

Message from the CEO

Dear Friends:

We all know the common refrain after the flight has landed, acknowledging that passengers have a choice when flying and thanking them for choosing their airline.

Joining NAIOP SoCal is a choice and I thank our members and sponsors for propelling us to new levels of service to support to you and the commercial real estate industry. Our goal is to make you a better professional and leader and to elevate the voice of commercial real estate on critical legislative issues.



Whether it's networking, education, or serving at the tip of the spear leading legislative advocacy, NAIOP SoCal is truly the premier commercial real estate association in Southern California. You can [renew your membership now](#) to ensure there's no break in your access to NAIOP member benefits. If you are not a member, now is a great time to join and reap the benefits of dozens of programs, events and legislative activities planned for 2025. [Click here](#) to join NAIOP SoCal and become part of the largest commercial real estate network in Southern California.

A NAIOP SoCal delegation spent last week in the nation's capital advocating for issues important to commercial real estate firms. We had over 20 meetings on Capitol Hill with Members of Congress and staff emphasizing key priorities and concerns for the commercial real estate sector in Southern California. To learn more, [Click Here](#).

Finally, our 4th Annual Awards Gala will be held on Wednesday, May 14 at the fabulous Vibiana in downtown Los Angeles. Don't forget to nominate your project and/or an individual for one of the many awards in what will be an evening of glamour and celebration. [Click Here](#) to learn more.

Warm regards,

Tim Jemal
CEO NAIOP SoCal

Upcoming Events



NAIOP U-February 26, 2025
Irvine

**Registration
Now Open**

Get ready to tackle the commercial real estate insurance crisis head-on! Join our expert panel as they unpack skyrocketing premiums, dwindling coverage options, and the ripple effects shaking the industry. Discover cutting-edge strategies to control costs, navigate difficult lender requirements, and protect your assets in today's turbulent market. This is your must-attend session to stay informed, stay resilient and stay ahead in the evolving insurance landscape.



Membership Info Session - March 4, 2025
Newport Beach

**Registration
Now Open**

Join us for an exclusive session to learn more about the benefits of becoming a NAIOP SoCal member. Whether you're looking to expand your network, gain access to top-tier educational resources, or get involved in key industry events, this session will provide all the details you need to get the most out of your membership in 2025. Don't miss this opportunity to connect and grow with the leaders in commercial real estate!

If you bring a prospective member, your registration fee will be waived. To take advantage of this deal, email **Dianna Xochitlotzi** at Dxochitlotzi@naiopsocal.org. It's a great chance to introduce someone to the benefits and community of NAIOP SoCal while enjoying the event together.



Connect OC - March 20, 2025
Irvine

**Register
Today!**

Join us at Connect OC 2025 for a day of networking, industry insights, and expert discussions on the future of commercial real estate! NAIOP SoCal members will be taking the stage to share their expertise—don't miss out on this opportunity to learn and connect.



Day at the Races - March 21, 2025
Santa Anita Park

**Registration
Now Open!**

**Become a
Sponsor
Today!**

Experience the thrill of the race at Santa Anita Park! Enjoy food and drinks, a private suite and live betting for an unforgettable afternoon of excitement and hospitality.



I.CON WEST - March 26-27, 2025
Los Angeles

**Register
Today!**

The premier event exclusively focused on the development, operation and expansion of industrial real estate, I.CON is the nation's largest gathering of industrial real estate professionals.

Hear the big ideas, trends and new technologies in industrial development from the best in the business, and make new professional contacts in the enthusiastic networking environment.

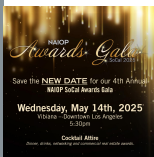


OC Real Estate Challenge - April 17, 2025 UCI Campus

Join us on Thursday, April 17th for NAIOP SoCal's fourth annual Orange County Real Estate Challenge as graduate student teams from Chapman University's George L. Argyros School of Business & Economics and the University of California, Irvine's Paul Merage School of Business compete head-to-head in a real estate challenge!

[Click Here for Sponsorship Opportunities](#)

SAVE THE DATE



Awards Gala - May 14, 2025 Vibiana Downtown Los Angeles

Join us on Wednesday, May 14, 2025, at the iconic Vibiana in downtown Los Angeles for an unforgettable evening celebrating excellence in Southern California's commercial real estate industry.

[Submit your Nominations Today!](#)

SAVE THE DATE

This highly anticipated event will shine a spotlight on trailblazing leaders, honor their remarkable achievements and bring together an extraordinary community of NAIOP SoCal members, nominees and guests. Let's come together to toast the innovation, dedication, and passion that drive our industry forward.

[Become a Sponsor Today!](#)

Don't miss your chance to be part of the celebration—submit your nominations today and help us recognize the best in the business!



