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## **Humana buys Southpoint site for IT operations**

### **The Courier-Journal**

Humana has bought about 8 acres in the Southpoint Business Center for \$1.9 million and plans to build an office building to house information-technology operations.

Southpoint is a 39-acre complex off Preston Highway south of the Snyder Freeway.

The project is required by the growth of the Louisville health insurer's business in recent years, spokesman Jim Turner said. He said Humana will move a relatively small number of existing and new employees to the site.

Employees will move from various locations in downtown Louisville, where Humana has exhausted its office space

# BUSINESS FIRST

## Southpoint Business Center poised to take off, developer says

Business First of Louisville - May 4, 2007 by [John R. Karman III](#) Business First Staff Writer

With a first building completed and a first tenant signed, Stephen C. Gault Co. officials are hopeful that the company's Southpoint Business Center is about to take off.

Located at the Gene Snyder Freeway/Preston Highway interchange, the developing business park recently became home to the Louisville offices of LandAmerica Financial Group Inc., a Richmond, Va.-based land title insurance company.

LandAmerica is leasing the \$3.5 million first Southpoint building -- a recently completed, 37,500-square-foot facility -- from a Gault Co. subsidiary, Gault Marsh Properties Southpoint LLC, according to principal Charlie Marsh.

Company plans to add 20 to 40 employees

LandAmerica moved to the site in mid-March from a 28,000-square-foot building on National Turnpike to accommodate growth, according to Maurice Stokes, the company's senior vice president and general manager in Louisville.

He called the site "ideal" for LandAmerica's 100 local workers, most of whom live in the vicinity.

Matt Hartlage, an industrial broker with the Louisville commercial real estate firm Harry K. Moore Co., represented the company in lease negotiations.

He said LandAmerica held an "extensive" search and looked at multiple sites in eastern, southern and central Jefferson County before choosing Southpoint.

The business park's proximity to restaurants, banks and other amenities was a deciding factor, according to the broker.

The title company is a good tenant to kick off development at Southpoint, Marsh said. "They've been around a long time."

LandAmerica, which trades on the New York Stock Exchange under the symbol LFG, provides a range of services for commercial and residential real estate transactions, including title search, examination, escrow and closings. It also offers home inspections and warranties for residential real estate deals.

Locally, LandAmerica employees provide premium processing, revenue processing and other title services for more than 10,000 real estate agents, Stokes said.

The company plans to hire 20 to 40 more local workers in the next two to three years, he added.

Developer planning build-to-suit projects

Southpoint is a 39-acre development located between the Southgate Shopping Center and Commerce Crossings, a 300-acre business park near the Jefferson County-Bullitt County line.

Gault plans to construct several build-to-suit projects at Southpoint, Marsh said. The site will accommodate up to 120,000 square feet. "We're wedged in between two successful developments, which is a nice thing."

Marsh has a deal in place to sell 7.5 acres at Southpoint to a Louisville company that plans to build on the site. He declined to identify the company.

Talks are ongoing with another company that might lease a not-yet-constructed building at Southpoint, Marsh said. He also declined to identify that company.

Marsh, who has long developed industrial properties in Bullitt County, particularly Shepherdsville, is bullish on the Interstate 65 corridor.

"That line between Jefferson County and Bullitt County is becoming very blurred," he said. "The growth is headed down the 65 corridor. That's what that area (surrounding Southpoint) is enjoying."