



Randy L. Bauernfeind Asset Manager

As an Asset Manager for Welsh Companies, Randy Bauernfeind is responsible for the financial and strategic management of Welsh's Midwest Real Estate Fund, LLC and Real Estate Fund IV, LLC, managing over two million square feet of space in the upper Midwest.

Prior to joining Welsh, Randy served as Vice President and General Manager of Corporate Real Estate for ING Americas, where he managed a one million-square-foot office portfolio in Downtown Minneapolis. Overseeing all property and facility management staff, Randy negotiated all third party leases and performed lease valuation analysis. He was also responsible for all ownership issues. Having spent nearly 20 years at ING, formerly a ReliaStar Life Insurance Company, Randy began as a Controller for the Investment Real Estate Group and was promoted through the ranks to Asset Manager, Director, and finally Vice President. He began his real estate career as a property accountant for Oxford Properties.

Randy has over 20 years of experience in commercial real estate. During this time he completed the \$123 million sale of ING's one million-square-foot office facility in Downtown Minneapolis, which consisted of three office buildings and various parking facilities. To date, he has completed over 175 lease transactions totaling over 2.8 million square feet, and has closed 34 property sales with a value of \$300 million. Randy managed a \$300 million, 60 property portfolio for ING, provided facilities management for the company's 400,000-square-foot office space in Minneapolis, and led numerous million dollar-plus capital improvement projects.

Education and Training

- Bachelor of Science, Accounting and Finance, Minnesota State University, Mankato