

December 30, 2018

Mr. Jason Swanson Vice President Business Record "Forty under 40" Nominating Committee 100 4th Street Des Moines, Iowa 50309

Dear Mr. Swanson and the "Forty Under 40" Nominating Committee,

It is with excitement and great pride that I recommend Ms. Stephanie Greiner, Chief Development Officer for Des Moines University (DMU), for the committee's consideration of this important recognition.

I have worked with many senior officers in the university advancement field in New York, Virginia, South Carolina, North Dakota and now Iowa, but I have rarely experienced the caliber of organizational leadership, professionalism, donor stewardship, innovation and spirit of collaboration as that displayed by Stephanie every day.

Most recently, during the last few months, she led the process with our university's president and CEO, Angela L. Walker Franklin, to launch the public phase of the institution's largest capital campaign (reported by BR, 12/12/18). This process involved careful orchestration of complex, integrated preparations and judicious consultation with the members of the Board of Trustees and other city leaders.

Her commitment to the success and legacy of DMU is powerful and contagious. Since arriving at DMU six years ago, she has led a team to record levels of performance and added donor stewardship services that have impressed her colleagues on the Executive Leadership Team and the donors and alumni with whom she corresponds. She can be trusted in all dimensions to exceed expectations.

The proof of her performance as a leader can also be seen in the numbers: during the last several years under her watch, the Development and Alumni Relations team raised consistently increasing contributions at record levels for DMU. During her tenure at DMU, she has been a strong force in growing employee contributions to the University at the highest participation level ever – well exceeding the national average of 33 percent employee participation – with 75% of employees donating an average of \$548 each.

Without question, she is a selfless and creative leader who routinely seeks ideas to deliver the most impactful messages to DMU's constituents. She is one of the most visionary and compassionate professionals I know – the kind of person who goes out of her way to help her colleagues succeed and grow every day.

Bottom line: Stephanie is a natural leader, who inspires those around her to rise to any occasion and engage in productive dialog and transformative action.

Based on her work here at DMU and her track record in Development for the Iowa State University Foundation (6 years), she is well-deserving of your recognition with this award.

Respectfully submitted,

Mark G. Danes Chief Strategic Communications Officer