

Message from the CEO

Dear Friends:

We all know the final election day is Tuesday. We also know that the election will not likely end on Tuesday. By the time you read this, some 50% of California's registered voters will have cast their votes.

I remember when no one was mailed a ballot. I always loved Election Day. I loved standing in line, even in my home state of Michigan, where the first Tuesday in November was almost always cold with rain, sleet, and lots of wind.

I love the right to vote and that we the people give consent to those who govern. When my children were young, I took them to stand in line with me to feel our freedom, to feel democracy.

To me, there is nothing more important than our freedom. Our democracy is far from perfect, but I've seen first-hand what happens when countries and territories don't have the right to vote. Dictatorships, political repression, no free press, egregious human rights violations, torture, unlimited pre-trial detention, sham trials and unchecked authority.

I just interviewed President Reagan's Chief Speechwriter, Ken Khachigian, in my [latest podcast](#).

Ken is a long-time Southern California resident who has served two Presidents: Richard Nixon and Ronald Reagan. He just published [a book](#) about his experience working for the two Presidents - both from California.

Reagan spoke repeatedly about the value of our freedom. Ken was the chief speechwriter for President Reagan's 1981 inaugural address. Below is an excerpt from that address:

"I believe we, the Americans of today, are ready to act worthy of ourselves, ready to do what must be done to ensure happiness and liberty for ourselves, our children, and our children's children. And as we renew ourselves here in our own land, we will be seen as having greater strength throughout the world. We will again be the exemplar of freedom and a beacon of hope for those who do not now have freedom."

Please cherish the right to vote and remember to vote before or on November 5.



Timothy Jemal



Upcoming Events

NAIOP SoCal & Metropolitan Water District of Southern California
Virtual Presentation on MWD Rebate Programs for Industrial and Commercial Property Owners

FEATURING:



Krista M. Guerrero
Resource Specialist
Metropolitan Water District
of Southern California



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The Metropolitan Water District of Southern California offers a variety of rebate programs to help commercial, industrial, and institutional customers lower their water use and meet efficiency regulations, including the statewide ban on irrigating non-functional turf. Metropolitan Resource Specialist Krista Guerrero will provide an in-depth look at the district's turf replacement program and other incentives.



TUESDAY, NOVEMBER 12, 2024 - 12:30PM - 1:30PM

NAIOP SoCal & Metropolitan Water District of Southern California
November 12, 2024
Zoom

We welcome NAIOP SoCal Members and friends to register for this presentation by Krista M. Guerrero, Resource Specialist, Metropolitan Water District of Southern California, on MWD's rebate programs for industrial and commercial property owners. **The presentation is free.**

Please [Register Here](#).

NAIOP
COMMERCIAL REAL ESTATE DEVELOPMENT ASSOCIATION
SoCAL CHAPTER

Register Today!

MENTORSHIP PROGRAM OPEN HOUSE

Tuesday, November 19, 2024
4:00 pm - 6:00 pm
Hangar 24, 17877 Von Karman Ave, Irvine

Mentorship Open House
November 19, 2024
Hangar 24, Irvine

Are you interested in learning more about NAIOP SoCal's Mentorship Program? Join us for an Open House Reception on November 19 at Hangar 24. Our Mentorship Program offers young commercial real estate professionals unique opportunities to build meaningful connections and gain valuable insights to advance your career.

The 2025 program will include:

- Monthly one-on-one guidance from an assigned Mentor
- 3 group activities to learn from other industry experts and your peers
- 1 group session with the YPG facilitator

[**Register Today!**](#)

LA Real Estate Challenge
November 21, 2024

Carnesale Commons, UCLA's Campus

It's that time of year again! NAIOP SoCal is thrilled to bring its renowned USC vs. UCLA Real Estate Challenge back for its 27th year at the UCLA Campus.

[**Registration Now Open!**](#)



Sponsorship Opportunities Available



LA Golf
 December 2, 2024
 Old Ranch Country Club, Seal Beach
(SOLD OUT)

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!

Check out our [Sponsorship Opportunities](#).
 Players spots sold out but, please join us for the [19th hole Reception](#).



The Balanced Leader
 December 12, 2024
 Allen Matkins, Irvine Office

Join the Women of NAIOP for “The Balanced Leader” workshop with Ruth Brajevich from Ware Malcomb. Attendees will discuss how to assess different personal, professional, and wellness priorities.

Through self-reflection and goal setting, participants will gain tools to create a fulfilling and sustainable life plan for 2025.

