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Business Record
100 4th Street
Des Moines, IA 50309

Re: Kris Saddoris: 2017 Woman of Influence

Ladies and Gentlemen:

It is with great enthusiasm that I recommend Kris Saddoris for the 2017 Woman of Influence award.

I've been fortunate to work with Kris on Urban Land Institute (ULI) Iowa, which I co-founded in 2013. Kris' tireless efforts to build the organizations membership in her role as Membership Chair helped us grow to over 120 members statewide. This is particularly impressive as ULI has been a relatively unknown organization in the state up to this point. Kris' enthusiasm for ULI's work and her excellent reputation in the real estate development industry convinced many to join and become active members.

Kris has successfully worked for years to build affordable and market rate multi-family housing in central Iowa. The process to get a project off the ground can be difficult and contentious. However, Kris has the ability to share her vision with the community and overcome what can sometimes be a very public debate. Simply put, people respect Kris because she believes in her work and is passionate that quality housing should exist for people of all income levels. With Kris' continued leadership, I am optimistic that we can begin to address the growing need for affordable housing in Central Iowa.

I can't think of a woman more deserving of this award. Thank you for the opportunity to share my admiration for the leadership of Kris Saddoris.

Sincerely,



Larry James Jr.