Y Games- June 13, 2025 Newport Dunes

THEME: Early 2000's

[Click Here for Sponsorship Opportunities](#)

SAVE THE DATE

We're thrilled to announce that Y Games is making a comeback for YPG's 20th Anniversary! This highly anticipated event is designed for all YPG members and developing leaders looking to connect, compete and celebrate in an unforgettable way. Join us back at the Newport Dunes for a day of friendly competition, networking and industry camaraderie.

Mark your calendar and stay tuned for more details and registration information—you won't want to miss one of the best industry events of the year!

High-profile sponsorships will be available. Click below or contact Becky Ezell at bezell@naiopsocal.org for more information.

Curious about what Y Games is all about? Here's a [RECAP](#) from a previous year!

2025 NAIOP SoCal Sponsorship Opportunities



Stand out amongst the competition as a supporter of the industry's most important commercial real estate organization. A NAIOP SoCal sponsorship provides you access to nearly 1,300 real estate professionals and to 600 of the top commercial real estate firms in Southern California through high-profile promotion at sold-out hallmark events as well as via our social media platforms and website.

[Click Here to Become A Sponsor Today!](#)

2025 NAIOP SoCal Membership



Join NAIOP SoCal today and connect with over 1,300 industry-leading Commercial Real Estate professionals from 600 of the top performing companies in Los Angeles and Orange County.

2025 will continue offering superior networking events, industry education, engagement in our committees and a robust legislative affairs program with NAIOP SoCal as the primary voice for the commercial real estate industry.

Your membership in NAIOP SoCal provides a substantial return:

- **EDUCATION** to help you grow your business
- **NETWORKING** with industry leaders
- **LEGISLATION** giving you a voice in state and federal matters affecting your business

Questions? Contact [Becky Ezell](#) or call 714-550-0309.

[Click Here to Join Today](#)

Welcome NAIOP SoCal New Members

January 2025

Tyler Blue, Green Street Advisors
Diogo Draese, J.P. Morgan Private Bank
Clay Goldthwait, Bolour Associates, Inc.
Elisha Gould
Cameron Harris, Lee & Associates
Reid Helton, Greenlaw Partners LLC
Jeff Hull, Verdantas, Inc.
Morgan Johnson, Talonvest Capital
Claire Jones, Gantry
Nicholas Keutzer, Forms+Surfaces

Scott Meredith, George Smith Partners
Reed Mitchell, ARCO National Construction | Pacific Coast
David Morgan, David Morgan & Associates, Inc
Michael Mullahey, MCA Realty, Inc.
Armine Nahigian, Yogurtland
Chase Nakayama, Business Finance Capital
Allison Page, CDL Design Group
Patrick Pearson, Mark IV Capital, Inc.
Jeremy Principe, Westcord

Nick Krueger, Northwestern Mutual Real Estate Investments
Carter Lewis, Prologis
Eddy Lopez, LPA Design Studios
Michael Lowhorn, Kennedy Wilson - Commercial Investment Group
Lillie Lustig, Bellwether Asset Management
John McMillan, Newmark

Abi Quintino, Terracon Consultants, Inc.
Spencer Richley, J.P. Morgan Asset Management
Spencer Sampson, GotUWired
Nicholas Schilling, US Bank
Marshal Vogt, Lee & Associates
Audrey Yue, Rutan & Tucker LLP

Young Professionals Group



NOW ACCEPTING APPLICATIONS FOR NAIOP SoCal's YPG CLASS OF 2025-2026!

NAIOP SoCal is pleased to announce that applications for the 2025-26 Young Professionals Group (YPG) are now being accepted. Designed for individuals age 35 and younger who wish to further their educational and leadership skills, this 12-month, 70-hour course provides a broad-based understanding of the critical components of the commercial real estate business, as well as key business and operating principles and networking opportunities with leading industry executives.

**DEADLINE
MARCH 14**

The application process begins NOW ... deadline for receipt of ALL application materials is **March 14, 2025**, and July 11, 2025, for receipt of tuition and employer endorsement fees.

For questions, contact Becky Ezell at bezell@naiopsocal.org or the Chapter office at 714-550-0309.

[Click Here for Application Requirements](#)

[Click Here to Begin Application!](#)



Sponsor the Future of CRE Leadership with NAIOP SoCal's YPG!

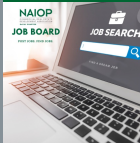
The Young Professionals Group (YPG) is NAIOP SoCal's premier professional development and leadership program, designed to elevate the brightest emerging talent in commercial real estate. Each year, 35 top-tier real estate professionals embark on an intensive 12-month, 70-hour course that prepares them to lead and innovate in the industry.

Why Sponsor YPG?

As a sponsor, your brand will have exclusive access to YPG's current class and gain exposure across NAIOP SoCal's extensive network. Sponsorship of YPG offers unmatched opportunities for engagement and visibility among the next generation of real estate leaders.

