



BrownWinick
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May 25, 2017

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Business Record
100 4th Street
Des Moines, IA 50309

Re: 2017 Women of Influence Nomination

To Whom It May Concern:

It is my pleasure to write a letter in support of Sheila K. Tipton's nomination for *The Des Moines Business Record's* "Women of Influence" for 2017. As a partner in Brown Winick's energy practice group, I work closely with Sheila and I have no hesitation in asserting that Sheila truly embodies the criteria of a "Woman of Influence."

I first became acquainted with Sheila when she began working at Brown Winick. At that time, I was just beginning my practice in the energy/public utility legal area. During my first initial meetings with Sheila, Sheila immediately struck me as someone who is caring, personable and very intelligent. My initial impression proved correct many times over as Sheila has demonstrated time and time again to be very knowledgeable in the area of energy/public utilities and extremely deft at handling difficult situations. I have watched her handle on numerous occasions difficult situations involving clients, regulators, and opposing counsel. In each situation, Sheila listens carefully to all points of view, reflects on the issues being raised and then offers sound solutions to the problem. Sheila never backs down from positions that are ultimately in the best interest of our clients, even if it is not what our clients want to hear at that moment. This quality has earned Sheila respect and admiration from clients, attorneys, and regulators alike.

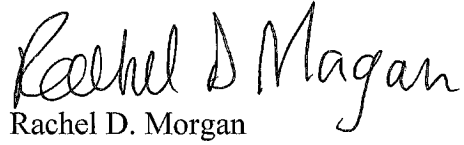
While Sheila is a knowledgeable and intelligent attorney, Sheila's best quality is her caring nature which makes her an outstanding mentor and role model for women in this firm. Sheila, more than any other attorney I have worked with, genuinely cares, not only about the development of me and others in the firm as attorneys, but also as individuals and women navigating a profession that is still dominated by men. The time she devotes to each of us, teaching and nurturing, is not rewarded monetarily, but is deeply appreciated by all of us.

I have also seen evidence of Sheila's compassion and tirelessness work ethic outside of the law firm. I am currently a member of the Des Moines Metro Opera Board. Sheila was a former President of the Des Moines Metra Opera Board. When members of the Opera Board learn that I currently work with Sheila, the overwhelming response is delight and appreciation for the time and effort that she spent on the Opera Board.

I cannot imagine a better candidate than Sheila for the Women of Influence award. If you have

any questions regarding my comments or her candidacy, please do not hesitate to give me a call.

Sincerely yours,

A handwritten signature in black ink that reads "Rachel D. Morgan". The script is fluid and cursive, with the first name "Rachel" and last name "Morgan" being clearly legible, and "D." serving as a middle initial.

Rachel D. Morgan