

---

## PAUL BROWN

*Principal*

---



Paul Brown is a principal leading the Dallas Office and his responsibilities include overseeing the financing, development, and construction of MGB's national corporate build-to-suit operations. Paul and his partner Kent Gregory have developed projects in over 30 States. Mr. Brown has been active in the real estate business since 1990, with extensive experience nationwide leading the value creation process on real estate development, redevelopment, and acquisition projects from deal pursuit to final completion. Mr. Brown has been actively involved in office, industrial, and retail real estate investment, development and construction for over 28 years, having managed multiple land, office, retail, and industrial development teams including financial analysis, loan procurement and closing, legal and title consultants, lease negotiation, design and construction disciplines, as well as municipal relationships for securing entitlements.

Mr. Brown has developed over \$80,000,000 of land, \$100,000,000 of medical clinic and office product and \$150,000,000 of industrial distribution, freight, and bulk warehouse development. He has extensive experience at corporate build-to-suits including **Fresenius Medical Care clinics, Verizon Operations Facilities and Verizon Wireless Call Center, Cummins Engine Manufacturing, Liberty Mutual Office, One Beacon office, Airtran Airlines Training Center, Cox Communications, Dell Computer Corporate Campus-Round Rock, Texas; Kraft Foods North America Refrigerated Finished Goods Warehouse, Mason City, Iowa; American Airlines Information Systems Reservations/Data Center-San Antonio, Texas; Fedex Freight Regional Distribution Terminals; and ABB Power Technologies Regional Office and Assembly Operation-Greensburg, PA.**

After beginning his career at Corgan Associates Architects, Mr. Brown earned an MBA and joined Macfarlan-Morgan Stanley Dean Witter Southwest Partners, a private real estate investment and development firm. He later joined Duke Realty Corporation, the largest office and industrial REIT in the nation at that time, establishing the development and construction operations of the newly created Texas office.

Mr. Brown earned his Bachelor Degree in Architecture from the University of Oklahoma, and a Master of Business Administration with concentrations in Real Estate and International Business from the University of Texas at Arlington.

**Texas Office**