

December 7, 2017

Mr. Jason Swanson
BPC Vice President
innovationIOWA

Dear Mr. Swanson:

It is my great pleasure to nominate David Kingland for the innovationIOWA inaugural innovationENTREPRENEUR award.

David is Founder, CEO and Chairman of the Board of Directors of Kingland Systems. He created his firm in 1992 when regional banks began to enter the retail brokerage business and required compliance and trading systems to support their geographically diverse branches. Today, Kingland Systems is a leader in providing software, analytics, data, consulting services and solutions to the accounting, banking, financial services, insurance and technology industries. Its cloud-based technology solutions are used by institutions in over 140 countries to help manage risk and improve the data they use to make decisions.

The entrepreneurial spirit is abundantly evident with David as he has founded and sold three broker dealers that provided institutional trading, investment banking, research services, and personal financial planning. He also co-founded a company that works in the entertainment business producing theatrical and made for TV movies.

An alum of Iowa State University, David has generously contributed both his time and resources to his alma mater. He enjoys engaging directly with our students, particularly those students with an interest in entrepreneurship, and his financial support has significantly impacted many of our academic programs and students. Furthermore, Kingland Systems has a large and growing presence in Ames, providing excellent internship opportunities for approximately 100 students from a wide array of disciplines each year and physically transforming the campus town area adjacent to the university.

I had the extreme good fortune of getting to know David and benefiting from his sage counsel when he served on the College of Business Dean's Advisory Council and I was in the dean's office. He always provided thoughtful and insightful perspectives, graciously volunteered his time and effort in support of numerous college initiatives, and served as a wonderful role model for our faculty, staff and students.

Recently, David became Chairman of the Board for another organization that I serve, the Iowa Innovation Corporation. The Corporation manages the Iowa Economic Development

Authority's entrepreneurial and innovation programs that support startup and early stage companies across the state. I have already witnessed the Corporation benefiting from David's leadership and experience.

On a personal note, one would be hard pressed to find a more humble, kind, and caring individual than David Kingland. He conducts himself both personally and professionally with the highest level of integrity and ethics. As I have told countless friends and colleagues, David Kingland is the type of individual that everyone is happy to see being so successful because of his character and nature. I highly recommend him as a most deserving recipient of your prestigious award.

Sincerely,

A handwritten signature in black ink, appearing to read "Michael R. Crum". The signature is fluid and cursive, with the first name "Michael" being more prominent than the last name "Crum".

Michael R. Crum
Vice President for Economic Development and Business Engagement
Ruan Chair in Supply Chain Management