



To whom it may concern,

I am writing this letter to nominate Gerry Neugent for the Great Western Bank Commercial Real Estate Professional of the Year award.

Gerry is the President and CEO of Knapp Properties. I have been associated with Gerry and his company for over two decades. He is both a business partner and a friend. When I read the judging criteria for this award, I immediately thought of Gerry Neugent and the many activities he has been involved in this last year, some of which I have highlighted below.

- He has been a key leader in the new downtown Des Moines convention hotel. He is the Chairman and founding director of the new Non-profit owner of the hotel and has spent countless hours working with the City, County and Business community leaders to plan and finance this important project.
- He has lead his team at Knapp Properties on the Hy-Vee/Knapp 420 Court Avenue project which will finally bring a full service grocery store to downtown along with an additional 82 market rate apartment units.
- He was recently installed as the 2015 Chair of the Greater Des Moines partnership, the number one leadership position in the central Iowa business community
- He co-chaired the recent capital campaign for the Des Moines Playhouse.

Through his position at Knapp Properties, Gerry has been a leader in the commercial real estate field for over 20 years. Before that he was one of the finest commercial real estate lawyers in Iowa, with most of the major commercial real estate developers as clients. There are few people who have had a bigger impact on commercial real estate in Des Moines than Gerry Neugent. The only thing that could possibly exceed Gerry's competence would be his ethical standards and his loyalty and dedication to his employees, partners and clients.

Thank you for considering this nomination. I would be happy to answer any questions you may have about Gerry.

Sincerely,



Jim Cownie

JSC Properties