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of the
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CFO
YEAR



SMALL PRIVATE COMP

DAROLD FRENZEN

Company: Kessinger/Hunter & Co. LC

Description: Kessinger/Hunter is the Kansas City area's oldest commercial real estate company. It has grown to more than 200 employees, \$23 million in revenue and \$2 billion of real estate under management. The company provides sales, leasing, property management, development and construction management services for office, retail and industrial properties throughout the United States, Canada and Europe.

Education: Bachelor's degree in accounting and business administration, Northeast Missouri State University (now Truman State), 1973

The road to Kessinger/Hunter: Frenzen began his career as a member of the audit department for the Kansas City office of Arthur Young & Co. (now Ernst & Young). He moved to the private sector in 1982, joining DST Systems Inc. as its controller and became experienced in real estate finance after the rapid growth of subsidiary DST Realty Inc. began around 1987. Two years later, he joined Kessinger/Hunter as CFO.



Business philosophy: Frenzen said Kessinger/Hunter Chairman Chuck Hunter taught him that "it has to be a win-win for everybody. You don't come out long term when it's only winning for you. Also, be fair, honest and ethical."

Key accomplishments: Keeping up with growth that has led to a quadrupling of revenue since Frenzen joined Kessinger/Hunter 20 years ago. During that time, Frenzen's accounting staff has grown from three to 16, which helps him manage the more than 175 bank accounts that Kessinger/Hunter maintains for its clients.

What he's most proud of: Being respected and well-liked by co-workers and associates, bringing stability to the organized chaos known as commercial real estate, and helping the company prevent layoffs during the recession.

Community service: Frenzen's many volunteer roles include board member and treasurer for the Quality Hill Playhouse, a nonprofit theater organization that just completed the first phase of a three-phase expansion plan. Frenzen's wife, Melinda MacDonald, is an actress and singer who is performing in "All Sinatra" at Quality Hill.