

THE 2004 ANNUAL
**COMMERCIAL
AWARDS
DINNER**

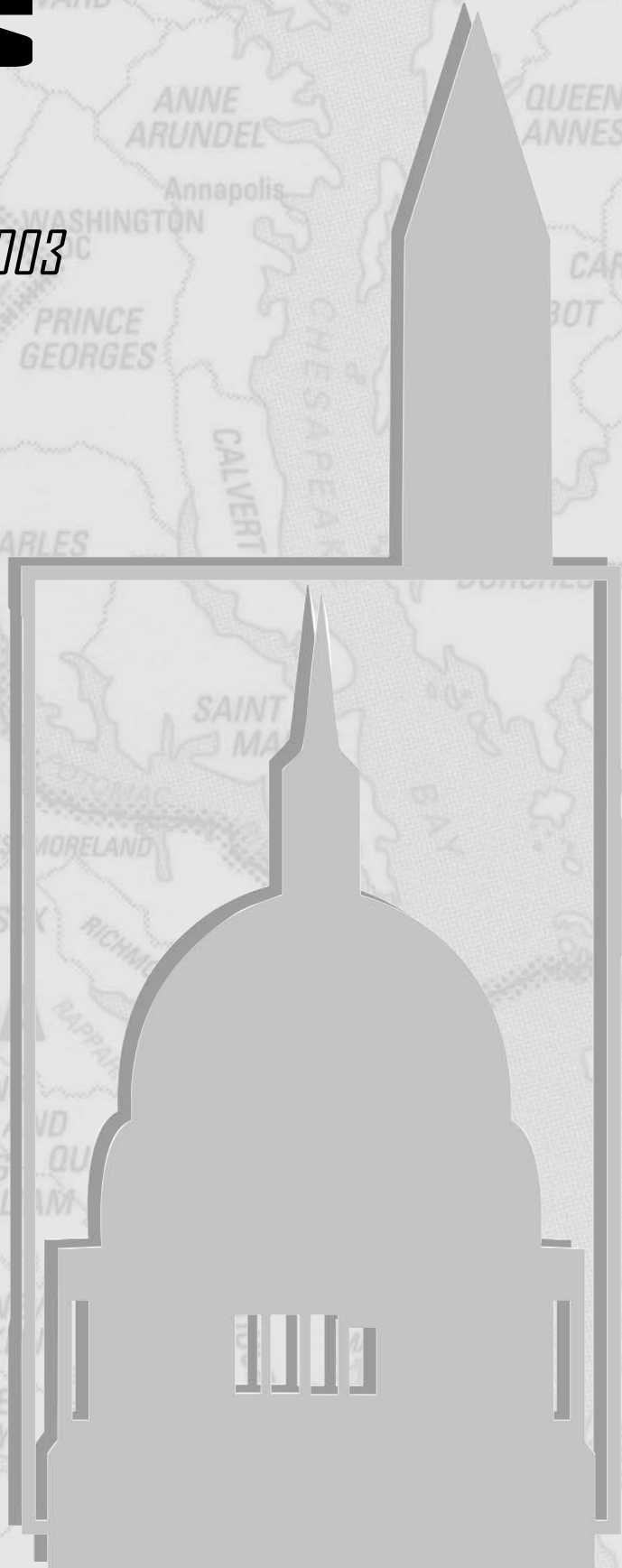
An Evening With The Industry's Best of 2003

presented by the
GREATER WASHINGTON COMMERCIAL ASSOCIATION OF REALTORS®

Recognizing Commercial Real Estate Leaders in
Suburban Maryland, Northern Virginia and
the District of Columbia



April 8, 2004
Fours Seasons Hotel-Georgetown
Washington, DC





GREATER WASHINGTON
COMMERCIAL
ASSOCIATION
OF REALTORS®

THIS EVENING'S PROGRAM

President's Greeting

Brendan Cassidy, Cassidy & Pinkard

Presentation of Special Awards

Presentation of 2003 Commercial Leasing,
Sales and Finance Awards

Dinner

AWARDS COMMITTEE

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Eric D. Berkman, Grubb & Ellis

Collins Ege, Holliday Fenoglio Fowler, L.P.

Thomas Fulcher, Studley

Michael Katcher, Cushman & Wakefield of DC, Inc.

John Kevill, Jones Lang LaSalle

Sandy Michaels, Charles E. Smith Commercial Realty

Susan A. Pepper, Grubb & Ellis

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West*Group, Inc.
Akridge
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Patricia E. Rogers
Stephen H. Spencer
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Washington Real Estate Investment Trust
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Akridge

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Brendon Behan
James E. Creedon
Robert C. Dickman
Bert Donohoe
Andrew J. Eichberg
David N. Forcier
Todd J. Frye
Matthew T. Gannon
Jill Tompkins Goubeaux
Bryan Gray
Taylor J. Hillenmeyer
Michael Howard
William Hylton
John S. Lench
John F. Mastal
John McShea III
Sandy Michaels
Traci Morris
Michael P. Norcio
Curtis J. Paul
Scott D. Rabin
Marek Rich
Ronayne Waldron
Chris Wright-Hooper

