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Cathy Hamilton, Broker Associate, BARBERMurphy Group Inc.

By ANGELA SHULTIS



Building on a strong background in local government and personal finance, the BARBERMurphy Group's Cathy Hamilton has found a comfortable niche as a broker associate with a major player in the commercial real estate industry.

Hamilton, 32, who holds a master's degree in public administration from Southern Illinois University at Edwardsville, boasts experience in multiple aspects of municipal government in Southwest Illinois, including planning and zoning and economic development. After working as a public finance investment banker with Stifel, Nicolaus & Co., Hamilton spent time as an economic development consultant (for cities such as Clayton and Wood River), then signed on with BARBERMurphy Group in August 2007. She's listed more than \$10 million worth of commercial, land and investment property in Madison County since then - an accomplishment she attributes, in part, to 10 years of experience in multiple aspects of development projects across the county.

Her combined municipal government and finance background give Hamilton an edge in assisting clients in everything from understanding zoning requirements to taking advantage of available incentives to navigating the requirements of various development districts. Hamilton's background makes her a vital resource for other brokers in putting together the packages for their commercial and industrial clients.

A resident of Edwardsville, Hamilton stays active in the community through her involvement on numerous boards and committees, including the Riverbend Growth Association where she recently served as chairwoman for the developers' tour.

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