

SUMMER 2007

MBQ

MEMPHIS BUSINESS QUARTERLY

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golden touch

DAVID PORTER

THE PLAYERS WHO YOU NEED TO KNOW
IN COMMERCIAL REAL ESTATE (PAGE 28)

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Supplement to Memphis magazine

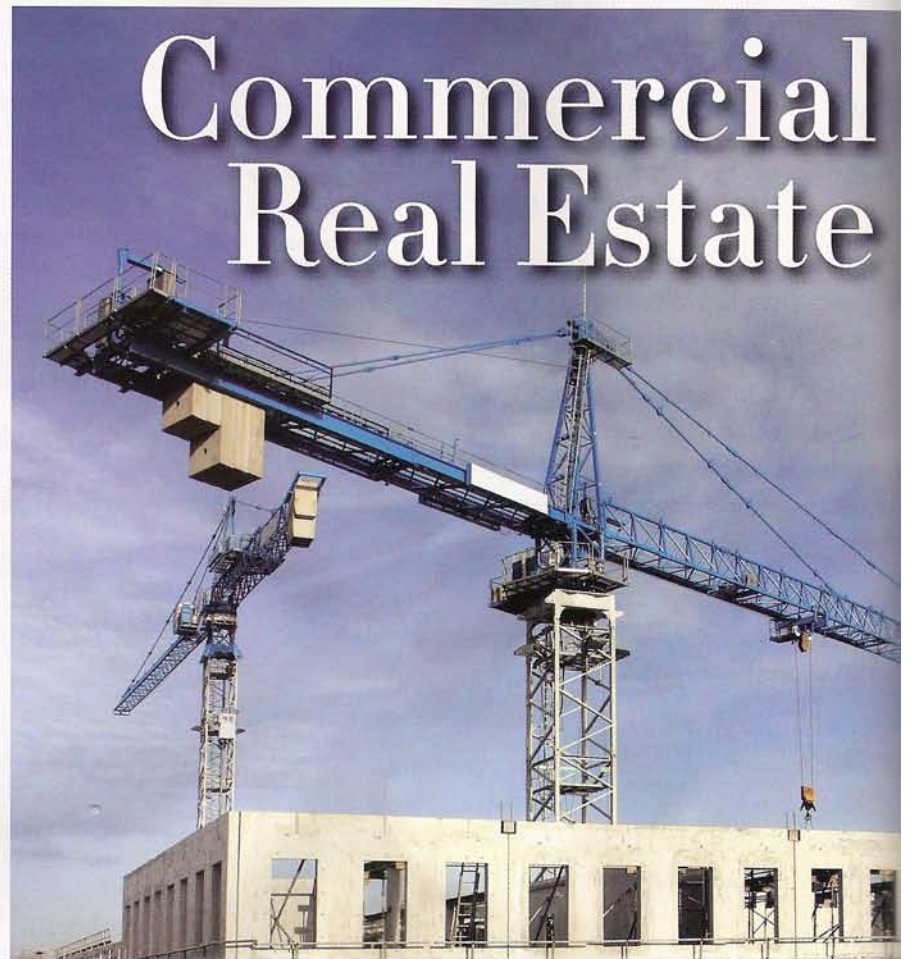
The MBQ PLAYERS

YOUR GUIDE TO THE MOVERS AND SHAKERS OF MEMPHIS

AS YOU MAY WELL BE AWARE, the Memphis region is booming. Everywhere you turn, shopping centers, residential developments, office buildings, and distribution parks are sprouting. We have the commercial real estate industry to thank for much of this growth.

We've compiled an exclusive list of the go-to pros in the local commercial real estate market. This list includes the very best and brightest from the industrial, retail, and office space sectors. A few notes: We've opted to allow only one representative from each company to be listed on THE PLAYERS. The group who decided on the final list consists of several prominent investors and real estate developers in the Memphis community, as well as the editorial staff of *MBQ*.

They based their decisions on answers to the following questions: Who has contributed the most to the Memphis commercial real estate market? Who are the top local dealmakers? Who is a proven leader in local commercial real estate? Who is up-and-coming in the overall market? And finally, perhaps the criteria that weighed the heaviest: Who do you want representing / brokering / developing your real estate?