For more information [Click Here](#).

Looking for Talent?



JOB BOARD Discover your next team member through our Job Board on naiopsocal.org. Whether you're seeking a Real Estate professional or an intern, our members are ready to step up. Submit your job or internship listing today and connect with qualified candidates who are eager for these new opportunities.

Please [click here](#) to post a job or send all information regarding your available job position to Dianna Xochitiotzi at dxochitiotzi@naiopsocal.org.

Not a NAIOP SoCal Member? Not a problem! Non-members are also welcome to advertise on our Job Board for \$25/week.

[Click Here to View Job Board](#)

[Click Here to View Internship Board](#)

NAIOP SoCal Legislative Update

NAIOP
COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION
SoCal Chapter

NAIOP SoCal 2025 ADVOCACY TRIP TO SACRAMENTO

**MARCH 18-19, 2025
STATE CAPITOL
SACRAMENTO, CA**

FOR MORE INFORMATION, VISIT
NAIOPSOCAL.ORG



We cordially invite NAIOP SoCal Members and friends to participate in our Annual Advocacy Trip to Sacramento from March 18-19, 2025.

NAIOP SoCal continues to be the leading voice for commercial real estate in Southern California. The meetings in Sacramento are critical in building deeper relationships with key State Legislators and talking positively about the contributions of Commercial Real Estate towards jobs, the goods movement sector and Southern California's economy. This is a fantastic relationship-building opportunity early in the current legislative cycle.

NAIOP SoCal Senior Government Relations Director, Jose Cornejo, is scheduling meetings with SoCal-based legislators and influential CA State Assembly and Senate Committee Chairs.

We encourage NAIOP SoCal Members to fly up to Sacramento on Tuesday morning, March 18 and return in the evening on Wednesday, March 19. We will also be having a Private Dinner with State Legislators near the State Capitol on the evening of March 18.

There is no registration fee for NAIOP SoCal Gavel Sponsors. If you are not a Gavel Sponsor, there is a \$150 **registration fee** to participate. The fee will cover our Tuesday evening Private Dinner as well as materials.

If you are interested in attending the NAIOP SoCal Annual Advocacy Trip to Sacramento, we appreciate you completing [this form](#). We ask that you specify the city of your home and office, to schedule constituent meetings with your State Senators and Assemblymembers.

Please contact NAIOP SoCal's Mihran Toumajan (mtoumajan@naiopsocal.org or (714-550-0309) if you have questions on travel logistics. Once you are confirmed to attend, we will send talking points and background information about State Legislators with whom we will be meeting.

All legislative meetings take place in the Capitol Annex Swing Space. The address for the Swing Space is: 1021 O Street, Sacramento, CA 95814

Overview of Scheduled Events for NAIOP SoCal's Annual Advocacy Trip to Sacramento:

Tuesday, March 18, 2025

1:00 PM - 5:00 PM, Meetings with State Legislators

6:30 PM - 9:00 PM, Private Dinner with State Legislators

Wednesday, March 19, 2025

9:00 AM - 2:00 PM, Meetings with State Legislators

All attendees are responsible for their respective travel expenses and hotel accommodations. We have a room block at the Holiday Inn Sacramento Downtown (an IHG Hotel) for one-night accommodations on the evening on Tuesday, March 18, 2025. Please [click here](#) to reserve your room by Friday, February 14, 2025 (3:00 pm PT). Alternatively, you may call the following number: **1-888-465-4329** and specify room block code "**NAI**" to book your room.

Room Block Rate with tax: \$173.80 per room The Holiday Inn Sacramento Downtown is located at 300 J Street, Sacramento, CA 95814.

We look forward to advocating with you during our Annual Advocacy Trip to Sacramento on March 18-19, 2025.



NAIOP SoCal Delegates Advocate for CRE Priorities on Capitol Hill

NAIOP SoCal representatives were pleased to participate in this year's NAIOP Chapter Leadership & Legislative Retreat (CLLR) on February 3-5, 2025 in Washington, DC.

NAIOP SoCal delegates at the annual CLLR included:

Tim Jemal, CEO, NAIOP SoCal.

Justin J. McCusker, Senior Executive, C. J. Segerstrom and Sons LLC and South Coast Plaza; Member of the 2025 [NAIOP](#) Board of Directors representing NAIOP SoCal.

[TJ Bard](#), Senior Vice President, Surf Management, Inc. Member of the 2025 NAIOP Board of Directors representing NAIOP SoCal; and Co-Chair, NAIOP SoCal Legislative Affairs Committee.

Mark Mattis, Principal, Avison Young; 2025 NAIOP SoCal Board President.

Courtney Wing, Development Manager, Newcastle Partners; Co-Chair, NAIOP SoCal Legislative Affairs Committee.

