

Message from the CEO

Dear Friends:

We all know that old adage, "if it ain't broke, don't fix it."

Having been a business owner and CEO of multiple organizations over the course of 35 years, I know first-hand there is much truth to this.

I also know that while something might not be broken, becoming complacent can be fatal. The goal is to always make it even better.



Take for example NAIOP SoCal's acclaimed YPG program. For 18 years, 35 commercial real estate professionals under the age of 35 have graduated from YPG developing leadership skills, understanding inflection points and realizing the power of community and relationship-building. I believe strongly in the power of education and YPG exemplifies this strength.

The recent [YPG Graduation](#) was inspiring as a rising generation of commercial real estate professionals continue to advance their professional growth. The magic of YPG starts with the Curriculum Committee which knows that while the program continues to be successful with a highly competitive application process, we must always look for ways to make it better.

NAIOP SoCal has embarked on a 5-year plan focused on enhancing excellence in programs, events, industry education and legislative advocacy. Two years in a row, we have been the fastest-growing NAIOP Chapter in North America. Progress, yes. Rest on our laurels, no.

I believe in bold ideas. I welcome your input. Whether it's refining a current program or potentially introducing a new initiative that better serves and strengthens the dynamic Southern California commercial real estate industry, let us know. Or simply [join one of our 16 Committees](#). It is through these Committees where ideas are incubated and reforms are made. We welcome your voice and input.

Enjoy the rest of August.

Timothy Jemal
CEO | NAIOP SoCal

Upcoming Events

CONJURED CONNECTIONS

Join us for Drinks, Bites & Networking at the Exclusive Magic Castle!

Date: Thursday, August 8th
From: 5:00 PM - 8:00 PM

Location: 7001 Franklin Avenue
Hollywood, CA 90028

A Magical Networking Soiree

HOLLYWOOD

*FOR GUESTS PLANNING TO ATTEND THE MAGIC CASTLE AFTER OUR EVENT, PLEASE NOTE, THE MAGIC CASTLE DRESS CODE WILL BE STRICTLY ENFORCED.

Conjured Connections - Magic Castle
August 8, 2024
Magic Castle, Los Angeles
Sold Out

Join us for Drinks, Bites, and Networking at the Exclusive Magic Castle! Get ready for an evening of enchantment and connection as we come together in this truly magical setting. It's the perfect chance to mingle, make new friends, and enjoy a one-of-a-kind experience

[Tickets Available Through Sponsorships Only!](#)

LA FALL MEMBERSHIP MIXER

EVENT INFORMATION:
SEPTEMBER 19, 2024

TIME:
5:30 - 7:30 PM

PRICING:

- MEMBERS: \$96
- NON-MEMBER: \$145
- STUDENT MEMBER: \$50
- STUDENT NON-MEMBER: \$90

GET READY TO MEET, MINGLE AND MAKE CONNECTIONS AT OUR FALL MEMBERSHIP NETWORKING MIXER AT CULVER PUBLIC MARKET IN CULVER CITY.

LOCATION:
CITIZEN PUBLIC MARKET
1000 CULVER BLVD
LOS ANGELES, CA 90032

PARKING:
APPROX. \$10
PARKING FEE, STRUCTURE & STREET PAVED
AVAILABLE

MORE INFORMATION CAN BE SEEN ON OUR WEBSITE OR CONTACT US: WWW.NAIOPSOCCAL.ORG

LA Fall Membership Mixer
September 19, 2024
Citizen Public Market, Culver City

Get ready for an evening of networking and connection at NAIOP SoCal's Fall Membership Mixer. Join us at Citizen Public Market in Culver City and meet fellow industry professionals as you enjoy the vibrant atmosphere of this popular venue. Don't miss this opportunity to expand your network and engage with like-minded individuals in the commercial real estate industry. We look forward to seeing you there!

[Tickets on Sale Now!](#)

[Click Here to view Sponsorship Opportunities](#)

Night at the Fights
October 10, 2024
OC Fair & Events Center, Costa Mesa



Ticket and Tables Sales are now OPEN for Southern California's Premier Commercial Real Estate Networking Event! ☐☐

NAIOP SoCal's Night at the Fights is scheduled for Thursday, October 10, 2024. Prepare for an evening of espionage and elegance as we transform the Orange County Fair and Event Center into a world of 007. ☐

Tickets on Sale Now!

