

Memphis Business Journal - December 10, 2007
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Memphis Business Journal

Friday, December 7, 2007

FAMC moving from Southwind

Business park offers room for expansion

Memphis Business Journal - by [Andy Ashby](#)

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First American Monetary Consultants, Inc., is moving into 6,217 square feet in the Germantown Business Park near Forest Hill Irene.

The company, which has its corporate headquarters in Fort Collins, Colo., and additional offices in Columbia, Mo., and El Paso, Texas, primarily does economic and political consulting.

FAMC also has a publishing division, which distributes its Monetary & Economic Review and sells educational books, tapes, DVDs and CDs.

The company's broadcasting division, The Information Radio Network, is distributed through 700 radio stations by satellite, including locally on AM-1600 from 11 a.m.-2

p.m.

Having a variety of business needs prompted the move from FAMC's current space in Southwind.

When the company moved there seven years ago, it sublet from General Motors and the space wasn't designed exactly the way it wanted.

"One of the reasons for the move was to have a better location and design our facility a little bit," says Chuck Bates, executive vice president and Information Radio Network's news director. "This has allowed us to put back-up power generators in the new facility for continuity of service for all of our radio stations. It also gives us the ability to expand our network operations."

The company also had concerns when its office location was annexed by Memphis.

"A basic economic concept is that capital is always looking for a home and it looks for two things: political stability and economic stability," says Larry Bates, FAMC's CEO and chief economist. "The political stability isn't here in Memphis."

FAMC's move in January will bring Germantown Business Park to 90% occupancy. FAMC has signed a five-year lease on its new space and will spend \$300,000 renovating it.

Jon Albright, a partner at Investec Realty Services LLC, represented the landlord, Willmar Properties.

"I think there are a lot of companies that are interested in this single-story, drive-up option," he says. "The design, the location and the ease of getting in and out are factors that contribute to that. That's what I hear from the people who are relocating here."

George Trent, a broker with Germantown-based Sowards & Associates, represented FAMC.

First American Monetary Consultants, Inc.

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ALAN HOWELL | MBJ

Larry and Chuck Bates
 at Information Radio
 Network

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