Register Today!

Thank you to our Event Sponsors: **Allen**

In Case You Missed It!



A massive thank you to our elite sponsors, distinguished members, and daring attendees for making the 33rd Annual Night at the Fights an unforgettable mission. We hope you enjoyed an evening of intrigue, sophistication, and adventure—dancing under the stars, indulging in fine cigars, and sipping expertly crafted martinis, shaken not stirred.

With a record breaking 1,100+ attendees, Night at the Fights once again proved itself as the top commercial real estate networking event in Southern California.

The experience will continue, event photos will be available soon.

Thank you to our Night at the Fights Committee Chair Alison Strother Ramsey, Vice-Chair Andrew Robben and the Committee for helping organize this year's event.

Special thanks to our Ring Sponsor, **Link Logistics**, our Warm-Up Sponsor, **Air Control Systems**, and our Round 2 Sponsor, **Rexford Industrial**.

Thank you to all our Night at the Fights 2024 Sponsors without whom this event would not have been possible:

Ring Sponsor: **Link Logistics**

Warm-Up Sponsor: **Air Control Systems**

Round 2 Sponsor: **Rexford Industrial**

Lounge Sponsor: **Prologis**

Registration Sponsor: **FCL Builders, LLC**

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Fighter Sponsors: **Buchalter, CBRE Investment Management, Graves Construction, W. L. Butler**

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Lavatory: **Chartwell Real Estate Development**
WiFi Sponsor: **Shea Properties**
Media Sponsor: **Connect CRE(Connect Media)**

Many thanks to the **Zynger Events, Inc.** team for their unwavering dedication and exceptional work in organizing this year's Night at the Fights.

[Click here](#) for event photos

2025 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 nearly 1,300 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!](#)

Join NAIOP Now and Receive the Rest of 2024 Free!



Get the Rest of 2024 On Us!

Join NAIOP SoCal today and connect with nearly 1,300 industry leading Commercial Real Estate professionals from 600 of the top performing companies in Los Angeles and Orange County.

Stay on the cutting edge of research, education, connections, advocacy and more! Join now for 2025 and get the rest of 2024 free!

2025 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!](#)

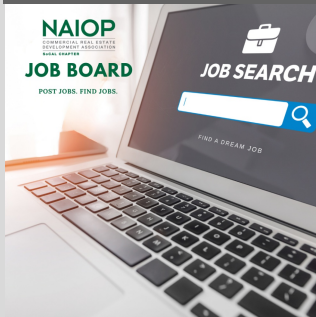
Welcome NAIOP SoCal New Members

October 2024

Andrew Bertschy, Eastdil Secured
Colin Ceithaml, MDI Capital LLC
Andrew Chana, Piermont Global
Erin Crum, Alere Property Group
Maximus Dobrev, No Company
Arya Ghazizadeh, Shallow Bay Realty
Ava Glassen, Link Logistics Real Estate
Corrina Grabis, Millie and Severson General Contractors
Max Hellman, No Company
Meghana Joshi, MG

Mark Loewen, Wells Fargo
Johnette Marmo, The Orden Company
Summer Martinez, CoStar Group Sales
Emily Osgood, Allen Matkins
Jeff Perry, Briggs Electric
Garrett Readler, Kier Wright Civil Engineers
Nathan Siino, Green Street Advisors
Chris Slinger, Lockton Insurance Brokers LLC
Henry Wilde, BlackRock Realty Advisors

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 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.

[Click HERE to View Job Board](#)

[Click HERE to View Internship Board](#)

Legislative Affairs Update



NAIOP SoCal 2024 Voter Guide

We're pleased to share the NAIOP SoCal 2024 Voter Guide. Many state and local measures under consideration in this year's ballot affect the commercial real estate industry, jobs, economic growth and the quality of life in our communities. NAIOP SoCal's recommendations are rooted in an openness to dialogue and a commitment to exploring balanced solutions related to land use, taxes, regulations, building codes, and development restrictions.

NAIOP SoCal is nonpartisan and does not endorse candidates or ballot measures based on political affiliation. With 122 cities, 2 major counties (Los Angeles and Orange) and several special districts in our region, this guide does not cover every election. Final recommendations were developed with input from the NAIOP SoCal Legislative Affairs Committee – open for all NAIOP SoCal Members to join – and the NAIOP SoCal Candidates PAC.

Some of you have already received your ballots, so please take a moment to vote. In this decisive election year, your voice matters!

