

## Robert W. Schoder

January 3, 2007

Ms. Susan Enright  
Greater Chicago Food Depository  
4100 West Ann Lurie Place  
Chicago, IL 60632

Dear Ms. Enright:

I am writing to give my unqualified support for the candidacy of Bill Conopeotis and ConopCo Realty & Development as Project Manager of the Year. Bill is the consummate professional, tenacious in his advocacy for the tenant, while always conducting himself in a manner that produces a win-win for the tenant and landlord. The net result is that he gets projects done on time and on or under budget, which satisfies everyone involved. My experiences with him during the past year make it abundantly clear that when a tenant needs critical assistance in managing the entire relocation process from the design of its space to the construction and move-in – and tenants big and small do need this help -- there is no one more capable and more committed to ensuring the tenant's objectives are efficiently and cost-effectively met than Bill and his team.

I have known Bill for 17 years on projects ranging from overseeing all of the tenant work during our then-John Buck Company team's redevelopment and releasing of Sears Tower during the early 1990's through Bill's successful start up and continued evolution of his project management firm, ConopCo Realty and Development. During the past year and one-half, I had the pleasure and privilege of working with "Billy C.", as he is known by clients and friends alike, in the design and development of new space for the combined offices of The Chicagoland Chamber of Commerce and The World Trade Center of Chicago, our mutual clients. This year I also worked with Bill and his team on the other side of the table, as the landlord, when Bill was representing a tenant moving into a building undergoing a major redevelopment. He made things work under tight economics and was integral to the success of that project, too.

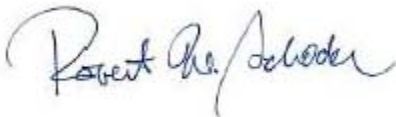
The Chamber and World Trade Center had to renovate dated space formerly used by BP Amoco on a sublessor's tenant improvement allowance (in other words, cheap and well under the \$50 to \$75 per square foot allowance for new spaces) and a not-for-profit's extremely tight budget for everything involved in the relocation – the space planning and design, furniture and technology systems acquisition and installation, and the construction of the space. Bill was a tour de force. In 25 years in the business I have never seen anyone drive the process and motivate the subs, the GC, the suppliers – the entire team – to work harder for less money to get the most for the clients, as well as Billy C. did on this project. Bill called in every chit and favor he had in an effort to produce a tremendous work environment for the Chamber and World Trade Center at a fraction of the actual market cost. He was tireless and passionate throughout the process despite the challenges. Perkins & Will and Clune, the other key team members, fell in line with Bill's directive to go overboard for these important Chicago business organizations. On top of the support he galvanized from other team members, Bill donated hours of his own that must have exceeded his original budgeted hours by a factor of eight.

The result was an eye-popping space, particularly measured in terms of what was spent versus what was created. The two clients, who sought a single, unified space, could not have been happier with the process and the end product. Without Bill's drive and commitment, the project's success would have suffered and been naturally delayed and above budget, given the complexities of coordinating the build out of a two tenant space under one contract and given the varying needs of the two clients involved.

The tenant build out project management field is still coming into its own. Although more sophisticated than it was 10 years ago, several players stand above the rest of the tenant project managers in Chicago. This year Bill demonstrated why he should be singled out for recognition as number one among Chicago's elite project managers.

I hope you will recognize Bill and his team for always putting his clients first by making him your number one choice for this award. Should you have any questions, please call me at 312.543.0414.

Sincerely,



Robert W. Schoder