

Message from the CEO

Dear Friends:

Since my early adult years, New Hampshire's "Live Free or Die" state motto has always been meaningful to me.



On the cusp of July 4th, I've started re-reading events leading up to World War II and specifically the role of British Prime Minister Winston Churchill. Churchill, then a member of Parliament, despised Prime Minister Neville Chamberlain's policy of appeasement toward fascist Germany.

Chamberlain is best known for signing the "Munich Agreement" which allowed Nazi Germany to annex the Sudetenland region of Czechoslovakia.

In his speech to the House of Commons during the debate on the Munich Agreement, Churchill argued: "There can never be friendship between the British democracy and the Nazi power which vaunts the spirit of aggression and conquest, which derives strength and perverted pleasure from persecution, and uses, as we have seen, with pitiless brutality the threat of murderous force. That power cannot ever be the trusted friend of the British democracy."

Churchill went on: "We have sustained a total and unmitigated defeat... and I do not suppose that this is the end. This is only the beginning of the reckoning. This is only the first sip, the first foretaste of a bitter cup will be proffered to us year by year unless by a supreme recovery of moral health and martial vigor, we arise again and take our stand for freedom as in the olden time."

The House of Commons voted 366-144 to support of the Munich Agreement. We know what Hitler and Nazi Germany went on to do.

While Americans rightly sought freedom from British tyranny, it was Churchill, half-American by birth through his mother but very much British on father's aide, who reminded us that appeasement in face of barbarism is doomed to fail.

Enjoy all your freedoms this July 4.

Timothy Jemal
CEO | NAIOP SoCal

Upcoming Events

2024 YPG CASE COMPETITION

YPG Case Competition
July 10, 2024
Irvine

WHO WILL TAKE HOME THE CAPROCK CUP?

Five teams will compete for the coveted CapRock cup, proposing the highest and best use for a live site in the City of Laguna Niguel.

Sponsored by: **CapRock Partners**
Thanks to our host: **LBA Realty**

[Register Today!](#)

Day of Service at GrowGood

GrowGood is a nonprofit development social enterprise that uses urban agriculture to address social issues through innovative partnerships that provide lasting and impactful solutions.

Friday July 19, 2024
8:00 A.M. - 1:00 P.M.

In the City of Bell

Get ready for an incredible day at this urban nonprofit farm! You'll experience hands-on activities like composting, planting and more. Join us!

For more information, please contact:
Dianna Kachibotat
dkachibot@naiopsoocal.org
www.naiopsoocal.org
(714) 550-3339

Day of Service at GrowGood
July 19, 2024
City of Bell

Join us for a Day of Service at GrowGood
Friday, July 19, 2024

[Register Today!](#)

Interested in being an Event Sponsor?
Please contact Becky Ezell:
bezell@naiopsoocal.org

Conjured Connections - Magic Castle
August 8, 2024
Los Angeles

Join us for Drinks, Bites, and Networking

NAIOP
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.

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

Space is limited get your tickets today!

Help make the magic happen by becoming a **sponsor today!**

NIGHTS AT THE NAIOF
10-10-24
 Orange County Fair and Event Center

Night at the Fights
 October 10, 2024
 OC Fair and Events Center

General tickets will go on sale starting at the end of June, but don't wait – secure your seats now through sponsorship for the best view of the action!

Click Here to view Sponsorship Opportunities

In Case You Missed It!



OC Golf Tournament






























Thank you to everyone who joined us at NAIOP SoCal's OC's Golf 2024 Tournament on Monday, July 1! 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 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 2 at Old Ranch Country Club in Seal Beach for our LA Golf Tournament.

Thank you to Chair Christopher Drzyzga, Vice Chair Dan Walker and 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	
   			 	
   			  	
   			 	

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

June 2024

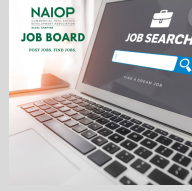
Andrew Chase, Fidelity National Title
Jack Denning, The Koll Company
Matthew Economos, Economos DeWolf

Roman Meraz, UC Irvine, The Paul Merage School of Business
Motheo Mine, University of Southern

John Faheem, Altisource
Samira Farahani, California State University, Fullerton
Charles Frausto, California State University, Fullerton
Ashley Gutierrez, Commonwealth Land Title
Jackson Harris, Hudson Pacific Properties
Cameron Hildreth, Hilco Development Services
Clarence Kung, Ares Management LLC
Danielle Latimer, CBRE Investment Management
Alexander Lee, Brasa Capital Management
Evelyn Manning, Colliers

California
Eric Rangel, California State University, Fullerton
Daniel Reilly, California State University, Fullerton
Dave Reynolds, Boudreau Pipeline
Steven Robertson, DM Flooring
Emilio Rosas, Newmark
Ian Rosenberg, UC Irvine, The Paul Merage School of Business
EJ Schloss, Cox, Castle & Nicholson LLP
Max Theurkauf, Cal Poly Pomona
Harrison Vos, Caprock Partners

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](#)

Legislative Affairs Update

PAGA Reform Legislation Signed Into Law by Governor Newsom

On July 1, 2024, Governor Gavin Newsom signed two bills – AB 2288 (Kalra) and SB 92 (Umberg) – into law to reform California's Private Attorneys General Act (PAGA). After months of discussion involving business and labor groups, as well as the engagement of Governor Newsom, State Assembly Speaker Robert Rivas and State Senate President pro Tempore Mike McGuire, a compromise agreement among the parties was reached on June 21. PAGA reform measures address concerns raised by organized labor and the business community, and improve the functioning of the act. Key aspects of the reforms include:

Employees' Share of Penalty:

- Increases the share – from 25% to 35% – that employees receive from any penalty.

