



Executive Vice President | Boston  
Capital Markets

thomas.welch@colliers.com  
Direct: +1 617 330 8045  
Mobile: +1 617 957 6558  
colliers.com

100 Federal Street  
Floor 13  
Boston, MA 02110

### Education or Qualifications

University of Massachusetts,  
Bachelor of Arts, summa cum  
laude

### Affiliations or Memberships

Licensed Massachusetts Real  
Estate Broker

Counselors of Real Estate

Real Estate Finance Association  
(REFA)

## Thomas F. Welch, CRE

### Area of Expertise

Mr. Welch joined Colliers' Capital Markets group in 1998. He is an executive vice president and a shareholder of the firm, specializing in up front consulting and planning for client capitalization strategies and "hands-on" package-to-close execution of debt and equity financings. In his 27 years at Colliers, Mr. Welch has participated in transactions totaling over \$5 billion.

### Business and Educational Background

Prior to joining Colliers International, Mr. Welch was employed by Kirk & Company as a commercial real estate appraiser. He also served in the United States Coast Guard.

### Representative Clients and Projects

**776 Summer Street, South Boston, MA.**  
\$32.25 million of pre-development financing for the former Edison Power Plant, which will be transformed into a vibrant, large mixed-use development.

**200 Forest Street, Marlborough, MA.**  
\$160,000,000 in aggregate financing, including opportunistic acquisition financing for the vacant 109-acre former Hewlett Packard Campus, speculative redevelopment bridge financing for one 528,000 square foot office/R&D building and the refinancing of the building upon stabilization.

**2036 Webster Avenue and 1301 Avenue M, Bronx/Brooklyn, NY.** \$50 million in construction financing arranged on behalf of SNL Development Group for the development of two state-of-the-art self-storage facilities totaling over 2,500-units. Secured through Heitman Capital Management, the loans were 90% LTC and non-recourse.

**1690 Revere Beach Parkway, Everett, MA.**  
\$56 million sale of a multifamily development site entitled for 741 units in Everett.

**New Balance World Headquarters, Brighton, MA.** Fixed-rate construction / permanent loan through Prudential Capital Group. The transaction's long-term loan structure prevailed against other lenders and allows the client, New Balance, to move forward with the development of its new world headquarters at Boston Landing. The 276,000-square-foot HQ will serve as a cornerstone of the entire 1.45-million-square-foot development site and positions New Balance as a model and leader for other companies looking for a cost-effective alternative to Boston with excellent commuter access.

**135 American Legion Highway, Revere, MA.**  
\$69.6 million bridge financing for the acquisition and repositioning of the 809,050 square foot manufacturing, warehouse and distribution headquarters of the New England Confectionary Company (NECCO). The loan was subsequently restructured and upsized into a \$115 million facility to provide 100% of the capital required for base building construction and lease-up expenses.

**230 West 41<sup>st</sup> Street, NY.** \$70 million financing arranged on behalf of The Research Foundation of the City of University of New York with Voya Financial in 2014. The 313,341-square foot office building with retail is adjacent to the New York Times' headquarters in Times Square and was nearly 100 percent occupied on completion of the deal. Refinanced in 2024 for \$70 million despite significant illiquidity in CRE debt markets for office assets, weak leasing conditions and materially increased vacancy.