

Message from the CEO

Dear Friends:

When there is injustice, I find there are two main reactions: complain or act.

AB 98, a statewide anti-warehousing, anti-logistics bill, written in secret and without input from regulated stakeholders, narrowly passed the State Senate and Assembly over the weekend.

NAIOP SoCal and dozens of other business groups including the California Business Properties Association, LA Chamber of Commerce, Orange County Business Council, LA County BizFed, California Manufacturers and Technology Association, the Business Roundtable, and cities and counties across the state all joined together to oppose this draconian legislation. We may not always agree with cities but we are unified against the usurpation of local control of land-use decisions.

Thank you to the hundreds of NAIOP members and allies who took swift action. The legislation was clearly in jeopardy until lots of arm-twisting and alleged horse-trading took place to get legislators to pass AB 98.

We have good reason to complain about the closed-door process jamming through a sweeping bill without stakeholder input that targets an industry critical to California's economic vitality.

In the long run, the commercial real industry must get stronger in legislative advocacy. And we will.

But today, I ask that your company write to Governor Newsom by 3:00 pm on Friday, Sept. 6 to veto AB 98. **Please [click here](#) to take action.**

Thank you.

Timothy Jemal
CEO | NAIOP SoCal



Upcoming Events



LA FALL MEMBERSHIP MIXER
SEPTEMBER 19, 2024

EVENT INFORMATION:
TIME: 5:30 - 7:30 PM
PRICING:
• MEMBER: \$75
• NON MEMBER: \$145
• STUDENT MEMBER: \$50
• STUDENT NON MEMBER: \$90

GET READY TO MEET, MINGLE AND MAKE CONNECTIONS AT FALL MEMBERSHIP NETWORKING MEET AT CITIZEN PUBLIC MARKET - LOS ANGELES

LOCATION:
CITIZEN PUBLIC MARKET
3000 S. GATEWAY BLVD
LOS ANGELES, CA 90023

PARKING:
\$5.00 PER HOUR
PARKING TOGETHER & STREET PARKING AVAILABLE

WEBSITE: WWW.NAIOPSOCAL.ORG
SOCIAL MEDIA: @NAIOPSOCAL

LA Fall Membership Mixer
September 19, 2024
Citizen Public Market, Culver City

Join us at Citizen Public Market in Culver City and meet fellow industry professionals as you enjoy the vibrant atmosphere of this popular venue!

[Register for the Event Today!](#)
[Click Here to view Sponsorship Opportunities](#)



CREW LOS ANGELES presents
NAIOP
COMMERCIAL REAL ESTATE PROFESSIONALS ASSOCIATION

2024 CALIFORNIA BALLOT VIRTUAL EVENT
MODERATED BY TIM JEMAL, CEO, NAIOP SoCal

SAVE THE DATE

Join us as top policy experts analyze 2024 statewide and local ballot measures, and their impact on commercial real estate and businesses in Los Angeles County.

OCTOBER 1, 2024 | 12:00 - 1:00PM

2024 CA Ballot Virtual Event
October 1, 2024
Zoom
(Save the Date)

NAIOP SoCal and CREW LA present a joint virtual event where top policy experts will analyze 2024 statewide and local ballot measures and their impact on commercial real estate and businesses in Southern California.

Please mark your calendars for October 1, from 12:00 - 1:00 pm and join us!



NIGHT AT THE FIGHTS
10-10-24
Orange County Fair and Event Center

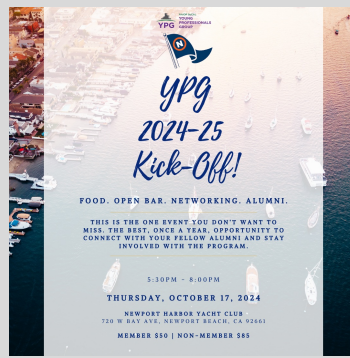
Night at the Fights
October 10, 2024
OC Fair & Events Center, Costa Mesa

Ticket and Tables Sales are now **OPEN** for Southern California's Premier Commercial Real Estate Networking Event! ☐☐

NAIOP SoCal's Night at the Fights is scheduled for Thursday, October 10, 2024. Prepare for an evening of espionage and elegance as we transform the Orange County Fair and Event Center into a world of 007. ☐

Tickets on Sale Now!
[Click Here to view Sponsorship](#)

Opportunities



YPG 2024-25 Kick Off
October 17, 2024
Newport Harbor Yacht Club, Newport Beach

Exclusive to current YPG Students & Alumni only:

This is the one event you don't want to miss. The best, once a year, opportunity to connect with your fellow Alumni and stay involved with the program.

