



June 28, 2016

To whom it may concern,

I write this letter in support of the nomination of Jim Cownie for the "Sages over 70" award. It is a letter I am pleased to write.

Jim has been a close friend and business partner for over 30 years. From his early career pioneering the cable business in Des Moines to his current active involvement in the real estate development business, Jim has always been an example of how to succeed with passion and integrity.

Jim is also passionate about the greater Des Moines community. There have been very few community projects that Jim hasn't been actively involved. Usually he doesn't even need to be asked – he just sees the need and volunteers his time. He takes the lead but is always open to the ideas of others.

Finally, and most importantly, Jim is a standout when it comes to contributing his resources for charitable and community causes. He not only raises money – he gives money.

Jim has served on numerous community boards – usually ending up as the chair of the board. He has been honored many times, including the Iowa Business Hall of fame. I have always admired how Jim will take the time to meet with anyone who has an idea or needs advice, especially young people.

It is hard for me to believe my "young" old friend Jim is 70 years old. If there was ever a person in Des Moines who earned the description as a "sage over 70" – it would be Jim Cownie.

William C. Knapp
Chairman, Emeritus
Knapp Properties, Inc.