



May 22, 2017

Des Moines Business Record  
The Depot at 4<sup>th</sup>  
100 4<sup>th</sup> Street  
Des Moines, Iowa 50309

Dear Selection Committee,

It is with great pleasure to offer my recommendation of Kris Saddoris for the 2017 Business Record Women of Influence Award.

As the CEO of Hubbell Realty Company, I've had the opportunity to work alongside Kris for the past six years. After 26 years with Conlin Properties, she made a seamless transition to Hubbell and took over as our Vice President of Development. Kris is visibly passionate, strong-willed and knowledgeable in overseeing the entire development division, including multi-family homes, affordable housing development and industrial sites.

No one in the community has had an impact on affordable housing more than Kris. In 2016, she and a team successfully created a \$2 million capital campaign for HOME, Inc., a Des Moines based affordable housing developer. In the same year, she developed more than 1,000 multi-family units in the metro. She worked relentlessly in 2014 to establish an Urban Land Institute chapter in Iowa and in 2010; she was honored with the prestigious Kay Anderson Friend of Iowa Award from the Iowa Finance Authority, an award highly regarded by the Housing Iowa Conference.

In 2015, Kris was named Citizen of the Year by the Downtown Chamber of Commerce and that speaks volumes to her community involvement. This year, Kris is one of 15 members of the Iowa Walking College Challenge; she's a leader for Smart Growth Iowa and a founding member of Commercial Real Estate Women (CREW). Kris's critical thinking skills paired with her profound background has earned respect from her Development team and Hubbell Realty Company employees.

Kris continues to awe us all and deserves to be awarded with the 2017 Women of Influence Award. Kris's passion outshines the rest and she'll continue to dedicate herself to the Des Moines communities she's served for more than 30 years.

Sincerely,

A handwritten signature in black ink, which appears to read "Rick J. Tollakson". The signature is fluid and cursive.

Rick Tollakson, CEO Hubbell Realty Company