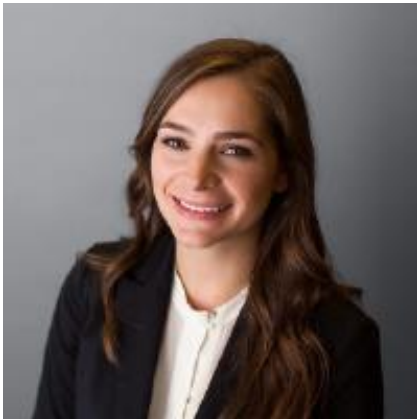


Developing Leader Profiles . . . People you Need to Know



Name: Laura Hyde

Company: Link Logistics

Position: Director

Age: 33

Education: B.A. in Economics from Cornell University

Years in Real Estate: 10

- 1. What led you to work in the Real Estate industry? Describe your current responsibilities:**
I am always very impressed when I meet with college students that have such a clear picture of what they want to do. I ended up in industrial real estate rather accidentally. I started out in NYC as generalist private equity analyst and with each career move, I became more specialized. Today I oversee acquisitions in the Midwest.
- 2. Who have been the biggest influences in your career?**
I have had a series of truly incredible mentors from Oak Street to PRG to Talos/Link who have really advocated for me and given me the opportunity to grow and expand my skillset.
- 3. Where do you see yourself in 5-10 years?**
In industrial real estate, of course! Hopefully still growing and learning and making a meaningful impact in whatever form that comes in.
- 4. How long have you been involved with NAIOP and what do you view as the benefits of your NAIOP Developing Leader membership?**
I have been involved with NAIOP since 2016, roughly. NAIOP DL provides a wonderful network of peers with whom to grow in the industry.
- 5. What is the most important lesson you have learned during your career?**
Treat people as you would want to be treated. It's a very small industry, you will likely see them on the other side of a deal in the future.
- 6. Tell us about a project or accomplishment that you consider most significant in your career:**
I helped lead the team in acquiring 14mm SF in Minneapolis over the past few years which has allowed us to steer the direction of the industrial market there. We used to joke that we were only able to do so because we were the only fools willing to tour assets in the Minneapolis winter!

7. What's something interesting you're working on right now?

We are looking at redeveloping assets within our existing portfolio which could be super accretive and also a great learning experience.

8. Outside of work, how do you enjoy spending your time?

I love travel, trying new restaurants and spending time with my dog, Gus.

9. What is your favorite building in Chicago?

I love Jeanne Gang of Studio Gang and all of the projects she has put her stamp on in Chicago. Closer to home, the Walgreens at Damen, North and Milwaukee is a great example of adaptive reuse.

NAIOP

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