

Message from NAIOP SoCal CEO

Dear Friends:

Three years ago, we launched an Awards Gala recognizing leaders and legends in the talent-rich Southern California real estate market.

The first two Galas honored icons Ed Roski and Lew Horne and this year we will be recognizing the incredible career and contributions of Rexford's Co-CEO [Howard Schwimmer](#).



Additionally, dozens of innovative people and products will be recognized in what promises to be a memorable evening program on May 16 at the beautiful Vibiana in Los Angeles.

Don't miss this Friday's [nomination deadline](#) and the opportunity to be recognized at this special event.

In early February, NAIOP SoCal was recognized for being the [highest-growing Chapter in North America](#) for the second consecutive year. With 53 Chapters across the U.S. and Canada, this is confirmation that our laser focus on excellence in legislative advocacy, industry education and top-notch networking for our members and sponsors is paying off. Southern California is the best commercial real estate market in North America, but also the most competitive. I thank my team, our dedicated board, and a large cadre of outstanding Committee volunteers for making NAIOP SoCal a valuable organization to so many.

Whether it's in Sacramento or Southern California, our legislative affairs team is currently working at breakneck speed. Both Sacramento and local jurisdictions are in full swing often targeting commercial real estate and rest assured we are the tip of the spear fighting for you. Don't forget to join us April 9-10 in Sacramento for our [annual Capitol Fly-in](#).

Timothy Jemal
CEO | NAIOP SoCal

Upcoming Events



ICON WEST

Monday-Tuesday, March 11-12, 2024
Hyatt Regency
Long Beach

I.Con is NAIOP SoCal's premier event that exclusively focuses on the development, operation and expansion of industrial real estate. This event is the nation's largest gathering of industrial real estate professionals.

Join us for this event and hear the big ideas, trends and new technologies in industrial development from the best in the business and make new professional contacts in this enthusiastic networking environment.

[Register Today!](#)

LA Mixer

Thursday, March 21, 2024
9300 Wilshire Blvd.
Los Angeles

Welcome spring with NAIOP SoCal!

Join us on Thursday, March 21st for an evening of great food, drinks and a tour of [Lincoln Property Company's](#) development at 9300 Wilshire in Beverly Hills. Don't miss out on this gathering in their gorgeous rooftop patio for a night of connecting, collaborating and stunning views!

[Register Today!](#)

[Sponsorship Opportunities now Available](#)

New to NAIOP? Join us early at 4:00 p.m. for our New Member Orientation with NAIOP SoCal's Membership Committee to hear about how to make the most out of your new membership with NAIOP SoCal!



OC YPG Alumni Wild West Mixer
Thursday, April 4, 2024
Hangar 24

Meet us on the lawn of Hangar 24 on Thursday, April 4th. Soak in the setting sun and enjoy delicious food and drinks as you mix and mingle with your friends from NAIOP YPG, CREW OC, and ULI!

For questions contact the NAIOP SoCal Office at bezell@naiopsocal.org

[Register Today!](#)



OC Real Estate Challenge
Wednesday, April 17, 2024
Chapman University Campus

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

[Register Today!](#)

[Sponsorships Available Now!](#)



Award Gala
Now Accepting Nominations
Thursday May 16, 2024
The Vibiana
Los Angeles

We are pleased to announce that NAIOP SoCal is currently seeking nominations for its Third Annual *NAIOP SoCal Awards Gala* taking place at the **Vibiana** in downtown Los Angeles, on Thursday, May 16th.

This annual Awards Gala will recognize leaders in the Southern California Commercial Real Estate Industry and will bring together members, nominees and guests to celebrate their innovation and commitment to the commercial real estate industry and NAIOP SoCal.

[Ticket Sales Now Open!](#)

[Click Here to Nominate!](#)

Nominations accepted through March 8th, 2024! With less than a week to go, don't miss out on your opportunity to nominate today!

[Click Here to view Sponsorship Opportunities](#)

General tickets will go on sale starting in March 2024.

In Case You Missed It!



NAIOP SoCal Recognized as Highest Growing Chapter

in North America

For the second year in a row, NAIOP SoCal was recognized for adding the greatest number of new members of all 53 NAIOP Chapters across North America.

This is yet another confirmation that our focus on excellence in legislative advocacy, industry education and top-notch networking for our members and sponsors has paid off.

