

**DATE: 26 AUGUST 2014**

**SUBJECT: COMMUNICATIONS WITH THE BOARD OF DIRECTORS  
OF RAVEN INDUSTRIES, INC.**

The Board of Directors (the “Board”) believes that the most efficient means for shareholders and other interested parties to raise issues and questions and to get a response is to direct such communications to the Corporate Secretary of the Company. Other methods are also described in the Investors section of the Company's public website, [www.ravenind.com](http://www.ravenind.com).

If, notwithstanding these methods, a shareholder or other interested party wishes to direct a communication specifically to the Board of Directors, a letter to the Board is the most appropriate method. To insure that the communication is properly directed in a timely manner, it should be clearly identified as intended for the Board:

Raven Industries, Inc.  
Attention: Board Communications – (Director Name if applicable)  
PO Box 5107  
Sioux Falls, SD 57117-5107

The Corporate Secretary will collect and organize all such communications. A summary of communications received will be periodically provided to the Company's Governance Committee, who will make the final determination regarding the disposition of any such communication.

The Board believes that the Company should speak with one voice and has empowered management to speak on the Company's behalf subject to the Board's oversight and guidance on specific issues. Therefore, in most circumstances, the Board will not respond directly to inquiries but may take relevant ideas, concerns and positions into consideration.