

hall on Lower Broadway, the city will have two large convention centers to promote, although Opryland executives don't view the facilities as rivals.

Frenemies might be more like it. "No question, it's a head's up for Gaylord," said Drew Dimond, a Nashville hotel consultant with Dimond Hospitality Consulting. "I don't see how they can't be competitors. The bottom line is to get the bodies in the beds. (But) competition isn't bad."

Butch Spyridon, president and CEO of the Nashville Convention & Visitors Bureau, agrees the two facilities will go head to head over some business. "But Nashville is strong enough as a destination, and there is enough business for both to do well," he said.

Convention jockeying by potential customers — with their ultimate contract choices based on available meeting dates, room rates and other factors — shows how the two big convention players



Drew Dimond: "No question, it's a head's up for Gaylord. I don't see how they can't be competitors."

Butch Spyridon: "Nashville is strong enough as a destination, and there is enough business for both to do well."



Gaylord Opryland Resort & Convention Center

Hotel rooms: 2,881

Meeting and convention space: 336,228 square feet

Exhibition space: 263,772 square feet

Sources: Gaylord Opryland; Nashville Convention & Visitors Bureau

here may compete and complement each other when both are in full swing later this decade.

"I think naturally they will compete against each other, and that is good for the meeting planner," said Sharon Sullivan, vice president of marketing and conferences for the American Association of Homes and Services for the Aging.

Her group is one of those that

» CONVENTION, 4E

T Visit Tennessee.com/MCC for photos, stories and time line on new center.

Economy changes face of Future 50

Every year since the early 1990s, the Nashville Area Chamber of Commerce has honored private businesses expanding at a rapid clip with its Future 50 awards. The awards, sponsored in part by *The Tennessean*, are now entering their 19th year.

The idea is to cast a spotlight on corporate rising stars in the Nashville area — the kind of companies that are adding sales and jobs, helping the local economy forge ahead in good and bad times alike.

The winners also reflect their times. This year, more than half of the 50 winners have technology-related operations. They develop and sell software; han-

dle online marketing chores; or provide electronic solutions to pay the bills, track financial records or interact with customers across a wide array of industries.

The flip side of that equation is that old-line firms don't show up on this year's list so much. For instance, the only construction company that pops up for the 2010 awards is the \$39 million-a-year in revenue SouthLand Constructors, based in Brentwood.

Three years ago its revenues nearly doubled year over year. For 2010-11, though, it projects sales to be flat as construction work slows because of a weakened economy.

After the lull, though, SouthLand expects its revenues to



Tom Turner, left, and Kevin Tyner run DSI, a company that electronically screens documents for legal cases.

increase by 10 percent to 12 percent a year. Still, SouthLand has managed to add 16 employees since 2007, and that's really the bottom line for any Future 50 winner.

How to reinvent yourself

Compare SouthLand's growth rate with a tech company such as Future 50 winner Ingenuity Associates, also of Brentwood, which saw sales double last year for its informa-

tion technology consulting services. It has grown from three employees to 20 in a three-year period.

Then there's an evolving company such as DSI, Document Solutions Inc., which transformed itself from a photocopying service for law firms and a document-scanning provider into something much more. Today, partners Tom Turner and Kevin Tyner help attorneys and corporations with electronic screening of documents when complex lawsuits or other legal tight spots arise.

DSI uses intricate software and database analysis to weed through millions of files — electronic corporate records and untold numbers of e-mails — to help clients find the facts they need to mount a defense in court or in front of federal regulators.