Thank you to Parker Hutchison and Lisa Reddy for their strong leadership as Co-Chairs of the NAIOP SoCal Membership Committee.

Thank you to our NAIOP SoCal Board Members:

Bob Andrews, Brian Baker, TJ Bard, Brooke Birtcher Gustafson, Andy Bratt, CCIM, Greg Brown, Michael Chukwueke, Nick DiPaolo, Amanda Donson, Christopher Drzyzga, Michael Hodges, Fran Inman, Arnold Lebrilla, Emily Mandrup, Mark Mattis, Tom McAndrews, Justin J. McCusker, Parke Miller, Scott Morehouse, David Nazaryk, Brad Nielsen, Lindsey Ensign Olson, Bob O'Neill, Eric Paulsen, Jodie Poirier, Martin Pupil, Rob Quarton, Alison Strother Ramsey, David Salisbury, Patrick Schlehuber, Kurt Strasmann, Richard Sung, Jay Todisco, AIA, LEED AP, Sean Treglia, Stephane W., David Wensley and Courtney Wing

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 1,300 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 1,300 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!](#)

YPG Applications



YOUNG PROFESSIONALS GROUP – CLASS OF 2024-25

APPLICATIONS NOW BEING ACCEPTED

– **DEADLINE MARCH 15, 2024**

NAIOP SoCal is pleased to announce that applications for the 2024-25 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.

The application process is close to closing ... our final deadline for receipt of ALL application materials is **March 15, 2024**, and all tuition and employer endorsement fees are due no later than June 20, 2024. Click [here](#) to complete online application and overview, or [here](#) to download a PDF version of the application.

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

Welcome NAIOP SoCal New Members

February 2024

Matthew Anderson, Dalfen Industrial
Aaron Anderson, Dermody Properties
Nick Barwig, CBRE
Andrew Choi, CBRE
Alicia Coleman, First American Title Insurance Company
John Daher, American Realty Advisors
Ted Evans, Dedeaux Properties
Brian Garcia, Rexford Industrial Realty, Inc.
Jonathan Garrick, CBRE National Partners
Hayden Glasco, PGIM Real Estate
Nina Hu, We Architects Group
Jack Hunsicker, Berkadia Commercial Mortgage, Inc.
Troy Jiang, MCB Real Estate
Anna Kaelin, Dynamic Energy
Marc Lebanoff, Lebanoff Development
Kathryn Lin, Northeastern University
Christopher Martin, CBRE
Rod Mazandarani, CannonDesign

Jordan Monsour, Dedeaux Properties
Solfrid Myhre, Chapman University
Patrick Nally, JLL Capital Markets
Bob O'Neill, CapRock Partners
Jorge Ramos, McAlister GeoScience
Brianna Rogers, Artemis Real Estate Partners
James Saunders, Saunders Property Company
Kate Seabaugh, ElmTree Funds
Sarina Strickland, PCCP, LLC
Kellie Vazquez, Charles Taylor Environmental
Ryan Vollert, MetLife Investment Management
Henry Waite, QuadReal Property Group
Zhongsu Jason Wang, Slatt Capital
Michael Wayne, Rockwood Capital, LLC
Jackson Weaver
Thomas Wood, Cruzan

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 Xochitotzi at dxochitotzi@naiopsocal.org.

Not a NAIOP SoCal Member? No 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

NEW DATE NAIOP SoCal's Annual Advocacy Trip to Sacramento April 9-10, 2024

We cordially invite NAIOP SoCal Members and friends to participate in our Annual Advocacy Trip to Sacramento from April 9-10, 2024.

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, April 9 and return in the evening on Wednesday, April 10. We will also be having a Private Dinner with State Legislators near the State Capitol on the evening of April 9.

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 Mihanr 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, April 9, 2024

1:00 PM - 5:00 PM, Meetings with State Legislators
6:30 PM - 9:00 PM, Private Dinner with State Legislators

Wednesday, April 10, 2024

9:00 AM - 12:00 PM, Meetings with State Legislators
Afternoon, Hearing on a NAIOP SoCal supported bill

Recommended Hotels:

[The Citizen Hotel \(a Marriott Autograph Collection Hotel\)](#)
**926 J Street
Sacramento, CA 95814**

[Hyatt Regency Sacramento](#)
**1209 L Street
Sacramento, CA 95814**

[Sheraton Grand Sacramento Hotel \(a Marriott hotel\)](#)
**1230 J Street
Sacramento, CA 95814**

All attendees are responsible for their respective travel expenses and hotel accommodations. There are no room blocks for the recommended hotels.

