersen, Marit Westrich, Jane Sanders, Rashel Bark and Carla Granstrom. The staff will help coordinate medical care, complex trauma therapy, legal needs, job training and life skills to help survivors become independent, self-sufficient women.



**Chamber of Commerce** SIGNIFICANT MILESTONE

Heartland Counseling recently held a ribbon-cutting to celebrate the completion of many renovations highlighted by its new Parent Child Interactive Therapy (PCIT) Room to better serve children with behavioral issues. Pictured are Jennifer Jackson, executive director; Nancy Cochrane, board president; Nick Brown, PCIT therapist; and JoAnn Gieselman, board member. Heartland collaborated with Growing Community Connections, which helped make the PCIT room possible.



**FOR SALE \$468,000**  
815 Hamilton Blvd, Sioux City. 1,965 sf General Commercial  
Amazing location with over 23,000 traffic counts a day.



**FOR SALE \$395,000**  
4409 Stone Ave, Sioux City. 8,384 sf Commercial/Office  
Fabulous general or medical office priced well below value,  
located just off busy Gordon Dr, with on-site parking.



**FOR LEASE \$12/sf**  
4240 Hickory Ln, Sioux City. 3,910 sf Office  
High end office space situated in prime Morningside  
location!



**FOR SALE \$275,000**  
4613 Morningside Ave, Sioux City. 5,113 sf Office  
Building for sale, not business. Excellent condition.



**FOR SALE \$1,725,302**  
200 S Lewis Blvd., Sergeant Bluff. Land  
Prime residential or commercial development site with  
up to 22.29 acres.



More listings on  
[c21prolinkcommercial.com](http://c21prolinkcommercial.com)



Jennifer Rose Bass  
CCIM, MBA, CIN  
712.266.5972



Arlene Curry  
CCIM, JD, CIN  
712.389.4114



Tammy Doyel  
REALTOR®  
712.251.3945



Ellen Kaplan  
JD, CIN  
712.251.2154



Kyle Kelly  
CIN  
712.223.3671



Jim Gergeni  
ABR, CRI, GRI  
712.253.2007



Shane Van De Steeg  
ABR, CIN  
712.574.7177



Derrick Wiebe  
CIN  
605.480.3509



**TRUSTED. CONNECTED. RELENTLESS.**

[c21prolinkcommercial.com](http://c21prolinkcommercial.com) 1114 4th St. Sioux City, IA 51101 712.224.2300

©2018 Pro-Link Realty, Inc. All rights reserved. CENTURY 21® and the CENTURY 21 Logo are registered service marks owned by Century 21 Real Estate LLC. Pro-Link Realty, Inc. fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Each franchise is independently owned and operated. Any services or products provided by independently owned and operated franchisees are not provided by, affiliated with or related to Century 21 Real Estate LLC nor any of its affiliated companies.

**CENTURY 21  
COMMERCIAL**  
PRO-LINK  
Licensed in IA, NE & SD



# RibbonCuttings

Photos courtesy of the Siouxland Chamber of Commerce



**Chamber of Commerce** SIGNIFICANT MILESTONE

Care Initiatives, 4201 Sergeant Road, recently marked its 10th anniversary of providing hospice care to patients and families in Siouxland with an open house. Pictured in the front row are Sue Flemming; Dr. Michael Jennings, hospice medical director; Kristin Behrendson, team director; Carl Shreve, office coordinator. Second row: Miram Yokum, hospice VP; Steve Elbert, volunteer coordinator; Becky Lewis; Heidi Ploen; Megan Juilfs, community rep; Diane Rollefson. Third row: Brad Nixon, spiritual care and bereavement counselor; Barb Clark, hospice transition coordinator; and Original Beckstom. Care Initiatives serves 12 counties in Northwest Iowa.



