



# 2017 Annual Heavy Hitters

## AWARDS CEREMONY



# Welcome

## 2017 Heavy Hitters Awards Ceremony

### LUNCHEON SCHEDULE

#### MASTERS OF CEREMONIES

*Brian Lyss, CBRE & Tim Lawlor, Balk Brown Transwestern*

#### WELCOME & LUNCH

*Carl Day, Koch Development*

#### PRESENTATION OF AWARDS

*Largest Industrial Lease*

*Largest Industrial Sale*

*Largest Office Lease*

*Largest Office Sale*

*Largest Retail Lease*

*Largest Retail Sale*

*Largest Multi-Family Investment*

*Largest Land Transaction*

*Rookie of the Year*

*Busiest Broker*

#### CLOSING REMARKS

*Brian Lyss, CBRE & Tim Lawlor, Balk Brown Transwestern*



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# *Award Recipients*



Gary Parker

## **LARGEST INDUSTRIAL LEASE**

Gary Parker  
*INTELICA CRE*

## Honorable Mentions

Dave Branding  
JLL

Geoff Orf & Andy Port  
COLLIERS INTERNATIONAL

**FREE** to  
COMMERCIAL Division  
Members of St. Louis REALTORS®

**Real Estate User Decision Analysis – Lease vs. Own** | 3 Hrs. Elective  
Instructor: Jim Rosen | *Wednesday, May 2, 2018 | 9 a.m. - 12 p.m.*

**COR 16013 – Core B Legal Issues: Commercial Leasing – Analysis of Rights, Obligations & Laws** – 564002674 | 3 Hrs. Core  
Instructor: Apollo Carey | *Tuesday, May 8, 2018 | 1 - 4 p.m.*

**Primer of Financial Analysis for Commercial Real Estate** | 3 Hrs. Elective  
Instructor: Jim Rosen | *Thursday, May 10, 2018 | 1 - 4 p.m.*

**Real Estate User Decision Analysis – Lease vs. Own** | 3 Hrs. Elective  
Instructor: Jim Rosen | *Wednesday, June 13, 2018 | 1 - 4 p.m.*

**ETH 1529 – Code of Ethics in the Commercial Spotlight** – 564002696  
*Meets the NAR Ethics Requirement* | 3 Hrs. Elective  
Instructor: Kim Daugherty | *Tuesday, June 19, 2018 | 9 a.m. - 12 p.m.*

# LOCAL ADVANTAGE.

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**CBRE** *Build on  
Advantage*

## LARGEST INDUSTRIAL SALE

*Dave Branding*  
JLL

## Honorable Mentions

Gary Parker  
INTELICA CRE

Joe Hill & Geoff Orf  
COLLIERS INTERNATIONAL



**Dave Branding**

## LARGEST OFFICE LEASE

Dan Dokovic  
*INTELICA CRE*

### Honorable Mentions

Tony Kennedy & Rocky Stenger  
*COLLIERS INTERNATIONAL*



Dan Dokovic

## LARGEST OFFICE SALE



TJ Redmond



Mark Palmer



Artie Kerckhoff

TJ Redmond,  
Mark Palmer &  
Artie Kerckhoff  
*CBRE*

### Honorable Mentions

Carl Concroller & Noel Fehr  
*NAI DESCO*

Ben Hilliker & Scott Martin  
*HILLIKER CORPORATION*

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## LARGEST RETAIL LEASE

*Peter Sheahan &  
Michelle Miller  
NAI DESCO*

## Honorable Mentions

*Jim Von Der Haar  
BHHS SELECT PROPERTIES*

*Hal C. Ball  
HILLIKER CORPORATION*



**Peter Sheahan**



**Michelle Miller**



Chase Young

## LARGEST RETAIL SALE

*Chase Young*  
**CBRE**

### Honorable Mentions

*Ellen Mannion*  
**BALKE BROWN TRANSWESTERN**

*Carl Concroller*  
**NAI DESCO**



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**LARGEST MULTI-FAMILY INVESTMENT**

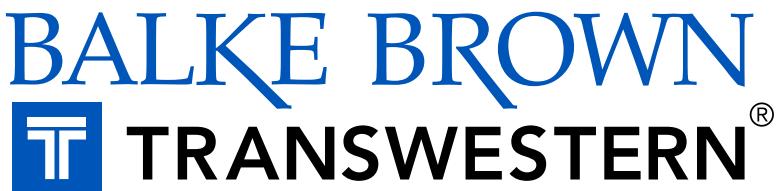
Matt Bukhshtaber  
CBRE

Honorable Mentions

*Andrea Kendrick & Ken Aston*  
BERKADIA



Matt Bukhshtaber



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## St. Louis Commercial REALTORS®



Hassan Jadali

### LARGEST LAND TRANSACTION

Hassan Jadali  
*CUSHMAN & WAKEFIELD*

### Honorable Mentions

*Mark McNulty*  
*CBRE*

*Peter Sheahan & Bill Barnes*  
*NAI DESCO*

## ROOKIE OF THE YEAR

Whitney Allen  
*CBRE*

### Honorable Mentions

*Lauren Berry*  
PACE PROPERTIES

*Michelle Miller*  
NAI DESCO



Whitney Allen



Jim Loft

## BUSIEST BROKER

Jim Loft  
*COLLIERS INTERNATIONAL*

### Honorable Mentions

*Tom Ray*  
CBRE

*Ellen Mannion*  
BALKE BROWN TRANSWESTERN

*Thank you to all our applicants!*

Jarod Hancock, Balke Brown Transwestern  
Ellen Mannion, Balke Brown Transwestern  
Ken Aston, BERKADIA  
Andrea Kendrick, BERKADIA  
Jim Von Der Haar, BHHS Select Properties  
Whitney Allen, CBRE  
Matt Bukhshtaber, CBRE  
Artie Kerckhoff, CBRE  
McNulty Mark, CBRE  
Mark Palmer, CBRE  
Tom Ray, CBRE  
TJ Redmond, CBRE  
Chase Young, CBRE  
Jadali Hassan, Cushman & Wakefield  
Joe Hill, Colliers International  
Tony Kennedy, Colliers International  
Jim Loft, Colliers International  
Geoff Orf, Colliers International  
Andy Port, Colliers International  
Rocky Stenger, Colliers International

William A. Aschinger, Hilliker Corporation  
Hal Ball, Hilliker Corporation  
Ben Hilliker, Hilliker Corporation  
Scott Martin, Hilliker Corporation  
Chris Taff, Hilliker Corporation  
Frank Yocom, Hilliker Corporation  
Dan Dokovic, INTELICA CRE  
Joel Meyer, INTELICA CRE  
Gary Parker, INTELICA CRE  
Dave Branding, JLL  
Bill Barnes, NAI DESCO  
Alyssa Burks, KW Commercial  
Carl Conceller, NAI DESCO  
Noel Fehr, NAI DESCO  
Dan Hayes, NAI DESCO  
Michelle Miller, NAI DESCO  
Peter Sheahan, NAI DESCO  
Bob Staniforth, NAI DESCO  
Lauren Berry, Pace Properties

# RISE TO THE TOP

St. Louis Top Producers

**CONGRATULATIONS**

Every day, Colliers International advisors strive to help companies reach new levels of success. Three of these individuals — **Jim Loft, Rebekah Bahn Kingston and Carrie Herrmann** — rose to the top in our St. Louis office while providing service excellence to clients in 2017. Special congratulations to each of them for their accomplishments and contributions to Colliers!

**[colliers.com/stlouis](http://colliers.com/stlouis)**



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