

Message from the CEO

Dear Friends:

First, let's celebrate the good news.

Governor Gavin Newsom recently signed [AB 2904](#) into law, the first-ever bill sponsored by NAIOP SoCal in the organization's history. This is a milestone accomplishment, and it's a big deal. I want to thank our legislative team, led by Jose Cornejo, NAIOP SoCal members, and the bill's author, Assemblymember Sharon Quirk-Silva (D-67), for rallying bipartisan support.



AB 2904 will increase transparency by doubling the notification period that cities and counties must provide to property owners regarding zoning changes. This is a significant victory for commercial real estate and property rights, and we should all take pride in this hard-fought win.

Now, let's address the challenges.

Despite an overwhelming number of letters opposing [AB 98](#) and requesting a veto, Governor Newsom signed it into law. AB 98 is an anti-logistics, anti-local control bill, rushed through the State Legislature at the eleventh hour without input from our job-creating, tax-paying industry.

How did this happen? The answer is clear: a small group, wielding political influence, prioritized their agenda over the broader industry's interests, forcing through their priorities at our expense.

This is a flawed and reckless approach to regulating such a critical industry.

Additionally, [SB 1103](#), which disrupts traditional landlord-tenant relationships in commercial contracts, was also signed into law by the Governor.

The time for action is now.

The commercial real estate industry must come together and strengthen our legislative and political efforts like never before. If we don't take a stand now, these harmful regulations will continue to multiply, stifling growth and burdening the industry with unfair restrictions.

The fight starts today. I urge you to contact me directly to learn how we plan to reshape the current political landscape. Together, we will make our voices heard and secure the future success of our industry.

Sincerely,

Timothy Jemal
CEO | NAIOP SoCal

Upcoming Events



Night at the Fights

October 10, 2024

OC Fair & Events Center, Costa Mesa

It's not too late to secure your ticket for Southern California's Premier Commercial Real Estate Networking Event! ☐☐

NAIOP SoCal's 2024 James Bond-themed Night at the Fights is fast approaching, and it's already smashing records with over 1,100 tickets sold! Prepare for a night of high-stakes action, daring entertainment, and elite networking with CRE's top agents. Tickets are disappearing faster than Bond's enemies—secure yours before they're gone!

Tickets on Sale Now!

[Click Here to view Sponsorship Opportunities](#)

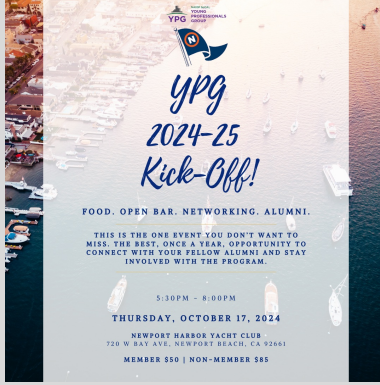
YPG 2024-25 Kick Off

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 continue staying involved with the program.



[Register Today!](#)



OktoberFest
October 29, 2024
Old World, Huntington Beach

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.

[Registration Now Open](#)
[Sponsorship Opportunities](#)



LA Real Estate Challenge
November 21, 2024
UCLA Campus
(Save the Date)

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

[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](#).

In Case You Missed It!





What a night at our LA Membership Mixer at Citizen Public Market! ☐ Between the rooftop vibes at this venue and networking amongst CRE pros, it was an evening full of new connections and opportunities. A big thank you to our Membership committee for helping organize this mixer.

Not part of NAIOP yet? Join today and don't miss out on all the fun and benefits that a membership has to offer☐

[Click here](#) for membership information.

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 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!](#)

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.

Starting Oct. 1, 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

August 2024

Jon Bradford, Northwestern Mutual Real Estate Investments

Andrea Dunham, Orbis Real Estate Partners, LLC

Zev Fagan, Faropoint

Christopher Funk, AZTEC Engineering Group, Inc.

Ryan Gagliano, CBRE

Michael Hamilton, O'Melveny & Myers LLP

Joshua Kirschenbaum, Pepperdine University

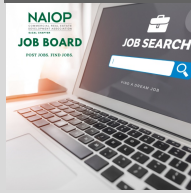
Nicholas Nicola, Nicola Office Of Architecture

Kyle Radenberg, West Broadway Building Company

Peter Ricci, Chapman University Argiros School of Business

Michael Riordan, Equus Capital Partners

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.

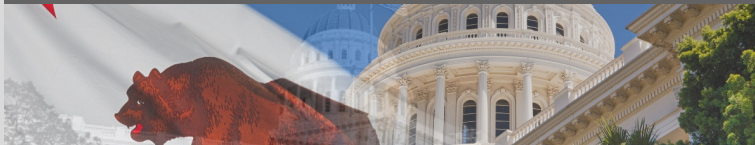
Please [click here](#) to post a job or send all information regarding your available job position to Dianna Xochitiotzi at dxochitiotzi@naiopsocal.org.