[Register Today!](#)



OktoberFest
October 29, 2024
Old World, Huntington Beach
(Save the Date)

Join us and grab a drink as you enjoy gourmet German food and networking with your fellow commercial real estate professionals. Dress in your best Dirndl or Lederhosen and enter our Costume Contest! You won't want to miss this.

[Sponsorship Opportunities](#)



LA Golf
December 2, 2024
Old Ranch Country Club, Seal Beach

We are thrilled to share that the Los Angeles Golf Tournament is back at Old Ranch Country Club! Join NAIOP SoCal on December 2nd for a fun and competitive day of golf, followed by a reception to network with industry professionals. Don't miss out!

Early registration is available to Corporate and Event [Sponsors](#).

[Registration Now Open!](#)

In Case You Missed It!



□ What a magical night at NAIOP SoCal's event at the iconic Magic Castle in Hollywood! From mesmerizing performances to networking between incredible industry professionals, this evening was nothing short of enchanting. □ □ Thanks to everyone who made this night unforgettable!

Thank you to our event sponsor: Elkins Kalt Weintraub Reuben Gartside LLP

[Click here](#) for event photos.

We Need a Site for the LA Real Estate Challenge



LA Real Estate Challenge - November 2024

We are thrilled to announce our upcoming LA Real Estate Challenge! At this challenge, student teams from USC and UCLA will go head-to-head, showcasing their research and presenting their site proposals to a panel of real estate experts. Get ready for an exciting competition!

We are actively looking for a site 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 enables you to form a professional relationship with these talented graduate students!

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

2024 NAIOP SoCal Sponsorship Opportunities



2024 NAIOP SoCal Sponsorship Opportunities

Boost your brand by sponsoring NAIOP SoCal and positioning yourself as a leading supporter of the commercial real estate industry! Reach over 1,250 professionals and 600 top firms in Southern California and gain exceptional exposure through our premier events, social media and website. Strengthen your presence while supporting the industry!

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

Membership Update



2024 Membership

Take your commercial real estate career to new heights by joining NAIOP SoCal today! Connect with over 1,250 industry professionals in LA and Orange County. With exclusive networking events and cutting-edge industry education, a membership with NAIOP SoCal is a valuable opportunity to enhance your organization and actively contribute to the growth of the industry.

As a member, you'll enjoy:

- **EDUCATION** to help your business thrive
- **NETWORKING** with top industry professionals
- **ADVOCACY** that gives you a voice in state and federal issues

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

[Click Here to Join Today!](#)

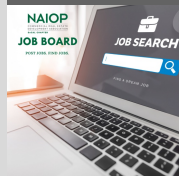
Welcome NAIOP SoCal New Members

August 2024

Elise Berberoglu, KBC Advisors
Roberto Calderon, Esplanade
Cassidy Christensen, Trammell Crow Company
Kristen Croxton, Arcus Harbor Real Estate Capital LLC
Jon Ely, BMO
Ana Garnica-Foster, Esplanade
Jonathan Glassman, ROHI Corp.
Don Hirose, CBRE
Andrew Kwok, Arcus Harbor Real Estate Capital LLC
Isaac Lau, Realterm
Keith Malloy, Ware Malcomb

Simon Mattox, Kidder Mathews
Mike McLaughlin, MWF Solutions
Tina Prater, T&B Planning, Inc.
Tina Quirin, Arcus Harbor Real Estate Capital LLC
Greg Reed, Arcus Harbor Real Estate Capital LLC
Christopher Smith, Artemis Real Estate Partners
Christian Sorenson, Esplanade
Shannon Stevens, VK roofing
Harry Su, CBRE
Mateo Vargas, First American Title Insurance Company