**Chamber of Commerce** SIGNIFICANT MILESTONE

Holy Spirit Retirement Community, 1701 West 25th St., recently celebrated 50 years of providing seniors quality care and living experiences. Pictured cutting the ribbon are The Rev. Brad Pelzel; Mary Hildman; Roger Ranniger; Renee DeMay; Diocese of Sioux City Bishop R. Walker Nickless; administrator Kyla Sprakel; Deb Poss; Steve Freeman and Holly Kutz. Siouxland's only locally-owned, faith-based retirement home has seen many updates and additions over the years, but they feel the faith and personal touches of staff and volunteers are the reasons for the facility's longevity.

**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.





Siouxland  
*Chamber*  
of Commerce

WELCOME NEW MEMBER

Office Furniture Option, 1803 Fourth St., recently held a grand opening for the pre-owned office furniture outlet. Pictured are Mindy Andersen, Tom Blenderman and Mark Lehr. Office Furniture Option has more than 20,000 square feet and sells overstock, pre-owned and new office furnishings.



SHARP EYES  
FAMILY VISION CENTER

Sharp Eyes Family Vision Center is Sioux City's newest full-service eye clinic at 3075 Floyd Blvd. Dr. Maureen Nelson and her team are here to help Siouxlanders see sharp and look sharp. Pictured are Kristel Nelson, Joshua Widman, Nelson and Whitney Conaway, optician.

Siouxland  
*Chamber*  
of Commerce

WELCOME  
NEW MEMBER

  
**FiberComm**

*We Connect People!*

**Internet  
Phone  
Data Networking**

**712-224-2020    *Fibercomm.net***

**OFFICE SPACE FOR RENT**



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



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



# Combo role at Chamber

Newton becomes director of economic development, workforce solutions

**MASON DOCKTER**

mdockter@siouxcityjournal.com

**SIOUX CITY** – After going some time without a director of economic development or workforce solutions, The Siouxland Initiative found an experienced candidate to fill both positions.

Brad Newton stepped into his new job as the director of economic development and workforce solutions in early August.

“Prior to me taking this combined role, there were two separate individuals, and the role, or roles, had been vacant, I think close to two years,” Newton said.

A native of South Sioux City and a current resident of Sioux City, Newton had worked in the insurance business for about 22 years, at IBC Insurance and Arthur J. Gallagher. The majority of his career in insurance was in sales. For a couple years out of college, Newton worked in recruiting, safety and sales in the trucking industry.

“About half of the time that I spent in the insurance business was in sales, and building relationships, earning trust, helping businesses out in the insurance industry, it’s kind of what defined that role as a sales producer,” Newton said. “And I think a lot of those skills and traits and characteristics are needed in this position.”

Newton’s new position is a job that, in many respects, deals with jobs – and finding the people needed to fill them. His three primary objectives are business retention (“keeping our local business community happy”); capital development (“recruiting new businesses”); and workforce development.

“Workforce has been a primary concern and challenge and issue for many of the employers in our area,” Newton said.

Tri-state businesses are faced with the same problem they have been struggling with for years – a shortage of workers. A survey conducted by MidAmerican Energy, in coordination with area economic development partners and the Siouxland Initiative, found that 96 percent of area companies were experiencing recruitment problems.

The Bureau of Labor Statistics pegged Sioux City’s unemployment rate at 2.3 percent in September.

Newton also has his own anecdotal



Jesse Brothers photos, Sioux City Journal

**Brad Newton is shown with Siouxland Chamber staff members Heidi Reinking, center, and McKenzie Matasovsky, left, in his office on Nov. 12. Newton is The Siouxland Initiative’s new director of economic development and workforce solutions.**

evidence of the worker shortage.

“In the insurance business, you get to know companies on a fairly intimate basis, and I heard on numerous occasions from area businesses here, that we are restricted in our growth because we cannot find the type, and quality, and qualified-type of employees that we need in order to take our company to the next level,” Newton said.

Though there are some obvious ways to attract workers to the metro area – lifestyle and recreation amenities are often cited as an example – Newton said there is no one perfect way to get people to take jobs here.

