

June 5, 2014

Business Record  
The Depot at Fourth  
100 4th Street  
Des Moines, IA 50309

Dear Selection Committee Members,

It is with great enthusiasm that I add my support to Nancy Stefani's nomination as a Woman of Influence. I have had the privilege of working with Nancy through her role as a Board Member, Mercy Auxiliary of Central Iowa. Nancy has served on this board since 2008, as its board chair since 2012. She has provided remarkable leadership to the Mercy Auxiliary, raising the possibilities for its impact beyond any of our expectations or aspirations.

In an era when many other hospital auxiliaries are floundering, Nancy's leadership has propelled Mercy's Auxiliary to superlative levels. As membership chair, Nancy took membership from approximately 300 members to over 2000 members by 2013. Through recent benchmarking with other medical center auxiliaries nationally, Mercy's Auxiliary ranked at the highest levels of both membership and dollars committed to the hospital's mission. In 2013, the Mercy Auxiliary gifted over \$300,000 to Mercy mission initiatives, another record. I have no doubt that it was Nancy's positive and infectious spirit, her tenacity, and her belief that we can always do better that allowed this group of community leaders to reach these unprecedented levels of performance.

As a fellow fund raiser, I have been privileged to watch Nancy "in action" working with donors for the Diocese of Des Moines through her work with the Renaissance Group. In addition, her fund raising career both at Drake University and the Diocese is legendary. Nancy was the first person in Iowa to attain the CFRE designation. In addition, Nancy begins donor conversations with a focus on serving these generous individuals, in addition to the non-profit organizations within the region.

Nancy "bleeds blue" and has given her heart and soul to Drake Women's Basketball. As the official scorekeeper for the Drake Women's Basketball team for 38 years, her dedication to Drake is unrivaled. She was recognized for this dedication in 2013 by receiving the Paul Morrison Award, part of the Missouri Valley Conference Hall of Fame. This award was designed to honor individuals who have made significant contributions to their respective league-member institutions, the Missouri Valley conference, or collegiate athletics in general.

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Nancy's role at Drake was expanded in 2001, when she became the Director of Gift Planning for the University. Nancy's 18 years of service in fund raising for Drake served the University well, elevating the level of planned gifts for the institution.

Simply put, Nancy is a woman of influence who wants to make anything she touches better. Her drive, commitment, and generosity have transformed the Mercy Auxiliary—as well as many other community organizations and missions. We are grateful for her leadership, and honored to add our support to this nomination.

Sincerely,

A handwritten signature in blue ink that reads "Shannon Duval". The signature is fluid and cursive, with the first name "Shannon" and last name "Duval" clearly distinguishable.

Shannon Duval

President