

## Breaking News

### Governor Appoints NAIOP SoCal Board President Eric Paulsen Czar of the State Fight Night Commission

**Santa Ana, Calif. (April 1, 2024)**– The Governor has appointed NAIOP SoCal Board President Eric Paulsen as the Chairman of the State Fight Night Commission.

“I am very impressed with NAIOP SoCal’s Night at the Fights and especially the broker fights,” said the Governor. “I am confident Eric can mobilize brokers around the state for a Fight Night in all 58 counties on the same day and at the same time. The revenue raised will help me reduce California’s \$100 trillion budget deficit.”

“I always believed that NAIOP SoCal’s Fight Night would save California. Brokers will no longer need commissions and can simply box each other,” said Paulsen. “And the new statewide high-speed rail system will allow me to emcee all 58 fights in one night. And with these Fight Nights generating \$100 trillion, we no longer have to pay any taxes. It’s a win-win.”



## Upcoming Events

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

Meet us on the lawn of Hangar 24 this 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](mailto:bezell@naiopsocal.org)

[Register Today!](#)

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

Join us Wednesday, April 17th for NAIOP SoCal’s third annual Orange County Real Estate Challenge as graduate student teams from the George L. Argyros College of Business & Economics at Chapman University and The Paul Merage School of Business at the University of California - Irvine compete head-to-head.

[Register Today!](#)

[Sponsorships Available Now!](#)

### Cinco De Mayo Mixer Thursday, May 2, 2024 Avila's El Ranchito Newport Beach

Join us for a fiesta of networking at our Cinco de Mayo mixer on May 2nd at Avila’s el Ranchito! Meet new amigos y amigas, enjoy some margaritas, and “taco ‘bout” business! Don’t miss out on this fantastic opportunity to expand your network and have a blast!

[Ticket Sales Now Open!](#)

[Click Here to view Sponsorship Opportunities](#)

### Award Gala Thursday, May 16, 2024 The Vibiana Los Angeles



Join us on Thursday, May 16th, at 5:30 pm, at the Vibana in Downtown Los Angeles to honor leaders in the Southern California Commercial Real Estate Industry. Let's celebrate their innovation and commitment to NAIOP SoCal. Don't miss this glamorous event!

[Ticket Sales Now Open!](#)

[Click Here to view Sponsorship Opportunities](#)

### In Case You Missed It!



### LA Mixer - 9300 Wilshire

What a fantastic turnout at our LA networking mixer and 9300 Wilshire! With amazing rooftop views, nearly 150 commercial real estate executives and professionals made meaningful connections. If you're not already a part of NAIOP, now is the time to join and experience all the amazing benefits! Join today!

Thank you to [Lincoln Property Company](#) for hosting tours of their beautiful property.

Thank you to our Event Sponsors: [Lincoln Property Company](#) and [KPRS Construction Services, Inc.](#)

[Click Here](#) for 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 1,300 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!

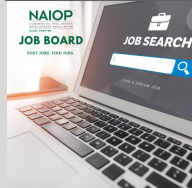
## Welcome NAIOP SoCal New Members

March 2024

**Gregory Ames**, Trammell Crow Company  
**Brendan Brady**, JLL  
**Carter Brown**, Qualified Development  
**Philip Bruttig**, Yellow Iron Real Estate  
**Chetay Catalano**, Tanco General Contractors  
**Grace Cavanaugh**, Chapman University  
**Elizabeth Cera**, EMC Collaborative  
**Scott Cooper**, Rutan & Tucker LLP  
**Eduardo Cruz**, Fuscoe Engineering, Inc.  
**Senna De La Cruz**, Colliers  
**Steven De Pew**, Manufacturers Bank  
**Roger Deitos**, GAA Architects, Inc.  
**Amanda Rose DePiero**, Colliers  
**Tim Donald**, JLL Capital Markets  
**Erin Feehley**, IDS Real Estate Group  
**Michael Feirstein**, Brown & Streza LLP  
**Jacob Forby**, Bridge Industrial  
**Javier Galvan**, Newmark  
**Conrad Garner**, Ensemble Investments  
**Ryan Gautereaux**, Dedeaux Properties  
**Aaron Gill**, Panattoni Development Company  
**MaryBeth Heydt**, Husch Blackwell LLP  
**Jimmy Hwang**, Outrigger Industrial  
**Samuel Jacoby**, Cannon Corp  
**Nousheen Javed**, Chapman University  
**Tomi Kapoor**, Rockwood Capital, LLC  
**David Lanzer**, Rexford Industrial Realty, LLC  
**Peter Larkin**, Bixby Land Company  
**Veronica Matranga**, Chapman University  
**Brendan Maun**, Private Business Capital A  
Division of CalPrivate Bank  
**David Meredith**, SMBC MANUBANK  
**Felix Metoyer**, Lincoln Property Company  
**Gerson Monzon**, Bellwether Asset Management  
**Zaven Mooradian**, Apollo Global Management  
**Nicholas Moscicki**, Colliers  
**Nancy Moses**, Trammell Crow Company  
**Daniel Munoz**, J.P. Morgan Asset Management

