

News & Views

WINTER, 2003

VOLUME 11, NUMBER 1



HOLIDAY CONVENTION & AWARDS DINNER

FAIRGROUNDS PARK PLACE ON HISTORIC REGISTER

BETTY SHANKLIN - HOUSEKEEPER OF THE YEAR

LEXINGTON PARK LEASING CENTER COMPLETE

MAINTENANCE MAN OF THE YEAR

EMPLOYEE OF THE YEAR

SEVENTH ANNUAL ST. LOUIS PROPERTY TOUR

LEASING CONSULTANT OF THE YEAR

MANAGER OF THE YEAR

EMPLOYEE OF THE QUARTER

VINEYARDS RECEIVES PROPERTY OF THE YEAR AWARD

HOLIDAY CONVENTION & AWARDS DINNER

The sixteenth annual Convention and Awards Dinner was held at the Radisson Hotel, Clayton on Friday, December 6, 2002. over 400 Kohner employees and their spouses attended the Event. Many traveled to St. Louis for the weekend from the Company's out-of-state offices, which were closed to enable all to participate.

The day began in the Grand Ballroom with a welcome from President **Jon Pyzyk**, which was followed by an overview of improvements in the Company health plan, by Beattie and Associates. Kohner "preferred vendors" sponsored a company-wide luncheon at the Radisson. Sponsors included Century Maintenance, Property Services, Inc., Carpet Specialists, Ltd., Bugs Be Gone, River City Painting, Inc., Benco Lawn Maintenance, Lowes, County Asphalt, Alco Roofing, Woodstar Cabinets, Aspen Waste, Schindler Elevator, Valley Crest Landscaping, First Aid Carpet Care, Beattie & Associates, Brown, Gornstein & Company, LLP, and Trend Manufacturing.

President Jon Pyzyk started the afternoon program with a review of Company accomplishments for 2002 and discussed corporate goals and strategies for the future. **Steven Grzisk**, Vice President of Construction, provided a pictorial review highlighting the Company's most recent projects. The photographs were an exposition of Kohner's strength and success as well as a preview of growth and excitement in the Company's future. The day ended with awards presented by Vice President **Marcia Oris** followed by a slide show, cocktail party, dinner and dancing.

FAIRGROUNDS PARK PLACE ON HISTORIC REGISTER

St. Louis, MO - The national Park Service announced Fairgrounds Park Place Apartments has been listed on the National Register of Historic Places. Constructed in 1927, and originally known as "The Fairgrounds Hotel," the building was built adjacent to the old St. Louis Fairgrounds now known as Fairgrounds Park at the intersection of Grand Avenue and Natural Bridge Road in North St. Louis, Missouri.

In the early 1900's, the St. Louis Fair was one of the most popular and well attended summer attractions. Organized by the St. Louis Agricultural and Mechanical Association in 1855, it featured horse racing, cycling and the largest amphitheater in the United States. The Fairgrounds Hotel, which was directly across the street, was one of the only and most popular places to stay.

The Hotel was also located a short distance from Sportsman's Park. It served as quarters for many of the original St. Louis Brown's and St. Louis Cardinal players, including Stan Musial, who



lived there with his wife for the first three seasons that he was a St. Louis Cardinal. Fans, local residents and visitors tended to congregate in the lobby of the old Hotel hoping to mingle with their favorite players.

The building was transformed into luxury apartments in the early 1980's. Since then it had fallen into dis-repair. Kohner Properties, Inc., a St. Louis based multifamily developer, purchased the eight-story building at a foreclosure sale in 2001. The Company recently completed a \$1,000,000 renovation at the site, which included complete restoration of 65 one-and-two bedroom apartments, as well as 15,000 feet of commercial space. New glass storefronts were added with exterior awnings, and electronic entry systems. Commercial storefronts were renovated to include all new interior finishes, plumbing fixtures, electric, fire sprinklers and lighting. The building is 95% occupied. Fairgrounds Park Place is the latest in a series of apartment properties developed by Kohner, which since its founding in 1981, has redeveloped more than 9,000 multi-family homes in ten states.

LEASING CONSULTANT OF THE YEAR CALVIN McCALLISTER MANAGER OF THE YEAR RUBY WILLIAMS



Calvin McCallister is never satisfied. He is always looking for more apartments to lease. His enthusiasm, dedication and work ethic are an example to everyone. His is one of the most successful Leasing Agents in the history of the Company. His charm and personality have made him one of the best-liked people in Property Management. He loves what he does, and it shows. Congratulations to Calvin. We are very fortunate to have him as part of our Kohner team!



