



JOHN WALSH

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PARTIAL CLIENT LIST

- ▶ University of Wisconsin Medical Foundation
- ▶ University of Wisconsin Hospitals and Clinics
- ▶ Fiskars
- ▶ Exact Sciences
- ▶ Verizon Wireless
- ▶ Urban Land Interests
- ▶ WEA Trust
- ▶ Park Bank
- ▶ Old National Bank
- ▶ Oakwood Senior Living
- ▶ Dunkin Donuts
- ▶ Coalition of Wisconsin Aging Groups
- ▶ Anchor Bank
- ▶ Pepsi Cola
- ▶ Tormach, Inc.
- ▶ AFSCME
- ▶ Westphal Electric
- ▶ International Brotherhood of Electrical Workers, Local 159
- ▶ Gabriel Environmental Services
- ▶ City of Madison
- ▶ Livesey Company
- ▶ Astropak

PROFILE

John Walsh is a founding principal of Lee & Associates Madison office with over 35 years of extensive experience in all aspects of the commercial real estate and development industry. He has brokered hundreds of transactions representing a wide range of local and national clients throughout Wisconsin and Northern Illinois. He has also developed, owned and managed numerous commercial real estate projects. Through his commitment to his customers, John has become a trusted advisor to many. John is a licensed Commercial Real Estate Broker in the State of Wisconsin.

Notable Recent Transactions Include:

- Represented International Brotherhood of Electrical Workers, Local 159 to facilitate the \$952,000 sale of their 10,568 square foot building and the \$2,970,000 acquisition of a new 33,495 square foot building to house their new offices and training facility in Madison, WI.
- Represented Sarick, LLC to sell a 26,432 square foot data center in Milwaukee, WI for \$6,500,000.
- Represented Tormach, Inc. to sell a 19,040 square foot office and industrial building in Waunakee, WI for \$2,175,000.
- Represented University of Wisconsin Medical Foundation in the development of a 200,000 square feet administrative office building and over 5 family practice clinics.
- Developed the World Dairy Center transforming a 100 acre parcel into over 1,000,000 square feet of office and industrial space.
- Represented Urban Land Interests on the redevelopment of 25 W. Main to include Old National Bank headquarters and 86 apartments. \$100 million redevelopment with total value of \$160 million.
- Represented University of Wisconsin Hospitals and Clinics Authority through the RFP process, lease negotiations, TIF negotiations, developer agreement, contractor selection for \$26 million, 60,000 square feet digestive health center.
- Represented Fiskars in the consolidation and relocation to a new \$23 million US headquarters.
- Represented WEA Trust in the sale of 2 office buildings for \$23.5 million and leased back.
- Represented Verizon Wireless in procurement of 16 new locations.
- Represented Dunkin' Donuts in procurement of 15 new locations.
- Developed multi-tenant retail centers in Elkhorn, Sun Prairie, Oregon, Ripon, Berlin, Madison, Platteville and Marshfield.
- Developed single tenant retail locations for Old National Bank in Bellevue, DePere, New Glarus, Mount Horeb, Ripon and Berlin.
- Developed manufacturing facilities for Pepsi in Madison, WI and Rockford, IL.

Notable Awards Include:

- Citizen of the Year - Dane County Sheriff Department
- Volunteer of the Year - Coalition of Wisconsin Aging Groups

EDUCATION

John graduated from the University of Wisconsin-Madison where he was a member of the Badger men's hockey team.

COMMUNITY INVOLVEMENT

- Greater Madison Commercial Broker Group Member
- Waunakee Foundation Board Member