



GREATER DES MOINES PARTNERSHIP

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January 12, 2017

Jason Swanson
Des Moines Business Record
100 4th Street
Des Moines, IA 50309

RE: Justin Brown Forty Under 40 Nomination

Dear Jason:

I write in support of Justin Brown's nomination for *The Des Moines Business Record's* "Forty Under 40" 2017 award. I have had the pleasure of getting to know and working with Justin through his work with Downing Construction, the Indianola Chamber of Commerce and the Greater Des Moines Partnership's Affiliate Council.

Justin started his career with Downing Construction in 2006 as a Project Manager and worked his way up to Senior Project Manager, Vice President of Construction, and ultimately Partner in 2016. In 2016, Justin was responsible for coordinating and implementing Downing's new brand and celebration of their 50 years of business. Justin was selected to the 2016 MB "Eye" on the Future leadership program through Master Builders of Iowa and has quickly asserted himself as one of the primary leaders of the group. He is a graduate of Iowa State University and received a Bachelor of Science degree in Construction Engineering.

In the community, Justin has served as a board member on the Indianola Chamber of Commerce since 2010, and has served as Chair for the past two years. Justin's leadership was the key to transformational change at the Chamber, including relocation of the office, hiring a new President, and implementing a strategic framework that has resulted in an increase in membership by nearly 25% and doubling revenue growth. Justin has served on the Affiliates Presidents Council and the Greater Des Moines Partnership Board the past two years and is assuming the role of Affiliates Chair on the Executive Committee of The Partnership in 2017.

For these reasons and more, it is my pleasure to recommend Justin Brown for *The Des Moines Business Record's* "Forty Under 40" Class of 2017. Thank you for your consideration.

Sincerely,



Jay Byers
CEO