

Message from NAIOP SoCal CEO

Dear Friends,

We did it. Or more aptly put, you did it!

NAIOP SoCal finished 2023 with the highest number of members in the 25 years since NAIOP OC merged with NAIOP LA to form NAIOP SoCal. We now stand at 1,300 members and have risen to the second-largest Chapter in North America (out of 54).



I thank the Board of Directors for their hard work and commitment to grow this organization and improve the commercial real estate industry.

In particular, thank you to Membership Committee Co-Chairs, [Parker Hutchison](#) and [Lisa Reddy](#), for steering the ship and taking us over the top in 2023. Thank you also to previous Membership Committee Chair [Andy Bratt](#) for putting us on a path of growth. Much credit goes to the NAIOP SoCal staff for their commitment to the organization to provide the best service possible to members and sponsors.

A membership growth rate of over 65% in a little over two years is not bad for a small nonprofit.

At the same time, we know we need to continue earning the trust of members and sponsors. There is still much room to grow and provide value.

We only briefly pause to celebrate this milestone as we are prepared for yet another battle to stop AB 1000, the warehouse ban bill. AB 1000 will be heard in the Assembly's Local Government Committee on January 10. Please be on the lookout for an action alert urging you to contact members of the Local Government Committee in opposition to AB 1000.

Thank you for your continuing support.

Happy New Year to all.

Best regards,

Timothy Jemal
CEO | NAIOP SoCal

Upcoming Events



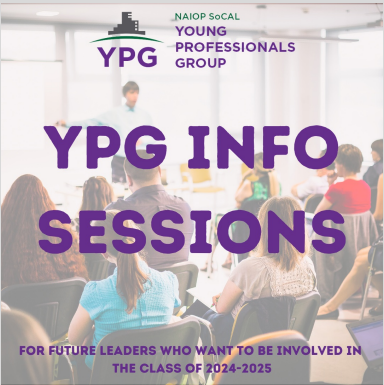
2024 Kick-Off
January 11, 2023
The Pacific Club

Let's ring in the new year together! Join us on Thursday, January 11 at the Pacific Club to Kick-off the new year with fellow Commercial Real Estate professionals as you enjoy great food and drinks. Here's to another great year!

[Register Today!](#)

[Sponsorship Opportunities](#)

[Register for Membership Open House](#)



YPG Info Sessions
January 16-17, 2024

NAIOP SoCal's nationally-acclaimed Young Professionals Group (YPG) is now accepting applications for the 2024-25 class. If you are 35 years of age or younger and are interested in the opportunity to become involved in this outstanding program as a candidate for the Class of 2024-25, this workshop will provide you with first-hand knowledge from the YPG advisors who launched the program and from individual students about their experiences and the value that the program delivers. You will learn about the criteria required, the curriculum, the fun and the pain of this 12-month, 70-hour course.

[Click Here to Register for OC - January 16, 2024](#)

Intersect Conference Center
17872 Gillette, Irvine

[Click Here to Register for LA - January 17, 2024](#)

Westwood Gateway
11100 Santa Monica Blvd., Los Angeles

Young Professionals Group Class of 2024-25
Applications now being Accepted - **Deadline March 15, 2024**

Click [Here](#) to begin application



ICON WEST
March 11-12, 2024
Hyatt Regency
Long Beach

A premier event exclusively focused on the development, operation and expansion of industrial real estate, I.CON WEST 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.

[Click Here to Register](#)

In Case you Missed it



LA Golf 2023!

Thank you to those that were able to join us at NAIOP SoCal's LA Golf 2023 Tournament. We hope those who attended enjoyed the course and activities! Of course, bragging rights are encouraged, see below for a list of tournament winners and congratulations to all winners and players!

Click [Here](#) to see photos from the day!

FIRST PLACE

Dean Aloe
Alex Conrad
John Fulton
Ben Stone-Walsh

SECOND PLACE

Cruise Adams
Ross Bourne
Matt Mexia
Steve Wagner

THIRD PLACE

Daniel Cenicerros
Kent Elliott
Fred Geisinger
Erik Pearson

CLOSEST TO THE PIN

Matt Muns
Crystal Hammer

LONGEST DRIVE

Colin Morris
Alicia Zaro

2024 NAIOP SoCal Sponsorship Opportunities

2024 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 more than 1,200 real estate professionals and to 500 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!

Membership Update



2024 Membership

Join NAIOP SoCal today and connect with over 1,200 leading Commercial Real Estate professionals from 500 of the top performing companies in Los Angeles and Orange County.

2024 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!

Looking for Project Sites



OC Real Estate Challenge - April 2024

We are excited to bring our renowned Real Estate Challenges to Southern California! Student teams from Chapman University and UCI, will compete head-to-head to determine the best use of commercial real estate sites in Southern California. Students will spend six weeks conducting intensive research before presenting their cases before a panel of real estate veterans and enthusiastic audiences.

