



FOR IMMEDIATE RELEASE

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THINKING OUTSIDE THE RETAIL BOX:

SOUTHLAND CONSTRUCTORS FINDS SUCCESS IN CONVERSION PROJECTS

NASHVILLE, Tenn.—When life gives you lemons, you make lemonade. When a challenging economy gives you an abundance of empty retail space, you might consider making a defunct grocery store into a brand new house of worship. Brentwood-based commercial builder SouthLand Constructors is doing just that with the former Campbell’s Station Kroger—which will soon be home to the new Springhill campus of the People’s Church—a 55,000 square-foot, 800-seat worship, educational and fellowship facility.

Conversion projects, which typically involve major structural modifications combined with large-scale renovations, are a growing trend in the construction industry—a trend that has helped SouthLand maintain momentum in an otherwise declining business cycle.

“The vacancies created by the decline of big box retailers are actually ripe for these kinds of projects,” said Clay Stacker, principal and founder of SouthLand. “These are large, adaptable spaces, usually with ample parking, that are well suited to the needs of our healthcare and institutional clients.”

SouthLand is in the process of converting a dark retail space into a Women's Health Center in Charlotte, Mich. The 33,000 square-foot, \$8 million project is an extension of the healthcare service offerings of Hayes Green Beach Hospital.

Conversions can also go the other way—with institutional spaces becoming prime retail locations. SouthLand's clients David and Nikki Baxter, owners of the healthcare supply company Medical Necessities, recently purchased an old Charlotte Avenue church building near Nashville's prime healthcare district and hired SouthLand to convert the space into a showroom, office and distribution facility.

Though construction market opportunities have been lean, SouthLand credits its overall success to maintaining a positive outlook and keeping its principals heavily involved in project management. According to SouthLand principal and vice president, Tony Harris, "In the past two years we have hired outstanding new project leaders, and we are successfully focusing on active market segments, including conversion projects and opportunities outside our natural market area."

SouthLand recently won two new medical office projects in Columbia and Huntsville, a new sanctuary for Inglewood First Baptist Church, and a \$5 million new gymnasium for The Ensworth School's Red Gables Campus in Nashville's West End area. In other market segments SouthLand recently started construction of The Landings, a \$10.5 million, 154-unit apartment village in central Knoxville and a new 20,000 square-foot office building in Cool Springs. The company is half-way toward completion on the Rutherford County Chamber of Commerce/Visitors Center in Murfreesboro.

SouthLand Constructors is a commercial builder specializing in new construction, conversion and interior buildouts. Founded by Clay Stacker in 2005, SouthLand's mission is to deliver quality projects with integrity for a competitive price. For additional information visit www.southlandconstructors.com or call 615.309.0365.

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