“There’s no silver bullet, if anybody has the answer to that question, they’re going to be very, very popular,” he said.

“Workforce is a multi-faceted topic – it quickly veers off into housing, it veers off into childcare, it veers into quality of life.”

Listening to businesses’ concerns and advocating for them – and making sure they know about statewide incentive programs

for things like workforce development – is key to the job, Newton said.

“It’s just really, helping them in any way that we can, and making sure that they understand what’s available to them on a state-wide basis, to help them through those workforce issues,” he said.

Along the lines of capital development, Newton also wants to foster entrepreneurship in the area – in particular, by recruiting venture capital, which would help fledgling businesses get off the ground.

“When you look around the country at other big cities, you’ll often find that there is a venture capital, or sometimes it’s called, angel capital, group, involved in that community. And a lot of the time it’s private-sector people, that are just interested and have some stake in the game, in growing the community that they live in,” he said. “I think that Sioux City might be in a position where we could take advantage of creating a fund like that.”



**Brad Newton is the newly appointed director of economic development and workforce solutions at The Siouxland Initiative.**



# RibbonCuttings

Photos courtesy of the Siouxland Chamber of Commerce



Siouxland  
*Chamber*  
of Commerce

## GROUND BREAKING

Ground was broke recently on a new residential development in North Sioux City. Pictured are Chris McGowan, president, Siouxland Chamber of Commerce; Chris Bogenrief, representing NAI United and United Real Estate Solutions; Bart Connelly, president, Connelly Development; Nathan Connelly, NAI United; and Dan Parks, North Sioux City Councilman. The Lakeshore Estates development, located along McCook Lake, will feature 64 lots, with 10 homes in phase one. The second phase will break ground in March 2020.



Siouxland  
*Chamber*  
of Commerce

## NEW IMPROVEMENTS

Western Iowa Tech Community College recently opened a new physical therapy lab that features state-of-the-art equipment that would be found in sports rehab and outpatient clinics. Pictured are WITCC President Terry Murrell, along with department heads, instructors and students. The lab provides hands-on learning opportunities for students in the college's Physical Therapy Assistant program.



Siouxland  
*Chamber*  
of Commerce

## NEW IMPROVEMENTS

Fibercomm celebrated its 20th anniversary along with a multi-million dollar investment in a downtown Sioux City building at 713 Nebraska St. Pictured are Chris McGowan, Beau Streck, Jeff Zyzda, Al Aymar, Gov. Kim Reynolds, Andrea Kovarna and Michelle Willsie. The new space will help Fibercomm provide data and communications services to area businesses and will help promote technology creates tech jobs and improves connectivity throughout the tri-state area.



Siouxland  
*Chamber*  
of Commerce

## COMMUNITY ENHANCEMENT

In October, students, staff, and community members celebrated a ribbon cutting for the new Bryant Elementary School, which was made possible by the state 1 percent sales tax for school infrastructure. Pictured are Superintendent Paul Gausman; Mary Kay Kollars, Bryant principal; school board members Jeremy Saint, Michael McTaggart, David Gleiser, Ron Colling, Mickey Nelson and Perla Alarcon-Flory; and state Rep. Jacob Bossman. The 21st century school opened in August 2019 at the site of the former Bryant school.



# RibbonCuttings

Photos courtesy of the Siouxland Chamber of Commerce



**Chamber of Commerce** WELCOME NEW MEMBER

Midlands Vascular & Interventional Clinic recently opened at 345 West Steamboat Drive in Dakota Dunes. Pictured are Kristen Oletzke, RN, vascular manager; Stacy Harmelink, CEO Midlands Clinic; Dr. Neal Khurana, interventional radiologist; Dr. Chad Laurich, vascular surgeon; Amanda Anderson, vascular NPC; Shelly Bennett, business operations manager Vascular & Vein Institute of Siouxland; Mandi Orr, vascular RN; Carole Ludwig, vascular RN. Vascular care comprises the diagnosis and comprehensive management of arterial and venous disorders of the cardiovascular system.



