

December 30, 2013

Business Publications – Business Record
100 4th Street
Des Moines, IA 50309

Dear "Forty under 40" selection committee,

I was honored to be a member of the 2012 class and I have witnessed firsthand the talent of this prestigious group. This year I am writing to strongly recommend a very deserving candidate, **Caillin Stockdale**, for the 2014 Class of the Business Record's "Forty under 40". Caillin is changing the lives of 500+ children in our community daily and you might not ever know it because of her humble and dedicated nature. I've been very fortunate to work closely with Caillin for the past four years in my position as a Board member with the Boys & Girls Clubs. Caillin is an amazing individual and advocate for the youth in our community who need her the most. I am proud to work with her, as well as to call her a friend.

Caillin is a native of Des Moines. She attended Roosevelt high school and then went on to graduate from Winona State University. She is passionate about our community, making a difference in our community and has chosen to stay in Des Moines ever since. Caillin has had many great achievements in her young career. For this nomination I will focus on two significant achievements that she took a tremendous leadership role in during 2013.

The first was the opening of the fourth Boys and Girls location in our city. The Boys and Girls Clubs of Central Iowa has existed for 50 years. Over that time there has consistently been three club locations. When Caillin entered the organization, the clubs were serving ~250 kids/day on an average daily attendance measurement. During 2013 the Boys and Girls Clubs delivered on the board approved, strategic plan, of adding another club location within Amos Hiatt middle school.

The Amos Hiatt middle school club location was no small task. The overall club cost \$1.5MM+ to build and open, along with requiring great collaboration with the Des Moines public schools. This club location is the first Boys and Girls club to open within an existing middle school location in the United States! To raise the \$1.5MM, we strategically pitched the plan, along with potential impact and outcomes, to 17 individuals and organizations. Caillin presented at 100% of those pitches. She was also the driving force behind the preparation, scheduling and follow-up of each meeting. After a fast and furious six months of raising money, we had secured a lead gift from BJ Baker, raised >\$1.5MM from 13 funding sources and in September we opened the doors to the fourth Boys and Girls club location in Central Iowa, the Berniece and Bernie Baker Club!

Our new Boys and Girls club is already serving 50+ additional kids/day and the five-year growth plan is to serve ~150 kids/day from this site. When Caillin joined the Boys and Girls clubs 3+ years ago we were serving ~250 kids/day. Today that number has doubled and we're serving 500+!! We couldn't have realized this great growth and the opening of our fourth club without Caillin!

The second significant achievement for Caillin in 2013 was her graduation from the prestigious Greater Des Moines Leadership Institute and completion of their class project with Amanda the Panda. I knew many of Caillin's classmates and 100% of them loved her. Her positivity, charisma, intelligence and dedication were infectious. Graduating from the GDMLI is a significant accomplishment in its own right. What I was most impressed with was her leadership on the class project. Caillin played a significant role and was instrumental in the creation of the Amanda the Panda grieving center for children who have experienced losses in their lives.

Together we'll go far



Caillin was able to remove her hat as an advocate for the Boys and Girls Clubs when her beloved organization did not receive class approval to support the project they had presented. Caillin immediately put on her bigger community hat and her passion for serving the youth of our community took over. Caillin was a constant advocate for the class project. She leveraged many of her resources and connections to gain donor support. She was tireless with her own sweat equity and financial support toward the project. At the end of the day Caillin was able to simultaneously play a leadership role in two major bricks and mortar projects in our community and maintain a high-level of engagement with her day-to-day personal and professional commitments.

Caillin Stockdale is one of the great youth advocates in our community! Caillin is a perfect example of what the Business Record's "Forty under 40" embodies. On behalf of the 500+ kids in our community who would nominate Caillin if they knew about this award, it is my pleasure and honor to recommend Ms. Stockdale for this year's nomination.

Best regards,

A handwritten signature in black ink, appearing to read "Tony Dickinson".

Tony Dickinson
VP of Marketing
Wells Fargo Bank