Ebony S Gore, Business Development Specialist, KPRS Construction Services, Inc.; Member, NAIOP SoCal Legislative Affairs Committee.

Mihran Toumajan, Government Relations Manager, NAIOP SoCal.

Spanning over 20 bipartisan and bicameral meetings on Capitol Hill with Members of Congress and staff, NAIOP SoCal delegates emphasized key priorities and concerns for the commercial real estate sector in Southern California, including.

To read more about NAIOP SoCal's articulated priorities to lawmakers, please click here <https://lnkd.in/gfTZTg5S>.

In addition to our meetings on Capitol Hill, NAIOP SoCal delegates organized a private dinner at DC's historic Old Ebbitt Grill in conjunction with fellow NAIOP chapters representing California's [NAIOP Inland Empire Chapter](#), Arizona Chapter of NAIOP and NAIOP Washington State.

Photos of the NAIOP SoCal delegation at the 2025 NAIOP CLLR can be viewed [here](#).

For information about NAIOP SoCal advocacy trips to Washington, DC and Sacramento (in March 2025 [Register Here](#)), please reach out to Mihran Toumajan at mtoumajan@naiopsocal.org or (714) 550-0309.

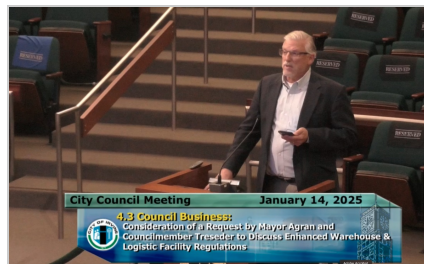
NAIOP SoCal Representatives Defend Industrial & Commercial Real Estate Interests at Irvine City Council Meeting

On Tuesday evening, January 14, 2025, the Irvine City Council, along with City staff, residents and commercial property stakeholders, including NAIOP SoCal, participated in a discussion during a hearing on "Enhanced Warehouse & Logistic Facility Regulations." The discussion was triggered by a January 5, 2025 memo from Irvine Mayor Larry Agran and Councilmember-At-Large Kathleen Treseder addressed to Irvine City Manager Oliver Chi requesting that City staff provide a presentation on this subject for discussion at Tuesday's City Council meeting. NAIOP SoCal Industrial Policy Task Force Chair and Rexford Industrial Realty Director of Entitlements, Steven Masura, along with NAIOP SoCal's Mihran Toumajan provided [public comments](#) in defense of Irvine's long-term, institutionalized industrial real estate stakeholders during the hearing.

The discussion was an attempt by Mayor and Councilmember to argue for restrictions on the by-right development of warehousing and logistics facilities in traditionally industrial hubs across the City, including in the Irvine Business Complex (located in District 6) and Irvine Spectrum (located in District 4) areas. The discussion was also a re-hash of an April 2023 Irvine City Council meeting when then-Councilmember Agran proposed an ordinance that would limit the by-right development of industrial facilities and, instead, require developers to apply for CUPs – an onerous and risky process when it comes to potential approval by the Irvine Planning Commission – in order to develop/redevelop relatively larger warehouses and logistics facilities in industrial zones. Then-Councilmember Agran, joined by Councilmember Treseder, lost the ordinance vote in April 2023 by a 3-2 margin. At the time, NAIOP SoCal presented an opposition letter for the record and spoke during public comment against the ordinance.

During the January 14, 2025 hearing, Councilmember Treseder made a motion, seconded by Councilmember Melinda Liu (District 1), "to request that the City Manager update previously proposed warehouse and logistics regulations, and to bring updated rules forward for City Council consideration." The motion passed by a 4-2 margin with Mayor Agran and Councilmembers Go, Liu and Treseder approving the motion, and Councilmembers Carroll and Mai opposing the motion. Irvine City Manager Oliver Chi was instructed to present a report on this subject during the first or second Irvine City Council meetings in February 2025.

If you own an industrial or commercial asset(s) in the City of Irvine, please inform NAIOP SoCal's Mihran Toumajan (mtoumajan@naiopsocal.org // 818.817.1714), as we are mobilizing industrial and commercial property stakeholders in Irvine to attend and deliver public comments during the February 2025 meeting. NAIOP SoCal will keep its Members aware of future developments on this critical issue in the City of Irvine.



Questions on Legislative Affairs? Contact NAIOP SoCal
Legislative Affairs Manager Mihran Toumajan, mtoumajan@naiopsocal.org,
or Legislative Advocate Jose Cornejo, jose@comejost.com.

If you have questions about how to connect with NAIOP SoCal,
please contact Becky Ezell, (714) 550-0309 or bezell@naiopsocal.org

Follow us on social media for more information on
membership, sponsorship, events and more!



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