



# Jim Shipman, JD, MBA

PRESIDENT, CHIEF OPERATING OFFICER  
Colliers Boise Office



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## EDUCATION/QUALIFICATIONS

**BA, History and Public Policy**  
Duke University

**Juris Doctor**  
University of Denver, Sturm  
School of Law

**MBA**  
University of Denver, Daniels  
College of Business

## CONTACT DETAILS

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## BACKGROUND

**2016 - 2017**  
*Three Ships, LLC* | SLC, Utah

### Managing Director

- » Management and sourcing of ground-up development and acquisition opportunities and advisory services in the US.
- » Sourced (brokers, owners, off-market contacts) and reviewed net lease properties for investment/development opportunities.
- » Negotiated and secured two financing proposals for up to \$60 million of leverage for net lease investment fund.

**2005 - 2016**  
*Phillips Edison & Company* | SLC, Utah

**Exec. VP & Partner, Acquisitions, Development & Fund Management (2015-16)**

**VP, Fund Management (2012-2015)**

**VP, Development & Owner (2009-2015)**

**Senior Director Development (2005-2009)**

- » Full P&L responsibility for management (7 direct reports) of entrepreneurial affiliate with offices in Salt Lake City, Baltimore, Portland and Cincinnati. Focus on ground-up development and acquisition for net lease properties throughout the United States. Management of all aspects of development projects including entitlement, leasing, financing, construction and dispositions.
- » Delivered over \$200 million of ground-up development
- » Generating over 34% gross profit upon disposition of properties
- » Acquired \$80+ million of properties in 36 months
- » Provided an IRR of 15%+ to investors
- » Management of two investment funds of \$150 million
- » Raised \$22 million of equity from individual high net worth investors

**1999 - 2002**

*HGM Medical Lasers* | Denver, Colorado

- » Responsible for the turnaround and subsequent sale of company following the death of its founder. Managed 7 direct reports and total employees of 93 including procurement, manufacturing, engineering, regulatory compliance, sales and marketing and accounting.
- » Increased value of company from \$710,000 to \$7.8 million at sale.

**1992 - 2005**

**Attorney, Legal Career**

- » Law practice almost exclusively in real estate serving clients small and large in a wide variety of real estate issues and contracts. A sampling of client companies as follows; Weingarten Group, American Ski Company, Hines Development and Prentiss Properties, Home Depot and Prologis Trust.

## COMMUNITY INVOLVEMENT

- » Nominee Ernst and Young Entrepreneur of the Year Award
- » Member North Carolina, Colorado and Utah (active) and Bar Associations
- » Former Member Board of Directors, Howe Sportsdata International 1997-1999
- » Former Member Board of Directors, Adams Camp for Developmentally Disabled Children
- » Former Member Board of Directors, Salt Lake Arts Council
- » Honored Professional, National Register's Who's Who in Executives and Professionals
- » Head Basketball Coach, East High School, Salt Lake City, Utah