



Lawrence K. Jensen *President/CEO*

Larry Jensen is President and CEO of Commercial Advisors, LLC. With more than 30 years in the commercial real estate business, Mr. Jensen has been recognized as “Commercial Broker of the Year” for the Memphis region by his real estate industry peers for 2005, “Office Broker of the Year” for 2008 and “Office Leasing Broker of the Year” for 2009. He was also recently featured in an article “Commercial Real Estate 101”, in Business Tennessee Magazine.

Contact:

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Mr. Jensen and his team advise and represent corporations, institutions and individuals with innovative strategies, planning, and implementation related to business and commercial real estate. His clients have included: Smith & Nephew; ServiceMaster; Hunter Fan; FedEx Corporation; FedEx Express; Baker, Donelson, Bearman, Caldwell, & Berkowitz; AutoZone; Hewlett Packard; ACH Food Companies; Stratas Foods; Wright Medical Technologies; Methodist Le Bonheur Healthcare System; First Alliance Bank; and St. Jude Children’s Research Hospital.

Mr. Jensen was formerly President of Memphis Tomorrow, an organization of 28 CEOs of the larger Memphis-area companies and institutions and also served as Chairman of the Memphis Regional Chamber in 2001. He currently serves as the Vice-Chairman of Shelby Farms Park Conservancy and the Aerotropolis Executive Committee as Chair of the Corridor Development Committee. He has also volunteered on the University of Memphis’ Board of Visitors and currently serves on the Board of Advisors for the University of Memphis Fogelman College of Business.

Credentials:

- B.A. Journalism from the University of Memphis
- Licensed broker in Tennessee, Arkansas, and Mississippi
- Member Society of Industrial and Office Realtors (SIOR)
- Former Chairman Memphis Regional Chamber of Commerce
- Member Public Building Authority for FedEx Forum
- Chairman, The Steering Committee for the Governors’ Alliance for Regional Excellence
- Member Lambda Alpha Real Estate Society
- Federal Reserve Bank, St. Louis - Industry Council, Real Estate

References:

Mr. Frank Betancourt
Corrections Corporation of America
(615) 263-3031

Mr. Dan Antonelli, President
Stratas Foods
(901) 381-3200

Mr. Chuck Smith
Hunter Fan Company
(901) 248-2606

Mr. Ben Adams, Chairman
Baker Donelson Bearman Caldwell & Berkowitz
(901) 577-2307

Transactions:

Advisory services to ServiceMaster for the relocation of their corporate headquarters to Memphis

Advisory services to the University of Memphis Cecil C. Humphreys School of Law in the purchase of the downtown Memphis United States Post Office

17 acres – Represented St. Patrick’s Church in the purchase of land

500,000 square feet – Represented Sharp Electronics in the lease of industrial space

13,000 square feet- Represented Memphis Orthopaedic Group in the lease of medical office space

1,300,000 square feet – Represented Hewlett-Packard in the lease of multiple distribution centers

900,000 Square foot Federal Express World Technology Center, office lease on 118 acre tract

89 acres – Federal Express World Headquarters – Land

90,000 square feet – FDX Corp. Office Headquarters

95,000 square feet – Baker Donelson Bearman Caldwell & Berkowitz Headquarters

55,000 square feet – Hunter Fan Co. Headquarters’ Acquisition

Transactions (cont'd):

250,000 square feet of office space, Baker Donelson Attorneys in Washington, D.C., Nashville, Jackson, Memphis, New Orleans, and Chattanooga.

51 acres Union Planters Administration Center. Land acquisition and development of 250,000 square foot bank operations center, along with overall portfolio analysis

200,000 square feet – Headquarters Baptist Memorial Healthcare System

Four state site selection study for Buckeye Technologies

60,000 square feet ACH Foods – Corporate Headquarters in Memphis

13,000 square feet ACH Foods- Sales & Marketing office in Chicago

13,000 square feet ACH Foods- Corporate Headquarters in Mexico City

Gate Gourmet – Disposition of surplus properties, \$23 Million: Miami, Los Angeles, San Francisco

Wyatt Tarrant & Combs – 36,000 square feet office lease, Memphis, TN

Semmes Murphey Neurologic & Spine Institute – Structured and negotiated a build-to-suit 50,000 square feet medical office facility, Memphis, TN