



INFORMATION FOR RELEASE

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SOUTHEAST VENTURE ADDS TWO TO ITS OWNERSHIP TEAM

NASHVILLE, Tenn. April 15, 2011 – Executing a management strategy three and a half years in the making, officials of Southeast Venture LLC announced today the addition of two principals to its ownership team: Michael Finucane and Todd Alexander.

This is the third time in thirty years that Southeast Venture has added partners. The last time was 14 years ago when a merger with Metro Center, Inc. brought in Randy Parham as a principal. Finucane and Alexander join five other principals who lead the company: Wood Caldwell, Randy Parham, Paul Plummer, Cam Sorenson and Axson West.

“Southeast Venture is now in its second generation of ownership, and this announcement today begins our planning for the third generation,” said Caldwell. “It’s fitting that this announcement comes as we celebrate our 30 year anniversary.”



Michael Finucane

Finucane and Alexander both joined Southeast Venture as brokers, Finucane in 1997 and Alexander in 1999. Integral to the growth of the firm’s brokerage arm, both have been involved in all aspects of the firm’s commercial real estate brokerage services, including land sales, landlord representation, tenant relocation, site acquisition, office and medical office representation, industrial leasing and improved property sales.

“When we brought Michael aboard, he was one of only two brokers outside the principals,” said Caldwell. “Now we have 11 brokers. Michael and Todd have been key to the growth we’ve enjoyed in brokerage services. It will be their goal and task to continue that trend, as well as to help our leadership team plan the firm’s future.”



Todd Alexander

West, who hired both Finucane and Alexander, added, “From the beginning Todd and Michael were team players; they showed leadership and were willing to put the interests of the firm ahead of their own, if necessary. We feel very fortunate that they are now partners at Southeast Venture and look forward to their continued leadership.”

Finucane joined Southeast Venture from the Trammell Crow Company where he worked in property management managing their industrial portfolio.

“Trammell Crow Company was a large, national real estate company, but being from Nashville, I was looking for an opportunity to get into the brokerage business with a local company that really knew the commercial real estate market. Southeast Venture gave me a chance to be a part of a company that has a great track record, great leadership and is well known and respected in Nashville.” Finucane said.

Finucane concentrates primarily as a tenant representative broker in office and industrial transactions and recently closed on two industrial transactions totaling 761,400-square-feet.

He has represented such clients as H.G Hill Realty, Duke Realty, Griffin Technology, Inc., Franklin American Mortgage, Digital Reasoning, Essex Technology Group, Thompson Caterpillar, Kemberton Healthcare and Cumberland Consulting Group.

Alexander was promoted to director of brokerage services in 2009. He works primarily in landlord and tenant representation.

He is currently responsible for leasing over 525,000-square-feet of office product and over 60 acres of commercial property in the greater Nashville market – as well as representing Southeast Venture in the development of a 98,000-square-foot office building for HealthSpring located in MetroCenter.

“Coming from a corporate background, I knew that I wanted a much more entrepreneurial company. Southeast Venture provided that mindset, and also had a deep pool of knowledge to pull from,” Alexander said.

He has represented such clients as Behringer Harvard, USAA Real Estate Company, Northwestern Investment Management, IPC US REIT, SunTrust Bank, Saint Thomas Hospital, Sonic Automotive, Inc., Avis, Inc. and Sony, Inc.

He was a co-recipient of the 2005 NAIOP Office Lease of the Year, and recipient of the Commercial Awards of Excellence Horizon Award for 2001. He is a chair of the MetroCenter Advisory Committee of Chamber North, the North Nashville advisory council of the Nashville Area Chamber of Commerce.

Founded in 1981, Southeast Venture is a diversified commercial real estate and design services company guided by a mission of “Building Value by Valuing Relationships.” The firm provides and coordinates the delivery of brokerage, development, architectural and interior design, property management and landscaping services. This unique, comprehensive approach to commercial real estate offers a cost effective and efficient way of meeting its clients’ commercial real estate needs.

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