

Trammell Crow, In-Rel on the move

New partnership finds new offices in Clark Tower

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by [John Scruggs](#)

Trammell Crow Co. and **In-Rel** Management's area partnership is coming to fruition with a move into a new 45,000-square-foot office in Clark Tower this week.

The office move and transition of In-Rel employees to Trammell Crow comes amid substantial activity for both companies.

In-Rel is closing purchases on three Birmingham office properties, which will bring its office portfolio there to 500,000 square feet.

The Lake Worth, Fla.-based real estate company is acquiring the 153,017-square-foot Beacon Ridge Tower, the 137,597-square-foot 100 Concourse building and the 45,857-square-foot 800 Concourse in Birmingham.

Trammell Crow will assume management duties for all of In-Rel's properties in the Memphis, Nashville and Birmingham markets -- a total office portfolio of over 2 million square feet. In Memphis, that portfolio includes Clark Tower, Lipscomb Pitts building, Poplar Towers and Lynnfield Office Park.

Ron Riley, who will stay on as In-Rel's asset manager for all properties outside of Florida, says the transition has been smooth.

"There's been a lot of work and effort put into this by both parties," Riley says. "With any transition like this, you're going to have some snags and hiccups, but we've gotten through all of that and everything should be complete soon."

TCC's Memphis operation also is increasing with the company's recent announcement that it is consolidating its three U.S. accounting offices into two locations -- the existing Memphis and Dallas operations.

70% of the existing Seattle accounting office will be moving to Memphis, bringing 30 jobs to the area, according to Lori Kirkpatrick, vice president and senior controller for Trammell Crow.

TCC's move to Clark Tower from Audubon Woods will leave a large block of office space for **Hilton Hotels**, which is expected to take the additional square footage.

Kemp Conrad, Memphis city Leader for Trammell Crow, says the move to floors nine, 10 and 11 in Clark Tower and the transition of In-Rel employees will be complete by the end of September.

"We're moving in this week and the In-Rel employees will be moving on Sept. 29," Conrad says.

21 In-Rel employees in Memphis, Nashville and Birmingham will become Trammell Crow employees by Oct. 1, according to Riley.

With the In-Rel portfolio under its watch, Trammell is rebuilding its presence in the Memphis market in leasing and management.

"We've got a lot of momentum right now," Conrad says. "Having a platform such as In-Rel's portfolio as a springboard is a very important part of this growth."

The company has a renewed presence in the Memphis real estate market following the exodus of TCC employees in Memphis in 2004, when the company sold off much of its local portfolio.

Conrad says the Memphis office will continue to add smart, effective employees as it grows.

Trammell recently added John Wiggins, formerly of **CB Richard Ellis Memphis** and Trammell Crow before that, to head its office and industrial divisions.

Conrad says he never doubted that Trammell would rebuild its portfolio and strength in Memphis.

"I was confident that the market dynamics would shift in our favor," he says. "We're going to keep focused on becoming number one or two in every market we serve."

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