**Luke Nakagawa**, MBK Real Estate  
**Sarah Ng**, LBA Realty  
**Jason Nguyen**, University of California  
- Irvine  
**Tim O'Brien**, BlueGame LLC  
**Andrew Parker**, Trammell Crow  
Company  
**Sean Perrier**, CT Realty Investors  
**Delaney Poore**, California State  
University Fullerton  
**Homero Ramirez**, Baker Tilly US LLP  
**Manoj Ramprakash**, Silverstone  
Partners  
**David Robinson**, Fifth Third Bank  
**Patrick Ryan**, Cushman and Wakefield  
**Alicia Sabanero**, Gantry  
**Nick Sablock**, JLL  
**Craig Schwartz**, Sony Pictures  
Entertainment  
**Andrew Shook**, University of Southern  
California  
**Kollene Soitel**, MKL Investments, LLC  
**Tamar Thomassian**, Troutman Pepper  
Hamilton Sanders LLP  
**Byron Tierney**, Nucor - Vulcraft/Verco  
Group  
**Zack Torres**, Granite Properties  
**Philip Tsui**, Trammell Crow Company  
**Christopher Vassilian**, Lee &  
Associates  
**Cristina Virgilio**, EQT Exeter  
**Weston White**, Dunbar Real Estate  
Investment Management  
**Bradley Whiting**, LOWE  
**Craig Williamson**, GAA Architects, Inc.  
**David Wright**, Pillsbury Winthrop Shaw  
Pittman LLP  
**Candace Yun**, Rexford Industrial  
Realty, Inc.

## Seeking Talent?



**JOB BOARD** - Our Job Board on [naiopsocal.org](#) is the perfect place to find your next team member. Whether you need a Real Estate professional or an Intern, our members are ready to help you take on that challenge. Don't wait, send us your job/internship posting and find your newest team member today!

Please [click here](#) to post a job or send all information regarding your available job position to Dianna Xochitotzi at [dxochitotzi@naiopsocal.org](mailto:dxochitotzi@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







### I.CON WEST - SoCal's South Bay Industrial Tour

On Monday 03/11, as a key feature of NAIOP's premier and annual I.CON West industrial real estate conference in Long Beach, California, attendees were fortunate to visit three distinct industrial sites in SoCal's South Bay region. NAIOP SoCal CEO, Timothy Jemal and Government Relations Manager, Mihran Toumajan participated in the SoCal Industrial Tour.

Prior to the delegates' arrival at the first industrial site, Cushman & Wakefield of California, Inc. Executive Directors Steve Bohannon and Rusty Smith provided an overview of the South Bay industrial market to SoCal Industrial Tour participants. The SoCal Industrial Tour was presented by Majestic Realty, to which we extend our sincere gratitude.

NAIOP SoCal thanks Lang Cottrell and Jim Cottrell of Goodman, Lance Ryan and his team at Watson Land Company, and Brian Wilson and Greg Stumm of Bridge Industrial for warmly welcoming site tour participants to their impressive, Class A industrial properties located in Long Beach, Carson and East Torrance (the latter part of unincorporated Los Angeles County) respectively.

The three South Bay industrial sites feature projects in disparate phases of completion and range in size from 165,000 to 500,000 square feet.

### NAIOP SoCal Engaged in South Coast AQMD's Working Group on Air Quality Cumulative Impacts for CEQA Projects

On March 20, 2024, the South Coast Air Quality Management District (AQMD) held its fifth working group meeting on "Cumulative Impacts from Air Toxics for CEQA Projects." Per CEQA requirements, the working group has met since February 2022 to involve a wide swathe of stakeholders in analyzing direct, indirect and cumulative air quality impacts in the South Coast Air Basin, and developing guidance to evaluate such impacts for CEQA projects. AQMD's presentation is available at this [link](#).

NAIOP SoCal is especially concerned over AQMD's newly proposed criteria in determining and adjusting the cumulative significance threshold for Health Risk Assessments under CEQA. While the current threshold, based on 2018 data, is 10 cancer cases in one million people, AQMD's proposed criteria could adjust the threshold to as low as 1 to 3 cases in one million. Further, AQMD's proposed criteria suggest that as few as 91 one-way truck trips per day would trigger a Calculated Cancer Risk threshold of 100 cases in one million. Calculating the number of truck trips per day is required under AQMD's Warehouse Indirect Source Rule (Rule 2305) and its WAIRE program, which imposes a compliance obligation on warehouse operators based on the number of truck visits to a warehouse per year.

NAIOP SoCal is engaged with the AQMD working group and will continue to monitor and report new developments to members and concerned stakeholders.

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

### Advertise with NAIOP SoCal

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](mailto:sdonine@naiopsocal.org).

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



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