**Chamber of Commerce** WELCOME NEW MEMBER

Dr. Laura McNaughton cut the ribbon along with staff to celebrate the recent opening of her private practice. McNaughton's Plastic Surgery offers patients candid and respectful consultations followed by outstanding surgical results and supportive after care in a setting specifically dedicated to the practice of Plastic Surgery.

**CFO** **New & Pre-own**  
Office Furniture Option  
1803 4th St., Sioux City, IA

PRE-OWN CUBICLES

Starting at **\$99**

Add Drawer Pedestals, Pencil Drawers and Shelves

[www.OfficeFurnitureOption.com](http://www.OfficeFurnitureOption.com)



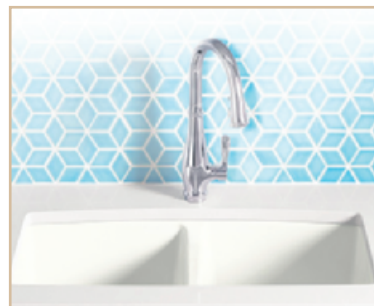
The Home Builders Association of Greater Siouxland consists of quality builders, subcontractors, and suppliers. If you are thinking of building a new home or have a remodeling project, please contact the association for a list of reputable contractors.

Visit us online at [www.sioxlandhba.com](http://www.sioxlandhba.com) for a complete list of members or email us at [hbasoioand@siouxland.net](mailto:hbasoioand@siouxland.net)  
3900 Stadium Dr., Sioux City, IA  
712-255-3852



**Delivering supplies to your office everyday!**

**1-800-658-4072**  
[www.eakes.com](http://www.eakes.com)



## Kohler Kitchens

Renovating your kitchen or bathroom is one of the smartest ways to increase the value of your home, as well as your day-to-day enjoyment of it. Visit our online gallery today to explore the possibilities for yourself, and chat with a design expert about the right remodeling fit for your needs and budget.



322 West 7th Street • Sioux City, IA • 712-258-3388 • [foulkbros.com](http://foulkbros.com)





**Chamber of Commerce** WELCOME NEW MEMBER

Uncommon Grounds, a new coffee shop, recently opened at 615 Brown St. in Sloan, Iowa. Pictured are owners Richard and Peggy Hanner along with family and staff. The business offers coffee, lattes, frappes, iced coffee and hot chocolate, as well as fruit smoothies, tea, beer, cocktails, and wine and a food menu that varies daily. They also sell unique gifts and home goods both new and vintage.



**Chamber of Commerce** WELCOME NEW MEMBER

New Siouxland Chamber member Smith Pro Cleaning Services, 5006 Sergeant Rd., is a second-generation, family owned company that has been in business since 2004. Pictured in the back row are Aubony Burns, co-owner; Casey Burns, director of operations and Kathy Smith, founder of Smith's Professional Cleaning Service. Pictured in the front row are: Ben Burns, owner; Brooke Burns, daughter; and Myles Burns, nephew. Smith Pro cleans businesses of all sizes.

# AMBITION, MEET AMAZING.

Tackle that seemingly impossible deadline with ease.  
Hold that all-important client call with confidence.  
And monitor your office from afar.

Because with the right bundle at the right price,  
opportunity is there for the taking with  
Sparklight Business.



50 MBPS High Speed Internet  
& 1 UNLIMITED Phone Line Bundle

**\$98**/mo.

1 UNLIMITED Voice Line  
UNLIMITED, FREE Long Distance  
20+ Enhanced Calling Features



Ask for a **FREE CANARY VIDEO MONITOR** with your new bundle.\*\*

With 3-Year Service Agreement. Order must be received by December 31, 2019.

LET'S GET YOU CONNECTED.

