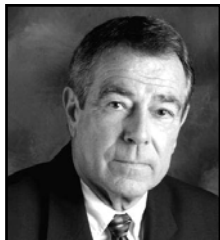


Spotlight on Industry Leaders: Commercial Real Estate Agencies

BARBER Murphy Group Inc., Swansea, Wayne Barber Jr. and Paul Murphy, Principals



By KATE GENO

Wayne Barber Jr. and Paul Murphy launched their commercial real estate agency, BARBERMurphy Group, in January 2005. In 2008, the company experienced a 30 percent increase in transaction volume, resulting in sales of

650 acres and a total of 2.75 million square

feet of Southern Illinois real estate.

Barber and Murphy say their success is partly due to a well-crafted strategy to hire knowledgeable and personable people with Southern Illinois roots and a high level of real estate expertise. The company now employs 12 licensed brokers, each regularly covering a 12-county territory and specializing in certain properties by type and geographic area.

BARBERMurphy Group offers a full spectrum of commercial, investment and industrial properties and brokerage services in Southern Illinois. Currently it has 240 listings in 40 municipalities and 12

counties, fulfilling the company's slogan, "We're All About Southern Illinois."

The company's current listings include two special purpose buildings: the 48,556-square-foot Scottish Rite Temple located on 32 acres in Belleville and the 14,852-square-foot C.K. & L. of I. Country Club and banquet facility situated on 12 acres in Swansea. The Eastport area in Collinsville offers 34,000 square feet of Class A office space at Eastport Phase III, 83,000 square feet of office/warehouse and flex space and 100 acres for new development sites. In O'Fallon, 310 acres are for sale in the proposed Mid America Commerce Center.

Brokerage of commercial properties throughout Southern Illinois is BARBERMurphy Group's core business, says Barber. Directly related services such as property entitlements, economic incentives, zoning and tax issues are also provided. Since the company represents many property owners and developers, it is committed to providing real estate services in a non-competitive situation.

Co-principal Paul Murphy says the firm's primary clients are locally-owned small businesses and developers looking to expand and in need of additional space to lease or purchase.