

# Wilson, Snowden, Andrews get top Pinnacle Awards

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by [Jane Aldinger](#)

The annual awards ceremony, which honors Memphis' highest grossing brokers, was held Thursday at the **Holiday Inn University of Memphis**.

Top honors went to Bayard Snowden, **Colliers Wilkinson & Snowden** president, who was recognized as 2004 Commercial Broker of the Year. Al Andrews, **Panattoni Development Co.** partner, was given the 2004 Commercial Hall of Fame Award, and the late Kemmons Wilson was recognized with the 2004 Legacy Award.

Brokers of the Year awards were presented in six sectors of the commercial real estate industry, and the Newcomer of the Year Award, presented to a broker with no more than two years experience, went to Frazier Baker, leasing agent with In-Rel Management, Inc.

The Brokers of the Year winners are Steve Guinn, **Highwoods Properties** for office sales; John Wiggins with **CB Richard Ellis Memphis** for office leasing; Dan Wilkinson, Colliers Wilkinson & Snowden for industrial sales; Brad Kornegay, **Colliers Management Services** for industrial leasing; John Lamberson, CB Richard Ellis Memphis for retail; and Blake Pera, CB Richard Ellis Memphis for multifamily.

Success in business is often judged by how much money a person makes, but Andrews says success is not as important as significance, which is judged along the lines of what you give back.

"With all the things going on in the political and economic environment here, there's plenty of opportunity to focus on things of significance," he says.

He has worked in commercial real estate in Memphis for 33 years, starting his career here with **Trammell Crow Co.** as a developer of suburban office buildings. A Panattoni partner for the last decade, Andrews says the company has developed nearly 12 million square feet of industrial space under his watch, and he enjoys the industrial development side more than his days as an office guru.

"I like the site development part -- taking raw land and creating something of value with it, and with the industrial, you do more site selection and land development than you do in office," he says. "That's the real definition of an entrepreneur -- someone that takes something and creates value out of it."

Snowden, who began his real estate career in 1976, was surprised by Broker of the Year recognition, but he thinks his award, and his partner Dan Wilkinson's recognition with the same award in 2002, is a nod to their organization.

"What it says to me is this is a great place to work," Snowden says. "There are a lot of good people here and great partners and sales people. Everybody works well together and supports each other."

The other 2004 Pinnacle Award winners are: Wyatt Aiken, Commercial Advisors; Jon Albright, Jon Albright Real Estate Services; Will Barden, Barden Commercial Realty; Scott Barton, CB Richard Ellis Memphis; Andy Cates, Colliers Wilkinson & Snowden; Frank Dyer, Loeb Properties; Pat Gamble, CB Richard Ellis Memphis; Mark Halperin, Boyle Investment Co.; Kim Hinshaw, Commercial Alliance Management; Ron Kastner, CB Richard Ellis Memphis; John Mercer, Highwoods Properties; Jason Polley, Weston Management Co.; Patrick Reilly, CB Richard Ellis Memphis; Ron Riley, In-Rel Management; Timm Stubbs, Stubbs Commercial; Laura Taylor, Weston Management Co.; Kelly Truitt, CB Richard Ellis Memphis; Cary Whitehead, Boyle Investment Co.; and Steve Woodyard, Woodyard Realty Corp.

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