



Rachel Lenihan

Entitlements Project Manager

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Services

- Real Estate
- Land Use / Development
- Wine

Education

- Mount Holyoke College (B.A., 2018)
 - . cum laude
 - . Urban Design, concentration in Sustainable Infrastructure & Design Technology
- Cornell University (Certificate, 2022)
 - . Commercial Real Estate

Rachel Lenihan is an entitlements project manager in Farella Braun + Martel's Real Estate Industry Group.

Prior to joining Farella, Rachel worked as a project manager and associate land use planner in Napa County working on a wide range of entitlement projects from wineries to master-planned mixed-use developments. Most notably she co-authored the entitlements for a master use plan, specific plan, wildfire plan, and re-zone of a 16,000-acre project in Northern California, receiving Program & Project level EIR approval within two years.

Publications

July 17, 2023

Add Value to Your Winery by Monetizing Land Use Entitlements

Wine Industry Advisor

March 10, 2023

State Minimum Fire Safe Regulations Go Into Effect April 1, 2023

February 9, 2023

A Year in Review: SB 9 Slow to Gain Traction

May 17, 2022

Napa County Land Use Update: What You Should Know About Developments in the Local and State Regulatory Arena (Webinar)

Wine Industry Education Series

Outside the Office

Outside of her immediate professional expertise, Rachel is interested in the intersection of technology and sustainability in Web3, Crypto, and the NFT space. She loves inquiring about its impact on business, finance, and the potential for social good.