



**200 West Madison Street
Suite 3300
Chicago, IL 60606
Phone 312.881.7000
Fax 312.881.7085
transwestern.net**

January 11, 2007

Mr. David Reifman, Chairman, Blue Ribbon Panel
19th Annual Commercial Real Estate Awards Dinner
Greater Chicago Food Depository
4100 West Ann Lurie Place
Chicago, IL 60632

RE: ConopCo. Realty & Development, Inc. – Letter of Recommendation – Project Manger of the Year

Dear Mr. Reifman:

It is an honor to recommend Bill Conopeotis and ConopCo. Realty & Development for this year's GCFD awards banquet for Project Manger of the Year.

I selected Bill to manage two very important projects to our firm – VMG Consulting and The Chicago School of Psychology. Both projects were very successfully delivered on-time and on-budget, and each in their own right were highly at risk.

The VMG Consulting project had a very short delivery schedule, a slim budget, a demanding client and the unknown risks of working around asbestos. Bill quickly organized the team and concentrated the team on value engineering and fast tracking necessary decisions. The result was an on-time delivery and a stunning build-out, that by reworking existing conditions was delivered for under fifty dollars a square foot. The tough client remarked "this looks like an eighty dollar a foot build-out."

Chicago School was also successfully delivered in a difficult situation. Being a school, there are only two times in a year that the client could move into space. If we missed our aggressive schedule, enrolled students would need to be turned away. Again, Bill pulled things together and made it all happen.

The success of Bill Conopeotis is that he personally attends every meeting. His process holds everyone accountable and trust me; you don't want to miss performing an assigned task. He is outstanding at setting expectations with the client and then making it happen. He also has exceptional attention to detail and communicates very well.

I consider Bill the true professional and very integral to my team. He makes my clients happy which is all I can ask for! There is none better.

Sincerely,

A handwritten signature in black ink, appearing to read 'Philip R. Utigard', with a long horizontal flourish extending to the right.

Philip R. Utigard
Executive Vice President
Transwestern