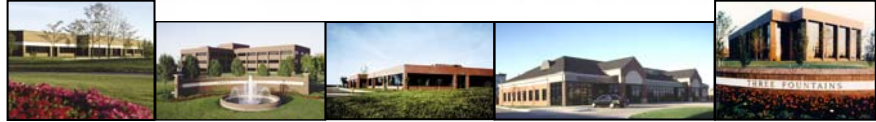


# R&R REALTY GROUP

# Results



**R**&R Realty Group is a full service real estate company offering expertise in development, marketing, construction management, property management, technology services and real estate investments.

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## R&R Realty Group to Celebrate 20-Year Anniversary



### **R&R Realty Group Management Team**

**From left to right: Dan Dutcher, Steve Gaer, Tom Gayman, Jim Weber, Tom Fish, Dan Rupprecht, Joe Price, Mark Rupprecht, Brett Bosworth**

R&R Realty Group (R&R), one of Des Moines' largest commercial real estate companies, celebrated 20 years in business on February 13, 2005. Twenty years ago, Dan Rupprecht and his wife Phyllis started the family-owned real estate company. Since 1985, the company has grown significantly and has evolved by expanding their real estate portfolio and services to better serve their customers.

The growth of R&R includes seven subsidiaries: Construction Services, Inc.; Development Services, Corp.; Management Professionals, Inc.; R&R Equity Partners; Realty Capital Corp.; Realty Marketing Group and Realty Technology Services. These companies have the experience and expertise to assist your company in all your real estate needs.

(See R&R 20-Year Page 2)

## **Mission Statement:**

- To set the *standard* for real estate companies.
- Conduct business with *integrity*.
- Establish long-term relationships built on *trust*.
- Provide the best *value*.
- Deliver quality *customer service*.



Service Highlight:  
Lease-Purchase  
Discussion



Dan Dutcher,  
President of  
Development  
Services,  
Corp.

"2005 will be an exciting year for DSC as we refocus our efforts to three major areas. The focus will be providing development services to R&R, 3<sup>rd</sup> party development services and lease-purchase," says Dan Dutcher, President of DSC. The lease-purchase product will be the focus of this article.

**Q: What is lease-purchase?**

**DD:**

- ♦DSC would structure a lease with a client for a facility designed to meet the needs of the client.
- ♦DSC would form the development team including the architect and contractor to design and construct the facility.
- ♦Client would then lease the facility with the ability to purchase during or at the end of the lease term.
- ♦Client would receive credit as each lease payment is made for the amortization portion of the payment.

**Q: Who would be interested in the lease-purchase product?**

**DD:** The current focus would be counties, cities, school districts and universities and colleges.

**Why?**

- ♦Most governmental agencies are familiar with the concept.
- ♦Are required to adhere to different rules and regulations.
- ♦Usually limited in their ability to finance those needs.

**Q: What are some of the benefits of lease-purchase?**

**DD:**

- ♦Meet current needs without impacting their financial abilities.
- ♦Project is developed privately instead of publicly.

DSC is not limited to the type of facility that we would consider on a lease-purchase. We are considering everything from fire stations to office buildings to maintenance facilities to educational facilities. DSC can also develop a project on ground currently owned by the client or can use the resources of R&R to locate a site that will meet the needs of the client and use our negotiating skills to acquire the site.

Since DSC is a subsidiary of R&R Realty Group, we can call upon the experience and resources of R&R to assist our clients in all phases of a lease-purchase transaction. DSC will provide a full service approach to all of our clients.