Click Here to view Sponsorship Opportunities



LA Golf

December 2, 2024
Old Ranch Country Club, Seal Beach
(Save the Date)

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!

Early registration is available to Corporate and Event **Sponsors**.

General Registration will Open Soon

In Case You Missed It!


























Thank you to everyone who joined us at NAIOP SoCal's OC's Golf 2024 Tournament on Monday, July 1st! We sold out two courses at Coto De Caza Golf & Racquet Club and had an amazing time! We also raised over \$8k for NAIOP SoCal's Candidates PAC with the Player's package fundraising!

Congratulations to all the tournament winners and players! Don't forget we have one more Golf Tournament coming up in 2024. Save the date and join us on December 2nd at Old Ranch Country Club in Seal Beach for our **LA Golf Tournament**.

Thank you to our OC Golf Committee's Chair, Christopher Drzyga and Vice Chair, Dan Walker for their leadership and thank you to the entire OC Golf Committee for helping make this year's tournament a huge success!

Click Here to see photos from the day!

Thank You to Our OC Golf Event Sponsors

Course		Golf Cart		
 		 		
Breakfast	Beverage	Golf Ball	Range	Cigar
	 			
Games & Contest			Tee/ Green	
   			 	
   			 	
   			 	

YPG 2023-24 Graduation



NAIOP SoCal was thrilled to host its 18th Annual Graduation Ceremony for its Young Professionals Group (YPG) Class of 2023-24 at the Cannery in Newport Beach. What a special way to celebrate their hard work throughout the year! We will miss seeing these faces each month but are happy to welcome them into our prestigious YPG Alumni network.

To our graduates: we look forward to seeing the difference you make in the industry and our community. Best Wishes!

We would also like to thank Thomas (Tom) Sherlock and Al Beaudette, two of our YPG founding fathers who presented the YPG John B. Parker Award to this year's winner, John Dang.

Thank you to our YPG 2023-24 Sponsors! We appreciate your support of our program:

Event photos can be found [here](#).

Thank you to our 2023-2024 YPG Sponsors!

Admiral Sponsor



Commodore Sponsors



Captain Sponsors



Case Competition Sponsor



We Need a Site for the LA Real Estate Challenge



LA Real Estate Challenge - November 2024

We are thrilled to announce our upcoming LA Real Estate Challenge! At this challenge, student teams from USC and UCLA will go head-to-head, showcasing their research and presenting their site proposals to a panel of real estate experts. Get ready for an exciting competition!

We are actively looking for a site to be evaluated by these teams! This is an excellent opportunity to have your company promoted in NAIOP SoCal's marketing collateral as well as at the event site. Participation

enables you to form a professional relationship with these talented graduate students!

If you have a site that you would like to present for consideration, please contact Becky Ezell at bezell@naiopsocal.org.

2024 NAIOP SoCal Sponsorship Opportunities



2024 NAIOP SoCal Sponsorship Opportunities

Take your brand to the next level by sponsoring NAIOP SoCal and becoming a standout supporter of the commercial real estate industry! With access to over 1,200 professionals and 500 top firms in Southern California, your brand will gain unparalleled exposure through high-profile promotion at our premier events as well as on our social media and website. Elevate your presence while supporting the industry!

[Click Here to Become a Sponsor Today!](#)

Membership Update



2024 Membership

It's time to take your commercial real estate career to the next level! Join NAIOP SoCal now and connect with over 1,200 industry professionals in LA and Orange County. With top-notch networking events and industry education, 2024 is your year to shine. Don't wait, join today!

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

July 2024

Esther Ahn, Ocean West Capital Partners

Raul Ayala, University of Illinois Urbana Champaign

Paxton Baird, GID Industrial

Abraham Birbrayer, Bolour Associates, Inc.

