



Where & means more.

Niki DePhillips
Kum & Go, L.C.
6400 Westown Parkway
West Des Moines, Iowa 50266

February 28, 2017

Business Record
100 4th Street
Des Moines, Iowa 50309

To the Selection Committee,

I am writing in support of Richard Hurd's CRE Professional of the Year nomination. Richard has worked closely with Kum & Go for 10 years as a great partner for purchasing our stores in sale-leaseback transactions. Richard's ability to negotiate and process transactions quickly has given us a fast turnaround. He has been a pleasure to work with as he follows through on commitments with every venture we have worked on together. His communication and people skills are exceptional. We look forward to partnering with him on future projects.

When I think of Richard, I think of someone with great integrity that takes pride in his work and wants to inspire others. He follows through on commitments as a business partner and as a leader in the real estate community. He helps mentor others and he has brought many first-to-market retailers to Des Moines. His projects have had such a positive impact on our community. People can't wait to see which retailer Richard will bring to Des Moines next!

I highly recommend Richard Hurd for the opportunity to receive recognition for CRE Professional of the Year. He is exceedingly deserving of the honor. If you need any additional information, please contact me.

Best Regards,

Niki DePhillips

Niki DePhillips
SVP Store Development
Direct: 515-457-6272



February 27, 2017

Mr. Jason Swanson
Business Publications
100 4th Street
Des Moines, IA 50309

Dear Jason:

I am writing this letter in support of Richard Hurd's nomination for Commercial Real Estate Professional of the Year.

I have known Richard for about 15 years. We met through the industry and I have since worked with him through my affiliation with Grand View University, Kum & Go, and a number of professional organizations.

I will leave discussion of his ability to draw national retailers to our market, deal size, deal intricacy, and the quality of his projects to others. The reason I believe Richard should be the Commercial Real Estate Professional of the Year is due to his support of the industry.

Richard belongs to a number of industry professional organizations including Commercial Certified Investment Managers (CCIM), Society of Industrial and Office Realtors (SIOR), Iowa Commercial Real Estate Association (ICREA), Counselors of Real Estate (CRE), and International Council of Shopping Centers (ICSC). He is an active participant in these organizations.

It isn't often that young professionals have the opportunity to be in a room and spend time with someone at the top of the industry. Richard is always engaging and he isn't afraid to share his mistakes. He is encouraging.

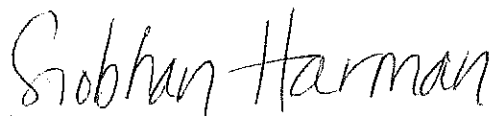
Richard attends events and conferences and continually invests in his continued professional development.

A few years back, Richard spoke at a Commercial Real Estate Women (CREW) event and discussed how the industry has changed over the past 30 years and how women specifically have made an impact on the industry. It was a very impressive talk. He touched every single person in that audience, male or female, with his observations.

Richard is on the board for Grand View University and has given his time and expertise to advise on master planning and financing, and more specifically, design and construction of both the new dorm and library. He has been the featured speaker at Grand View's Colloquium and it was a lively and interactive discussion with the students. Richard delivered some life lessons about personal failure, finding your passion, and the best way to learn is through mistakes.

I am honored to write this letter of support, and highly recommend Richard Hurd, as the recipient of this year's Commercial Real Estate Professional of the Year award.

Sincerely,

A handwritten signature in cursive script that reads "Siobhan Harman". The signature is written in dark ink and is positioned above the printed name and title.

Siobhan Harman

Real Estate Development Manager

March 1, 2017

Des Moines Business Record
100 4th Street
Des Moines, Iowa 50309

To the Selection Committee:

It is with deep pleasure that I would recommend Richard Hurd as the Commercial Real Estate Professional of the Year.

In my 35 years of being a commercial real estate professional, I have competed against, co brokered deals with, and collaborated with Richard Hurd on several projects throughout the metro area.

Day in and day out, Richard has been the model of success in brokerage and investments.

He has guided clients and now his own portfolio to new heights, the likes that have not been seen in the Des Moines area since Bill Knapp built his real estate portfolio. He has mastered the art of the deal.

Richard is always fully engaged, focused, and on the job. His association with the many national affiliates of the commercial business speaks volumes to his dedication to the industry.

Additionally, Richard contributions in the community are many and growing. His activities with Hope Ministries, Grand View, and Bankers Trust Community Advisory Board exemplify his commitment to the community.

And finally, one of the measures of a great person is his dedication to his wife and family. Richard is a husband, father and dedicated mentor to his family.

