



Kevin McKenna
Senior Executive Vice President
Lic No. 00887289
Mobile: +1 949 300 0084
Kevin.McKenna@colliers.com



Bo Smith
Vice President
Lic No. 01816178
Mobile: +1 714 290 7919
Bo.Smith@colliers.com



Greg Merrill
Associate Vice President
Lic No. 01906709
Mobile: +1 951 218 2099
Greg.Merrill@colliers.com

McKenna Industrial Team



Area of Expertise

The McKenna Team is committed to helping their clients understand the macro dynamics of the Global Supply Chain, and guiding clients through every phase of the Industrial Real Estate Investment life cycle in the Inland Empire.

This cycle includes all facets of sourcing developable land, design, development, and construction of large industrial properties, through the leasing and or sale to Credit Tenants, and Institutional Investors.

Over the past 35 years, the team has successfully sold or leased industrial buildings totaling over 20 million square feet, in addition to having sold more than 25,000 acres of land for a total consideration of approximately \$3 billion.

Awards and Affiliations

- Colliers International, Top 10 Producer
- Colliers Everest Club
- NAIOP, Board Member 1995-Present, Past President, Nat'l. Board of Directors, 2014-2016
- SIOR: Former Member and Executive Board
- Global Logistics Training 2014, 2015
- Colbert Coldwell Circle (Top 1% Nationally), Numerous Awards

Global Logistics Supply Chain

Kevin has a solid knowledge of the Global Supply Chain. He was on the Steering Committee of Colliers' Logistics & Transportation (L&T) Solutions group for five years and has visited container ports in Beijing, Shanghai, Hong Kong, Panama Canal, Rotterdam, LA/LB, NY/NJ, Norfolk, Seattle, Tacoma, Vancouver, and Houston as well major rail intermodal yards across the country. Kevin has studied the trucking industry and has toured countless e-commerce facilities across the US.

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Kevin McKenna, Senior Executive Vice President

Kevin McKenna is an Senior Executive Vice President with Colliers International and among the most successful industrial real estate brokers in all of Southern California. Kevin McKenna has completed over \$3 billion of real estate transactions throughout his thirty-five year career. During Kevin McKenna's career, he has completed numerous significant land sales, tenant representation, landlord representation and institutional investment sales.

Mr. McKenna earned a Bachelor of Science degree in business administration, with an emphasis in accounting, from the University of Southern California. Kevin McKenna practiced as a Certified Public Accountant (CPA) with Arthur Andersen & Co. for seven years before becoming the Chief Financial Officer for an oil and gas exploration and development company.

Bo Smith, Vice President

Bo Smith works with the McKenna Team specializing in Industrial properties within the Inland Empire. With fifteen years of experience as a commercial broker, Bo has leased and sold hundreds of acres of land and millions of square feet of industrial buildings. Bo has over twenty-five years of experience as an entrepreneur, owning and managing companies in the clothing, cosmetics, and consumer packaging industries.

Mr. Smith earned a Bachelor of Science in Business Administration with an emphasis in Finance from the University of Colorado-Boulder.

Greg Merrill, Associate Vice President

Greg Merrill is an Industrial Specialist with Colliers International and a member of the McKenna team, specializing in land development, and industrial leasing and sales in the Inland Empire. His job includes effectively marketing properties for clients, researching available sites, analyzing comparable lease & sales, and advising land owners on strategies to maximize the value of their assets. He has proven to be a proficient cold caller as part of the team's business development strategy, successfully sourcing new listings and tenants for the team's listings.

Mr. Merrill earned a Bachelor of Science degree in business administration with an emphasis in applied mathematics from Pepperdine University. Prior to working at Colliers, Mr. Merrill worked in the Development Department of Caruso Affiliated, a world-renowned real estate development company.

Colliers
2855 E. Guasti Road, Ste 401
Ontario, CA 91761
Broker Lic. 01908231