

Mark Fancher, president

Mark is co-founder and President of Park Lane Advisors, L.L.C., a consultancy and asset management firm formed to identify, unlock and increase cash flow in parking operations. A twenty-five year industry professional, Mark has extensive experience in developing and managing large real estate operating and asset management platforms. Prior to forming Park Lane Advisors, Mark served a number of functions, including Vice President – National Property Operations and Vice President – Asset Management, for Equity Office Properties Trust. In these roles, Mark originated, developed and executed a number of highly successful operating initiatives that drove profitability while changing industry convention. Among his accomplishments, Mark developed Equity Office’s national parking program, which created \$530 million in additional value over a five-year period across the nation’s largest captive commercial parking asset portfolio.

Mark received a B.E.D. from the Department of Architecture at Miami University in Oxford, Ohio.

Tom Foster, advisor

Tom supports the marketing of Park Lane’s solutions and establishes strategic relationships for the firm. Tom has successfully raised over \$5 billion in real estate investment funds over a 25-year career representing multiple industry leaders including JMB Realty and Rockwood Capital.

Tom received a B.A. from Duke University and J.D. from the University of Michigan.

Rob Kohn, principal

Rob supports the marketing of Park Lane’s solutions and establishes strategic relationships for the firm. For most of his career Rob has been active in raising capital for private equity real estate firms, having raised \$400 million to date. Rob’s prior experience includes several years as an investment banker with JPMorgan where he executed transactions in Singapore, China and Australia.

Rob received a B.S. from Georgetown University.

Aaron O’Donnell, associate

Aaron assists the firm’s strategy and business development functions. Prior to joining Park Lane, Aaron was an attorney at DLA Piper LLP (US) where he represented clients in all aspects of real estate transactions, including acquisitions and dispositions, private/preferred equity investments, financing and lease negotiations.

Aaron received a B.B.A in Finance and Business Economics from the University of Notre Dame and J.D. from the University of Michigan.

Kevin Dahm, associate

Kevin is the firm’s Financial Manager, overseeing Park Lane’s asset management functions. Previously, Kevin was an acquisitions analyst for LaSalle Investment Management where he evaluated over \$10B in potential real estate acquisitions and closed over \$500M in transactions. Prior to LaSalle, Kevin worked at Merrill Lynch Capital where he held credit, portfolio management and underwriting roles.

Kevin received a B.B.A. in Real Estate and Urban Land Economics and Finance from University of Wisconsin – Madison. Kevin is also a M.B.A. candidate at Kellogg School of Management, Northwestern University.