

January 10, 2014

Forty Under 40
Business Record
Business Publications Corp.
100 4th Street
Des Moines, IA 50309

Dear Selection Committee Members,

It is my pleasure to nominate Ryan Jensen for recognition as one of the outstanding members of this year's Forty Under 40 class. Ryan is an excellent young leader both within the Greater Des Moines community and within our CBRE|Hubbell Commercial organization. I believe as a Forty Under 40 inductee he is deserving of this recognition.

As a professional, Ryan is a Senior Associate with CBRE|Hubbell Commercial. He focuses on the acquisitions and disposition of investment properties by providing the highest quality advisory services to private real estate investors, owners and developers. Ryan continuously provides results for his clients, ensuring they receive maximum value for their investment. To date, Ryan has procured over \$65 million in real estate investment transactions.

In 2012, Ryan was part of a team that earned the Iowa Commercial Real Estate Association's (ICREA) Deal of the Year (over \$5 million). In addition, Ryan was selected for ICREA's Rising Star Award in 2011.

Ryan's reputation of being a hard working, honest and reliable young professional is reflected not only in his professional work but also in his civic leadership. Ryan was honored to be accepted into and graduated from the Greater Des Moines Leadership Institute (GDMLI) Class of 2013. Through GDMLI, Ryan has honed in on the skills and attributes needed by a true leader in Greater Des Moines. Ryan shares his leadership talents and knowledge of the Des Moines area through service on a variety of boards and committees.

One of Ryan's most impressive community initiatives is his involvement in Young Variety, the Children's Charity, where he served as the 2013 President. His previous Variety involvement includes 2012 Vice President, local board member and State of Iowa Strategic Planning Committee. In 2012, Young Variety recognized Ryan as the Variety Rising Star. Ryan has also been active on the Buy Local Committee with the Greater Des Moines Partnership for over five years, and he is a member of the Grimes Economic Development Committee.

Ryan is a very involved member of our community, and is an up and coming leader within our organization. I believe Ryan is the type of young professional that is deserving of inclusion in this year's class of Forty Under 40.

Sincerely,

CBRE/Hubbell Commercial



Kyle Gamble, CCIM, SIOR, LEED AP
Senior Vice President & Managing Director