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# Memphis Business Journal

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## Kustoff & Strickland maintains Downtown presence with five-year Falls Building lease

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

**Kustoff & Strickland PLLC** will maintain a Downtown presence after signing a five-year lease for 2,994 square feet in the Falls Building.

Law firm members Jim Strickland, David Kustoff and Roberta Kustoff are moving from their current space at 44 North Second. David Kustoff's father operates his own firm, The Law Office of Bernie Kustoff, and will continue to share office space. He has worked Downtown for more than 40 years.

"We were committed to staying Downtown," says Strickland, also a Memphis City Councilman for District 5. "I like working Downtown just on a personal level. I like the energy of Downtown and all the restaurants that are within walking distance."

Having quality office space with reasonable proximity to the courthouses was motivation for the firm. Also, the **University of Memphis** Law School is scheduled to open across the street from the Falls Building by fall 2009.

"You think about what that does to Downtown, when you have 500 people or so who want to live Downtown to be close to the law school," says David Kustoff, a former U.S. Attorney for the Western District of Tennessee.

Kustoff & Strickland always employ one or two law clerks from the University of Memphis.

"Having the law school so close, to where they can maybe get over to work more often, is nice," Strickland says.

The firm will also have access to the university law library, which is extensive.

"We'll probably take advantage of that a lot, which helps us prepare our cases and better represent our clients," Strickland says.

The space also allows for good interaction with other attorneys walking to and from the courthouses.

"Sometimes you can conduct business just by walking down the street," David Kustoff says.

The 150,098-square-foot Falls Building, constructed in 1910, is currently 68% leased.

"The Falls Buildings itself was one of the draws because it's a great old building that's been renovated very nicely," Strickland says.

**Parkway Properties, Inc.**, a Jackson, Miss.-based real estate investment trust, owns the building and is the middle of several improvements, including additional parking options, a community conference center, new digital displays and a two-story media wall in the lobby.

Looney Ricks Kiss is designing the 2,000-square-foot community conference center.

Current tenants include the Memphis Regional Chamber, Riverfront Development Corp., MPACT Memphis, Leadership Academy, Seedco and Memphis Tomorrow.

Jess Ossorio, a broker with **Crump Commercial** LLC, represented Kustoff & Strickland during lease negotiations.

Heather Murchison, property manager with Parkway Realty Services LLC, and Bentley Pembroke, senior leasing associate with **Commercial Alliance Management** LLC, represented the building's landlord, Parkway Properties.

"Having the firm in the building adds to the unique diversity of customers we have in the Falls Building," says Connie Kjellin, regional property manager for Parkway. "We are very excited about being the home of such a prominent firm."

#### **Kustoff & Strickland PLLC**

Law firm

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