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 Disappointed in Governor's Signature of Anti-Logistics Bill

September 30, 2024

Sacramento, CA — NAIOP SoCal issued the following statement in response to September 29th signing of AB 98. AB 98 was jammed through the Legislature at the 11th hour with no consensus or consultation from key stakeholders, including the industrial real estate community, and will have sweeping negative impacts on the supply chain, jobs and greenhouse gas emissions.

"We are extremely disappointed the Governor signed this flawed legislation despite more than 700 businesses, cities and counties urging him to veto the bill," said Timothy Jemal, CEO, NAIOP SoCal. "Shutting out the stakeholders directly impacted by the bill made no sense. Rather than offering practical solutions, AB 98 imposes statewide mandates that strip local control, stunt economic growth, negatively impact the supply chain and will push more warehouses further away from ports and population centers, increasing emissions and costs to consumers."

"Hundreds of NAIOP SoCal Members who are directly impacted by AB 98 urged the Governor to veto this costly, burdensome bill, because our concerns were never heard or addressed in the process," said Eric Paulsen, NAIOP SoCal Board President. "We are committed to strengthening the voice of commercial real estate in Southern California and Sacramento and will seek a fix to this harmful bill in next year's legislative session."

Assembly Bill 98 (Carrillo; D-Palmdale and Reyes; D-San Bernardino) imposes statewide mandates on warehouse locations and operations, overriding local control of land use decisions. It requires buffer zones, truck route restrictions, and zero-emission vehicle standards, severely limiting land for logistics uses and likely driving more businesses out of California. This could lead to significant job losses, hinder economic growth and worsen environmental outcomes due to increased transportation needs. The bill's rigid requirements and lack of flexibility, such as no sunset clause and burdensome affordable housing provisions, will stifle industrial development and harm local economies.

###

Governor Newsom Signs NAIOP SoCal-Sponsored Bill – AB 2904 – Into Law

Sacramento, CA (September 28, 2024) – Governor Gavin Newsom signed AB 2904 into law – the first-ever bill sponsored by NAIOP SoCal in the organization's history.



AB 2904 boosts transparency by doubling the notice period on zoning changes provided by cities or counties to affected property owners. Specifically, the bill extends the notification period on zoning changes from 10 to 20 days before a hearing, ensuring property owners have ample time to prepare and engage with the proposed changes.

Assemblymember Sharon Quirk-Silva (D-67) authored AB 2904 to enhance transparency and tackle the significant issue of inadequate notification for commercial property owners statewide regarding proposed zoning changes affecting their properties.

"I thank Governor Newsom for signing AB 2904 into law. I extend our gratitude to Assemblymember Quirk-Silva for galvanizing strong, bipartisan support for this common-sense legislation," said Timothy Jemal, CEO, NAIOP SoCal. "I thank the members and allies of NAIOP SoCal including our Sacramento partner, the California Business Properties Association, for contacting legislators in support of AB 2904. I want to give a special acknowledgment to our Senior Director of Government Relations Jose Cornejo for skillfully leading the effort to move AB 2904 forward and for his excellent testimony in the Local Government Committees of both legislative chambers."

In both the State Assembly and Senate, AB 2904 went through an extensive and transparent

process. Three Committees of the Assembly and Senate reviewed AB 2904, approving it with a collective 29-1 vote. The legislation passed 62-0 in the Assembly and 39-0 in the Senate before reaching the Governor's desk. AB 2904 will go into effect on January 1, 2025.

NAIOP SoCal worked hard to educate lawmakers on the merits of the bill and to ensure its unanimous passage on the floor of each legislative chamber. During NAIOP SoCal's biannual advocacy trips to Sacramento in April and August, NAIOP SoCal Members also took great strides to educate legislators and staff on AB 2904's benefits to California property owners.

###

NAIOP SoCal Disappointed in Governor's Signature of Commercial Landlord-Tenant Bill

September 30, 2024

SACRAMENTO, CA – This morning, Governor Newsom signed Senate Bill 1103 (Tenancy of commercial real properties: agreements: building operating costs) into law.

SB 1103 upends landlord-tenant relationships in commercial contracts, places restrictions on a commercial landlord's cost allocation adjustments and adds complex regulations to the business-to-business relationship.

"We are deeply disappointed the Governor signed SB 1103. This bill will have detrimental consequences not only on commercial landlords but on small businesses and nonprofit organizations that the bill is trying to protect," said Timothy Jemal, CEO, NAIOP SoCal. "During this year's biannual advocacy trips to Sacramento, NAIOP SoCal delegates educated lawmakers and staff on the inherent dangers to commercial leasing contracts should the state imposes restrictions on CAM fees and other building operating costs. I'm proud that NAIOP SoCal Members closely engaged in grassroots advocacy by submitting hundreds of emails to their state representatives urging opposition to SB 1103. I thank our Members for their strong advocacy in opposition to this flawed bill."

Despite some harmful language of the bill being significantly weakened in both legislative chambers' committee processes, SB 1103 remained deeply flawed. The bill narrowly passed in both chambers during the last two days of session.

