

January 10, 2019

The Business Record  
100 4th Street  
The Depot at Fourth  
Des Moines, Iowa 50309

To the Forty Under 40 Selection Committee:

I have been fortunate to have known Derek Nelson for nearly 10 years and can say without question that he is an ideal candidate to be recognized as a "Forty Under 40." Having worked with him both at Kum & Go and DuPont Pioneer, I can attest to his commitment to sustainability, his impeccable work ethic and his ability to not just have great ideas – but to execute them, too. In the business world, ideas are important – but it's a rare treat to work with someone who can actually bring them to life like Derek can.

While he has several notable achievements to his name, as his former colleague and friend, I am most proud of what he has done for food rescue in Des Moines, particularly the food rescue program he single-handedly pitched, developed a proof of concept for, launched and continues to expand, all in the space of fewer than three years. When Derek sets his mind to a project, there is no stopping him. To date, he and his team have launched food rescue programming in 230 of the company's stores (more than half), which has reduced waste by 20% in those stores and has provided more than 900,000 meals to shelters, food banks and non-profit agencies.

He's also creative in his dogged pursuit of sustainability initiatives that are future-looking and help Kum & Go maintain its position as a leader in renewable and alternative fuel sources. He took the initiative to research and apply for grants to fund pilot electric vehicle charging projects and was recently awarded \$1.76 million in Colorado state incentives. This is after having brought similar types of projects to Iowa, Minnesota and other sites in Colorado.

It's impressive, as well, that in addition to a full-time job, he serves on the Eat Greater Des Moines Board of Directors, as well as the Market Leadership Advisory Board for the US Green Building Council Iowa Chapter. Because of his sustainability expertise, he's sought after for speaking engagements and was asked to be a panelist on the 2018 Hunger Summit held at the World Food Prize, and the 2018 Iowa Environmental Council Annual Conference.

He devotes so much time to his job and community interests, but he also has a full and busy home life as a devoted husband and father to three small children. And he almost always has a smile on his face!

I highly recommend Derek as a 2019 "Forty Under 40."

Respectfully,

Kristie Bell  
Communications Director  
Athene USA