

Neiman, Sibley join Brokaw

By John Rebchook, Rocky Mountain News

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Brad Neiman and Glen Sibley met on a ski lift in Crested Butte in 1971.

The pair, who combined have more than 65 years experience in commercial real estate, immediately hit it off.

"We've skied together at least once every year ever since," said Sibley, who has 25 years in the business, including responsibilities with the 56-story Republic Plaza, and the Museum Residences, designed by architect Daniel Libeskind.

Now, for the second time in their careers, they are working for the same company — Denver-based Fleisher Smyth Brokaw, headed by Michelle Brokaw.

Brokaw, who also has worked for Neiman in the past, is one of the few women in Denver to own a major commercial real estate investment, development and management firm.

Sibley, 60, recently was hired as president of Denver-based Fleisher Smyth Brokaw.

Neiman, 65, will serve in a senior advisory and management capacity at the privately held firm.

"We're going to work to bring the company to the next level," said Sibley. "Brad and I won't be here forever. Maybe five or six years, when we can turn it over to a younger generation. This is really more about Michelle than about us. She is super-smart and has the energy of three people. She's also smart enough to know what she doesn't know, which is where we can help."

Brokaw bought Fleisher Smyth in 2004. During the past 18 months, she sold about \$80 million in properties.

"Our business plan is to buy five to 10 properties a year," Brokaw said. She said they would primarily buy office, retail, mixed-use properties, and medical office buildings. They are focusing on buying buildings priced between \$5 million and \$20 million each.

They are especially interested in buying "value-added" properties, said Neiman, whose career has spanned 40 years as a broker and developer.

"I had plans to retire," he said after recently leaving Denver-based Northstar Commercial Partners.

"I had accomplished everything I wanted to accomplish at Northstar," said Neiman, who is known for taking adventure vacations around the world. "But I enjoy building companies, so when Michelle offered me this, it was too good to pass up."

In the 1980s, Sibley, who most recently worked at Corporex Colorado, and Neiman worked for developer George Thorn in different divisions at Mile High Properties. Brokaw, who met Neiman when she worked for the Resolution Trust Corp., the government group in charge of liquidating the assets of failed S&LS in the late '80s, also worked for Neiman at Mile High.

"I think the world of all of them," Thorn said about Neiman, Sibley and Brokaw. "I think they are going to make a very interesting team. They should do well."

Neiman already has advised Brokaw about buying a building near the former Children's Hospital site at the edge of downtown, and an office building in Cherry Creek.

"This is a great mix," Brokaw said about Sibley and Neiman. "They're bringing a great exchange of ideas to the table. I'm really excited."

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