

Des Moines Business Record  
c/o Jason Swanson  
100 4<sup>th</sup> Street  
Des Moines, IA

Dear Mr. Swanson,

While reading through the Des Moines Business Record recently, I happened upon the selection criteria for this year's *Emerging Woman of Influence Award*. Within minutes, I was preparing an application for my friend and colleague, Jennifer Terry. Jen may not be the typical "next-gen" candidate, but I can think of no woman in Iowa more deserving of this award.

I met Jen nearly one year ago after I began working at the Iowa Environmental Council (IEC). We were both relatively recent graduates of the University of Iowa College of Law and were both just starting new positions at IEC as policy specialists. But the similarities stop there:

I am a new mother and Jen has already raised two, successful young women (one daughter is currently pursuing a PhD program in social work and the other is completing her second college degree in nursing).

I am just beginning to build my career and Jen is already starting on her second. After achieving a successful, decades-long business career (*and* an empty nest), Jen left her position as VP of Business Development for a pharmacy management company to pursue her life-long dream of becoming an attorney. The road wasn't easy: Jen had to complete her undergraduate degree before she could even begin applying for law school. Like all things, Jen "crushed it": She completed her undergrad with a 4.0 GPA and finished law school with an honors distinction.

She applies the same quiet determination to everything she does. With no prior work experience in agricultural/ water policy, Jen has poured herself into learning the complexities of these issues. Little more than a year after starting at IEC, she had conducted over 100 meetings with famers and stakeholder groups to discuss Iowa's nutrient reduction strategy (i.e., the voluntary plan to reduce nitrogen and phosphorus water pollution from our state's agricultural sector). She now co-chairs the state's Watershed Planning Advisory Council (a legislatively-created entity that makes recommendations to the Water Resources Council chaired by Iowa's Secretary of Agriculture, Bill Northey).

Such a rapid move into a leadership position on one of the state's most sensitive issues is, I believe, due to Jen's personal integrity, her civic-mindedness, and her belief in farmers. It's a trait that runs in her family: Few may know that her brother is the late Dixon Terry, a national leader and advocate for farmers during the farm crisis of the 1980's. Jen's father was also a local leader, serving on an Iowa school board while managing the dairy farm where she grew up.

Carrying on her father and brother's legacy of advocacy is extremely important to Jen. I have no doubt she's made them proud. Whether she is working to understand the burdens farmers face that inhibit water quality improvements; helping to remove barriers to the legal system for underserved clients and victims (as she did in her past legal work as a prosecutor); or simply helping a young, working mother navigate the complexities of balancing career and family, Jen Terry leaves everyone she finds a better off and more confident in their own ability to improve a situation. That's what leadership is all about.

Sincerely,

Cindy Lane