



To: Whom It May Concern

Fm: J. Eric Smith, Executive Director, Salisbury House Foundation

Re: Deloitte CFO of the Year CFO of the Year Nomination for Kip J. Albertson

On behalf of the Board, staff and volunteers of the Salisbury House Foundation, it is my great pleasure to nominate Bankers Trust Senior Vice president, Chief Financial Officer, and Chief Administrative Officer Kip J. Albertson for the Deloitte Chief Financial Officer of the Year Award. Bankers Trust is a one of the most highly regarded businesses in the Upper Midwest, and Kip's long-proven and well-known expertise in accounting, risk management, business development, and community relations have played a crucial role in Bankers Trust's emergence and sustained position as a valued sector leader.

I have worked closely with Kip for nearly three years, and can attest to his impeccable personal and professional reputation, and to the care that he takes in ensuring that Bankers Trust and the many community charities with which he works are managed in an ethical, efficient and effective fashion. Kip's involvement with the Salisbury House Foundation (SHF, for which I serve as Executive Director) began when he was recruited to serve as an Annual Campaign solicitor, and he performed admirably well in his first year on our volunteer development committee. The following year, Kip was invited to serve as co-chair of the annual campaign, and he oversaw the largest single-year campaign in SHF's 20-year history, playing a direct role in SHF achieving a balanced operating budget after many years of maintenance-driven deficit spending.

In his second year as annual campaign co-chair, Kip was elected to join SHF's Board of Directors, and in January 2014, he was elected Treasurer of the Corporation. In this latter role, Kip has worked closely with management, board, and auditors, playing a key role in the development and implementation of another balanced operating budget, assisting with the quiet phase of a nascent capital campaign, overseeing a competitive bid process that engaged a new audit and tax firm, and continuing to play a lead role in securing the crucial unrestricted operating funds raised via the annual campaign. In short, he has been an ideal board member who has contributed significantly to SHF's success, and his advice and counsel have been extremely important to our entire team.

I know that Salisbury House Foundation is not the only recipient of Kip's generosity with his time, his talents, and his treasures, as many of my colleagues in Iowa's charitable, educational, and civic sectors are equally effusive in their praise for his perceptive vision and transformative work. In recent years, Kip's efforts with ChildServe and Iowa Public Television Foundation have had extraordinary impact on the lives and well-being of tens of thousands of Iowa families located in the state's cities and rural communities alike. Seeing his name on an organization's letterhead provides a strong affirmation to donors that the organization is ethical, impactful, and professional.

At bottom line, Kip Albertson is a skilled financial professional and accomplished community leader whose biography is filled with all of the best features that any corporation should seek when hiring a chief financial officer. He makes a difference wherever he goes, and Bankers Trust's success is a testament to his acuity in managing the myriad financial details associated presented by a corporation with over \$3.5 billion in assets under management. He represents his company, his community, and his professional field better than any other Chief Financial Officer I have worked with in my nearly 30 years of experience in the government and nonprofit sectors, and I consider it an honor to have his support, guidance, encouragement and friendship.

Kip unquestionably holds all of the prerequisites required for joining the ranks of the accomplished and esteemed financial professionals who have been named Deloitte's Chief Financial Officer of the Year in the past, and Deloitte would prove its own public acuity by so honoring him. I would be happy to discuss my recommendation with you further, should you so desire, and I thank you for your time and consideration as you evaluate your many candidates. I am certain you will not find one more deserving than Kip Albertson.

Sincerely,

A handwritten signature in dark ink, appearing to read 'J. Eric Smith', with a stylized, flowing script.

J. Eric Smith, Executive Director
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