The 2002 Kohner Properties, Inc., Manager of the Year is **Ruby Williams**, Manager of Jackson Park Place Apartments in St. Louis, Missouri. The announcement was made with much fanfare by Vice President **Marcia Oris** at the sixteenth Annual Company Meeting and Awards Dinner held at the Radisson Hotel in Clayton. "Ruby works hard. She's charismatic and she knows how to get things done," said Oris. Ruby, working with Service Coordinator Ron Kostedt, has kept Jackson Park Place close to 100 percent occupied and 100 percent collected for the entire year. According to President **Jon Pyzyk**, "Ruby manages the most difficult property we have. She faces tough challenges on a daily basis. We are proud of her. She is the kind of professional Manager that makes Kohner what it is today."

Congratulations to Ruby, we are proud of her accomplishments and lucky to have her as part of our team!

Past Managers of the Year

include: **Lisa Hunt** - 1995;
Gloria Clark - 1996;
Kimberlyn Randoll - 1997;
Jan Terrell - 1998; **Robin Thomas** - 1999; **Clara Samaniego** - 2000; **Regina Delaney** - 2001

MAINTENANCE MAN OF THE YEAR STEVE CRABTREE



Steve Crabtree has almost single-handedly been responsible for repairs and maintenance at Murphy Blair Gardens this past year. This has been a challenge, especially dealing with over 125 furnaces and air conditioners. Steve does his job with pride and enthusiasm. "He's made a tremendous difference", said **Christine Wesley**, Manager. "He's always available, day or night whenever a problem comes up."

"Steve is the kind of guy who really accepts responsibility for his property," said President **Jon Pyzyk**. "It's one thing to work when you're suppose to, but Steve has gone consistently above and beyond." He genuinely cares about the property and it shows. Please join us in congratulating Steve for being named Maintenance Man of the Year for 2002!

EMPLOYEE OF THE YEAR JENNIFER STROTHMAN



Jennifer Strothman, Corporate Recruiting Manager, was selected by the Executive Committee to receive the Employee of the Year award for 2002. Vice President Marcia Oris at the Sixteenth Annual Awards Presentation and Dinner made the announcement. "Jennifer has been a tremendous help to everyone in Property Management, especially the Managers. She knows what characteristics are important. When Jennifer tells me she has a good candidate, I know the position is filled," said Oris. "She is a terrific judge of people and understands what's important when selecting new employees." Jennifer's work includes travel to all of our Company offices in seven States. "Jennifer has had an impact on the entire Company," said Company President **Jon Pyzyk**. "I'm proud of her and everything she has done." Congratulations, Jennifer. We are lucky and proud to have you on the Kohner team!

Past Employees of the Year:
Carol Brown - 1994; **Martin Modglin** - 1995; **Alan Posey** - 1996; **Jane Cross** - 1997; **Grodon Morkel** - 1998; **Jan Briley** - 1999; **Darryl Henderson** - 2000; **Paul Bailey** - 2001

HOUSEKEEPER OF THE YEAR BETTY SHANKLIN



Kohner wouldn't be the company it is if we couldn't keep our buildings clean. Many of us know first hand that company executives are obsessed with cleanliness. "It's our first priority," said company Vice-President **Marcia Oris**. "It's the first thing people see and it sets us apart from our competitors."

Betty Shanklin understands cleanliness. She works hard and takes her job seriously. "Barrington Place is spotless," said Barrington Manager **Cynthia Ford**. "Betty is the best. We appreciate her hard work and dedication."

Congratulations to Betty Shanklin, the 2002 Kohner Properties Inc. Housekeeper of the Year!

VINEYARDS RECEIVES PROPERTY OF THE YEAR AWARD



The Vineyards was named Property of the Year by the local chapter of the Institute of Real Estate Management at a dinner and awards ceremony here in St. Louis. **Jan Briley**, Vineyards Manager, who received the award on behalf of her team, was jubilant. "Vineyards has undergone a remarkable transformation! We have all worked so hard to turn it around. It's gratifying to receive this acknowledgement from our competitors!" said Briley. The Vineyards Apartments features 428 units on 18 acres and is located at Butler Hill Road and Highway 55 in South St. Louis County. The thirty-year-old property required replacement of kitchen cabinets, appliances, flooring, interior lighting, hardware, molding and doors. Other work included the repositioning of the Leasing Center, new signs, fresh exterior paint and new landscaping. The project, which began in mid-February 2001, cost over \$14,000,000. According to **Steve Grzesik**, Kohner's renovation of the thirty-year-old Lexington Park will include new kitchens, appliances, flooring and interior finishes. Roofs, windows and HVAC systems were replaced three years ago by the prior owner.

