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June 25, 2015

EDGAR F. HANSELL

Ed Hansell would be a great Sage Over 70. I began working with Ed in 1988 when I joined a neighborhood group that was formed to save Salisbury House from being dismantled. He took on the role of an unpaid attorney and was the principal negotiator with the Iowa State Education Association. He first negotiated an agreement whereby neighbors would raise \$250,000 and the woods would be preserved in perpetuity. This drive failed in the Fall of 1991. He then began negotiating with the Iowa State Education Association for an agreement to have it sell Salisbury House to the Salisbury House Foundation. Ed was the principal draftsman of all legal documents concerning the Salisbury House Foundation, and from 1991 until the Fall of 1997, entered into negotiation with the Iowa State Education Association for the proposed sale. He ultimately reached an agreement with the ISEA in the Fall of 1997 and fortunately the money was raised by the deadline of June 30, 1998. He continued providing Pro Bono legal services to the Salisbury House Foundation for many years thereafter and also actively recruited members to the Salisbury House Foundation Board and oversaw employment issues arising from the management of Salisbury House going forward.

Ed is a brilliant lawyer who has donated thousands of hours to make Salisbury House Foundation a reality and ultimately preserve the Salisbury House and its gardens from dismantlement.

A handwritten signature in dark ink, appearing to read "Bruce G. Kelley".

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June 16, 2015

TO: Mr. Brad Austin, Nyemaster Law Firm

FROM: Dr. Earl Kelly

RE: Ed Hansell Nomination

This letter is in support of Ed Hansell's nomination for this year's Sages Over 70 award. I am delighted to write a letter of support for Ed Hansell. I have known Ed for many years through my position as CEO of Orchard Place. Ed was the attorney for Orchard Place and provided legal services to Orchard Place, a mental health treatment facility for troubled children and youth. Ed's innate leadership was very evident and he guided the non-profit board very effectively through many complex legal issues. Ed assisted the agency in legal matters but also assisted the agency in terms of setting strategic plans and fiscal direction. His guidance was very evident as he was a key leader in completing a merger with the Des Moines Child Guidance Center, an outpatient facility for children's mental health treatment. Integrating these two entities, Orchard Place and the Child Guidance Center, was a major accomplishment for the community. Under Ed's guidance we were able to complete this major breakthrough so an integrated entity could provide outpatient and inpatient care. The beneficiaries to this included the children and families of the community who now navigate a less complicated and more effective mental health system. Without his leadership and encouragement this would not have occurred. All of this has led to tremendous growth for the integrated agency with very high numbers of children being served! One of the funniest incidents of his relationship with Orchard Place was an occasion when he volunteered to play Santa Claus at the annual Christmas party for the children. He was a substitute for Dr. Dewdney, Psychiatrist and myself, as neither of us were available. On stage and dressed, one eleven year old sits on Ed's lap, studies him closely and asks who he really is: "Are you Dr. Dewdney...Ed says, "No." "Are you Dr. Kelly? Ed says, "No." The child says, "will then, who are you anyway?" Ed says: "I am the Orchard Place attorney." The youngster pauses for a second and says: "Can you get me the h---out of here?" It is a story fit for the New Yorker. Ed has been the Santa for Orchard Place for twenty six years, giving candy and silver dollars to each child.

Ed continues to serve this community in many direct and indirect ways. He has a wide array of community activities—too many for me to list in this note. A sample of community activities includes board membership in the University of Iowa Law School Foundation, Greater Des Moines Partnership and the Salisbury House Foundation Board. In all of these and the many others he has served, he has focused on community benefit. As illustration of his leadership I would point to his involvement in the Des Moines Airport Board. Through his leadership as Chair, this Board has moved dramatically over the past few years and is now poised for major expansion that will greatly benefit the local economy and central Iowa community. I am quite sure this would not have moved along without Ed's effective leadership and direction. Finally, through all of his board

work and community activities, he has been a role model and mentor for many persons of our community and has been an excellent teacher. I know that he has assisted me in many ways in which I have learned from his skills and insight.

I am delighted to write this letter in support of Ed's nomination because of his achievements and his great contribution to the community. He has a distinguished record of service that warrants his appointment for this honor. I am well pleased to support him and urge the Committee to nominate him for this prestigious award.

Sincerely yours,

Dr. Earl P. Kelly
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