**Letter of Recommendation for Barb Kniff   
Business Record’s Women of Influence: Business of the Year**

To Whom It May Concern,

Barb Kniff is a business owner that not only impressed me at our first meeting during my first month of taking the position with National Federation of Independent Business (NFIB) but continues to be a source of knowledge and inspiration for me for the 6 years I have been with the organization. NFIB is a national non-profit organization that represents small business interests. Each state has a State Director and local chapter. We have approximately 11,000 members in Iowa.

Barb has served on our Leadership Council for 6 years, which is a group of member business owners that voluntarily give their time to help steer political positions, election endorsements and legislative agendas. Barb served as the Chair of the Leadership Council for two years and provided invaluable assistance regarding everything from increasing membership numbers to working directly with elected officials. Just recently she was asked by our President to be a member of our national board and began serving in February of this year. I know she feels it was an honor to be considered, I feel it is an honor for us to have her making decisions that steer the future of our organization.

Barb is a person who is deeply committed to her employees, the future of KLK Construction. That commitment carries over into her community and state-wide by her continued sacrifice of her time and knowledge in many capacities.

In my line of work I have the opportunity to meet and work with many different types of business owners and Barb Kniff is a one-of-a-kind. Therefore, I highly recommend that she be given Woman Business Owner of the Year award.

Regards,

Kristin Failor

Iowa State Director

National Federation of Independent Business

200 E. Grand Ave.  
Suite 390  
Des Moines, IA 50309  
515-243-4723

E-mail: [Kristin.failor@nfib.org](mailto:Kristin.failor@nfib.org)