Commercial Real Estate

J. Kevin Adams



CEO of the Memphis office of CB Richard Ellis (CBRE), the largest office real estate firm in the city. CBRE represents significant office space Downtown, including One Commerce Square and The Tower at Peabody Place, and East Memphis' Crescent Center. Has been central to the 2003 start-up of Locally Global Investments, the 2004 start-up of H2O Productions, LLC, and the 2004 start-up of Bluff City Realty, LLC. Serves on the Board of Directors at First Trust Bank, Memphis Carnival, Memphis Brooks Museum of Art, Memphis Leadership Academy, and Promise Academy of Memphis. Graduated from Southern Methodist University in 1983, where he played football with future NFL Hall of Famer Eric Dickerson.

Al E. Andrews Jr.



Partner with the Panattoni Development Company. Instrumental in industrial developments such as the East Park Distribution Center, Memphis Oaks Distribution Center, Southaven-DeSoto Center Business Park, and Southaven Distribution Center. Member of the Commercial Owners Real Estate Alliance and a leader in the Boy Scouts. Recipient of the Pinnacle Hall of Fame Award in 2004. Began his career in the U.S. Army.

THE LIST



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THE MBQ PLAYERS LIST

Thomas C. Farnsworth Jr.



Chairman & partner of Farnsworth Investment Company and Holdings, whose developments include the Distriplex Center and Distriplex Farms, a 225,000-square-foot distribution park

near Hickory Hill and Holmes Road. Serves on the Memphis-Shelby County Airport Authority and is a director at SunTrust Bank, Inc. Started career as collector for Murdock Acceptance Corporation. Awarded Memphis Area Association of REALTORS Commercial Broker Lifetime Achievement Award, and Lambda Alpha International Excellence in Real Estate Lifetime Achievement Award.

Steve Guinn



Vice president & division manager of North Carolina-based Highwoods Properties, Inc. Manages Memphis portfolio, including International Place in East Memphis, the world

headquarters for International Paper; the Shadow Creek properties at Southwind; and 6060 Poplar. Prior to joining Highwoods, was senior vice president of brokerage service for Trammell Crow Company. Since 1997, completed in excess of \$300 million in investment sales transactions, principally office, industrial, and retail properties. Serves on board of Memphis Symphony Orchestra. Won the Memphis Area Association of REALTORS Pinnacle Award for Top Office Sales, Broker in 2003. Plays trumpet in two bands.

Lawrence "Larry" Jensen



President & CEO of Commercial Advisors, LLC. Represents and advises corporations and institutions on real estate.

Instrumental in the future relocation of the ServiceMaster headquarters to Memphis. Other clients have included Memphis heavyweights such as FedEx and AutoZone. Honored with Pinnacle Awards for Entrepreneur of the Year in 1997, Broker of the Year in 2005, and Land Broker of the Year in 2006. Serves as the vice chair of Shelby Farms Park, and is the former president of Memphis Tomorrow and past chairman of the Memphis Regional Chamber. Held his first job as a sports writer for *The Commercial Appeal*.

Michael A. Lightman



Owner, Michael Lightman Realty Co., a regional leader in commercial-property brokerage and land investment for 35 years. Developed Shelby Business Park, a 500,000-square-foot high-end

industrial park, Germantown's Exeter Village, the Target- and Best Buy-anchored Centennial Place, the 230,000-square-foot South Lake Centre in Southaven, and movie theaters for Malco Theatres. In 2007, is developing Centennial Commons, a 104,000-square-foot, JC Penney-anchored retail center. Serves on the board of the Orpheum Theatre.

Robert "Bob" Loeb



Chairman & CEO of Loeb Properties, Inc. Portfolio of more than 3 million square feet of retail, office, multifamily, and industrial properties in Tennessee, Arkansas, and Mississippi.

Portfolio includes more than 100 retail properties including the Trinity Commons Shopping Center, the new Belvedere Collection, and the Church Road Marketplace. Incoming chair of the Board of Trustees at Memphis University School and chair of the capital campaign at St. Mary's Episcopal School (has raised more than \$25 million).

Lewis K. "Mac" McKee Jr.



Partner with McKee and McFarland, a company specializing in commercial leasing, sales, property management, and brokerage. Major holdings include the Walls Towne Center, the Hernando Commerce

Center, and the Brunswick-Highway 64 Property. Began his career with Trammell Crow Company.

Phillip H. McNeill Sr.



Chairman and former CEO for Equity Inns, Inc., a self-advised real estate investment trust (REIT), the largest REIT focusing on upscale and select-service segments in the country. Publicly traded company

owns 132 hotels nationally and brought a 24 percent total return to shareholders in 2006. Also chairman of McNeill Hospitality Corporation and McNeill Investment Company. Served as president and director of Memphis Mortgage Bankers Association.

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