

# PROGRESS 2008

## Stafford/Prairie Farmers Agency go the extra mile

The J.S. Stafford/Prairie Farmers Agency works as a team to go the extra mile for their customers. "We work out all the difficult situations that arise as a team to come up with the most effective way to solve a problem for our customers."

Located at 602 S. Market St., in a house that the agency has bought and restored, J.S. Stafford/Prairie Farmers Agency staff provides a range of insurance products to its clients. They offer all lines of insurance including: home, auto, farm, commercial, and life and health. We also have agents to assist you in the new Medicare drug plans.

Tammy McMains manages the agency office in Oskaloosa. JoAnn Ames, who has been an outstand-

ing personal lines agent since 2001, teams with Tammy to form a highly competent duo to assist with insurance needs. On April 12 of last year, Joann and Tammy were very lucky to find Kristi Sagers. She received her insurance license in October 2007.

Johnson Insurance Sales Corp. has been in business since beginning in Lovilia in 1962 and Albia and Eddyville since 1982. Their first move to Oskaloosa was in a merger with the J.S. Stafford/IMT Agency in June 1993. The Stafford Agency was established in Oskaloosa approximately 50 years earlier.

When Prairie Farmers/IMT Agency, who had been operating in Oskaloosa for several decades, merged with J.S. Stafford in June 1999 in

order to continue to provide local service, the company's name became J.S. Stafford/Prairie Farmers Agency.

Though times and techniques have changed with the dawning of the Internet, one thing that hasn't changed is that J.S. Stafford/Prairie Farmers Agency is available to the customer when they need someone to talk to about insurance. They remain committed to serve you when you stop by their office, and they are still willing to do business the old-fashioned way by coming to you if that is more convenient.

The company's motto remains, "Continuing the long-term commitment of providing excellent insurance products with friendly, local service."

## Donna's Upholstery triples business in 4 years

With the opening of Donna's Upholstery in 2004, Donna Miller has provided a much needed service to the community. And business is booming. She has built and developed a company that has seen business triple. Donna has accomplished this because of her refined skills and expertise as a master in her trade. She is truly living the American Dream by taking her 28 years of experience and turning it into a well-respected and recognized upholstery business not only in Oskaloosa but in the surrounding areas as well.

Upholstery work is both rewarding and challenging. Donna takes special care in handling customers' cherished heirlooms and antiques knowing that the pieces have sentimental and financial value. Re-upholstering is a dying art. Just ask her many repeat cus-

tomers. "They frequently tell me that they are so happy to have found my business and sincerely appreciate the quality of my work," states Donna. "I treat each customer with respect and their furniture with care, as if it was my own."

Whether you want to restore an antique piece of furniture with new padding, springs etc., or simply want to change your decor and select new fabric for dining room chairs, Donna's Upholstery can provide it all and make it look new again. She provides excellent craftsmanship for a reasonable price. Quality work keeps customers returning. Donna feels blessed that her business continues to grow by repeat customers. Her work is well known in the community and acknowledged to others by word of

mouth from satisfied customers. Professional interior decorators have found Donna's work to be exceptional, a true testament of quality. Kathy Harrington, owner of Decor & More, uses Donna's services for her clients as well.

Donna has supplies and the tools to ensure a professional, top quality job. With hundreds of fabric samples to choose from, each customer is sure to find just the right look. Continuing to meet the needs of her customers, Donna now accepts Visa or MasterCard. She also continues to offer caning and wicker repair to her repertoire of services. Located at 315 North B Street in Oskaloosa, Donna's Upholstery is a proven winner. For more information or questions, contact Donna directly at (641) 672-1850.

## Lunatic Promotions brings demo derbies to Southern Iowa Speedway

The Southern Iowa Speedway will reverberate with the crunch of metal twice this summer when Lunatic Promotions brings to demolition derbies to town.

Lunatic Promotions owner Steve Terlouw will bring a demolition derby to the Southern Iowa Fair on July 25 at 7:30 p.m. and again on Aug. 30 — Labor Day weekend.