*If you have any questions, please contact Dan Dutcher, President, at (515) 223-4500.*

**New Tenants**

**We would like to welcome the following new tenants to an R&R property:**

**Aurora Business Park:** Everbank Financial Corp.; I Point Communications; Advanced Home Lending, Inc.

**Country Club Office Plaza:** UBS - Paine Weber; RadiSys

**Interstate Acres:** Hockenbergs Equipment & Supply

**Century III:** Midland Systems, Inc.

**Three Fountains Office Park:** Covenant Mortgage, Inc.

**Terrace Place:** Dr. Andrew Chan

**R&R 20-Year (contd. from Page 1)**

Specializing in real estate in the Greater Des Moines area has been particularly satisfying to a company whose family and employees have been embedded in the community for numerous years. "Our family grew up in Des Moines and we are very proud to be a part of the growth that our city has experienced," says Judy Price, Vice President of R&R Realty Group.

Today, R&R has developed and manages more than 4.5 million square feet of real estate in the Greater Des Moines area. The portfolio includes office buildings, business parks, retail, multi-family units, warehouses and land. Some of R&R's signature projects include: Aurora Business Park, Interstate Acres and Meredith Business Parks in Urbandale; Country Club Office Plaza, Three Fountains Office Park, and The Shoppes at Three Fountains in West Des Moines; Terrace Place and Terrace Center in Des Moines and Winwood Apartments in Johnston.

"Real estate is very much a people business," says Dan Rupprecht, President and founder of R&R Realty Group. "We want to thank you, our customers, for the success we have achieved. Our employees are committed to meeting your expectations."

Future plans include more development. "Offering our customers alternatives in real estate and satisfying their needs is our number one goal," says Mark Rupprecht, President of Realty Marketing Group. The Sonoma building, a 75,000 square foot office building, is under construction in Country Club Office Plaza along Jordan Creek Parkway. Pre-leasing has begun and a completion date is scheduled for summer 2005.

R&R plans to celebrate its 20-year anniversary with their employees and their spouses in December.



Park Highlight:  
Aurora Business Park



109th Street & Aurora Avenue  
Urbandale, Iowa

**Q: What type of space is at Aurora Business Park?**

**R&R Team:**

Aurora Business Park is a flex space park which can accommodate office users, warehouse users or companies that need both. With its quality brick and glass construction and high deck heights, it accommodates all types of businesses.

**Q: Who (or what types of tenants) locate in Aurora?**

**R&R Team:**

Aurora is home to over 90 local and national tenants who all like the corporate image Aurora gives them. They like its location near I-35/I-80 and because of the park's size, the flexibility it offers to accommodate their growth.

**Q: Do you offer amenities in your park?**

**R&R Team:**

Aurora offers a conference center, wellness center with shower/locker room facility, daycare center, and its property management is on site. It also offers a park environment with its lakeside picnic areas and walking/jogging trail.

**Q: Where is Aurora Business Park located?**

**R&R Team:**

Aurora has an excellent location just off I-35/I-80 from the Douglas Avenue and Highway 141 interchanges.

**Q: How is Aurora Business Park different from other office locations?**

**R&R Team:**

Its amenities, its flexibilities to accommodate companies' growth by being one of Iowa's largest flex parks, and its superior on-site property management service.

**Q: If I wanted to tour the facility, who do I contact?**

**R&R Team:**

Contact Tom Rupprecht, Tom Gayman or Jeff Mann with Realty Marketing Group at (515) 223-4500.

Tenant Renewals  
Expansions

We would like to thank the following tenants for their continued business:

**Aurora Business Park:** Iowa Soybean Association; Laboratory Corporation of America; Crop I Insurance Direct, Inc.; DSI; John Deere Agricultural Management Solutions; Critical Care Systems, Inc.; Data Transmission Network; Performance Display, Inc.; New Hope Christian Church

**Country Club Office Plaza:** Bartlett & West Engineers; Nationwide Mutual Insurance; Assurant, Inc.

**Three Fountains Office Park:** Kutak Rock LLP; Genex Services, Inc.; Cretex Concrete Products Midwest; Midland National Life Insurance; Hanser & Associates, L.C.

