



December 13, 2017

#### Business Record

Deloitte CFO of the Year Award nomination letter: Joe Corfits reference

Dear Selection Committee,

It is my distinct honor to support the nomination for Joe Corfits as this year's Deloitte CFO of the Year. I've known and worked with Joe for 22 years so I have experienced firsthand his characteristics that make him truly the best CFO I've worked with in my career.

Joe has had an illustrious career with UnityPoint Health – Des Moines serving for nearly 40 years in our finance, real estate and accounting departments. His strategic, financial mind has been the instrumental driver in all of our organization success over those years. Some examples include our growth in top line revenue of nearly 60% just within the past 6 years. In addition Joe was critically important in the building of Methodist West Hospital, one of the only new hospitals built in Iowa over the past 20 years. He has helped lead our information technology efforts with multiple system successes of product go-lives.

Joe's unique skills in the financial arena include an aptitude toward real estate development and compliance. His responsibility to oversee our properties company which includes over four dozen different properties (including clinics, surgery centers, and medical office buildings) to his negotiation skills for contracts, joint ventures and leases is remarkable.

To reflect his personal, sound moral compass, Joe has also served as our Chief Compliance Officer for many years. His ethics of 'doing the right thing' has significantly contributed to our organizational reputation. He is well known in the community for this while serving on the taxpayer association of Polk County and the Greater Outdoor Foundation.

His accomplishments reach to the greater state as well as nationally with his many years of service on the Healthcare Financial Management Association boards. He has been an officer at the Iowa level as

well as the national level, speaking many times at national conferences about healthcare financial trends and techniques he created here in Des Moines that are recognized as best practice.

While all of the above are significant contributors to why he should be strongly considered for this award, it's his caring heart and conscientiousness that may be most impressive of all. I've never known him to miss a retirement or going away party for *any* of his staff and he, along with his wife Shari are literally some of the most generous people to our foundation and community non-profits that I know. None of these things are done for recognition or praise – quite the opposite. Joe makes a difference by the way he conducts himself and is a shining example to others of servant leadership.

I'm proud to call him friend and colleague and think he is worthy of this recognition. I would be happy to discuss this letter or his qualifications further at any time. Good luck with the selection process.

Sincerely,

A handwritten signature in blue ink that reads "David Stark". The signature is fluid and cursive, with the first name "David" and last name "Stark" clearly legible.

David Stark, FACHE  
Executive Vice President/Chief Operating Officer  
UnityPoint Health – Des Moines