

## Done deals: Kansas City Life purchases first Memphis building

By Amos Maki

Sunday, February 24, 2008

Kansas City Life Insurance Co. has bought the distribution building in Southeast Memphis that was formerly home to ScanSource Inc.

Kansas City Life paid \$6.3 million for the 366,393-square-foot facility at **4100 Quest Way** inside **Memphis Distribution Center**.

"We're excited about it," said **Greg Galvin**, director of real estate for Kansas City Life. "We think this building is a jewel."

This is Kansas City Life's first foray into the Memphis market but the company expects to grow its business here and has already placed another distribution building under contract.

"Memphis has a great reputation as a distribution hub," Galvin said. "We've been essentially focused on the Midwest so I wanted to look at other markets that had strong distribution characteristics and Memphis was a natural."

Galvin said his focus would be on acquiring buildings in the 200,000-square-foot to 400,000-square-foot range.

"We're a small little company and we'd like to get a nice little size portfolio down there," Galvin said.

Kansas City Life has tapped Memphis-based **Commercial Advisors LLC** for management and leasing of the property. **Wyatt Aiken** and **Jeb Fields** of Commercial Advisors represented the seller in the transaction.

Kansas City Life's purchase of the building is also good news because they will fill the now-vacant building with a tenant.

Last year, ScanSource signed a 10-year lease with Industrial Developments International to occupy 600,000 square feet at Stateline Business Park in Southaven.

ScanSource, a leading distributor of specialty technology products, moved its North American distribution center from Memphis to IDI's 740,844 square-foot Stateline Building F.

### Broadcaster consolidates offices

Entercom Communications Corp., one of the nation's largest radio broadcasters, is consolidating its local operations at Moriah Woods office park in southeast Memphis.

Entercom will consolidate its operations at 1960 Union and on Ridgelake Boulevard into a nearly 18,000-square-foot space at Boyle Investment Co.'s Moriah Woods office campus at Mt. Moriah and Interstate 240.

"The grand plan was to consolidate and have one big, dysfunctional family under one building," said Entercom general manager **Dan Baron**.

In 2006, Entercom picked up three Memphis stations -- WMC-AM 790, WMC-FM 99.7 (FM 100) and WMFS-FM 92.9 -- as part of a larger 16 station, \$292million buying spree.

The three new stations were in addition to Entercom's existing three Memphis stations, WRVR-FM 104.5, WMBZ-FM 94.1 and WWTQ-AM 680.

"They're a great tenant," said **Mark Halperin**, executive vice president of Memphis-based Boyle.

Halperin, **Kathy Pampuro** and **Tom Hutton Jr.** of Boyle represented Boyle in the transaction.

Kelly Truitt and Michael Morgan of CB Richard Ellis Memphis' Tenant Advisory Group represented Entercom.

### TD Capital expands at Clark Tower

**TD Capital Management LLC**, an affiliate of **Thompson Dunavant PLC**, is expanding by 3,958 square feet at **Clark Tower**, 5100 Poplar, Suite 2904.

Will Barden of Grubb& Ellis Memphis represented Thompson Dunavant PLC.

Frazier Baker of In-Rel Management, Inc., represented the landlord.

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