

Message from NAIOP SoCal CEO

Dear Friends,

With just one more event in 2023, our [Mentorship Open House](#), we are closing in on another incredible year at NAIOP SoCal. I have two words to say to our members and sponsors: Thank You.



As a nonprofit membership association, sponsors and members are the lifeblood that drive our programs, events and legislative advocacy. Everything we do is about providing value to sponsors and members.

We are on track to end the year with the highest number of members in the organization's history. We are proud of our growth and know that continuing earning your support will require constant innovation, inflection and hard work. We don't always get it perfect, but I can assure you we strive every day to make you proud to be associated with NAIOP SoCal.

From our Board members to the volunteers, it's a team effort here at SoCal. Good people creating something bigger than themselves. And of course, the SoCal staff. I want to recognize all members of the SoCal team: Shelby Donine, Becky Ezell, Dianna Xochitiotzi, Mihran Toumajan, Jose Cornejo/Cornejo Strategies, Zynger Events and Apollonian Accounting. Our team may be small, but pound for pound SoCal punches way above our weight.

If you are a sponsor or a member, we thank you. Your support allows us to be an influential voice for commercial real estate in Southern California.

If you are contemplating whether you want to get involved, join us, [join a Committee](#) and be part a powerful network of those who shape and drive commercial real estate in Southern California.

Thank you and Happy Holidays.

Timothy Jemal
CEO | NAIOP SoCal

Upcoming Events

Register Today!

MENTORSHIP PROGRAM OPEN HOUSE

Thursday, December 7, 2023
4:00 pm - 6:00 pm
Hangar 24, 17877 Von Karman Ave, Irvine

Mentorship Program Open House
Hangar 24
Thursday, December 7, 2023

We encourage all those who are interested in learning more about NAIOP SoCal's Mentorship Program to join us for our Wrap-Up Reception on December 7. Our Mentorship Program provides young CRE professionals with valuable opportunities for personal and professional interactions with current leaders in the commercial real estate industry.

[Register Today!](#)

2024 KICK-OFF

THE PACIFIC CLUB
4110 MacArthur Blvd
Newport Beach, CA 92660

Thursday 01 11 2024
5:00 PM- 8:00 PM

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!

[Sponsorship Opportunities](#)

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

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.

Save the Date

In Case you Missed it



UCLA Takes Home the Silver Shovel -

26th Annual NAIOP SoCal LA Real Estate Challenge!

NAIOP SoCal's 26th Anniversary of its LA Real Estate Challenge was a huge success! We would like to thank our Honorary Coaches [Murray McQueen](#), President of [Tribune Real Estate Holdings, LLC](#) and [Kevork Zoryan](#), Managing Director at [Morgan Stanley](#) for joining us on November 16 to instill wisdom and leadership in our student teams before they took the stage.

Congratulations again to Team [UCLA](#) and Team [University of Southern California](#) for all their hard work. Our members and attendees thoroughly enjoyed each presentation and were impressed with both team's creativity and professionalism.

Join us next year to see which team will bring home the Silver Shovel!

Click Here to Read News Release: <https://lnkd.in/gPTVmqTx>

Thank you to our Event Sponsors for their support!

Project Site Sponsor: [City of Tustin](#)

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Masters Sponsor: [Link Logistics](#)

Bachelors Sponsor: [C. J. Segerstrom and Sons LLC](#), [Kennedy Wilson](#)

Academic Sponsors: [Barnes & Thornburg LLP](#), [Birtcher Development LLC](#), [JLL](#), [MetLife](#), [SR Watt Company](#).

Click Here for Event Photos: <https://lnkd.in/gvxdGrwU>

Thank you to our Judges:

[Emily Feder](#), [Allen Matkins](#)

[John Gormly](#) Chairman of the Board & CEO, [Oltmans Construction Co.](#)

[Chelsea Tamuk](#) Vice President of Investments, [Cabot Properties](#)

[Sergio Valentini](#) Southern California Regional Principal, [Ware Malcomb](#)

[Chad Walsh](#) Senior Managing Director, [Kennedy Wilson](#)

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](#)

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.

Application Deadline: December 31st, 2023

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

Welcome NAIOP SoCal New Members

November 2023

Michael Di Sano, Covington Development Partners, LLC

Sam Abed, BridgePoint Developments

Abbas Bamdad, University of Southern California - Student

Severin Elste, Morris, Inc.

Edward Garcia, University of California, Riverside

David Graves, Shopoff Realty Investments

Chase Kayler, UC Irvine, The Paul Merage School of Business

Dean Krieger, Kidder Mathews

Binh Nguyen, JWilliams Staffing

Jeffrey Oviedo, Jeff Oviedo and Associates, Inc.

Patricia Perman, Avison Young

Matthew Sawyer, Art Weiss Industrial Properties

Nicholas Segal, Rexford Industrial Realty, Inc.

Andrew Shirk, Voit Real Estate Services

G. Ryan Smith, George Urban Advisors

Collin Stickley, JWilliams Staffing

Nick Stoneman, Private Business Capital A Division of CalPrivate Bank

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.

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Click [HERE](#) to View Job Board

Click [HERE](#) to View Internship Board

Legislative Affairs Update



NAIOP SoCal Defeats Proposed New Moratorium on Industrial Uses in Pomona

At the Pomona City Council meeting on Monday, December 4, 2023, NAIOP SoCal and its Industrial Policy Task Force members were instrumental in defeating a proposed Urgency Ordinance (No. 4339), which called for a new, temporary 45-day moratorium "on certain logistics facilities and related uses." NAIOP SoCal submitted a [letter](#) to all Pomona City Councilmembers urging their opposition to the proposed ordinance, which targets medium- and large-scale distribution-oriented and fulfillment-oriented industrial uses across the City, including in Pomona's Specific Plan areas. NAIOP SoCal Industrial Policy Task Force Chair and Director of Entitlements at Rexford Industrial, Steven Masura, and NAIOP SoCal Government Relations Manager, Mihran Toumajan, were among industry representatives who provided public comments and urged Councilmembers to oppose the proposed ordinance.

The ordinance failed to garner the required 6 out of 7 votes to pass, as Councilmembers Elizabeth Ontiveros-Cole and Robert Torres voted in opposition to the proposed ordinance. Pomona's existing original moratorium on logistics and warehousing uses expires on December 31, 2023.

NAIOP SoCal will continue to keep its members abreast of developments in Pomona relative to the draft Zoning and Development Code, which is deleterious to Pomona's existing distribution- and fulfillment-oriented industrial uses as well as to future infill development and redevelopment projects across the city.

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

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



THANK YOU TO OUR 2023 DIAMOND & PLATINUM SPONSORS

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