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January 7, 2014

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Mr. Jason Swanson
Business Publications Corp.
100 4th Street
Des Moines, IA 50309

Re: Forty Under 40 Nomination

Dear Mr. Swanson:

I have the distinct privilege of nominating my colleague, Matt McKinney, for *The Des Moines Business Record's* "Forty Under 40" Class of 2014. As a member of the 2006 Forty Under 40 class, and the Chairman of the Government Relations Practice Group of the BrownWinick Law Firm, I have a firm understanding of the qualities you seek in candidates for this important honor. Please accept my strong endorsement that you could not do better than Matt.

Our law firm was extremely fortunate to have the opportunity to hire Matt in 2011— candidates like him don't come along often. He has a distinguished resume and outstanding professional skills and experience. In 2013, Matt brought his tremendous talents from the courtroom to the Iowa Capitol, joining me as a member of the firm's government relations team. Matt's mix of legal knowledge and political savvy makes him an exceptional candidate.

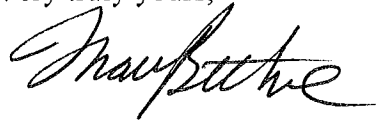
In addition to his excellent legal skills, Matt is a young leader and is extremely active in community and civic matters. He is the Co-Founder and officer of the Professional for Charity organization and serves on a number of prominent non-profit boards, including Iowa Legal Aid Foundation. More important than Matt's outstanding resume, is his thoughtful nature and love for Greater Des Moines. Based on his many accomplishments already and my close knowledge of his skillset, I believe one day at the end of his career Matt will be recognized by this community as one of those rare individuals who was responsible for distinguished service and historic accomplishments.

I am proud to nominate Matt McKinney for this year's "Forty Under 40" class. He will be a leader in the local community for years to come and add tremendous pride to the Forty Under 40 name.

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If you or any member of the selection committee would like to discuss this nomination, please do not hesitate to give me a call.

Very truly yours,

A handwritten signature in black ink, appearing to read "Marc T. Beltrame". The signature is fluid and cursive, with a long horizontal stroke at the end.

Marc T. Beltrame, Member
Forty Under 40 Class of 2006