Alan Boudreau, Boudreau Pipeline

Austin Caviness, Kidder Mathews

Nastasia Kossacky, National Trench Safety

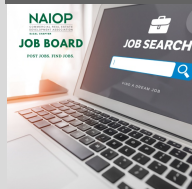
Griffin Morgan, Overton Moore Properties

Joonas Partanen, Brookfield Properties

Darakhsha Siddiqi, Santiago Canyon College

Eric Willett, RCLCO Real Estate Consulting

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 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](#)

Building Block Foundation Fund White Party Charity Fundraiser

Tickets Now on Sale for Building Block Foundation Fund White Party Charity Fundraiser Set for August 21, 2024 at Newport Dunes:
CapRock Partners Returns as Title Sponsor

Orange County, CA – One of the best commercial real estate events in Southern California, the Building Block Foundation Fund White Party Charity Fundraiser will be held on August 21, 2024 at the beautiful Newport Dunes in Newport Beach. Tickets are now on sale for the event that draws hundreds to support local charities.



Each year, the Building Block Foundation Fund, a non-profit organization that brings together the commercial real estate industry to support organizations focused on improving the lives of at-risk youth, holds its White Party in support of its charity partners that include Project Access, Boys Hope Girls Hope, Everfree, Joyful Child Foundation, Kidworks, Orangewood Children's Foundation, HomeAid and Hope Builders.

This year's event, featuring title sponsor Caprock Partners, will include music, savory food selections, cocktails, and lots of commercial real estate industry networking on the beach and under the stars at Newport Dunes.

"We are thrilled to welcome back CapRock Partners as our title sponsor. Thanks to their support and the outstanding corporate and individual sponsors who join us each year we were able to support great local charities who are making a difference in children's lives. We look forward to the commitment of the commercial real estate community again this year for a great night of networking with a purpose," said James Wall, director, Rockefeller Group and 2024 White Party chair.

In 2023, the White Party was attended by more than 300 CRE professionals, raising approximately \$140,000, for the charities supported by Building Block Foundation Fund, bringing the total raised by Building Block since 2004 to over \$3 million.

Tickets are available [here](#)

2024 White Party Sponsors include: CapRock Partners, Bascom, Panattoni, Frome Family Foundation, Hager Pacific, South Coast Plaza, SRG Commercial Majestic Realty, Eastdil Secured, Graycor Construction, Smith and Severson, A Street Partners, RD Olson, Partner, Cox Castle & Nicholson, PeopleSpace, Allen Matkins, JP Morgan, Rutan, HRS, KPRS, Commonwealth, Chicago Title, Manatt, Ares Industrial, JLL, Scanell, Fidelity National Title, Twining, KZ Companies, Mariners Excrow, Savills, Bridge Logistics, First American, Marsh McLennan, Strata, Voit, MCR Realty, Steve Card, California Bank, Bank of America, Newmark, Shopoff, Guy Johnson, Harvest, RETS, Buchanan Street Partners, CBRE, Colliers, WD Land, Northmarq, RENTV.com.

Media Contact: Jessica Spaulding, The Spaulding Agency, Jessica@spaulding-agency.com

Legislative Affairs Update

NAIOP
COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION
SoCAL CHAPTER

TAKE ACTION
URGE CALIFORNIA STATE
ASSEMBLYMEMBERS
TO OPPOSE SB 1103

State Assemblymembers are Back in Session: TAKE ACTION NOW and Urge Assemblymembers to Vote "No" on SB 1103

A state bill upending landlord-tenant relationships will be debated and voted on the State Assembly Floor in August 2024. The bill – SB 1103 (Menjivar) – will disrupt landlord-tenant relationships in commercial contracts, place restrictions on cost allocation adjustments and add complex regulations to the business-to-business relationship. SB 1103 will have detrimental consequences not only on commercial landlords but on small businesses and nonprofit organizations that the bill is trying to protect.

NAIOP SoCal is asking our Members and friends to contact State Assemblymembers, urging them to oppose SB 1103. It only takes a minute of your time to respond to [NAIOP SoCal's Action Alert](#) by **emailing** (Note: Submit a pre-written email) and/or **calling** your State Assemblymember (Note: Follow the supplied phone script as a guide).

