

Thank you ULI and Prologis for selecting me as a 2018 WLI scholarship recipient for the Fall Meeting. I'm truly grateful for the opportunity to attend my first national conference and Boston was the perfect setting. Navigating the larger national ULI network and conference can be overwhelming but having a mentor and participating in the smaller setting with a Product Council generated deeper relationships. My mentor, Mary Hager at Thackeray Partners in Dallas, is a key leader in the Small-Scale Development Product Council as well as a strong advocate for greater female participation in real estate. We were able to have some one-on-one time and discuss how to engage more young females to enter the real estate field. I'll always remember her remark at the WLI breakfast: "Our work isn't done until there's a line to the women's bathroom at the conferences."

One of the main highlights of the ULI Fall Conference was being a guest at the Small-Scale Development Product Council. I got an inside look with some of the key national ULI members and included a candid panel discussion about how they are navigating deals "late in the real estate cycle". These members have been on the Product Council for years and the ULI conferences are now like a bi-annual family reunion. They have the connections and resources to ask how they did a deal in a different market or trends they are seeing in Boston vs San Francisco. The Product Council also toured some properties in Seaport and East Boston (because we were at a real estate conference after all). I was shocked by the differences in residential rental rates in Boston at \$4 to \$5 per square feet compared to Minneapolis, which is getting an average of \$2.75 a square foot. I also toured the Landmark Center, which was a former Sears Roebuck and Company Mail Order Store, in the Fenway Park neighborhood. It is currently being developed into office space with a food hall on the first floor. It was a great comparison to see how they are developing the space, because there is a sister building in Minneapolis, which was also originally designed for Sears. It was converted into residential units, offices and a food hall known as Midtown Exchange.

My experience at the Fall Meeting was invaluable and it has also given me the desire to become a member of a Product Council. While the real estate field is male dominated, I noticed that the ULI Product Councils are heavily skewed toward males. Now is the opportune time to gain new perspective and diversify the councils, and it would be privileged to be part of that change. Thank you again ULI and Prologis for selecting me as a scholarship recipient.

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