Terlouw has been in the demolition derby business for four years. He has his head-

quarters in Newtown and he brings his form of automotive chaos to 13 different raceways — 11 in Iowa and 2 in Illinois. Managing so many derbies can be daunting, but Terlouw relies on his 10 friends and family members who help him organize the events.

Terlouw says his business has grown over time, especially at first through word-of-mouth advertising.

"We've got a little bit of a following," he said. "I don't go out and recruit drivers.

People come to us."

Lunatic Promotions brought demolition derbies to the Southern Iowa Speedway in 2003 and 2004. During those years, between 110 and 120 cars participated in the derbies, Terlouw said.

This year, Terlouw said he is going to try team demolition derbies with teams of four cars.

People who are interested in joining in on the demolition derbies can call Terlouw at (641) 831-4833.

## Hawkeye Real Estate continues to grow

Contrary to the national real estate market news, the Oskaloosa area market remained healthy in 2007. The volume of real estate sold was up compared to 2006 and the average selling price also increased. Hawkeye Real Estate had over 59 percent of the total volume and Jane Ireland was the top seller in the Oskaloosa Multiple Listing Service (MLS) with \$6.7 million volume.

As a member of the Oskaloosa MLS, Hawkeye Real Estate's agents are able to show any listed property to their clients. This allows the client to work with the realtor of their choice throughout the entire process of buying a home. Now, Hawkeye Real Estate has even more realtors available to assist you.

In February of 2007, Professional Real Estate joined forces with Hawkeye Real Estate adding Patti Ryan, Connie Burke, Carla Malloy, Gary Goldsmith and Kevin Van Donselaar to their team of realtors. Patti Ryan remains the broker of the branch office at 710 S. Market St. In addition, Patti also accepted the position of mall manager of Penn Central Mall, which is managed by Hawkeye Property Management.

Also, throughout the year, four new realtors joined the team: Mike Ireland, Donna Ross,



Sara Bonnett and Kathleen Rodgers. Mike grew up in Oskaloosa. After serving in the Air Force and living in Chicago, he returned home to work at Musco. He enjoys sales and working with people. He decided to get his real estate license in June. Donna was born in Scottsdale, Ariz. After moving around a lot, her family settled in rural Ottumwa, where she grew up. She enjoys seeing different houses and working with the public. She became a license realtor in September. Sara grew up in Oskaloosa and received her real estate license in November. She was drawn to a career in real estate because of her love of houses. The most recent addition to the Hawkeye Real Estate team is Kathleen. She recently moved to Oskaloosa and feels the warmth and community spirit her has made it natural for her to call Oskaloosa home.

Don't let the troubling national news keep you from buying or selling your home. Right now might be a better time to sell your home than you realize. Although there is some balance to the housing market - fewer listings and fewer buyers in the winter, more listings and more buyers in the summer - you also need to consider the competition. With fewer homes on the market there is not as much competition. Your home has a much better chance of selling quickly when there are fewer competing homes and it is priced well.


Home ownership is an important step in creating long-term wealth as home values nearly double every 10 years. The down payment on a home will return nearly five times as the same investment in the stock market. Even with recent dips in the national real estate market, home ownership is the better investment.

Talk with one of Hawkeye Real Estate's experienced realtors. During the course of their careers, they have handled hundreds of transactions and are qualified to counsel and guide you through the buying or selling process.

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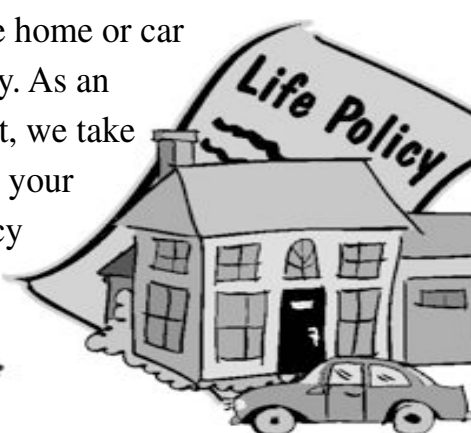
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