SB 1103's author, State Senator Caroline Menjivar (D-San Fernando Valley / Burbank), publicly declared her desire to add greater protections for tenants in a revamped bill during the next legislative cycle.

For additional information on SB 1103, contact Mihran Toumajan (mtoumajan@naiopsocal.org).

###

NAIOP SoCal PAC Brings Members and Elected Officials Together at Seal Beach Reception



On Wednesday evening, September 25, 2024, the NAIOP SoCal PAC hosted a successful reception in Seal Beach to benefit the PAC.

The reception was a unique gathering that brought together the collective strength of stakeholders in Southern California's commercial real estate industry, as well as Los Angeles and Orange County-based elected officials as our esteemed 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 NAIOP SoCal PAC Chairman and for serving as Master of Ceremonies during a brief program.

During the reception, we were pleased to have **CA State Assemblymember Sharon Quirk-Silva** join us as our Special Guest. During this year's state legislative session, Asm. Quirk-Silva (D-67) authored two NAIOP SoCal-sponsored, common-sense bills – AB 2904 and AB2433 – that benefit California.

The NAIOP SoCal PAC was pleased to welcome **CA State Senator Dave Min** (D-37), who addressed the audience and emphasized his legislative record as a champion of economic development, greater workforce housing, and robust Covid-era funding to small businesses. In addition to the state lawmakers, the following public officials, candidates and staff were in attendance:

Ali Sajjad Taj, Mayor Pro Tem, City of Artesia
Dan Kalmick, Councilmember, City of Huntington Beach
Trisha Murphy, Councilmember, City of Los Alamitos
Erik Weigand, Councilmember, City of Newport Beach
Jon Dumitru, Councilmember, City of Orange

John Dade, Candidate for Buena Park City Council
Brian DeFranco, representing State Assemblymember Laurie Davies

The NAIOP SoCal PAC expressed its profound gratitude to the following NAIOP SoCal Member Companies for their generous sponsorship of the PAC reception:

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HPA, Inc.
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To view NAIOP SoCal PAC reception photos, [click here](#).



September 12, 2024

Maricela Frymark, Chair
Planning Commission, City of Irwindale
5050 N. Irwindale Avenue
Irwindale, CA 91706

Re: Request to Modify Proposed Building Height Restrictions in Industrial Zones Within 500 Feet of Residential

Dear Chair Frymark, Vice Chair Chico and Planning Commissioners:

With over 1,250 dues-paying Members, my nonprofit organization – NAIOP SoCal – represents the commercial real estate industry across Los Angeles and Orange counties. NAIOP SoCal members are professionals in industrial, office, retail and mixed-use real estate, and include developers, owners, brokers, general contractors, architects, engineers, finance professionals, and other services providers involved in commercial real estate.

Across the Los Angeles Basin, the commercial real estate sector significantly contributes to the growth of local economies. NAIOP SoCal Members, who are mainly long-term property owners and institutionalized investors in the City of Irwindale, are closely engaged in providing substantial community benefits at no cost to taxpayers. Benefits include upgrading streets and sidewalks, funding local parks, and boosting the City's property and sales tax revenues.

NAIOP SoCal and its Members that are long-term stakeholders in the City strongly oppose the Planning Commission's August 21, 2024 proposal to limit a building's roof height in M1 (Light Industrial Zone) and M2 (Heavy Industrial Zone) to 35 feet if an existing building or a potential future development is located within 500 feet of residential-developed parcels in the City's R1 (Single Family Residential Zone) or A1 (Agricultural Zone) zoning districts. We believe that such roof height limitations are prescriptive and punitive. In addition, such limitations would render many existing commercial and industrial structures, with various permitted uses, as legal nonconforming. Legal nonconformity, in turn, would make it difficult for property owners to attract quality tenants or to secure bank loans and other types of financing.

We urge the Planning Commission to show greater flexibility and adopt alternative solutions on roof heights in the City's industrial zones, which commercial and industrial stakeholders would find acceptable. Such options include:

- 1) Allowing a 45-foot maximum roof height in the M1 industrial zone if within 500 feet of R1 or A1 zoning districts.
- 2) Allowing a 50-foot maximum roof height in the M2 industrial zone if within 500 feet of R1 or A1 zoning districts.
- 3) Allowing for a graduated or scalable maximum roof height in the M1 and M2 zones pursuant to its distance from the property line of a residence in an R1 or A1 zone, with required landscaping and screening setbacks factored.

There are sound alternatives to meet the City's goals in protecting residential properties while also allowing for the modernization and needed redevelopment of older and obsolete industrial properties, with sensitivity given to sensible design elements that have been used in other local jurisdictions with similar concerns.

We aim for win-win solutions for the City, its residents and commercial property owners. Thank you for your consideration.

Respectfully,

Mihran Toumajan

Mihran Toumajan
NAIOP SoCal, Government Relations Manager

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 Donine sdonine@naiopsocal.org.

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