» MCCLAIN, 5E

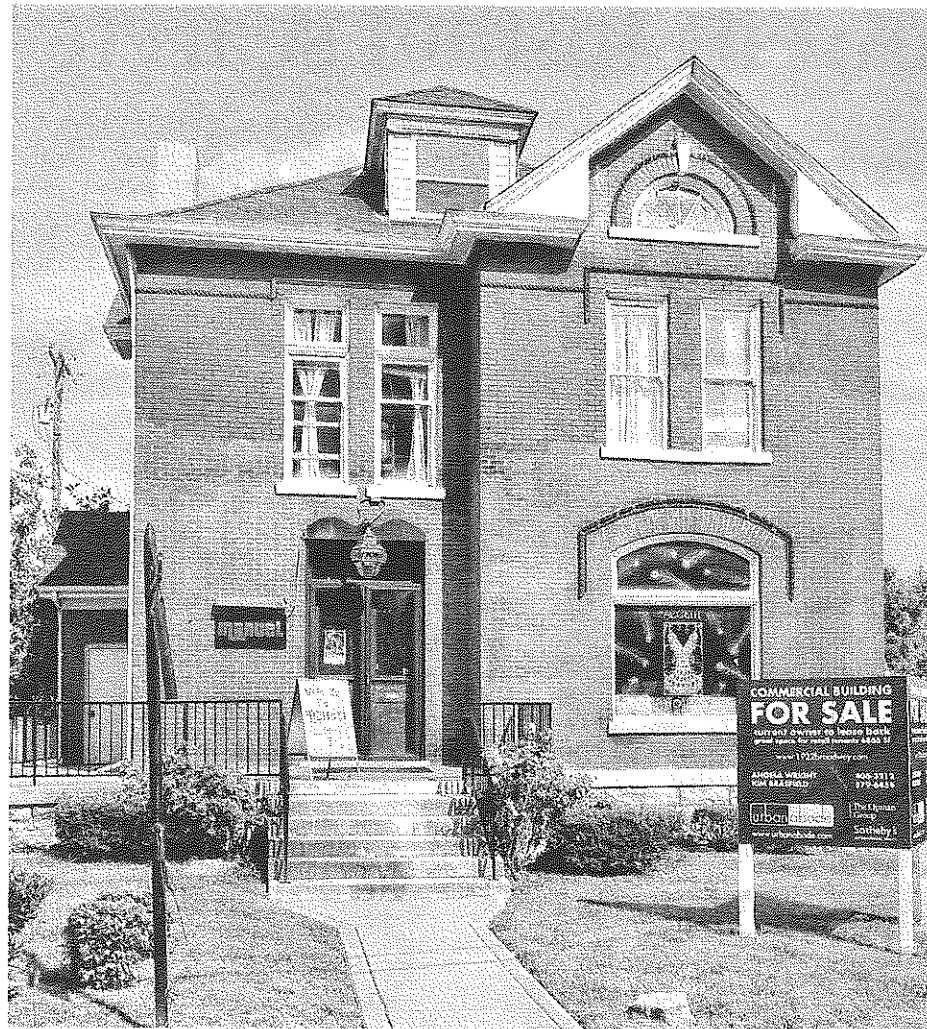


» RANDY MCCLAIN

EXECUTIVE Q&A CUEVAS



'Rhinestone Rembrandt' wants to open school for designers. On 2E



The Manuel Cuevas design studio and shop at 1922 Broadway is for sale, with a listing price of \$1.395 million. JEANNE REASONOVER / THE TENNESSEAN

Design studio for sale draws wide interest

By Anita Wadhvani
THE TENNESSEAN

The Nashville studio and retail space where clothier Manuel Cuevas created iconic outfits for performers and presidents over the past quarter century is up for sale.

At \$1.395 million, the asking price for the 100-year-old, three-story home on Broadway includes an option for Cuevas —

ers, architects and lawyers also were among those with potential interest, Wright said.

Cuevas has designed outfits for Elvis Presley, the Beatles, Little Richard, Patsy Cline and a long line of country music stars over the past 50 years.

School planned

Cuevas said the sale is intended to help fulfill a

DEVELOPMENT BRIEFS

Laine joins CBRE's Nashville office

Commercial real estate veteran R. Craig Laine has joined the Nashville office of CB Richard Ellis (CBRE) as senior vice president. He had been with Brookside Properties in Nashville.

"Craig is one of the most respected and experienced commercial real estate executives in Nashville," said Tom Frye, managing director of CBRE's office here.

From 1988 to 2008, Laine was associated with Highwood Properties and its predecessor company,



FUTURE 50 WINNERS ANNOUNCED

The Nashville Area Chamber of Commerce has announced the winners of the 2010 Future 50 Awards. Now in its 19th year, the program identifies and celebrates the 50 fastest-growing, privately held companies in the area. Winners have contributed to economic growth in health care, technology, construction, manufacturing, finance, retail and other business niches.

To be eligible, companies must be headquartered in Middle Tennessee; have at least 10 employees or annual revenues of at least \$500,000; and anticipate revenue and employment growth over the next three years.

The chamber presents the awards in partnership with Bank of America, *The Tennessean* Media Group, Bandit Lites Inc., Delek-Mapco, KraftCPAs and the Frost Brown Todd law firm. This year's winners — to be honored at an awards banquet Oct. 21 at the Nashville Renaissance Hotel — are:

Advanced Network Solutions (Hall of Fame)

Allied Home Technologies; Avenue Bank; Burns Insurance Group; C3 Consulting LLC; Capital Confirmation Inc.;

CapStar Bank; CareHere LLC; CentreSource; ClaimTrust Inc.; ClearLine Networks LLC; CompNation; Concept Technology Inc. (Hall of Fame); Corp-Track Systems.

Correct Care Solutions (Hall of Fame); Cumberland Consulting Group; D1 Sports Training; DSi, Document Solutions; eMids Technologies; FNB Merchants; Guardian Group; Harpeth Financial Services; iDesign Inc.; Informatics Corporation of America.

Ingenuity Associates; Iostudio LLC; Level60 Consulting; LPS Integration; magazines.com; My Office Products Inc.; NationLink; NovaCopy (Hall of Fame); Optimum Technology Solutions (Hall of Fame); Premiere Transportation; Qualifacts Systems.

Reliant Bank; SiteHawk; Sitters Etc. (Hall of Fame); SouthLand Constructors; Stringfellow Technology Group; StyleNet; Sum Effect Software; TEAM Marketing Group; Timberland Cabinetry Co.; Trinisy, LLC; Uniguest; USr Healthcare; Vertek Solutions; W Squared; and WAP Sustainability Consulting.

— RANDY McCLAIN

Future 50 firms lead through tough times

» MCCLAIN FROM PAGE 1E

The small company now reports \$5 million a year in annual sales — and the owners expect to keep growing at a 25 percent clip or greater the next couple of years.

Turner and Tyner say their goal is to be a go-to provider in "e-discovery" as complex litigation keeps popping up in securities law, environmental regulation and other sectors. They want to work with clients in mid-size cities regionally where their high-touch, personalized approach might play best.

Think Nashville and Birmingham, Ala., rather than New York or Los Angeles.

DSi is now trying to land a deal to provide some document work in connection with the BP oil spill. Stay tuned to see how that works out.

Since the Future 50 program began, it

has honored 951 companies with hundreds of millions of dollars in combined sales. (For this year's winners, see the list above.)

"Future 50 companies are a testament to the ideal business climate in Middle Tennessee, (and) the success of these companies helps drive economic growth," said Ralph Schulz, the chamber of commerce's president and CEO.

"Recognition like this is so important for small-business owners and their employees. It can provide the exposure and motivation to propel them to a new level of success," added Charles Sueing, the chamber's chairman for small business and owner of The Sueing Agency/Nationwide Insurance.

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