Carr Real Estate Services
McShea & Company, Inc.
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McShea & Company, Inc.
Donohoe Real Estate Services
Akridge
Charles E. Smith Management, Inc.
Carr Real Estate Services
Charles E. Smith Commercial Realty
JBG Companies
Donohoe Companies
Stout & Teague Company
Carr Real Estate Services
Charles E. Smith Management, Inc.
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Charles E. Smith Management, Inc.
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Charles E. Smith Management, Inc.
McShea & Company, Inc.
Charles E. Smith Commercial Realty
Mark Winkler Company
HBW Group
McShea & Company, Inc.
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Qualifying Member, Fifteen Years or More

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Holliday Fenoglio Fowler

Qualifying New Life Member, Five Years

William S. Asbill

Holliday Fenoglio Fowler

Qualifying Members, One to Four Years

Andrew McAllister

Cushman & Wakefield

David Webb

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Insignia ESG

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Transwestern Commercial Services

Paul S. Schweitzer

Studley

Michael A. Shuler

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Grubb & Ellis

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Blake Real Estate

Scott Johnston

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S. Bruce Pascal

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Cushman & Wakefield

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Studley

Susan J. Thomas

Cushman & Wakefield

Richard C. Tonner Jr.

Cassidy & Pinkard

George F. Voris

Randall H. Hagner & Co.

Eric H. West

West Lane & Schlager LLC

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Niel J. Beggy Jr.

CB Richard Ellis

Peter B. Carroccio

Transwestern Commercial Services

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Scheer Partners, Inc.

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Emanuel G. Fitzgerald
Thomas Fulcher Jr.
Stephen B. Goldstein
Michael Katcher
E. Randall Lennon
Phillip McCarthy
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Robert Osinoff
Julie B. Schuelke
Robert C. Schwartz
Neil J. Simon
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Mark D. Sullivan
Robert P. Turner

Transwestern Commercial Services
CB Richard Ellis
Studley
Studley
Cushman & Wakefield of DC Inc.
CB Richard Ellis
Transwestern Commercial Services
Jones Lang Lasalle
Transwestern Commercial Services
Studley
Jones Lang LaSalle
Uniwest Jefferson, Inc.
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Cassidy & Pinkard
Fred Ezra Company

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Sherry A. Cushman
Arthur G. Greenberg
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Asadoorian Retail Real Estate
Cassidy & Pinkard
Studley
Studley
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Blane T. Dodson
Tom Doughty
Douglas Eliot
William A. Flax
Todd Grinspoon
Scott Hoffman
Tripp Howell
Timothy C. Hutchens
Paul "Rocky" B. Kern III
Harry Klaff
Vernon E. Knarr
Keith Lavey
Jae Lee
Patrick M. Mahady
Richard Mann
Jesse Martin
Peter R. Marcin
Malcolm Marshall
Greg McCavera
Bernard McCarthy

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Studley
Cassidy & Pinkard
West Lane & Schlager, LLC
Charles E. Smith Commercial Realty
Trammell Crow Company
Cassidy & Pinkard
Spaulding & Slye Colliers International
Grubb & Ellis
Cassidy & Pinkard
Spaulding & Slye Colliers International
Millennium Realty Advisors
Manulife Financial
Cassidy & Pinkard
Spaulding & Slye Colliers International
Grubb & Ellis
CB Richard Ellis
Cassidy & Pinkard
Spaulding & Slye Colliers International
Studley
Grubb & Ellis
Spaulding & Slye Colliers International
CB Richard Ellis
Spaulding & Slye Colliers International
Trammell Crow Company
Capitol CREAG, LLC
Cushman Realty Corporation
Spaulding & Slye Colliers International
Spaulding & Slye Colliers International

James McGowan	Trammell Crow Company
Erik T. McLaughlin	Grubb & Ellis
Mark F. Minich	Cushman & Wakefield
Grey Myer	Spaulding & Slye Colliers International
Laurent Myers	Studley
Kimberley A. Quirante	Cassidy & Pinkard
David J. Perlstein	Studley
Rob Pugh	Scheer Partners, Inc.
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Bob Shue	Spaulding & Slye Colliers International
Eugene Smith	Transwestern Commercial Services
Christopher A. Sowick	Trammell Crow Company
Gary Stein	Studley
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Andrew T. Wolf	Randall H. Hagner & Co.
Chris Wright-Hooper	Charles E. Smith Commercial Realty

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Vernon E. Knarr	Studley
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Qualifying Life Members, Ten to Fourteen Years

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William Collins	Cassidy & Pinkard
Warren L. Dahlstrom	Cushman & Wakefield of DC, Inc.
John E. Duffy	Holliday Fenoglio Fowler
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Jayne Shister	Cassidy & Pinkard
Michael A. Shuler	Millennium Realty Advisors

Qualifying Life Members, Six to Nine Years

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John C. Norjen	CB Richard Ellis
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Qualifying New Life Members, Five Years

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Kenneth Rudy
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CB Richard Ellis
Jones Lang LaSalle
Cushman & Wakefield
Donohoe Real Estate Services
Holliday Fenoglio Fowler
Cassidy & Pinkard
Studley
Studley
Studley
Jones Lang LaSalle
Trammell Crow Company
Cassidy & Pinkard
Studley
HBW Group
Transwestern Commercial Services
CB Richard Ellis
Randall H. Hagner & Co.
Studley
Studley
Cushman & Wakefield
Jones Lang LaSalle
Studley
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Millennium Realty Advisors
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The following preview is approved for all audiences.

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WEDNESDAY, JUNE 16

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