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[ FEATURES ]

Ryan and Ross Murray are in line to take over the R.B. Murray real estate company, and they're already helping the company adapt with the times. Learn more about these brilliant brothers and meet a handful of other 417-landers who are in line to take over major 417-land family businesses starting on p. 90.



## GENERATION *next*

**90** Part of what makes 417-land such a great place to live is our thriving locally owned business scene and all of the people who make it successful. But what's going to happen when all of these innovators retire? In many cases (and lucky for us), these big-time names are passing their businesses on to their kids, who have entrepreneurship in their blood. Get to know the families behind R.B. Murray Company, Custom Metalcraft, Family Pharmacy, The Candy House and more, and find out why the future of southwest Missouri business scene is looking bright. BY ETTIE BERNEKING

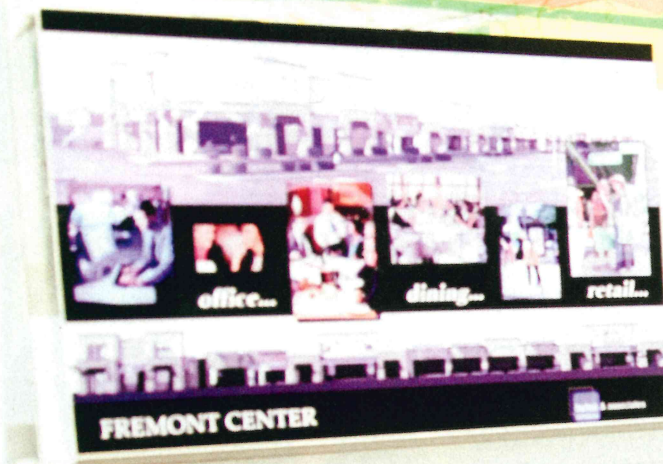
## BEST IN SHOW: DESIGN AWARDS

**107** Well-designed properties are dotted all throughout 417-land, and a collection of brilliant architects are responsible. This year's American Institute of Architects Springfield Design Awards recognizes top-notch work ranging from innovative school buildings to jaw-dropping lake homes, and we give you a glimpse of the best. BY SAVANNAH WASZCZUK

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Love to hike and bike? Just in time for 417-land's beautiful fall days, our September cover story shares the best hiking and biking spots in southwest Missouri. If you're eager to trek your way up a mountain or pedal your way through rugged Ozarks terrain, visit [417mag.com/subscribe](http://417mag.com/subscribe), then grab the issue from your mailbox and hit the road.





## RYAN AND ROSS MURRAY

R.B. Murray | Springfield

**F**or Ryan and Ross Murray, vice presidents of R.B. Murray, a commercial and industrial real estate company, so much about their future plans for the company revolve around family. The Murray brothers will be the third generation to take the helm of R.B. Murray Company, but their family has roots in the real estate business dating back more than four generations. That's an impressive feat in any industry. Reminders of this accomplishment can be found around their office. In one room, there's a massive sepia-toned photograph of their grandfather Robert B. Murray standing in front of the Holland Building in downtown Springfield. Built in 1913 by their great-grandfather Clifford Jerrett, the Holland building served as the company's office until the early '80s. With these small reminders that go back nearly four generations, it's easy to understand why this business means so much to the Murray clan.

R.B. Murray was founded in 1901 as a securities, insurance and real estate company, which was later renamed after Ryan and Ross's grandfather, Robert Booth Murray Sr. Growing up, Ryan and Ross, who are three years apart in age, were constantly exposed to the real estate business, whether they were listening to conversations around the

dinner table or shadowing their dad and uncle at the office. Eventually, Ross, the older of the two, started helping out more around the office. "My first job here as an intern during college was to put up signs," he says. "I always knew I wanted to be part of the family real estate legacy." After college, Ross joined the business as a full-time broker. Ryan gained experience working with an international development company in Denver while he attended and then graduated from the University of Colorado, and by the time he returned to Springfield, Ross was already on his way to becoming a young titan in the brokerage business.

Following the leadership of their dad and uncle (who both still work at the company), Ross and Ryan have continued their education and have earned several of the industry's top certifications and professional accreditations that have helped them thrive in the world of real estate brokerage.


While Ross joined the real estate world at the peak of the market, Ryan hopped aboard in 2008, when the market had hit rock bottom. "I joined when our industry was at its toughest point," he says. "I set out to create a product that was viable in the downturn and that could help the company adapt to the times." To do that, Ryan worked over a

three-year period to expand the scope of the property management division of R.B. Murray. Simply put, R.B. Murray helps clients lease, sell and manage commercial properties, whether that's an office development or a piece of vacant land. Ryan built an extension of this, so R.B. Murray now manages those properties. They make sure the lawn is cut, the leases are filled and the rent is collected. "Some of our clients are the largest real estate holders in the world," says Ryan. "Since they might not have anyone in the state, we're the boots on the ground."

As the two brothers go back and forth talking about the paths they took before joining the family business, they can't help but compliment each other. "It's really a mutual admiration society," Ryan says. Their paths to vice president have been the result of hard work and planning.

If you're curious about what they have planned for the future of R.B. Murray, just look at the sustainable office building they built and moved into in 2008. With expansive windows, temperature-controlled zones and an endless list of sustainable elements, this office is as representative of the company's future as Ryan and Ross. "This is our generation," says Ross. "This is what the future will be."



A full-page photograph of two men, Ryan and Ross Murray, standing in a modern office. They are both dressed in business suits. The man on the left is wearing a dark suit, a light-colored shirt, and a patterned tie, with his hands in his pockets. The man on the right is wearing a dark suit, a light-colored shirt, and a striped tie, also with his hands in his pockets. They are standing in front of a wall with some papers and a glass door. The lighting is bright and even.

Ryan and Ross Murray, brothers and vice presidents of R.B. Murray real estate company, say their sustainable office building is representative of the company's future.

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