

Memphis Business Journal - February 16, 2009  
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## Memphis Business Journal

Friday, February 13, 2009

# Smith-Berclair Insurance signs lease to relocate offices to Ridgeway Center

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

**Smith-Berclair Insurance**, Inc., has signed a 7,700-square-foot office lease in Ridgeway Center.

The independent insurance agency will move into its new space, located at 855 Ridge Lake Blvd., Suite 400, on March 2.

Cecil 'Snooky' Smith founded the company as **Cecil Smith Insurance** in 1966. Current president Brad Smith, Stan Smith and Herb Davis purchased the business from the founder 10 years ago.

Two years ago, the company, then based in Germantown, purchased the **Berclair Insurance Agency**, which had a 6,000-square-foot office space.

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"We moved into their space because we needed more room and now we need more room again," Brad Smith says.

The company was in a two-story space and Smith wanted operations to be on one floor.

"This will give us a lot better flow within the office," he says. "We'll be able to give people the space they need to do their jobs better and give them an atmosphere that makes them want to come to work every day, which is important in attracting good people."

The company works with individuals and businesses throughout the Memphis market, but many of its clients are in East Memphis, making an office along Poplar and easy interstate access important.

Brad Smith says the company was also drawn to **Boyle Investment Co.**'s Ridgeway Center.

"It's a great business campus; there are a lot of leading businesses in the area," Smith says.

855 Ridge Lake Blvd. is an 81,080-square-foot, six-story office building constructed in 1973.

Eight Five Five Ridge Lake Boulevard LLC owns the building in care of Naples, Fla.-based Ezon, Inc.

Jon Albright, partner with **Investec Realty Services** LLC, was the tenant representative, while **Capital Realty Services** LLC president Coleman O'Keeffe and vice president Bill Roberts represented the landlord.

The building's interior and common areas currently are being renovated, including new carpet and wallpaper in the corridors, a renovated lobby and a 700-square-foot common break room on the sixth floor available to all tenants.

Roberts says the improvements were part of the attraction for Smith Berclair Insurance.

"And there is vacant space contiguous to their suite for future expansion," he says.

### Smith-Berclair Insurance, Inc.

Independent insurance agency

**President:** Brad Smith

**Employees:** 27

**New address:** 855 Ridge Lake Blvd., Suite 400

**Phone:** (901) 753-4323

**Web site:** [www.smithberclair.com](http://www.smithberclair.com)

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