

Message from NAIOP SoCal CEO

Dear Friends,

Leadership. Risk-taking. Passion. Confidence. Fear. Happiness.

I've interviewed dozens of commercial real estate and political leaders in Southern California and these are common themes that always arise during my podcasts.



Even the most successful people in commercial real estate have fears and doubts. Fear of the uncertain, fear of failure, fear of the bills to pay, fear of letting friends and family down. They know commercial real estate but being human is the equalizer.

Whatever CRE discipline you pursue, do it with purpose. I try to follow a simple approach for myself: develop a vision where you want to go, or better yet, what's possible and execute a plan to get there.

Sounds simple? Make it simple. Think about what inspires you and realize you know a lot more than you think you do.

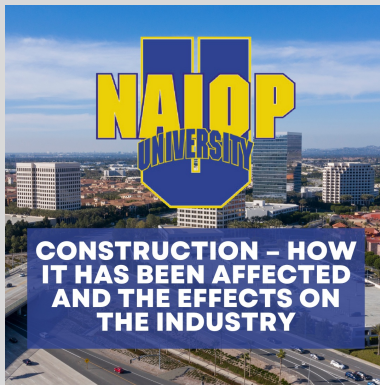
It's sometimes hard but try not to pay too much attention to those who think conventionally or don't want you to succeed.

I would love to hear about your plan and, when it succeeds, have you on my podcast to discuss your journey.

Best regards,

Timothy Jemal
CEO | NAIOP SoCal

Upcoming Events



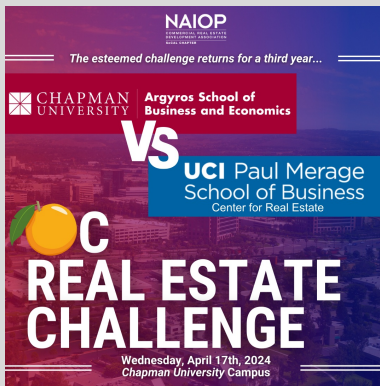
NAIOP U

Wednesday, February 21, 2024
CenterView
Irvine, CA

(Free to Active NAIOP SoCal Members)

Join us on Wednesday, February 21st, for a NAIOP University event. Our esteemed panelists will be discussing the ever-developing aspect of Construction in Real Estate at this event titled: CONSTRUCTION – How it has been affected and the effects on the industry? Our panelists will also share the ins and outs of construction; its cost; how occupiers' needs have evolved; and how owners adapt.

[Register Today!](#)



OC Real Estate Challenge

Wednesday, April 17, 2024
Chapman University Campus

Join us Thursday, 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 the University of California, Irvine - The Paul Merage School of Business compete head-to-head in a real estate challenge!

[Sponsorships Available Now!](#)

More details coming soon...

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!](#)



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 16, 2024.

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.

[Click Here to Nominate!](#)

Nominations accepted through March 8th, 2024

[Click Here to view Sponsorship Opportunities](#)

General tickets will go on sale starting in March 2024.

In Case You Missed It!



2024 Kick-Off Event

On Thursday, January 11, 2024, over 230 commercial real estate professionals attended NAIOP SoCal's (sold-out) 2024 Kick-Off Event! We would like to extend a special thank you to our Moderator, Martin Pupil (**Stream Realty**) and our Panelists Andy Bratt (**Gantry**), Paul Julian (**Advanced Real Estate**), Matthew Chapman (**Link Logistics**) and Justin Nguyen (**Emmes Realty Services LLC**) for their insights into "What's in Store for 2024".

NAIOP SoCal now has more than 1,300 members and our committees and staff are working hard to ensure a robust year of legislative advocacy and top-tier events for our members and sponsors. Keep an eye out on your e-mail and our social media pages for information about our next event!

Thank you to our Kick-Off Sponsor who helped make our event a success!
Bar Sponsor: **Majestic Realty Co.**

[Click here](#) to view event photos.

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!

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 begins NOW ... deadline for receipt of ALL application materials is **March 15, 2024**, and June 20, 2024, for receipt of tuition and employer endorsement fees. 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.

