



November 30, 2017

It is my pleasure to submit the name of Gary Hoffman into nomination for the CFO of the Year Award.

As your call for nominations states, *"The chief financial officer is often an unrecognized individual who is key to the success of companies today. In that light, the Deloitte CFO of the Year award will serve to honor an individual for outstanding performance in their role as company financial steward."* I believe that Gary Hoffman is the ideal nominee – exceeding all your evaluation criteria with a powerful, proven track record of success and influence throughout his professional financial services/accounting career – in both the private sector as well as the non-profit sector.

Currently, he serves as Chief Financial Officer at NCMIC Finance Corporation in Clive, IA. Gary also has leadership responsibility as a member of NCMIC's Senior Management Group and is a corporate officer. Additionally, Gary volunteers as Treasurer and Executive Committee member at Junior Achievement of Central Iowa, the leading financial literacy education non-profit in the central Iowa market center.

As President of Junior Achievement of Central Iowa, when I asked to join the JA Board of Directors in the fall of 2013, I knew that he would be a wonderful addition to the governance team because of the positive impact that he had at NCMIC. Right away, Gary pulled together a new budgeting process that began with an inspection of the three previous years' general ledgers so he could get a complete understanding of the timing and amounts of projected income and expenses. We were having some financial issues at the time and with the new financial processes and procedures that Gary implemented quickly and seamlessly, we turned an operational deficit into an operation surplus in just one year. And, today, thanks to Gary's direction, JA of Central Iowa's financial statements are as strong as ever.

Gary possesses outstanding leadership, communication and decision-making skills that enable him to react properly to dynamic changes in the work environment as well as in the markets that he serves. He is a respected representative of NCMIC to his staff and NCMIC employees, JA internal staff and board members, business partners, and community leaders. He is a caring individual with a customer-centric approach to his career that translates into an exemplary level of performance. Gary's attention to detail and his can-do spirit are his trademarks.

For the reasons listed above and many others well, I believe that Gary Hoffman is an exemplary nominee for the Business Record's CFO of the Year Award and he would be a worthy recipient of this outstanding recognition of excellence. Gary represents the very best of CFO's here in central Iowa.

Thank you for your careful consideration.

Sincerely,

A handwritten signature in black ink that reads "Nicholas Colletti". The script is fluid and cursive, with the first name "Nicholas" and last name "Colletti" clearly legible.

Nicholas Colletti  
Business Development Director  
Genesis10