



Jim Herbst

SENIOR VICE PRESIDENT



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EDUCATION AND QUALIFICATIONS

BA, Franklin & Marshall College

AFFILIATIONS AND MEMBERSHIPS

IAMC

CONTACT DETAILS

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AREA OF EXPERTISE

Since 2000, Jim has specialized in representing companies in high-value lease negotiations for distribution centers and manufacturing plants with a focus on cost-reduction.

Jim's commitment to transparency and conflict-free negotiations provides results that impact what is most important to corporate stakeholders: reducing costs, increasing profitability and improving valuations.

Throughout his career, Jim has represented tenants in more than 25 million square feet in over 65 markets and negotiated leases with an aggregate value exceeding \$600 million for companies in a broad range of industries including consumer product distribution, e-commerce, paper and plastic packaging and contract manufacturing.

BUSINESS AND EDUCATIONAL BACKGROUND

Jim joined Colliers after the company acquired Interstate Tenant Advisors, a company he co-founded in 2003. Interstate Tenant Advisors was one of the first firms to specialize exclusively in industrial tenant representation.

COMMUNITY INVOLVEMENT

Jim serves as the president of the board of directors for the East Village Youth Program.

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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