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Commercial Alliance to lease 5.5 million-square-foot portfolio for DCT

Memphis Business Journal - by [Andy Ashby](#)

Commercial Alliance Management LLC's growth has taken another big step with the addition of 5.5 million square feet of industrial leasing responsibility for DCT Industrial Trust, Inc.

Last year, the third-party leasing and management firm took over office leasing at Lenox Park and Parkway Properties, Inc.'s Downtown properties.

"Our goal in growth is to focus on larger owners that have a lot of product in the market," Commercial Alliance president Kemp Conrad says. "They're one of the largest and we just enjoy a good relationship with their firm on a lot of different levels."

DCT has a total Memphis portfolio of 5.95 million square feet, comprised of 11 buildings that range from 60,000 square feet to about 1 million square feet.

Last year, Commercial Alliance began leasing DCT's Delta Point Business Park, an 885,000-square-foot building on Getwell between Holmes and Stateline which has Nissan as a tenant.

This year, Commercial Alliance started leasing eight other DCT properties, all Class A bulk product in the Southeast submarket.

Commercial Alliance has begun leasing on two buildings in East Park Distribution Center, four buildings in South Point Distribution Park and one building in **Memphis Oaks Distribution Center**, all of which were developed by **Panattoni Development Co.**

It also will lease one building in the Memphis Trade Center, which was developed by Champion Partners.

These buildings bring Commercial Alliance's total industrial leasing portfolio to 7.6 million square feet.

Commercial Alliance senior vice president Mark Jenkins, new industrial leasing agent Phil Dagastino and leasing associate Conner Walker will work on leasing the properties.

"I'm excited about working with a top-tier institutional owner who has one of the largest institutional portfolios in Memphis," Jenkins says. "To now be able to tag-team with Phil Dagastino, I just think we're well positioned to serve our clients well."

The DCT and Parkway Properties buildings, as well as office campus Lenox Park, fit into Commercial Alliance's growth plan.

"Our strategy is to focus on a fewer number of larger clients that we can really focus on and over-serve," Conrad says. "These are strategic, larger opportunities where we can come in, sink our teeth into it, be creative and help our clients succeed. If our clients succeed, our company is going to be able to grow."

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