We look forward to advocating with you during our Annual Advocacy Trip to Sacramento from April 9-10, 2024.



NAIOP SOCAL 2024 ADVOCACY TRIP TO SACRAMENTO

APRIL 9-10, 2024
STATE CAPITOL
SACRAMENTO, CA

FOR MORE INFORMATION, VISIT
NAIOPSOICAL.ORG



NAIOP SoCal Staff Visit Industrial Sites in Pomona

On Friday afternoon 02/23/2024, the NAIOP SoCal Chapter staff, including CEO Tim Jemal, Senior Director of Government Relations Jose Comejo and Government Relations Manager, Mihran Toumajan, pounded the pavement in Pomona and visited several industrial sites across the city. The site visits afforded NAIOP SoCal staff with an opportunity to meet with NAIOP SoCal Members, who own properties that could be negatively impacted by the City of Pomona's proposed Zoning and Development Code update unless significant amendments are made to it. NAIOP SoCal has provided the City with key amendments to the Zoning Code update and continues to engage closely with Pomona elected officials and staff.

On Friday evening, Mihran Toumajan represented NAIOP SoCal at a City of Pomona Candidates Forum, organized by the Pomona Chamber of Commerce, in the run-up to the March 5, 2024 Mayoral and Council District 1, 4 and 6 elections. Candidates running for Council Districts 1 and 6 were posed a question, submitted in advance of the forum by NAIOP SoCal, that addressed the value that long-term industrial owners and tenants provide to the city by way of jobs – including building and construction trades union jobs – steady property and sales tax revenues, and a commitment to decarbonization via the deployment of rooftop solar, landscape buffers and screening, cool pavements and clean technology operations. Generally, many of the Council District 1 and 6 candidates spoke favorably about the importance of Pomona's industrial community as part of the city's long-term betterment and development.

NAIOP SoCal Mobilizes Members, Community Allies to Stop Warehousing Moratorium in Pico Rivera

On Tuesday, February 27, 2024, NAIOP SoCal Chapter Board members and staff led a coordinated effort in opposition to the City of Pico Rivera's efforts to adopt a 45-day moratorium on the establishment, expansion, or modification of warehouses, distribution centers, and related used in the city's industrial zones.

Without proper notification and outreach to existing commercial property owners and tenants, the City of Pico Rivera decided late last week to rush a public hearing on the proposed ordinance during the February 27th City Council meeting. Only a few hours before the public hearing and after strong opposition from NAIOP SoCal and community allies, the city ultimately pulled the proposed ordinance from consideration on the City Council's agenda – a huge win for existing industrial owners, tenants and workers in Pico Rivera, and for NAIOP SoCal and its members.

Less than 24 hours before the start of the public hearing, NAIOP SoCal's Mihran Toumajan alerted members of its Legislative Affairs and Industrial Policy Task Force

committees about the city's proposed warehousing moratorium and urged impacted NAIOP SoCal members to write letters to city officials and participate in the public hearing. NAIOP SoCal submitted an [opposition letter](#) addressed to Pico Rivera Mayor Andrew Lara and City Councilmembers.

NAIOP SoCal Executive Committee Programs & Education Liaison and Senior Vice President at Majestic Realty Co., Fran Inman, stepped up significantly to expeditiously notify nonprofit and business associations about the city's draconian measure and urged them to weigh in with letters and calls to city officials and staff. Several nonprofit organizations did, in fact, weigh in with letters to city officials.

We take this opportunity to convey our profound gratitude to Fran for her exemplary leadership on this urgent issue. We express our appreciation to NAIOP SoCal's Senior Director for Government Relations, Jose Cornejo, for quickly educating local leaders of the building and construction trades unions, who weighed in with city officials and staff. We also wish to thank NAIOP SoCal CEO Timothy Jemal and NAIOP SoCal Legislative Affairs Committee member, Paige Gosney of Allen Matkins, for their leadership and valued assistance in NAIOP SoCal's efforts to stop the moratorium.

NAIOP SoCal will keep its members and fellow nonprofit and business organizations abreast of new developments in Pico Rivera in the days ahead.

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

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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 Donine sdonine@naiopsocal.org.

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



THANK YOU TO OUR 2024 DIAMOND & PLATINUM SPONSORS

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As of 2/5/2024

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