



NEW ENGLAND REAL ESTATE JOURNAL

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Formerly of Olympia & York and Title Guarantee Co. Bilsky offers 30 years of commercial Real Estate expertise

WAKEFIELD, RI – Sandy Bilsky has devoted his entire real

estate career to the art of negotiation, which he has practiced as a corporate real estate executive, consultant and commercial



real estate and business broker at the local, national and international level. He is a noted expert in commercial real estate marketing and property sales and has an extensive background in retail site selection, shopping center and office leasing, office building development, and surplus property disposition. Over the last 30 years he has negotiated thousands of contracts and leases with major U.S. corporations including American Express, Merrill Lynch, Coopers and Lybrand, General Electric, Sears Roebuck, Fireman's Fund, Aetna, Liberty Mutual, Cigna, Chase Bank, Fleet Bank, Bank of Montreal, IBM, Neiman Marcus, The Gap, Lord & Taylor, Loews Theatres, AT&T, ARCO, KCF,

McDonald's and Wendy's.

In his corporate role, Bilsky spend 12 years at Olympia & York reporting to the Reichmann Brothers during the period when they were the largest privately owned commercial real estate developers in the world. As vice president of leasing, director of business development and senior negotiator for Olympia & York, he was responsible for over 14 million s/f of retail and office space throughout the United States. He also contributed his knowledge to such renowned properties as The World Financial Center in NYC and Canary Wharf in London. Formerly, Bilsky served first as an officer of the Title Guarantee Company, then as northeast regional real estate director for Kentucky Fried Chicken Corp. and director of real estate and construction for the Hit or Miss division of Zayre. In his three years at KFC, he built over 60 fast-food restaurants, with some becoming the highest volume stores in the system. At Zayre, in two years his department built and opened 55 new stores, primarily in shopping centers from coast to coast.

As a commercial real estate consultant, Bilsky has represented two of the largest property management companies in the country, Koll and the Trammel Crow Company, where his most significant project was contracting for the management of three million s/f of Fleet Bank properties.

During year and a half period in the mid-'90s Bilsky entered the public sector as director of business development for the R.I. Economic Development Corp. His recruiting efforts with two large employers added about 1,500 jobs in the state and he created strong relations inside the state government and with the state's largest builders and corporations.

Bilsky has been a speaker at conferences given by The National Association of Corporate Real Estate Executives, The Society of Industrial and Office Realtors and Commercial Property News.

Bilsky is now applying his real estate knowledge and negotiating skills to his commercial real estate brokerage and consulting business in Rhode Island.

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