



March 15, 2018

Business Record  
100 4<sup>th</sup> Street  
Des Moines, IA 50309

To Whom It May Concern,

When considering who to nominate for the Commercial Real Estate Professional of the Year award, the first person to come to mind is Kyle Gamble. Kyle joined Hubbell Realty Company in 1994 and in 2003, he became the Senior Vice President and Managing Director for CBRE | Hubbell Commercial, one of the leading commercial brokerage firms in the state. In 2016 Kyle was promoted to Senior Vice President of Management which includes not only CBRE | Hubbell Commercial but also Hubbell Commercial Property Management, Hubbell Apartment Living and the marketing and IT support functions.

Kyle has successfully provided leadership over the largest commercial brokerage company and its' associates through business development and facilitation, client retention and value-added services for clients and brokerage professionals. Kyle has also led the growth of Hubbell Apartment Living into one of the largest owner/manager of apartments in the Des Moines metro area. Kyle prides himself on high ethical standards of business and he is devoted to his associates, clients and community. In 2016, Kyle was given the Greater Des Moines Leadership Institute Community Vision Award. He has also been inducted into the Midwest Real Estate News Hall of Fame, named a CBRE | Hubbell Commercial Top Producer, a Tradition of Excellence Award winner and a Forty Under 40 honoree.

Through his professional achievements, Kyle has undoubtedly made an impact across the Greater Des Moines area by serving on numerous boards including, but not limited to: Greater Des Moines Leadership Institute, Society of Industrial and Office Realtors, Iowa Commercial Real Estate Association and Iowa CCIM. However, his favorite causes are those that directly impact our communities such as Mercy Foundation, Des Moines Pastoral Council and American Heart Association.

Kyle's dedication to the real estate business and the community has brought immense growth to Des Moines and surrounding suburbs. He continues to push the envelope in the industry, building on his trusting relationships with clients and colleagues and his passion for the Greater Des Moines Communities. I believe Hubbell Realty Company together with CBRE | Hubbell Commercial, Hubbell Commercial Property Management and Hubbell Apartment Living are some of the most respected names in Iowa thanks to Kyle's' hard work and commitment. I highly recommend Kyle for the CRE Professional of the Year Award for 2018.

Sincerely,



A handwritten signature in black ink, appearing to read "Rick Tollakson".

Rick Tollakson  
President & CEO, Hubbell Realty Company