



Patrick J. McGannon, SIOR
President

Patrick J. McGannon is President of Kessinger/Hunter & Company. Kessinger/Hunter & Company is a full-service real estate firm, handling 25 million square feet in 23 states and internationally. Pat has 23 years of experience specializing in industrial real estate sales, leasing, and development.

In addition, Pat currently oversees an industrial department that handles the leasing and sales of over nine million square feet of industrial properties in the Greater Kansas City area. Over the years, Pat has personally handled day-to-day leasing and sales of nearly 2.1 million square feet of industrial properties in the metropolitan area. Those projects include the Renner Commerce Center, Congleton Industrial Park, Forbes Industrial Park, and Interchange Business Park. Over

his career, Pat has negotiated over four hundred transactions totaling more than \$300 million.

Pat is very active in the Society of Industrial and Office Realtors and has served on the National Board of Directors. He is a former National Education Fund Trustee and has previously served as the Inter-City Transactions National Chairman. Locally, he is a past President of the Western Missouri/Kansas Chapter and has also served as Vice-President, Treasurer and SIOR Development Day Chairman.

Pat has received national awards from the Society of Industrial and Office Realtors for Largest Dollar Transactions and Highest Number of Transactions. He is a past member of the Board of Directors of the Metropolitan Board of Realtors, a former President of the Commercial Division of the Metro Board, and was honored by the Board in 1994 as Commercial Realtor Salesperson of the Year. In 2004 and 2006, the CoStar Group named Pat a Kansas City "Power Broker" based on sales volume.

Transaction highlights in the Kansas City metropolitan area include:

- Sale of the 300,838 SF **Dillons Food** warehouse;
- Sale of a 289,000 SF distribution center to **American Eagle Outfitters**;
- Sale of the 204,000 SF **Sonoco Products** facility;
- Lease of 120,000 SF to **Ash City Sportswear**;
- Sale of 54,000 SF former **Chiquita Foods** building;
- Sale of 126± acres of land for a state-of-the-art **FedEx Freight** truck terminal.

Civically, Pat has been involved with the Hands and Hearts Association and the Rockhurst High School Development Campaign, as well as the Ellis Foundation, where Pat sponsors an annual scholarship to a deserving rural high school student. Pat is currently on the Board of Directors of Higher M-Pact, an organization helping high-risk youth. Pat is on the City of Mission Hills Board of Zoning Appeals and Crime Commission. He also serves on the Country Club Bank Board of Directors and is a member of the Young Presidents Organization.

Pat graduated in 1984 from Georgetown University with a degree in Finance (BS/BA) from the School of Business. He has been a lifelong Kansas City resident and is married with five children.

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