

On March 18-19, 2025, a NAIOP SoCal delegation descended on Sacramento for its annual Advocacy Trip to the State Capitol. The annual trip is a unique opportunity for NAIOP SoCal Members and commercial real estate leaders to meet with state legislators and staff, build working relationships and advocate on priority issues for our industry. Thanks to the efforts of our Senior Director for Government Relations, Jose Cornejo, the NAIOP SoCal delegation met with over 25 lawmakers from both sides of the aisle – including several freshman legislators – throughout the course of this year's visit.



Priority issues discussed with State Assemblymembers and Senators included clean-up language proposed by NAIOP SoCal and coalition partners on AB 98 (Reyes and Carrillo) – a last-minute, gut-and-amend bill regulating warehousing and logistics statewide, narrowly adopted last year in both state legislative chambers and signed into law by Governor Newsom.

The NAIOP SoCal delegation had an opportunity to meet with State Assembly Majority Whip Mark González (D-54) and express strong opposition to AB 380, a statewide bill authored by the Assemblymember. In its current form, the bill extends price gouging protections indefinitely during a state of emergency, disproportionately impacting commercial and residential property owners who rely on rental income to cover mortgages, rising insurance costs, and maintenance and repairs. Ultimately, the bill threatens to drive property owners – especially small landlords – out of the market, reduce rental availability and discourage investment in housing and commercial spaces. During the meeting, the lawmaker committed to working with NAIOP SoCal on adjustments to the language of the bill.

NAIOP SoCal delegates also advocated for the passage of AB 1435 authored by Assemblymember Stephanie Nguyen (D-10). The bill proposes a five-year (2026 – 2030) tax credit for commercial property owners covering 100% of cleanup costs for unauthorized encampments as well as illegal dumping and debris on private property.

This year's NAIOP SoCal delegation included the following Members and staff:

TJ Bard, Surf Management
CJ Collins, Kidder Mathews
Larry Denyer, LG Air Conditioning Technologies USA
Luis Gomez, Rexford Industrial Realty
Ebony Gore, KPRS Construction Services
Johnette Marmo, The Orden Company
Danielle Surdin-O'Leary, Prologis
Timothy Jemal, NAIOP SoCal
Jose Cornejo, NAIOP SoCal
Mihran Toumajan, NAIOP SoCa

To see all photos from the trip [click here](#).



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