[Click Here to read the Voter Guide.](#)

NAIOP SoCal Submits Comment Letter to SCAQMD Governing Board Expressing Concern Over the District's Proposed Amended Rules 1111 & 1121

October 30, 2024

The Honorable Vanessa Delgado
Chair
South Coast AQMD Governing Board
21865 Copley Drive
Diamond Bar, CA 91765

**Re: November 1, 2024 Governing Board Meeting
Agenda Item #2A – Proposed Amended Rules 1111 and 1121**

Dear Chair Delgado:

On behalf of NAIOP SoCal, we appreciate the opportunity to provide comments on Agenda Item #2A - Certify Final Subsequent Environmental Assessment for Proposed Amended Rule 1111 – Reduction of NOx Emissions from Natural Gas-Fired Furnaces and Proposed Amended Rule 1121 – Reduction of NOx Emissions from Small Natural Gas-Fired Water Heaters; and request to Amend Rule 1111 and Rule 1121.

With nearly 1,300 Members, NAIOP SoCal is the leading nonprofit organization for commercial property owners, developers, investors, brokers, general contractors, architects, engineers and finance professionals in the industrial, office, retail and mixed-use multifamily real estate sectors across the counties of Los Angeles and Orange.

Our Members are committed to reducing their carbon footprint while meeting the needs of our tenants. Installation of solar energy panels, energy efficient lighting controls, outdoor water conservation devices and other energy-reducing measures can be found throughout the region on commercial and industrial buildings. And, due to updates to California's building codes, commercial and industrial properties are much more energy efficient than similar properties built several decades ago.

NAIOP SoCal is concerned that the proposed rules do not take into account issues facing commercial and industrial real estate property owners and their tenants. The fact that commercial property owners are not considered an affected industry by District staff highlights this concern. The Preliminary Draft Staff Report for PAR 1111 and PAR 1121 states that the proposed regulations would affect "manufacturers, distributors, retailers, resellers, and installers" of natural gas-fired furnaces and water heaters. We believe that commercial and industrial property owners and their tenants should also be considered an affected industry, since they will be the ones to eventually shoulder the costs of complying with the regulations.

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and Events

Chapter Office: 918 E. Santa Ana Blvd., Santa Ana, CA 92701 Tel: (714) 550-0309

In addition, we are concerned that the socioeconomic analysis to be conducted by District staff will be flawed. We believe that such a study will not represent an accurate picture of the costs to comply with the proposed regulations. Our concerns are predicated on the fact that commercial and industrial real estate are not considered affected industries, and impacts to such industries may not have been included in the analysis.

As a case in point, office buildings built in the 1970s were built without central heating and air. Property owners would be faced with large expenses to retrofit such buildings, in order to comply with PAR 1111 and PAR 1121.

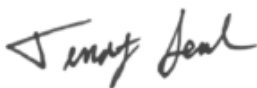
Another example will be the expenses required to retrofit more commonly installed "split systems." These types of systems usually have one portion of its unit outside and the other mounted on the inside. An increase in capital expenses on buildings with existing AC is inevitable due to the total replacement of these split systems, since building owners will not be allowed to simply replace the heater if the latter fails. They will be required to replace both sides of the "split system" – the indoor piece and the one mounted outdoors.

Who is expected to pay for the new furnaces and water heaters? Who is expected to work with the utilities to make sure new electrical hook-ups can be made in a timely manner for new tenants to occupy a property? The likely answer: Commercial and industrial property owners. We urge the District to incorporate the costs and potential delays in occupancy for new tenants as part of the accompanying socioeconomic analysis.

Finally, NAIOP SoCal is concerned that the proposed rules assume that electrical utility providers will be able to meet the increased demand for electricity that will be created by this shift from natural gas equipment to electrical equipment. NAIOP SoCal is concerned that the current electrical infrastructure system does not have the capacity to meet the additional demand that will be created due to the proposed rules.

We urge the SCAQMD Governing Board to defer consideration of the proposed rules until February 2025 or later, in order to provide a sufficient amount of time to engage the commercial and industrial real estate sectors, and discuss issues affecting commercial property owners and their tenants. We welcome the opportunity to meet with the District to discuss our concerns on PAR 1111 and PAR 1121, and provide examples as to how the proposed rules would impact our Members. For further information, please contact Mihran Toumajan at (714) 550-0309 / mtoumajan@naiopsocal.org.

Sincerely,



Timothy Jemal
CEO
NAIOP SoCal

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

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

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