**(833) 662-0070**

\*Promotional price is fixed for the customer's three-year service agreement when bundling 50 Mbps internet with one unlimited phone line. Equipment, taxes and fees are additional. Offer limited to Sparklight Business serviceable areas only. All services are not available in all areas. Call for additional details, levels of service, term discounts and applicable restrictions.  
\*\*Free giveaway with a three-year service agreement bundling business internet with a minimum of one business phone line. Customer must ask for the giveaway when purchasing bundle. Giveaway will be shipped 8-12 weeks after installation of purchased services.  
†Canary, Canary Connect, Inc., and Canary Technology Europe, Limited, are not sponsors of this promotion. The free Canary View cannot be transferred for value or redeemed or returned to Canary or any retailer for cash. All Canary ®, ™ & © are intellectual property of Canary or its affiliates with all rights reserved.



# RibbonCuttings

Photos courtesy of the Siouxland Chamber of Commerce



Siouxland  
Chamber  
of Commerce

NEW IMPROVEMENTS

Kahill's Chophouse, located inside the Marriott Hotel in South Sioux City, recently celebrated its grand reopening after 12 weeks of renovation to create a restaurant style for all demographics. Pictured are Andrew Burger, executive chef; Ralph Bobian, general manager; and Chad Schoenfelder, food and beverage director. The restaurant has added club-style sofas, mood lighting and a floor-to-ceiling fireplace.



Siouxland  
Chamber  
of Commerce

WELCOME NEW MEMBER

The NAI United team celebrated its new NAI United Business Brokerage at 400 Gold Circle Drive in Dakota Dunes. Pictured are Chris Bogenrief, Kevin McManamy and Erin Hoekstra. The brokerage is committed to serving clients through the complex process of buying or selling a business.



ALWAYS  
REACTING?



866.258.8462

thompsoninnovation.com/mit  
sales@thompsoninnovation.com

Thompson Knows  
**MANAGED IT**  
LET US HELP!

SCHEDULE YOUR FREE CONSULTATION

## Sit, Sip, Success

Find the perfect place to meet clients and prospects. Engage with a cup of coffee and start the conversation!

**JOHN**  
15:1-5

**Vine & Branches COFFEE**

Organic Coffees,  
Teas,  
Smoothies  
and More

3085 Floyd Blvd.  
Sioux City, IA 51108  
712-577-3126





**Chamber of Commerce** NEW IMPROVEMENTS

The Tyson Events Center unveiled a new 26-by-44-foot video board and ribbon panels, which stretches around the east and west sides of the Fleet Farm Arena. Pictured are Tim Savona, Tyson Events Center general manager; Jessica Johnson, projects management specialist for the city; and Assistant City Manager Mike Collett. The new board features live scoring, interactive graphics and even show instant replays and entertainment during breaks.



**Chamber of Commerce** COMMUNITY ENHANCEMENT

Siouxlanders celebrated the long-awaited opening of the Military Road Bridge, which connects Sioux City's Riverside neighborhood and North Sioux City. Sioux City City Council member Pete Groetkin and North Sioux City Mayor Randy Frederickson are shown cutting the ribbon. They urged citizens to support businesses on both sides of the bridge that were impacted by the bridge closure.



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](http://www.kellysdriveinn.com)



**Certified Testing Services, Inc.**

- Geotechnical • Construction QC
- Materials Testing • Construction Observation

419 W. 6th Street  
P.O. Box 1193  
Sioux City, Iowa 51102

Phone (712) 252-5132  
Fax (712) 252-0110  
[ctsinc@cableone.net](mailto:ctsinc@cableone.net)



**Business Journal**

**RODNEY HUGHES**  
Vice President

Phone..... 712.277.2103  
Fax ..... 712.277.2063

1432 Leech Ave.  
Sioux City, IA 51101  
Email: [rodneymh@boonebrothers.com](mailto:rodneymh@boonebrothers.com)

**BBR**  
**BOONE BROTHERS**  
COMMERCIAL ROOFING

"Your Commercial & Industrial Roofing Experts"