We are actively looking for sites to be evaluated by these teams! This is an excellent opportunity to have your company promoted in NAIOP SoCal's marketing collateral as well as at the event site. Participation in this Real Estate Challenge allows to form a professional relationship with these soon-to-be graduate students!

If you have a site that you would like to present for consideration, please contact Becky Ezell at bezell@naiopsocal.org.

Mentorship



2024 Mentorship Program

NAIOP SoCal's annual mentorship program is designed to bring together young commercial real estate professionals and industry veterans to form relationships that lead to personal and professional growth for both the mentor and mentee.

[Click Here if you are interested in being a Mentor or Mentee](#)

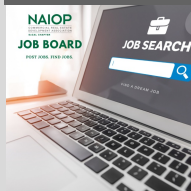
Welcome NAIOP SoCal New Members

December 2023

Colton Addy, Gibson, Dunn & Crutcher LLP
 Liam Armstrong, CBRE Investment Management
 Joshua Blank, JLL
 Kevin Bommarito, University of California Irvine
 Addie Calkin, Hager Pacific Properties
 Salvador Carrazzo, Wright Engineers
 Timothy Cho, University of California Irvine
 Colton Day, CBRE Investment Management
 Hayley Edmonds, Forefront Construction Services
 Maxwell Erickson, University of Southern California
 Reilly Fletcher, Panattoni Development Company
 Patrick Flynn, George Urban Advisors
 Richard Fragapane, The Muller Company
 Scott Furniss, Seventh Street Development
 Matt Galosic, Ares Industrial Management
 Brad Godwin, Chicago Title Company
 Peter Griffith, Ares Industrial Management
 Albert Haddad, Millie and Severson, Inc.
 Dean Hunt, CBRE
 George Knapp, CapRock Partners
 Jim Kruse, Kidder Mathews
 James Liao, Bank of America
 Maxwell Macey, Buchanan Street Partners

Alma Mahmood, The Abbey Company
 Sarah McDowell, University of Southern California
 Logan Murphy, Ensemble Investments
 Matt Nouri, USI Insurance Services, Inc.
 Joe Pera, CREDE
 Briana Rayhaun, University of California, Los Angeles
 Mike Renna, BKM Capital Partners
 Spencer Scheitler, Lockton Insurance Brokers, LLC
 Robert Schrader, University of California, Los Angeles
 Terence Tao, University of Southern California
 Monica Torres, Millie and Severson, Inc.
 John Viscounty, Voit Real Estate Services
 Zakary Win, University of California Irvine
 James Woods, University of California Irvine
 Taylor Yancey, LOWE

Calling All Members



JOB BOARD One of the many benefits you have available to you with your membership is our Job Board on naiopsocal.org. Do you have a vacant position that you are looking to fill? Are you looking for an aspiring Real Estate professional or Intern to join your team? No need to look further than our NAIOP SoCal members! Why wait? Your newest team member might be closer than you think!

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

Legislative Affairs Update

NAIOP
COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION
SOCAL CHAPTER

**CHAPTER
LEADERSHIP
& LEGISLATIVE
RETREAT**

**FEBRUARY 12-14, 2024
WASHINGTON, DC**

FOR MORE INFORMATION, VISIT
[NAIOPSOCAL.ORG](https://naiopsocal.org)

NAIOP SoCal invites you to attend the 2024 Chapter Leadership & Legislative Retreat

NAIOP SoCal invites its members to participate in the annual 2024 NAIOP Chapter Leadership & Legislative Retreat (CLLR) in Washington, D.C. from Monday, February 12 through Wednesday, February 14, 2024.

Meetings on Capitol Hill with SoCal-based Members of Congress will be scheduled by NAIOP SoCal for Tuesday and Wednesday (February 13-14, 2024). This is a unique opportunity to meet with Members of Congress and key staff in our nation's capital and discuss timely issues for the commercial real estate industry.

Photos from NAIOP SoCal's January 2023 CLLR fly-in and meetings on Capitol Hill can be found [here](#).

For further information on the annual 2024 NAIOP CLLR fly-in, please visit NAIOP SoCal's [Advocacy section](#) on its website or email NAIOP SoCal's Mihran Toumajan at mtoumajan@naiopsocal.org.

Click [here](#) to inform NAIOP SoCal if you are interested in attending the 2024 NAIOP CLLR in Washington, D.C.

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

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



THANK YOU TO OUR 2024 DIAMOND & PLATINUM SPONSORS

Diamond



Platinum



As of 1/31/2024

NAIOP SoCal | 918 E. Santa Ana Blvd, Santa Ana, CA 92701

[Unsubscribe bezell@naiopsocal.org](mailto:unsubscribe_bezell@naiopsocal.org)

[Update Profile](#) [Constant Contact](#) [Data Notice](#)

Sent by bezell@naiopsocal.org powered by