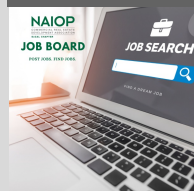
Welcome NAIOP SoCal New Members

January 2024

John Andreasen, F&F Capital Group
Liam Armstrong, CBRE Investment Management
Tim Chen, The Connected Companies
Ishaan Chhabra, Bank of America
Tommy Chila, MCA Realty Inc.
Imy Courtney, IC RE Services Inc
Monica Dahlgren, Cliq Consulting
David Delepine, Brivo
Kyle Ficke, McDonald Property Group
Darren Fitch, CBRE
Geovanny Galan, University of California, Riverside
Erica Garza, AMPCO Contracting, Inc.
Robert Harraka, Howard University
Daniel Hitzfield, Buckner, Robinson & Mirkovich
Austin Hughes, Murov Development Consultants
Kylie Jones, Colliers International
Nahiyah Khan, Brasa Capital Management
Ryan Knowles, Savills
Isaac Lau, CRG
Maxwell Macey, Buchanan Street Partners
Richard Main, Got U Wired
Courtney Martin, University of Southern California

Ronan McDonnell, Tulane University
Steffan Morris, Lee & Associates
Jon Moyer, The Bendetti Company
Patrick Nally, JLL Capital Markets
Jennifer Penney, Hager Pacific Properties
Zachary Poe, Sterling Organization
Taylor Reed, Kennedy Wilson
Nikki Rosenberg, Gensler
Leo Shih, Capital Insight Holdings
Sam Solomon, Link Logistics Real Estate
Jake Spring, Xebec
Linda Standaart, Stewart Title Guaranty Company
Lucas Stensby, KPRS Construction Services, Inc.
Mateo Tanimura, University of Southern California
Tricia York, Gensler

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? No problem! Non-members are also welcome to advertise on our Job Board for \$25/week.

Legislative Affairs Update



NAIOP SoCal's Successful Fundraising Reception in Orange County in Support of the NAIOP SoCal PAC

On January 25, 2024, the NAIOP SoCal Chapter was deeply privileged to host a bipartisan group of 3 California State Assemblymembers (specifically, Asm. Laurie Davies, Asm. Sharon Quirk-Silva, and Asm. Tri Ta) and over 20 local elected officials representing districts across Orange County during a successful fundraising reception in Costa Mesa benefiting the NAIOP SoCal PAC.

The reception was a unique gathering that brought together the collective strength of stakeholders in Southern California's commercial real estate industry and Orange County-based elected officials – the latter being our honored guests.

In a non-partisan manner, the NAIOP SoCal PAC supports candidates who demonstrate an understanding of and commitment to job creation, balanced public policies and legislation, and economic growth and prosperity.

Special thanks to Lang Cottrell of **Goodman** for his leadership as Chairman of the PAC. Lang, along with PAC Secretary Jose Cornejo, warmly welcomed and expressed gratitude to all PAC contributors, explained the PAC's mission, and acknowledged elected officials in attendance during a brief program at the reception.

We are thankful to local elected representatives from the following cities who attended the reception:

City of Anaheim
City of Brea
City of Costa Mesa
City of Fullerton
City of Garden Grove
City of Huntington Beach
City of Lake Forest, CA
City of Newport Beach
City of Orange, California
City of Placentia
City of Santa Ana
City of Westminster

We express our gratitude to the following "Host" Level Sponsors for their generous contributions to the PAC: **Carson Companies, Majestic Realty Co., PREMIER Design + Build Group, Rexford Industrial and Watson Land Company.**

We thank the following "Co-Host" Level Sponsors for their generous contributions to the PAC: **CapRock Partners and Link Logistics.**

[Click here](#) to view event photos.

AB 1000 Pulled from Consideration Before State Assembly Local Government Committee Hearing

Facing strong opposition, AB 1000 was pulled from consideration on Wednesday, January 10, 2024, by its author, Assemblymember Reyes, before a hearing in the CA State Assembly Local Government Committee. AB 1000 was opposed by both Democrats and Republicans on the Committee. Hundreds of NAIOP SoCal members and allies across the state mounted

significant opposition to AB 1000 by contacting members of the Local Government Committee.

"I want to thank NAIOP SoCal members and allies for taking action against AB 1000. This grassroots opposition has been critical to stop AB 1000, which is a *de facto* moratorium on the development or expansion of logistics and warehousing uses," said NAIOP SoCal CEO, Timothy Jemal. "I also thank Democrats and Republicans on the Local Government Committee for continuing to oppose draconian legislation stripping local government control over land-use decisions."

Thank you to NAIOP SoCal's Senior Government Relations Director, José Cornejo who has spent the last three days in Sacramento advocating against the passage of AB 1000. A shout-out to NAIOP SoCal's Government Relations Manager, Mihran Toumajan, for spearheading the grassroots opposition.

NAIOP SoCal will remain vigilant on this issue and continue working closely with allies and our Sacramento partner, CBPA, as well as NAIOP IE and all NAIOP Chapters across the state. It's possible legislation similar to AB 1000 could be introduced by any State Legislator as early as late February 2024.

We will continue to update members and allies on this critical issue.

Thank you again for your support.

For questions, please contact NAIOP SoCal's Mihran Toumajan at mtoumajan@naiopsocal.org.

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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