



To whom it may concern:

I consider it a privilege and an honor to be writing this letter in support of the application of Rachel Flint for the 2017 Women of Influence Award. Rachel's commitment to the advancement of and her concern for the future of our industry is unparalleled.

Rachel has been an active leader in our local Association and was named the Builder and Member of the Year in 2016. She has been instrumental in the creation and funding of the Skilled Trades Academy at Des Moines' Central Campus. Due to her perseverance and leadership, the Academy has gone from concept to reality in less than one calendar year and has raised more than \$1.4 Million in private funding. Rachel is also a leader at the National Association of HomeBuilders serving on its Board of Directors and being asked to present to groups at the World's largest Residential trade show on an annual basis.

Rachel has reached the pinnacle of a male dominated world and our industry looks to her as a leader. Simply put, I cannot think of a more deserving candidate and I highly recommend that Rachel be awarded the 2017 Women of Influence.

Sincerely -

A handwritten signature in dark maroon ink, appearing to read "D. Knoup", is positioned above the typed name.

Daniel E. Knoup
Executive Officer
Greater Des Moines HBA
515.975.6427
dank@dsmhba.com