

## DEALS OF THE YEAR



### ENTERPRISE LEASE AT THE LEGEND OFFICE PARK

**The basics:** One of the only new office developments in the metro area landed a big tenant in car rental company Enterprise, which will locate its South-Central U.S. Operations Center in 31,000 square feet at The Legend Office Park on Valleydale Road.

**The players:** Moiz Foulad of Foulad Properties, Glenn Ponder of Ponder Properties, Johnny Latham with PWBA Architects, National Bank of Commerce, Patrick Denney of eds America and Richard Dames of Cresa St. Louis.

**Why it matters:** The deal allows Enterprise to bring several groups under one roof in a brand new Class A office building, where it could eventually have more than 150 employees in a few years. It is also a sure sign that Birmingham's suburbs are still thriving, even as the city core gets lots of attention.



### ESS LEASE AT MEADOWBROOK

**The basics:** Local company ESS signed a long-term lease which significantly expanded its space in a building in Meadowbrook and will allow the company to continue to grow.

**Why it matters:** ESS doubled its office space to 27,600 square feet, which brings the occupancy of the building, Meadowbrook 2700, to 96 percent. Brokers say the lease gives ESS room for current and future growth.

**Key facts:** Over the years, ESS has regularly ranked among Birmingham's fastest-growing companies. Local brokers have said high-growth firms are important for the metro's office scene.

**The players:** David Spencer of Shannon Waltchack represented ESS in the deal, Sam Carroll and Jerry Grant of Graham & Co. represented the landlord.