



Scott Frederiksen President

Scott Frederiksen is a Principal and President of Welsh Securities, LLC and holds his Series 24, 7, and 63 licenses. Mr. Frederiksen's in-depth knowledge of the real estate marketplace, coupled with his aggressive marketing ability has provided the foundation for many long-term relationships with individual and institutional investors as well as corporate users of real estate.

Mr. Frederiksen joined affiliate Welsh Companies, LLC ("Welsh") in June of 1987, and is currently a Principal of Welsh and the President of its real estate investment division, WelshInvest. As a Principal of Welsh Mr. Frederiksen has been actively involved in the asset-based growth of Welsh and WelshInvest, which has acquired and developed in excess of \$1B in property through various partnerships, private real estate funds and joint ventures.

Mr. Frederiksen's experience with private placement securities began in 1985 when Welsh sponsored its first Regulation D offering: an eight-building portfolio purchased for \$6,000,000. Since this first offering and self-raise of equity, affiliate WelshInvest has placed more than \$150 million of equity in real estate acquisitions through Regulation D offerings to accredited investors. Mr. Frederiksen's involvement in the private placement offerings of WelshInvest has extended into virtually every area – from structuring and negotiating the offering, fundraising and sales assistance to the broker dealer, member of the investment committee, investor, and manager of the acquisitions, legal, due diligence, asset management, investor relations, and dispositions personnel oversee the day-to-day operations of the investment assets. He has extensive knowl-

Education and Training

- Series 24 License
- Series 7 License
- Series 63 License
- Certified Commercial Investment Member (CCIM) Designation
- Society of Industrial and Office Realtors (SIOR)

Professional Memberships

- Certified Commercial Investment Member (CCIM)
- National Association of Industrial and Office Properties (NAIOP)
- Minnesota Commercial Association of Realtors (MNCAR)
- National Association of Realtors (NAR)
- International Council of Shopping Centers (ICSC)

edge about the legal documentation and regulation involved in these types of offerings that complement his vast industry knowledge to make him a leading professional in real estate private equity offerings. Mr. Frederiksen's experience in private placements includes both identified-asset acquisitions and blind-pool private equity funds with set investment criteria.