SB 1103 is harmful to commercial property owners and tenants because it:

- Fails to recognize the fundamental uniqueness of business-to-business relationships in lease contracts and negotiations.
- Makes it more difficult for undercapitalized small entrepreneurs to secure leases and hinders the growth of start-up businesses.
- Jeopardizes the potential for flexibility and mutual benefits when a commercial landlord and tenant negotiate a lease or contract.
- Prohibits a property owner's ability to allocate and recover building operating costs in a manner that increases a tenant's share of those costs during the tenancy. Critical costs that property owners would not be able to recoup include emergency repairs; rising insurance premiums; property tax increases; major capital improvements; compliance with new safety, environmental or accessibility regulations; inflation-related increase in operating costs; and enhancements to address unforeseen security measures.

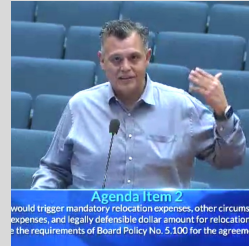
- Imposes complex and ambiguous regulations, which will disproportionately burden small to mid-sized commercial property owners.
- Heightens legal risks, uncertainty and administrative burdens, especially for “mom and pop” property owners, due to onerous and costly documentation and translation requirements.

Please take action now and encourage your co-workers and friends to do so as well. Thank you for your attention and advocacy on this important legislative issue.

LA County Board of Supervisors Pass Motion on Onerous Commercial Leasing Mandates

NAIOP SoCal Testifies in Opposition

During the Los Angeles County Board of Supervisors’ meeting on July 9, 2024, a motion proposing mandates on commercial leases was introduced by Supervisors Holly J. Mitchell and Hilda L. Solis and ultimately approved by the full Board. Today’s motion asks the LA County Department of Economic Opportunity (DEO) to hire a consultant to perform an economic analysis of commercial rents across the County, to engage with nonprofit and small business organizations in providing recommendations and a potential “model lease,” and to identify and recommend additional health and safety standards relative to commercial tenancies. The motion calls for commercial tenant protections for small businesses with less than ten employees and nonprofit organizations with fewer than twenty employees. The motion, however, is laden with detrimental provisions for commercial property owners, including burdens on landlords to cover potential tenant relocation fees.



NAIOP SoCal Senior Government Relations Director, Jose Cornejo, testified at the meeting in opposition to the motion. NAIOP SoCal was one of only two business organizations to testify in person at the meeting. In his testimony, Cornejo explained fundamental differences between commercial and residential leases, and expressed concern that the motion would create additional barriers to entry for small and minority-owned businesses due to concerns over an increased scrutiny of creditworthiness. Cornejo also emphasized that the motion would place additional burdens on small business owners facing unsustainable leasing terms and conditions, including mandatory relocation expenses and modified health and safety standards. Jose’s testimony complemented [NAIOP SoCal’s opposition letter](#) to the motion, submitted for the public record.

Supervisor Kathryn Barger referred to opposition letters received from NAIOP SoCal and other business groups, and warned about the motion’s unintended costs and consequences for small business owners. Supervisor Barger recommended that business community and commercial property stakeholders be involved in a forthcoming economic impact analysis initiated by the DEO. In response to Supervisor Barger’s concerns, DEO Director Kelly LoBionco affirmed that “all commercial stakeholders would be engaged as part of our economic analysis.” In addition, during deliberations Supervisor Mitchell’s staff approached Cornejo and expressed their desire for NAIOP SoCal to continue providing input and expertise throughout the process.

The motion ended up passing with a 5-0 vote.

Earlier this year in the California legislature, State Senator Caroline Menjivar (D-20) introduced a bill (SB 1103) on commercial lease contract mandates for small businesses and nonprofits, which LA County’s motion mirrors. While SB 1103 will likely face a Floor vote in the State Assembly next month, working with our Sacramento partners – California Business Properties Association – and other trade associations, NAIOP SoCal has helped weaken the scope and impact of SB 1103 throughout the legislative process.

“I thank Jose for his testimony today on behalf of NAIOP SoCal to the Board of Supervisors to take the legitimate concerns of small and minority-owned businesses – owners and tenants – seriously. NAIOP SoCal looks forward to engaging with DEO staff in shaping the proposed economic analysis on commercial leasing,” stated Tim Jemal, CEO, NAIOP SoCal.

NAIOP SoCal will keep its Members posted and engaged on new developments regarding Los Angeles County’s proposed commercial leasing mandates.

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

Diamond



Platinum



As of 2/5/2024

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