



Message From the 2019 Chapter President Lauren Young

As the San Francisco Bay Area NAIOP President for 2019, I want to thank our members and sponsors for your contribution to our record-setting 2018 membership and programs.

I am honored to serve as the 2019 Chapter President. My NAIOP membership has afforded me invaluable networking and educational opportunities since I became involved in the Chapter 15 years ago, and I am excited to guide the Chapter in 2019, with a specific focus this year on engagement and connection. With the current level of market activity, and competition for time and mindshare, my goal is to help make NAIOP the most relevant and “go-to” real estate network in the SF Bay Area—the network in which our members and sponsors choose to engage and spend their time.

This year, to improve engagement and networking opportunities, we will be working to improve the new member onboarding process, as well as how existing members connect to other members and to valuable volunteer opportunities. We are also focused on increasing member involvement across the career spectrum as well as engaging sponsors in a deeper way to ensure we are delivering value... [READ MORE](#)

Now Accepting Nominations for the 7th Annual Best of the Bay Awards

EVENTS CALENDAR

January 23 (Wednesday)
Technology in CRE - SAVE THE DATE

[Add to Google Cal](#)

[Add to iCal/Outlook](#)

February 4-6 (Monday-Wednesday)

Chapter Leadership & Legislative Retreat

[More Information](#)

February 5 (Tuesday)

Real Estate Insider: PDR/100 Hooper - SAVE THE DATE

[Add to Google Cal](#)

[Add to iCal/Outlook](#)

February 13 (Wednesday)

Best of the Bay Awards - SAVE THE DATE

[Add to Google Cal](#)

[Add to iCal/Outlook](#)

April 25 (Thursday)

30th Annual Real Estate Challenge

[Add to Google Cal](#)

[Add to iCal/Outlook](#)



Mark your calendar for the 7th Annual Best of the Bay awards dinner, coming up on Wednesday, February 13, 2019! Click the image above to watch a video about the Awards.

We are now accepting nominations for 2018's:

- Best Investment Transactions: (SF, East Bay, Peninsula)
- Best Lease Transactions: (SF, East Bay, Peninsula)
- Development of the Year: (Office, Development, Multi-Family)
- Multi-Family Deal of the Year
- Industrial Investment of the Year
- Financing Transaction of the Year
- Developing Leader of the Year
- Diversity Champion Award
- Creative Dealmaker of the Year
- General Contractor of the Year
- Rehab/Repositioned Deal of the Year

Nominations will be accepted through January 9th!

[Nominate!](#)



Save the Date! The 2019 NAIOP SFBA Kickoff: Technology in CRE

Join NAIOP San Francisco and the membership committee at The Armory on January 23rd for a happy hour and panel discussion of new technology in the commercial real estate industry. Will new technology unlock productivity, democratize investing, and increase performance, or will it struggle to deal with the complexities and personal nature of the commercial real estate business? Join us at the soon-to-be-reimagined Armory (1800 Mission St) to discuss these topics and more with NAIOP members and tech industry veterans. Non-members are encouraged to attend and learn more about what

NAIOP has to offer! Admission fee waived for any member who brings a prospective new member.

[Add to Google Cal](#)

[Add to iCal/Outlook](#)



Real Estate Challenge Participants - Where Are They Now?

Leading up to the 30th Anniversary of the NAIOP SFBA Real Estate Challenge (Cal vs. Stanford) on April 25, 2019, we will be featuring some past participants and where they are in their CRE careers.

Alexandra Stoelzle is real estate development professional and self-professed “plannerd” who loves the challenge of shaping the urban environment. As Director of Development and Land Planning at Kilroy Realty she has ample opportunity to indulge her passion. In her role, Stoelzle manages Kilroy’s planning and entitlement efforts, working closely with architects, engineers, city planners, community groups, and a team of environmental and public relations consultants. Additionally, she acts as a resource to her colleagues on the investment and asset management teams with regard to due diligence, planning and zoning code issues. “The most rewarding aspect of my career is the ability to implement the combined vision of the City, the community, and the company to create longstanding, iconic buildings that positively shape the future of cities and... [READ MORE](#)



Time to Renew Your Membership!

Members, many of you should have received a reminder to renew your membership for 2019. Renewing online is easy! Visit www.naiop.org and sign into your account. Your username is your email address and your password is your member id, unless you changed it.

Questions about renewing or forgot your password? Email membership@naiop.org.

New Website Features Coming Soon!

Your NAIOP Chapter will shortly be rolling out a new website with many exciting features including:

Searchable Membership Directory: Logged in members will now be able to view and search for other members of the Chapter. If your contact information has recently changed and is not yet updated with NAIOP, please send the information to admin@naiopsfba.org. Members also have the option to opt-out of a listing in the same fashion.

Local Job Board: NAIOP SFBA will now have an online job board to share local job opportunities. If you have a position that you would like us to post right away, please contact admin@naiopsfba.org.



Welcome New Chapter Members!

Please join us in welcoming these new NAIOP SFBA Members from the month of November 2018.

Erin Biswell, JLL
Elizabeth French, AEI Consultants
Min Kim, Westbrook Partners
Carolina Lima, PCCP LLC
Gary Pestana, JLT Specialty Insurance Services, Inc.
Andrea Pierce, Starwood Capital Group
Jennifer Schaeffer, JLT Specialty Insurance Services, Inc.

Now Accepting Annual Sponsors for 2019!

Become a Chapter Sponsor for 2019 and receive great benefits like annual corporate membership, tickets to the premier chapter events, priority registration, advertisements in NAIOP publications, and much more... [SEE THE BENEFITS](#)



NAIOP SFBA Office Holiday Schedule

Important: The NAIOP San Francisco offices will be closed from December 21 - January

1, 2019 for the holiday season. We will be back to serving our Bay Area members on Wednesday, January 2nd.

Platinum Sponsors



NAIOP San Francisco Bay Area Chapter

575 Market Street, Suite 2125, San Francisco, CA 94105
Phone: (415) 369-9625

Visit www.naiopsfba.org

To ensure delivery, please add "admin@naiopsfba.org" to your address book.
Contact us if you have any questions.

Copyright ©2017 NAIOP San Francisco Bay Area Chapter. All rights reserved.

[To be removed from our mailing list, click here.](#) We respect your right to privacy

Conservation begins with each of us; please consider the environment before printing this email.