

B&W Commercial Names Its Top Producers in a Record Year

Baird & Warner Commercial announced it has attained its most productive year ever as the company recognized top producers for 1994, led by A. Gail Sturm who produced more than \$70 million in lease agreements and Gary Wool who arranged \$43 million in loans.



Wool and Sturm

B&W Commercial president Mark Robbins made the announcement at the company's recent 140th anniversary celebration, where he credited the annual award winners for leading B&W Commercial's most successful year as proven by the following numbers:

- In finance arrangements, B&W Commercial handled 45 loans for more than \$163 million—a difference of nearly \$50 million from 1993 with 27 loans arranged.
- The sales and leases reached in excess of 150 arrangements (with the dollar volume in excess of \$200 million), whereas 1993 totaled just under 100 transactions.
- Management services gained the addition of several properties, including the selection by NAR members to man-

age the national headquarter building.

Sturm, senior vice president in the firm's corporate services group, was selected as top broker for her work last year in arranging 23 transactions totaling more than \$70 million. Wool, a vice president in the finance division, was named top producer for the firm's real estate finance group after arranging more than \$43 million in loans for his clients in 10 transactions.

Awarded as the real estate finance group's second- and third-highest producers, respectively, were Jeffrey S. Cherner, a senior vice president, with 10 transactions valued at nearly \$42 million, and executive vice president Michael L. Miller, who produced more than \$27 million in business through six transactions.

The second-top producer in corporate services was Jeffrey R. Schomisch, a vice president whose 20 transactions totaled more than \$41 million. Senior vice president N. Peter Maggos was the group's third-highest producer after generating nearly \$39 million in business through 18 transactions.

The management services area recognized five people for their efforts in B&W Commercial managed properties. Named outstanding team players were Janice Lamb, commercial leasing specialist at 1101 Perimeter Dr., Schaumburg; Susan Winegar, residential leasing specialist at 200 N. Dearborn St., Chicago; Pat Banks, property administrator, Del Prado Apartments, Chicago; and Rosetta Cheung, senior accountant and team leader with B&W Commercial's property management accounting office at its corporate headquarters in Chicago. Recognized for outrageous customer service was Bill Michaelson, maintenance supervisor at Forum Square, Libertyville.

Painted Ladies Competition Starts May 29

The ninth annual "Chicago's Finest Painted Ladies" competition will start Memorial Day, May 29. Applications are now available from the Chicago Paint & Coatings Assn., sponsors of the competition.

Over the years, the Chicago area competition, the only such contest in the U.S., has caused many to pay more attention to detail when repainting their premises. Often, according to observers, this more imaginative use of color in home and business painting has added something unique. In some cases, when this special care is given, one house has livened up an entire neighborhood.

Homes and business properties within a 50 miles radius of Chicago which are about to be repainted are eligible to win the 1995 honors. If painting started last year and is about to be finished, one may enter this contest.

Size or building style is not a factor in the judging. Single family, multi-family, commercial, Victorian or other styles may be entered. The only measurement will be the

craftsmanship and the beauty of application.

The contest concludes on Labor Day with a ceremony to honor the winners. Engraved plaques featuring the winning "Painted Ladies," will be awarded.

"Professionally" painted and "non-professionally" painted projects are judged separately. The Chicago area is divided into North, Northwest, West, Southwest and South, with winners selected from each area.

Additional recognition has been given Chicago area homes. Seven Chicago area winners were included in a recent book, *Painted Ladies, U.S.A.* by Larsen and Pomada.

Over the years a number of interesting stories have resulted from the "Chicago's Finest Painted Ladies" competition. Common to most winning entries is the vast amount of pre-planning and preparation that is necessary.

To receive an application contact the Chicago Paint & Coatings Assn., Suite 975, 1051 Perimeter Dr., Schaumburg, 60173; phone: 708/240-0930.



Katherine A. Anderson, a property manager at Stein & Company, has received the professional designation of Real Property Administrator from the BOMI Institute. Anderson oversees management of the 60-acre Central Midway Industrial Park, a one million sq. ft. refrigerated and dry warehouse building with a truck depot at 4800 S. Central Ave.

Daniel J. Pontarelli has opened Farmview Builders Inc. in Glenview to specialize in the development of multi and single family residential real estate in Chicago's North Shore and northwest suburbs. He currently is building his Signature homes in the \$1 million category as well as seeking other properties for middle range residential developments.

FCL/Stava Group Inc. has announced three new staff members. **John Mitchell, AIA**, was named vice president of design. **Randy K. Lindenberg** was named sales/production coordinator. **Kimberly A. Rossa** was named construction coordinator.

Timothy C. Blum has been promoted to the position of vice president from senior associate at Hiffman Shaffer Associates Inc.'s retail division.

Kelly T. Frank has joined Benj. E. Sherman & Sons as an executive vice president of the firm's newly formed Auction Services Group. He previously was a senior vice president with Sheldon Good & Co.

Erik Moskowitz has joined Mansur & Co. as a senior vice president. He previously was chief financial officer for Invsco Group Ltd.

Robert J. Pastor has joined Robinette Demolitions Inc. as an estimator/project manager. He previously was an estimator at Mertes Contracting Inc.

Jay Beadle has been promoted to the position of corporate managing director and **Steven M. LaKind** to managing director at the Chicago and suburban offices of Julien J. Studley Inc.

Carl McDonald has joined Alter Design Builders as project manager.

Marc J. Dimond has joined Banner Property Management Inc. His responsibilities will include construction and property management duties.