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December 27, 2013

Forty Under 40  
Business Record  
Business Publications Corp.  
100 4<sup>th</sup> Street  
Des Moines, IA 50309

Dear Selection Committee Members,

It is my pleasure to nominate Jon Ledinsky as a member of the 2014 Forty Under 40 class. I have known Jon both personally and professionally since 2003 and I can attest that he is an excellent young leader both within the Greater Des Moines community and within our CBRE|Hubbell Commercial organization.

Professionally, Jon recently earned the Vice President title with our organization. He represents a number of the large owners and occupiers in the Des Moines market, including but not limited to, Hubbell Realty Company, Colby Enterprises, Lincoln Savings Bank and a large law firm. Jon consistently performs at a high level which is evident by the fact that he has been the leader in the number of transactions completed by our brokerage organization in 2006, 2008 and 2012. Additionally, Jon is also a member of the Iowa Commercial Real Estate Association and he is working towards the CCIM designation.

Jon's reputation of being a hard-working, honest and reliable young professional is reflected not only in his professional career but also in his civic leadership. One of Jon's most impressive community initiatives is his involvement in the American Red Cross – Hero's of the Heartland where he served as a board member from 2003 to 2010 and acted as the board chair in 2009 and 2010. Jon and his wife have three young children and when not working Jon can be found coaching various youth sports.

Jon is an up and coming leader of our organization, industry and community. He possesses the ethics, personality and drive to be great for Des Moines and an excellent representative of the 2014 Forty Under 40 class.

Sincerely,  
**HUBBELL COMMERCIAL BROKERS, LC.**  
**d/b/a CBRE|HUBBELL COMMERCIAL**

A handwritten signature in black ink, appearing to read "Kyle A. Gamble".

Kyle A. Gamble, CCIM, SIOR  
Senior Vice President, Managing Director