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## **2021 Year in Review: Parker Snyder, Director of Business Development, ARCO New England**

December 31, 2021 - Spotlights



Parker Snyder  
ARCO New England

What was the biggest lesson you learned while working during the pandemic? Opportunities abound in distress. As the retail and hospitality sectors suffered, developers pivoted to industrial. We were well positioned to be the beneficiary of a building boom.

How has your working environment changed over the last year? My calendar has compressed. Meetings are more, and shorter. What used to be a few hours commitment including driving time is now a quick 15 minute catch up face-to-face on the status of a project. People pop in and out of my day.

What was your greatest professional accomplishment or most notable project, deal, or transaction in 2021? We began work on an indoor cannabis grow facility that uses state-of-the-art automated equipment for potting, fertilizing, and harvesting.

What are your predictions for your industry in 2022? There will be a market correction that comes from nowhere, though obvious in hindsight. I think equity markets are overvalued, while industrial development will continue unabated.

What is the best advice you have received, and who was it from? My brother told me the other day that although our journeys seem to meander, we will look back and see that the path we were following was unbroken, and maybe even as straight as possible.

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