Seeking 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 Xochitlotzi at dxochitlotzi@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](#)



URGENT APPEAL to NAIOP SoCal Members and Allies

Send AB 98 Veto Request Letter to Governor Newsom

Dear NAIOP,

On Saturday, August 31, 2024 – in the final minutes on the last day of the state legislative session – lawmakers narrowly and controversially passed Assembly Bill 98 in both legislative chambers. AB 98 is currently at the Governor's desk.

This appeal is intended to galvanize action among NAIOP SoCal Members and allies to write a letter to Governor Newsom requesting a veto of AB 98. Please refer to the [sample letter](#), which you should personalize and reflect on how the bill will impact your company. We encourage our Members and the entire commercial real estate industry to urge the Governor to veto the bill. Please follow the [suggested guidelines](#) when writing a letter to the Governor. Let's keep up the pressure together!

Please send a copy of your AB 98 veto request letter to NAIOP SoCal at:
mtoumajan@naiopsocal.org.

Respectfully,

Timothy Jemal
CEO
NAIOP SoCal

NAIOP SoCal Update on Key Legislation in Sacramento

AB 98 (Reyes, Juan Carrillo) – Statewide Anti-Warehousing Bill

Despite NAIOP SoCal and a broad coalition's concerted efforts to defeat Assembly Bill 98 (AB 98) in the run-up to a marathon final day of the state legislative session on Saturday, August 31, 2024, the California State Senate narrowly and controversially passed the statewide, draconian anti-warehousing bill, by a 22 – 16 vote. The bill was approved in the State Senate – with abundant arm-twisting on extraneous issues – by one vote more than the minimum number required to pass. All Senate Republicans were joined by Democratic Senators Angelique Ashby, Bill Dodd, Susan Eggman, Steven Glazer, Melissa Hurtado, Caroline Menjivar, Josh Newman, Richard Roth and Susan Rubio in opposition or abstention to the bill.

While failing to receive a policy hearing in the State Assembly, in addition to not being debated fully in that chamber during the last hour of the legislative session, AB 98 narrowly passed in the Assembly by a 46 – 17 vote with several abstentions. Assemblymember Cottie Petrie-Norris was the lone "No" vote among Democratic Assemblymembers, although several fellow Democrats abstained including Assemblymembers Joaquin Arambula, Tasha Boerner, Lisa Calderon, Alex Lee, Stephanie Nguyen, Liz Ortega, Blanca Pacheco, Diane Papan, James Ramos, Anthony Rendon, Luz Rivas, Freddie Rodriguez, Blanca Rubio, Esmerelda Soria, Carlos Villapudua and Lori Wilson. Assemblymember Phillip Chen was the lone Republican to vote in favor of the bill's passage.

NAIOP SoCal and its Members, along with the coalition in opposition to AB 98, have pivoted to request Governor Newsom to veto this bad bill. The Governor has until September 30, 2024 to either sign or veto hundreds of bills that have reached his desk. NAIOP SoCal will keep its Members and allies aware of developments relative to AB 98 in the days ahead.

AB 2904 (Quirk-Silva) – Extended Notification Period on Local Zoning Ordinances

In an historic achievement for NAIOP SoCal, the State Senate unanimously adopted Assembly Bill 2904 (AB 2904) on August 19 with a 39 – 0 vote. Three days later, the State Assembly overwhelmingly passed Senate amendments in concurrence with a 62 – 0 vote. This milestone marks the first time in the association's history that NAIOP SoCal has sponsored a bill and successfully guided it through the state legislative process.

AB 2904, authored by Assemblymember Sharon Quirk-Silva, represents a small step forward for the commercial real estate industry. The bill aims to provide greater transparency in the zoning change process by doubling the number of days a municipality has to notify property owners of a pending zoning change. This legislation is a testament to the importance of collaborative efforts between industry leaders and policymakers in creating a more robust and resilient economy in California.