Other work in progress includes a new \$500,000 state-of-art Leasing Center, swimming pool and Fitness Room. The Leasing Center will provide more workspace for leasing, accounting and sales displays.

Sign Tec, Inc. of Indianapolis has designed new signage, interior sales displays and brochures with a new logo and coordinated graphics.

The Project Architect is Mike Balay Architects in Indianapolis, and the Interior Design Consultant is Robert Payne Newton and Associates, Inc. of St. Louis. Allegiant Bank provided construction financing for the project.

After lease-up, Lexington Park will be integrated into a portfolio of 6,000 apartments owned and operated by the Company, which span over nine States and are maintained by more than 300 employees.

LEXINGTON PARK LEASING CENTER COMPLETE

Management Services, Inc., an affiliate of Kohner Properties, Inc., has completed construction of a new Office and Leasing Center for Lexington Park Apartments in Indianapolis, Indiana. Formerly known as Hunter's Ridge, the property occupies 22 acres. It features 105 one-bedroom garden apartments renting for \$340.00 per month, and 251 two-bedroom townhomes, which rent for \$495.00 per month. **Steven Grzesik**, Vice-President of Management Services, Inc., was responsible for the construction with the help of Project Supervisors **Marty Modglin** and **Paul Bailey**. "The new leasing Center is state of the art, and will provide a modern environment for our Managers and Leasing Consultants," said Grzesik. The Center includes workspace for leasing, accounting and sales displays. It features a new swimming pool, fitness room, and large Maintenance shop. The Project Architect was Mike Balay of Balay Architects, Incorporated of Indianapolis. The Interior Design Consultant was Robert Payne Newton & Associates, Incorporated of St. Louis. Allegiant Bank provided construction financing for the project.



SEVENTH ANNUAL ST. LOUIS PROPERTY TOUR

Because Kohner owns seventeen apartment communities across St. Louis, not all of the company's employees have an opportunity to visit every property. However, this summer over fifty Managers, Leasing Consultants, and home office staff participated in the Annual Property Tour. Many offices were closed for the day to allow everyone to attend. "Visiting every property is a lot of fun," said Company President **Jon Pyzyk**. "It's also important everyone on our team understands our portfolio. When it comes to referrals, this makes a big difference." New employees said the tour had been an important part of their introduction to the Company and it was a great way to see all of the properties in one day.



EMPLOYEE OF THE QUARTER - MICHELLE KREITLER

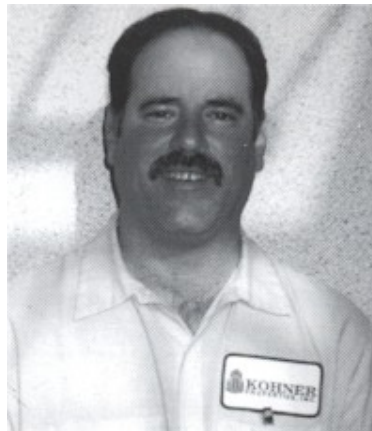


A few years ago, **Michelle Kreitler** cautiously stepped into her new job as Assistant to the Chief Financial Officer, **Jeffrey Burt**. Given the key role she would play in coordinating the financial affairs of the Company, the job would clearly be a challenge. But Jeff Burt reports that "from the first day, Michelle was eager to take on this new responsibility."

She handles corporate accounting, financial management, corporate taxes and property taxes. She has also spent a great deal of time assisting **Dawn Kleinschrodt**. Together they have worked with insurance brokers in seven States to secure the insurance bids for the Company portfolio.

"She has taken responsibility for paying property taxes on our entire portfolio," said President **Jon Pyzyk**. "This is no small task. She has done an excellent job." She's also streamlined the construction draw process and will provide up to the date information at a moments notices. She is polite, cheerful, available and willing to help at all times. We are proud to have you as a member of our team, Michelle!

EMPLOYEE OF THE QUARTER - JOE MANCUSO



Joe Mancuso, a 17-year Kohner veteran, has been selected as Employee of the Quarter. Joe's longevity with the Company, and his skills as a Supervisor on Kohner's Management Services, Inc. subsidiary, put him in an elite class. During the last quarter of 2002, for example, Joe coordinated the replacement of roofs and soffits at the Timber Ridge and Shannon Fox Apartments, as well as the replacement of decks at the Woodlands Apartments. What makes Joe unique is not only his ability to supervise an eight-man team of renovation specialists, but also his ability to strap on a tool belt and work along side his team members. We congratulate Joe. Kohner Properties is fortunate to have him as a member of the team.