



Brian Netzky SIOR

EXECUTIVE VICE PRESIDENT



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EDUCATION AND QUALIFICATIONS

BS, University of Iowa

AFFILIATIONS AND MEMBERSHIPS

SIOR

CONTACT DETAILS

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AREA OF EXPERTISE

Brian has 26 years of corporate real estate experience and has developed and executed tenant strategy for some of the largest industrial lease negotiations in North America. From multi-state site selection to local renegotiation strategies, stakeholders turn to Brian to create leverage in industrial tenant representation negotiations on behalf of public and privately held manufacturers and distributors. He has developed a specialized practice for companies with capital-intensive operations in paper and plastic converting, packaging and for e-commerce companies that operate highly automated distribution facilities. These companies are often owned by private equity or venture capital who value his team's focus on reducing costs, enhancing earnings and creating value.

Brian's services and results have been extremely well-received. He has been honored to negotiate more than \$600 million of leases in 65 markets throughout North America. He has educated his clients and helped them better understand what has historically been a nebulous industry. He has shown them how they create the value in the buildings that they lease—in fact, the rent they pay can often cause a building to double in value. He has developed complex strategies that focus on extracting that value for the benefit of his clients—the tenants.

Although he has received numerous awards and recognitions from his industry peers, he takes the most pride in the results he provides for his clients.

BUSINESS AND EDUCATIONAL BACKGROUND

Brian joined Colliers in 2018 after the company acquired Interstate Tenant Advisors—a firm he founded and managed for 15 years.

During the first 15 years of his career, Brian witnessed a great number of deals from the inside, and he learned that many leases were very lucrative for building owners at the expense of tenants. He saw an opportunity for change, so in 2003 he formed Interstate Tenant because he felt that companies that leased large industrial buildings were paying too much rent and were not provided appropriate representation.

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REPRESENTATIVE CLIENTS AND PROJECTS

Petco

Ingram Micro

Belmont Trading Company

Consolidated Container Company

Best Diamond Packaging, LLC

PrimeSource Building Products, Inc.

CaroTrans

Michaels

RTS Packaging, LLC

Roadrunner Transportation Systems

PolyOne

Medline