NAIOP SoCal's Senior Consultant for Government and Political Affairs, José Cornejo, played a pivotal role in navigating this bill through the complexities of the legislative process. His strategic guidance and deep understanding of the intersection between real estate and public policy were instrumental in securing this victory.

AB 2904 is currently at the Governor's desk. NAIOP SoCal will continue to update its Members on developments relative to this historic legislation.

SB 1103 (Menjivar) – Tenancy of Commercial Real Properties: Building Operating Costs

Senate Bill 1103 (SB 1103), which upends landlord-tenant relationships, narrowly passed in both legislative chambers during the last two days of session. On August 30, the State Assembly approved the bill by a 44 – 17 vote with 18 abstentions. The 17 "No" votes were all cast by Republican Assemblymembers. On August 31, the Senate passed Assembly amendments in concurrence along party lines by a 22 – 9 vote with 9 abstentions.

SB 1103 disrupts landlord-tenant relationships in commercial contracts, place restrictions on cost allocation adjustments and add complex regulations to the business-to-business relationship. The bill will have detrimental consequences not only on commercial landlords but on small businesses and nonprofit organizations that the bill is trying to protect. The author of the bill, Senator Caroline Menjivar, publicly declared her desire to add greater protections for tenants in a revamped bill during the next legislative cycle.

SB 1103 is currently at the Governor's desk. NAIOP SoCal signed on to a broad coalition letter urging Governor Newsome to veto the bill. NAIOP SoCal will continue to keep its Members apprised on the outcome of this bill.



NAIOP SoCal Delegation Advocates for Our Industry in Sacramento and Participates in 2024 CCRES

NAIOP SoCal proudly took part in the 2024 California Commercial Real Estate Summit (CCRES), organized by the California Business Properties Association (CBPA). Delegates had the opportunity to engage with state legislators and staff on critical issues impacting commercial real estate in Southern California. Key discussions centered on supporting AB 2904, a NAIOP SoCal-sponsored bill introduced by Asm. Sharon Quirk-Silva, which extends a city/county-initiated zoning change notification period from 10 to 20 days. AB 2904 unanimously passed the Senate floor on August 19.

Additionally, NAIOP SoCal urged opposition to SB 1103, which threatens to disrupt landlord-tenant relationships by imposing onerous documentation and translation requirements in commercial contracts, in addition to restricting cost allocation adjustments for property owners.

Among others, meetings were held with the following state legislators shown in the photo collage below: State Senator Catherine Blakespear, State Senator Josh Newman, State Senator Roger Niello, State Senator Anthony Portantino and State Assemblymember Kate Sanchez.

Kudos to our CBPA partners for organizing a memorable and impactful CCRES.



NAIOP SOCIAL PAC

JOIN US FOR

**A Fundraising Reception in Seal Beach
in Support of the NAIOP SoCal Candidates PAC**

An Opportunity to Meet and Engage with Los Angeles and Orange County-Based Elected Officials

.....
SPONSORSHIP CATEGORIES

HOST: \$5,000 | CO-HOST: \$3,000

SUPPORTER: \$1,000 | INDIVIDUAL TICKET: \$250

.....

WEDNESDAY, SEPTEMBER 25, 2024

REGISTRATION & NETWORKING: 5:30 - 6:00 PM

FUNDRAISING RECEPTION: 6:00 - 8:00 PM

**OLD RANCH COUNTRY CLUB
3901 LAMPSON AVE
SEAL BEACH, CA 90740**

**QR CODE: NAIOP SoCal PAC
Online Contribution Form**



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Hey NAIOP SoCal members! Want to boost your brand and reach a wider audience? Advertise with us on NAIOP SoCal's newsletter and social media network! Get your business noticed by nearly 6,000 industry professionals. Contact us today!

Pricing to advertise in our Monthly newsletter:
\$250 per newsletter
\$2,500 for the year (published in 12 newsletters)

If you have any questions please contact Shelby Doninesdonine@naiopsocal.org.

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



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