

Scott M. Welsh
President

Scott has over fourteen (15) years experience leasing and selling office, industrial, and commercial real estate. He specializes in servicing the needs of local and institutional property owners, corporate users, and real estate investors. Scott has been involved in more than 700 lease/sale transactions, totaling in excess of 6,000,000 square feet and \$700,000,000.

Professional Experience

Inland Companies

Milwaukee, Wisconsin 1995 – Present

- Full service commercial real estate provider (brokerage, management, construction, development, facility maintenance)
- Landlord Assignments
 - Two Park Plaza 198,000 Sq. Ft.
 - Executive Office Park 353,000 Sq. Ft.
 - 250 Plaza 202,000 Sq. Ft.
 - West Allis Center 367,000 Sq. Ft.
 - Brown Deer Office 180,000 Sq. Ft.
 - Park Place Technology Ctr. 167,000 Sq. Ft.
 - Franklin Industrial Center 226,000 Sq. Ft.
 - Glendale Business Center 136,000 Sq. Ft.
 - Gateway Business Center 75,000 Sq. Ft.
 - Stadium Business Center 94,000 Sq. Ft.
 - Mill Run Business Center 125,000 Sq. Ft.

Tenant Assignments

Terra Investments
GES
Best Buy Headquarters
Lifetouch Headquarters
Gateway Plastics

Welsh Companies, Inc.

Bloomington, Minnesota 1995 - 1989

- Represented both tenants and building owners in lease and sale transactions of commercial buildings and land sites. Landlord clients include:
 - TIAA – Teachers Insurance & Annuity Association
 - Prudential Insurance
 - Zeller Realty
 - Mutual of New York
 - Travelers Insurance Company
 - Northwestern Mutual Life Insurance
 - Birchler Properties
 - BGK Group
 - Real Estate Recycling

Inland Management

Milwaukee, Wisconsin 1980 - 1988

- Property management and leasing, manager

Designations/Affiliations

Member, NAIOP

Member, OCR

Waukesha Area Chamber of Commerce 1999 Top 10 Small Business of the Year

Education

University of Wisconsin - Whitewater, Bachelor of Business Administration

Degree in Management

Client List

Teachers Insurance & Annuity Association

The Principal Financial Group

Brookfield Investment

BGK Group

Real Estate Recycling

Terry Investment

VK Development

First Industrial

Opus

References

The success of any relationship depends on communication and trust between owner, contractor, architect, and client. It requires the commitment to work together to attain the common objectives of having the assignment completed in accordance with the client's wishes. The following parties would be willing to discuss our capabilities and past performance.

Welsh Development
Mr. Dennis Doyle – CEO
Minneapolis, MN
(952) 897-7700

Principal Capital Management
Mr. Rick Strawn – Asset Manager
Des Moines, IA
(515) 246-7192

BGK Group
Mr Gary Coley – Asset Manager
Santa Fe, NM
(505) 992-5144

Terra Investment
Mr. Neal Sparby
Milwaukee, WI
(262) 968-3125

Real Estate Recycling
Mr. Jeff Hall – President
Minneapolis, MN
(612) 904-1513