



Andy Cates, SIOR

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Colliers Wilkinson Snowden
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Business

Andy Cates has been an associate broker with Colliers Wilkinson Snowden since 1998 and in 2005 became a Partner of the firm. Cates specializes in industrial brokerage for tenants and landlords. During his first seven years in the business, he has been involved in over \$90,000,000 of transactions.

Current and past clients include:

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| <i>DDN Obgerfel</i> | <i>Medart, Inc.</i> |
| <i>Conair</i> | <i>Brentwood Originals</i> |
| <i>Sonoco</i> | <i>Covenant Logistics</i> |
| <i>T-Aerospace</i> | <i>EastGroup Properties</i> |
| <i>Rental Service Corporation</i> | <i>Robert Pattillo Properties</i> |
| <i>DSC Logistics</i> | <i>Automotive Remanufacturer's Inc.</i> |
| <i>Premier Packaging</i> | <i>Genlabs, Inc.</i> |
| <i>ProLogis</i> | <i>Target Logistics Services</i> |
| <i>Different Strokes Driving Range</i> | <i>Piedmont Plastics</i> |
| <i>Storopack</i> | <i>Lever Companies</i> |
| <i>Hart & Cooley</i> | <i>Thomas Investments</i> |

Education

Rhodes College, 1994-98, History
CCIM Courses 100 and 101
SIOR Courses 200 and 203

Business Affiliations and Accreditations

Society of Industrial & Office REALTORS, SIOR
Memphis Area Association of REALTORS
National Association of REALTORS
MAAR Commercial Council, Director
Memphis Chamber of Commerce
Desoto Economic Council
Licensed Agent in Tennessee
Licensed Agent in Mississippi

Professional Accomplishments

In 2002, Andy Cates was selected by The Memphis Business Journal as a "Top 40 Under 40" at the age of 26. Cates was the youngest selected to this class. The award is given to Memphians who have excelled in their business field as well as in the community.
2004 Pinnacle Award Winner - Top 25 Commercial Brokers

Community

Memphis in May - Great Southern Food Festival Committee, Vice Chairman, 2003
Pinecrest Conference & Retreat Center, Board Member, 2005
Idlewild Presbyterian Church Diaconate, 2003-2005
Youth Basketball Coach and Referee, 1994-2003
"More than a Meal" Committee, 2004
Return Baseball to the Inner City ("RBI"), 1999-2002
Montreat, President's Council, 2004-2006