

**BARRY BIRNBERG**

Vice President



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**SPECIALIZATION**

*Brokerage Services  
Industrial Group*

**CLIENT RELATIONSHIPS**

- Diversified Graphics
- McNally Smith College of Music (formerly Musictech College)
- Del Monte
- Gallagher Bassett
- Cooperative Power
- Braun Intertec
- Minnesota Police and Peace Officers Association
- Loffler Business Systems
- Dakota County
- General Electric Asset Management
- Northco / Navigator Core Real Estate Fund
- Morton Salt
- PPG
- Dish Network
- Smurfit-Stone

**CAREER SUMMARY**

Barry Birnberg, Vice President, provides consulting, strategic planning, tenant representation services to industrial and office users throughout the Minneapolis/St. Paul area. He also provides landlord representation working successfully on a variety of projects. He is well versed in complex negotiations, such as, substantial land sales and acquisitions, and build-to-suit development scenarios where his skills and patience allow for successful transactions.

Prior to joining Grubb & Ellis|Northco Real Estate Services in 1998, he was employed in the tax departments of the public accounting firms of Coopers & Lybrand L.L.P. and KPMG Peat Marwick L.L.P., where he developed consulting and situational analysis skills that enable him to deliver dependable solutions to his clients.

**EXPERIENCE**

- 1998 – Present: Grubb & Ellis | Northco
- 2003 – 2004: Senior Associate, Grubb & Ellis | Northco
- 1998 – 2003: Associate, Grubb & Ellis | Northco
- 1997 – 1998: KPMG Peat Marwick L.L.P.
- 1995 – 1997: Coopers & Lybrand L.L.P.

**EDUCATION**

- J.D. – University of Minnesota Law School
- B.S.B. – Carlson School of Management

**PROFESSIONAL RECOGNITIONS / AFFILIATIONS**

- Licensed Real Estate Agent
- National Association of Industrial and Office Properties (NAIOP)
- Minnesota Commercial Association of Realtors (MNCAR)
- Minnesota State Bar



**GRUBB & ELLIS**  
Northco Real Estate Services