**We're Wired to Provide Great Service**

**10% off Special**  
First time customers only (Excludes bid work and all existing bids)  
Expires November 30, 2019

- Commercial
- Industrial
- Residential
- Service Calls
- Fire Alarm Systems
- Security Systems

- Directional Drilling
- Transmission
- Distribution
- Substations
- Storm Repair
- Home Inspections



**WARDE ELECTRIC COMPANY, INC.**

300 1ST STREET, SUITE D  
SERGEANT BLUFF, IA 51054  
712-271-2600  
[WWW.WARDELECTRICCOMPANY.COM](http://WWW.WARDELECTRICCOMPANY.COM)

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



# It's HERE!

See us for your  
Snow Plow needs



**HINIKER**

**MARX**  
TRAILER

2411 3rd St, Sioux City | marxtrailer.com  
(712) 252-4337 | (800) 352-0030

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

## New Chamber Investors

### ADVANCE SERVICES INC.

Jim Stein, Sioux City

### ACCOUNTABLE TO YOU INC.

Molly Okerlund, Sioux Falls, S.D.

### MOORE BONDING COMPANY

Kelly Moore, Lawton, Iowa

### LAMB ARTS REGIONAL THEATRE

Diana Wooley, Sioux City

### COSTELLO PROPERTY MANAGEMENT/PRAIRIE TRAIL VILLAGE APARTMENTS

Ashley Bruske, Sheldon, Iowa

### COSTELLO PROPERTY MANAGEMENT/WINDCREST VILLAGE APARTMENTS

Ashley Bruske, Spencer, Iowa

### COSTELLO PROPERTY MANAGEMENT/TALLGRASS I/II VILLAGE APARTMENTS

Ashley Bruske, Spirit Lake, Iowa

### HAWKS COFFEE SHOP

Cyndi Nelson, Sergeant Bluff

### STRIVE HEALTH + WELLNESS

Jeff Bahrenfuss, Sioux City

### CORINNE'S CLEANING PLUS

Corinne Ruskey, Westfield, Iowa

### LITTLE PRIEST TRIBAL COLLEGE

Manoj Patil, Winnebago, Neb.

## OnTheMove

### Gehling, Osborn open law firm in Ho-Chunk building

SIoux CITY – **Emilee Gehling** and **Anthony Osborn** have opened the Gehling



**Gehling**



**Osborn**

Osborn Law Firm in Suite 900 of the Ho-Chunk building in downtown Sioux City. Gehling focuses on general business, real estate, mergers and acquisitions, estate planning, surrogacy and adoption.

Osborn's practice focuses on construction law and complex business litigation, including but not limited to disputes involving breach of contract, trade secrets, real estate and employment.

Both Gehling and Osborn are Sioux City natives. Gehling received her undergraduate degree from Notre Dame, magna cum laude, and her law degree from the University of Iowa, where she participated in the Journal of Corporation Law.

Osborn received his undergraduate degree, with honors, from the University of Iowa, and received his law degree from

the same institution, where he was a member of the Iowa Law Review and Moot Court Board.

### Plambeck named Warrior Hotel sales director

SIoux CITY – **Lila Plambeck** has been named the new director of sales and marketing at the Warrior Hotel in downtown Sioux City. Plambeck is originally from Oskaloosa, Iowa, and has lived in Sioux



**Plambeck**

City for more than 25 years. She and her husband, Scott, have two children, 20-year-old Zachary and 18-year-old Isaac.

She previously worked as the general manager of Stoney Creek Hotel and Conference Center (2014-2019), in human resources at JCPenney and as the general manager at Younkers.

Plambeck was a volunteer on a local, state and national level for the Iowa National Guard Family Readiness. Additionally, she was also the co-writer for Siouxland Friends and Neighbors Gourmet Cookbook for many years, and served as President of Joy School PTO.

Hiring for the remaining hotel employees will begin late winter of 2020, and the Warrior

## Chamber Anniversaries

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

### 30 YEARS – 1989

#### DAKOTA DUNES COUNTRY CLUB

Jeremy Heizelman  
Dakota Dunes, S.D.

