



### **Dean Macfarlan**

#### *Managing Partner*

Dean founded the Firm in 1984 after a three and a half year term with Hank Dickerson and Company, a Dallas-based real estate brokerage firm. Starting with a staff of two, he slowly built a regional commercial property management, development, and investment firm. In 1993, he acquired the real estate operations of Fuller Real Estate in Houston, and in 1994 he acquired the commercial management operations of JPI, the developer of Las Colinas located in Irving, Texas. Dean eventually built a team that could serve clients nationwide and in multiple sub-sectors, and also has developed relationships with a broad base of private and institutional investors. The operating company developed expertise in office, industrial, retail, residential, land, and hospitality uses. Dean is a founding member of the University of Texas Graduate Center for Real Estate Finance and holds a Bachelor's Degree in Business from the University of Texas.

### **Todd White**

#### *Partner, Chief Investment Officer*

As Partner and Chief Investment Officer, Todd heads up Macfarlan's Acquisition function and directs multiple Acquisition teams. He joined Macfarlan in 1990, and he has extensive experience in leasing, commercial development, land development, municipal planning, acquisitions, and dispositions. At Macfarlan, Todd has consummated over \$800 million of transactions in nearly all real estate sub-sectors and in most U.S. markets. Todd attended Southern Methodist University, where he studied Political Science and is a licensed Real Estate broker.

### **Kathy Parnell**

#### *Senior Controller*

Kathy joined Macfarlan in 1992. She is responsible for the day to day functions of the Accounting Team and primary supervision of team personnel. Additional responsibilities include monitoring the system of Internal Controls for improvements and compliance, review of property and partnership level financial statements and monthly closing files, external audit management, accounting for the firm's internal financial records and cash confirmations. Prior to joining Macfarlan, Kathy provided property management support for a Dallas commercial property management firm and was a Payroll Accountant for an Oklahoma City based architectural & engineering firm. Kathy holds a Bachelor of Science degree from the University of Central Oklahoma.

### **Mac Macfarlan**

#### *Vice Presiden Acquisitions/Asset Management*

Mac joined Macfarlan in 2007 as an Investment Analyst with the Acquisitions team researching, underwriting, building relationships with brokers, crafting investment packages and market reports and sourcing new transactions.

Since joining Macfarlan, Mac has added to his focus Asset Management and currently manages a portfolio of assets in excess of \$600 million. Prior to joining Macfarlan, he worked as a petroleum land man in Fort Worth, Texas, attended a leadership and ministry-focused graduate studies program, and interned at Carol Jones Realtors in Branson, Missouri. Mac holds a Bachelor of Arts degree from Baylor University, and is a member of Urban Land Institute, The Real Estate Council (TREC), North Texas Commercial Association of Realtors (NTCAR), Baylor Bear Foundation and Baylor Alumni Association.

### **Lynn T. Genung, CPA**

#### *Property Accounting Manager*

Lynn Genung is a CPA and the Property Accounting Manager. He prepares property and partnership financial statements, performs acquisition and disposition accounting integrations and manages the partnership distribution process. Prior to Macfarlan, he was a Senior Accountant for Trammell Crow where he was responsible for integrating an acquired outsourcing service and construction company. He also worked as a Tax Accountant for Kaufman, Munn and Associates, and a staff accountant for CompUSA and Sun-X International. He joined the firm in 2000 and is a member of the American Institute of Certified Public Accountants and the Texas Society of CPA's. He holds Bachelor Degrees in Business Administration in Accounting and Business Management from West Texas A&M University and is a Certified Public Accountant.





**Lisa Bernal**

*Cash Operations Specialist*

Lisa joined Macfarlan in 2003. She is responsible for all banking activities and records. Operations include online banking management, wire initiation, account transfers, ACH direct deposits, bank account analysis review and billing. Prior to Macfarlan, Lisa was Treasury Assistant and Accountant for an international real estate firm for eight years.

**Callie C. Nixon**

*Capital Markets Associate*

Callie joined the firm in 2008. She works directly with the Capital Markets team as she helps to execute Capital Markets strategies targeting wealth advisors, institutions and endowments, and high net worth individuals. Prior to working at Macfarlan, she worked in fund raising and marketing for a well-known motivational speaker in Dallas. She graduated from Texas A&M University with a degree in Communication and a minor in English.

**Belinda Neal**

*Payroll/Payables Specialist*

Belinda Neal joined Macfarlan in 2003. Her primary responsibilities are payroll, accounts payable and accounts receivable. Belinda has a Certified Payroll Professional designation and is a member of the American Payroll Association. Prior to joining Macfarlan, Belinda worked for a wireless telecom tower company, e-business integration solutions company and a major retail company. She has managed multi state payrolls for up to 5000 employees.

**Dusty Korbel**

*Executive Assistant*

Dusty joined Macfarlan in 2009 supporting Dean Macfarlan and Todd White. Dusty holds a Texas Real Estate license and conducts research and finds sources for Capital Markets. Before Macfarlan, she worked in the Tradeshow and Event industry in sales as an Account Manager; as a Supervisor, managing a team of six in show services and logistics; owned her own company for 9 years; and was a Territory Sales Manager for Energizer in California. Dusty is a supporter of Texas Scottish Rite Hospital and loves to shoot skeet and travel.

**Joy Porras**

*Team Administrator*

Joy joined Macfarlan in 2010 supporting acquisitions, asset management, and accounting. Prior to joining Macfarlan, she worked as an Executive and Personal Assistant for an oil & gas company, a commercial real estate company and a well-known BBQ restaurant in Dallas. Joy lives with her husband and beautiful and energetic daughter in Plano.

**Nicole Haines**

*Investor Services/Capital Markets Associate*

Nicole joined Macfarlan in 2010. For Investor Services, she handles all change requests, status updates, inquiries and reporting. For Capital Markets, Nicole conducts research and finds sources. Nicole obtained her Bachelor of Science from Bucknell University and her Master of Science from the University of Texas at Dallas. Prior to joining Macfarlan, she worked as a fundraiser and event planner for her alma mater, Bucknell University and Delta Delta Delta sorority, of which she is a member.