For these and many more reasons, with my highest regards nominate Richard Hurd as the Commercial Professional of the Year.

Sincerely,

Kevin Crowley, SIOR
COO, Manager
Iowa Realty Commercial

STEVEN G. CHAPMAN

March 6, 2017

Mr. Jason ~~SWANSON~~ SWANSON
Business Publications Corporation
100 4th Street
Des Moines, IA 50309

Dear Jason:

It is my honor to write you in support of Richard Hurd for selection as Commercial Real Estate Professional of the Year. I feel very qualified to provide a letter of recommendation having known Richard for over 20 years and have witnessed his commitment to his industry and the growth of his business. He is clearly is one of the most dedicated and professional individuals I have ever met and has earned the highest respect from every client he serves as well as everyone who knows him.

In review of the selection criteria I would like to provide more specific information regarding Richard's achievements in his career and specifically the commercial real estate industry.

- Success and/or significant achievement within their profession and/or company – Beginning his career in 1973 he was extremely successful in serving his customers leading to the founding of Hurd Real Estate Services in 1981. Since its founding Hurd Real Estate has developed and/or acquired 110 properties located in 11 states. Well-known local developments include Mills Crossing, Waukee Marketplace, and The Parkways, 31st & Ingersoll and Park Avenue Industrial.
- Personal reputation demonstrating high ethical standards – Richard is extremely committed to his industry and is involved at both a local and national level to ensure the highest stands. He is a Certified Commercial Investment Member, belongs to the Society of Industrial and Office Realtors and The Counselors of Real Estate as well as holding memberships in the International Council of Shopping Centers and the Iowa Commercial Real Estate Association.
- Nonprofit, philanthropic and civic involvement in the Central Iowa Community – Even though Richard is a very hands on individual and, as such, has kept his staff small he understands the importance of being involved in and giving back to the community. He serves on the Grand View University Board of Trustees, the community advisory board of Bankers Trust Company and has been an active board member in Hope Ministries. He is an active member of Valley Church. Richard also is an investor in the Greater Des Moines Partnership to ensure successful economic development initiatives in Central Iowa.
- Personal Impact on the commercial real estate industry – Beyond his involvement in industry organizations, Richard has managed Iowa Realty Commercial Brokers, the largest commercial real estate brokerage firm in the state of Iowa and was selected to represent Central Life Insurance Company (Athene) in repositioning their national commercial real estate portfolio in the 1990's.

In closing, as successful as Richard has been he has always remained humble. There are many in our community who has no idea how large and successful Hurd Real Estate Services is because of that fact. Having begun the process of providing his children a more substantial role in the day to day management of the business, I know this recognition would be extremely important and appreciated for all he has achieved in his career.

It is my sincere hope that you will agree that Richard Hurd is a very deserving individual for this important recognition as the Commercial Real Estate Professional of the Year. If there is any additional information I can provide please contact me at your convenience at 515-202-2611.

Respectfully submitted,





OFFICE OF THE PRESIDENT

March 9, 2017

Mr. Jason Swanson
Commercial Real Estate Professional of the Year Selection Committee
Business Publications Corporation
100 4th Street
Des Moines, IA 50309

RE: Commercial Real Estate Professional of the Year Award Nomination

Dear Mr. Swanson:

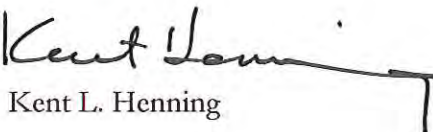
Please accept my letter of recommendation on behalf of Richard Hurd of Hurd Real Estate for the CRE Professional of the Year Award.

Richard has served on the Grand View University Board of Trustees since 2008. He is a member of the Finance Committee and has provided valuable insight to this committee with his knowledge and expertise around preserving the institution's resources, protecting its assets, and assuring University operations are adequately funded. He has been particularly helpful when we have needed to finance construction projects.

Richard also has provided individual counsel to me on a number of occasions around campus facilities and property acquisition. He was instrumental in changing my perspective regarding campus development. I viewed East 14th Street as a liability, because it divides the campus. Richard encouraged me to view it as an opportunity "to make our statement." As we continued to construct new buildings adjacent to East 14th Street, the wisdom of Richard's advice was borne out. The general public's impression of Grand View has been greatly enhanced by how we present ourselves along that stretch of roadway. I have sought Richard's guidance and input on a number of other campus development projects, as well.

For these reasons and many more, it is indeed my pleasure to support the nomination of Richard Hurd for Commercial Real Estate Professional of the Year Award.

Sincerely,


Kent L. Henning