



Jim Shipman, JD, MBA

Bio

As Managing Owner and Market Leader, Jim oversees all aspects of Colliers business across the five offices located throughout Idaho. Jim is a licensed broker in Idaho, Utah, Wyoming, Montana and Oregon, providing Colliers clients access to multiple markets throughout the West.

Since arriving in 2017, Jim has opened 3 new Colliers offices in Idaho, increased the staff by 30%, welcomed 12 new owners and guided the company to gross revenue and profits in excess of four times their levels prior to his arrival.

Prior Work Experience

Phillips Edison & Company | SLC, UT
Executive VP & Partner, Acquisitions, Development & Fund Management
 (2015 - 2016)
VP, Fund Management
 (2012 - 2015)
VP, Development & Owner
 (2009 - 2015)
Senior Director Development
 (2005 - 2009)

Full P&L responsibility for management 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 US. Managed all aspects of development projects including entitlement, leasing, financing, construction and dispositions.

- Delivered over \$300 million of ground-up development
- Provided an IRR of 15%+ to investors
- Management of two investment funds valued at \$150 million

HGM Medical Lasers | Denver, CO
 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 tenfold at the time of sale.

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 Prentiss Properties, Home Depot and Prologis Trust.

Community Involvement

- Current Member – Board of Directors of Boise Metro Chamber of Commerce
- Former Member – Board of Directors of Big Brothers Big Sisters of South-west Idaho
- Nominee – Ernst and Young Entrepreneur of the Year Award
- Member – North Carolina, Colorado and Utah (active) Bar Associations
- Former Member – Board of Directors, Howe Sportsdata International
- Former Member – Board of Directors, Adams Camp for Developmentally Disabled Children
- Former Member – Board of Directors, Salt Lake Arts Center
- Honored Professional – National Register's Who's Who in Executives and Professionals
- Former Baseball Coach – East High School, Salt Lake City, Utah

Managing Owner | Idaho
 Market Leader

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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

Affiliations/Memberships

Designated Real Estate Broker
 Idaho

Responsible Broker
 Wyoming

Supervising Broker
 Montana

Real Estate Sales Agent
 Utah

Principal Broker
 Oregon