

January 9, 2014

Business Record

100 4th Street

Des Moines, Iowa 50309

RE: Forty Under 40 Nomination

To Whom It May Concern:

It is my privilege to submit this letter in support of Ryan Galloway's nomination to the Business Record's 2013 Forty Under 40. I first worked with Ryan in 2008 as a member of the Des Moines City Council when he and Jack Hatch partnered to develop the 48-unit MLK Brickstone Apartments. Subsequently, Ryan has partnered with Jack to develop the 26-home Des Moines Greystones, and through his work as the CFO of Hatch Development Group, he has developed many other affordable housing projects in economically depressed neighborhoods. The projects undertaken and successfully completed were significantly more challenging as they required a number of variances, i.e. smaller lots and the need to make the case with the various boards in the City.

He has also helped to rehabilitate several important historic buildings in the urban core including 1312 and 1408 Locust overlooking the Pappajohn Sculpture Garden.

Ryan also helped rescue the Murillo Flats, a historic building that sat vacant for two years after it was moved to make way for Wellmark's new downtown headquarters. The City provided financial support to the project as it was considered a high-risk and high-profile redevelopment. Ryan took the Murillo Flats' rehab on as a side project, and the building is now a jewel for the Historic Sherman Hill Neighborhood.

I know that Ryan cares deeply about the City of Des Moines, especially the issues that affect lower-income neighborhoods, and he has been very proficient in developing high quality affordable housing and commercial projects that have helped to revitalize economically depressed areas of the city.

Sincerely,



Christine Hensley

Council Member, Ward 3



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