



Paul D. Bickford

VICE PRESIDENT
Minneapolis-St. Paul



paul.bickford@colliers.com

DESIGNATIONS

Certified Commercial
Investment Member (CCIM),
designation candidate

MEMBERSHIPS

Minnesota Commercial
Association of Realtors
(MNCAR)

National Association of
Realtors (NAR)

REPRESENTATIVE CLIENT LIST

Big Ink
Burgess Industries
Midwest Blinds
Neometrics
Otto Bock
Pallay Display
Shorewood Engineering
The Hartfiel Company
Wagner Spray Tech

CONTACT DETAILS

DIR 952 897 7732
FAX 952 842 7732

Colliers International
4350 Baker Road
Suite 400
Minnetonka, MN 55343

www.colliers.com

AREA OF EXPERTISE

Paul Bickford has been a member of the industrial leasing and brokerage division of Colliers International (formerly NAI Welsh) since 1988, and has successfully completed more than 2,300 lease/sale transactions totaling more than 45 million square feet with an approximate lease/sale consideration of over \$800 million. Currently, Paul oversees a 1.5 million-square-foot portfolio of industrial properties on behalf of six institutional and four local owners.

Paul maintains a strong network of owners, tenants and brokers to keep the buildings in his portfolio fully leased. Paul handles every step of the real estate process for his clients, including telephone prospecting, site searches, negotiating final lease or purchase agreement terms, and facilitating the construction process.

PROFESSIONAL ACCOMPLISHMENTS

Paul handled the leasing of a seven building, 421,000-square-foot office/warehouse portfolio located in Minnetonka on behalf of a large industrial REIT. The portfolio was 24% vacant and within two years, Paul achieved a 100% occupancy level including securing long term leases with its two largest tenants, St. Jude Medical and Cargill. This ultimately allowed the real estate owner to sell the portfolio at a price that even exceeded their expectations.