### 15 YEARS – 2004

#### CLIFTON ESTATES APARTMENTS

Amra Anderson  
Sioux City

### 10 YEARS – 2009

#### GREAT CLIPS

Amy Morlan

Sioux City

#### SIoux MUFFLER

Dennis & Marti Huggenberger  
Sioux City

### SIouxLAND VEIN CENTER

Mark Nielsen  
Sioux City

### 5 YEARS – 2014

#### IOWA WOMEN LEAD CHANGE (IWLC)

Tiffany O'Donnell  
Cedar Rapids, Iowa

#### MELISSA GOMEZ INSURANCE

Melissa Gomez  
Sioux City

#### TIME COMMUNICATIONS

Rachel Laudenbach  
Roseville, Minnesota

Hotel will be opening in spring/summer 2020.

### Khurana named to radiology post at MercyOne

SIoux CITY – **Neal Khurana** has been named the medical director of interventional



**Khurana**

radiology at MercyOne Siouxland Medical Center. Dr. Khurana is an interventional radiologist who received his medical

degree from the Chicago Medical School at Rosalind Franklin University. He completed his Diagnostic Radiology residency followed by a fellowship in Interventional Radiology at Rush University Medical Center in Chicago. He is board certified by the American Board of Radiology and a member of the Society of Interventional Radiology.

He has special interests in minimally invasive treatments of peripheral artery disease for limb salvage, acute and chronic venous disease including PE and complex IVC filter retrieval, uterine artery embolization for uterine fibroids, minimally invasive repair of spine compression fractures, and interventional oncology including tumor ablation and catheter

directed therapy.

Dr. Khurana is part of Midlands Clinic and will provide complete coverage for all IR services at MercyOne Siouxland.

### Davidson promoted at June E. Nylen

SIoux CITY – **Makayla Davidson** has been promoted to radiation oncology manager at the June E. Nylen Cancer Center. Her responsibilities include directing and managing all

radiation, nursing, and radiology staff and services provided at the Cancer Center as well as formulating and implementing patient-care policies related to radiation procedures, and related standards of care for the treatment of radiation and radiology oncology patients. She will also participate in both long-term strategic planning and daily operational decision making for the practice.

Davidson has worked at the June E. Nylen Cancer Center since 2014. She began her medical career as a certified nursing assistant and then worked as a radiologic tech at a rural hospital.





Member  
FDIC

©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



# NAIUnited

COMMERCIAL REAL ESTATE SERVICES, WORLDWIDE

## SIouxLAND'S #1 COMMERCIAL TEAM

Source: Northwest Iowa Regional Board of Realtors - 2018 Production



**Nathan Connelly**  
Commercial Associate  
712 203 1620



**Beau Braunger**  
CCIM  
Senior Associate  
712 251 8276



**Colonel Krage**  
Senior Associate  
712 251 1451



**Erin Hoekstra**  
Commercial Associate  
712 898 8372



**Chris Bogenrief**  
SIOR, CCIM, MBA  
Broker  
712 204 6261

ALL AGENTS LICENSED IN IOWA,  
NEBRASKA & SOUTH DAKOTA



## Congratulations

to Bomgaars Supply on the purchase of three new Iowa store locations. Bomgaars Supply is family owned and serves the Midwest to the Rockies. Nathan Connelly brokered these transactions.



1111 N 2nd St,  
Cherokee, IA



2803 E Kanesville Blvd,  
Council Bluffs, IA



402 State Hwy 92 E,  
Winterset, IA

### Individual Members:



Society of Industrial and Office Realtors



Certified Commercial Investment Member



International Council of Shopping Centers



International Business Brokers Association

Buying • Selling • Leasing  
Property Management  
Business Brokerage

400 Gold Circle Drive, Dakota Dunes, SD  
712 224 2727 [www.naiunited.com](http://www.naiunited.com)

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

