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## Erik Johnson Senior Associate, Welsh Capital

As a Senior Associate with Welsh Capital, Erik applies his extensive knowledge of commercial mortgage finance to identify and execute innovative financing solutions for his clients. He studies each client's needs and objectives before recommending the most appropriate source of debt.

Erik maintains strong relationships with a wide network of lenders including life insurance and finance companies, commercial banks, and Wall Street investment conduits. With over nine years commercial real estate experience, he has a wealth of knowledge and resources at his disposal as he seeks the best financing options for each of his clients. Erik has helped contribute to the success of Welsh Capital, which has originated over \$1 Billion since its inception in late 1998.

Before joining Welsh Capital, Erik served as a Commercial Banking Officer at TCF National Bank. His diverse banking and lending experience includes work with both start-up companies and established firms in all industries and all types of loans, including equipment financing, working capital lines of credit, and commercial real estate. Erik also represented TCF on several non-profit loan committees; including the Metropolitan Economic Development Association, the Minneapolis Consortium of Community Developers, and WomenVenture.

### Education & Training

- Bachelor Degree, Finance, Drake University

### Professional Memberships

- National Association of Industrial and Office Properties (NAIOP)