**Interstate Acres:** United Information Services; Color FX

R&R Realty Group  
Supports



*"Let's Rock and Roll For JDRF"*

R&R Realty Group is once again on board to support JDRF in their goal of finding a cure for diabetes and its complications through the support of research. This has become an annual event for R&R Realty Group since 1996. The goal for this year's event is to raise \$3,500, an increase of \$1,000 from last year.

The many fundraising activities include Sneaker Sales, "I WILL" Bracelets, Coin Drive, Theme Basket Auction, Valentine Candy Jar Raffle, Chili Luncheon, Bake Sale, Balloon Bouquet Sales, Jean/Weird Shirt Day and JDRF Walk.

Tenant Highlight  
**Liz Taylor Yoga**



Liz Taylor  
Liz Taylor Yoga

Located in Building 1 at Aurora Business Park, you'll find a sanctuary of stress relief and inspiration. We're talking about the Liz Taylor Yoga Studio, where you can enjoy a refreshing Yoga class, relaxing Therapeutic Massage or an unforgettable Hot Stone treatment. Affectionately known as the "Hollywood Studio," Liz Taylor Yoga and Joan Collins Massage offer a dual approach to personal health and well being.

**(See Liz Taylor Yoga Page 4)**

*Sonoma Building*



1089 Jordan Creek Parkway  
West Des Moines, Iowa

CSI began construction for the new R&R Realty three-story office building on Jordan Creek Parkway. The Sonoma Building is scheduled for completion in August of this year. Steel is on site and will be erected in the coming weeks as the structure begins to take place. The office building will provide a total of 75,000 square feet for prospective tenants looking for a multi-story image and high visibility on Jordan Creek Parkway.

**Liz Taylor (contd. from Page 3)**

Liz Taylor Yoga Studio was founded on the awareness that each of us seeks an inner sense of harmony and balance. As our busy lives move ever faster, Liz Taylor Yoga provides a haven of inspiration and stress relief. The studio offers 14 yoga classes weekly, allowing students to make personal wellness a more convenient part of managing a busy week.

Liz Taylor is a Certified and Nationally Registered Yoga Instructor who has been sharing her passion for yoga since 1997. She offers classes for beginners and experienced students alike in single class formats or as class packages.

Stop by and see for yourself! A dedication to relaxation and well being is the studio's mission, and they enjoy sharing it with anyone who walks through their doors.

*Waukee Schools:  
Walnut Hills Elementary*



CSI has had several ongoing construction projects throughout the winter months. The Walnut Hills Elementary School is a \$9.5 million project for the Waukee Schools and was fully enclosed in early December. The construction site is in the city limits of Urbandale just south of Meredith Drive and 156<sup>th</sup> Street. This rapidly expanding area was in desperate need of new school facilities. Walnut Hills is currently on schedule to be complete this summer for occupancy in August. This is the fourth elementary school for Waukee Schools with a fifth currently in design stages, with construction to begin in the spring of 2006.

**Web: [LizTaylorYoga.com](http://LizTaylorYoga.com)**  
**Email: [LizTaylorYoga@msn.com](mailto:LizTaylorYoga@msn.com)**  
**Phone: 971-YOGA (9642)**



Tenant Highlight  
Opportunity

If you are a tenant in an R&R property and would like the opportunity to highlight your business in the *RESULTS* Newsletter, please contact Melissa Becker at 223-4500 or email [becker.melissa@rrrealty.com](mailto:becker.melissa@rrrealty.com)

*Carlisle Community  
Schools:*

- ◆ *High School Gymnasium*
- ◆ *High School Stadium*
- ◆ *Early Childhood Center*



CSI has also partnered with the Carlisle Community School District to manage three projects. Two athletic facility projects totaling \$1 million (high school gymnasium and stadium) were completed this past summer and used for competition this fall and winter. The third project in progress is the Early Childhood Center. This project is a \$2.5 million addition to Carlisle Elementary School and will provide space for kindergarten students and a new multi-purpose room. The facility is being enclosed in sections and is proceeding on schedule for completion this summer and ready for young minds in August.

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*Real estate.  
Results.*