Penalties:

- For employers who proactively take steps to comply with the Labor Code before receiving a PAGA notice, the maximum penalty that can be awarded is 15% of the applicable penalty amount.
- For employers who take steps to fix policies and practices after receiving a PAGA notice, the maximum penalty that can be awarded is 30% of the applicable penalty amount.
- Reduces the maximum penalty where the alleged violation is brief or where it is a wage statement violation that does not cause confusion or economic harm to the employee (e.g., the misspelling of a company name or forgetting to add "Inc." on the pay statement).
- Levels the playing field for employers who pay weekly by ensuring a penalty is adjusted. Currently, such employers are penalized at twice the amount because penalties accrue on a per pay period basis.
- Addresses derivative claims.
- Creates a new penalty (\$200.00 per pay period) if an employer acts maliciously, fraudulently or oppressively.

Employers' Right to Cure:

- Protects small employers by providing a more robust right to cure process aimed at reducing litigation and costs.
- Expands the Labor Code sections that can be cured, in order for employees to be made whole quickly.
- Provides an opportunity for early resolution in court for larger employers.

Strengthening Enforcement Agency:

- The Newsom Administration will separately pursue a trailer bill to give the California Department of Industrial Relations (DIR) the ability to expedite hiring and filling vacancies to improve and accelerate the enforcement of employee labor claims.

Judicial Discretion:

- Codifies that a court may limit both the scope of claims and evidence presented at trial.

Improves Measures for Injunctive Relief and Standing:

- Allows courts to provide injunctive relief to compel businesses to implement changes in

- the workplace aimed at resolving labor law violations.
- Requires the employee (plaintiff) to personally experience alleged violations brought forth in a claim.
- Alleged violations submitted in a claim must have occurred within the last year (Note: Prior to this PAGA agreement, there was no time limitation for alleged violations).

The PAGA reform measures are designed to balance the interests of employers and workers, improve the efficiency and fairness of the PAGA process, and maintain strong protections for employers and workers alike.

CA Supreme Court Removes Taxpayer Protection Act from the 2024 Statewide Ballot

On June 20, 2024 the California Supreme Court removed the Taxpayer Protection and Government Accountability Act (TPA) from the November 5, 2024 statewide ballot. The high court's decision is a serious blow to the electorate's ability to weigh in on how the state and local jurisdictions ought to levy tax increases.

Having garnered over 1.43 million validated signatures to qualify as a ballot measure, TPA sought to reinstate the two-thirds majority vote requirement for new, citizens-initiated special taxes and grant voters the authority to approve or reject tax increases. Significantly, TPA aimed to nullify the Upland loophole, which requires a simple majority for tax increases. The Upland case, upheld by a CA Supreme Court decision in 2017, undid decades of voter-approved tax law requiring a two-thirds vote for all special taxes.

Led by a broad coalition of business associations, including our Sacramento-based legislative partner – CBPA – NAIOP SoCal committed to supporting TPA at an early stage. Commercial real estate and other industries have long been a target for new taxes to fund different state and local programs benefiting special interest groups. Unfortunately, dozens of new taxes are sought every year without regard to their impact on jobs and the quality of life. Such excessive taxation can be seen through split roll property tax initiatives, housing in-lieu fees, documentary transfer taxes and state agencies imposing taxes or hidden fees.

On September 26, 2023, the Legislature of the State of California, Governor Gavin Newsom and John Burton on behalf of the California Democratic Party filed a lawsuit against TPA in an attempt to have it pulled off of the November 2024 ballot. The lawsuit broke from the common practice of allowing the electorate to decide on approved initiatives without court interference. The last time the high court removed a ballot measure prior to an election was in 1999.

TPA supporters defended the initiative by arguing that it would empower voters and sustain constitutional rights. Opponents argued that TPA was a constitutional change requiring legislative approval to appear as a ballot measure. Through its unanimous decision, the high court made clear that the only question it considered was if the proposed ballot initiative could validly be enacted through an initiative. Justice Goodwin Liu stated: "The changes proposed by the [initiative] are within the electorate's prerogative to enact, but because those changes would substantially alter our basic plan of government, the proposal cannot be enacted by initiative," the justices wrote. "It is instead governed by the procedures for revising our constitution."

NAIOP SoCal will now pivot to mobilize our Members and the electorate to reject state constitutional amendments ACA 10 and ACA 13, which are likely to appear on the November ballot. Borne out of ACA 1 – adopted by the State Legislature last year – ACA 10 would reduce the voter approval threshold required for local governments to issue bonds or initiate special taxes on affordable housing and public infrastructure projects from a two-thirds majority vote to 55%. ACA 13 would make it more difficult to approve new taxpayer protections against court-created loopholes, such as in the Upland case, by requiring that all new taxpayer protections pass by a two-thirds majority of voters.



NAIOP SOCIAL ADVOCACY TRIP TO SACRAMENTO CBPA'S 2024 CA COMMERCIAL REAL ESTATE SUMMIT AUGUST 13-14, 2024

NAIOP SoCal continues to be the leading voice for commercial real estate in Southern California. On August 13-14, 2024, our Sacramento-based legislative partner, the California Business Properties Association, will be organizing its annual California Commercial Real Estate Summit (CCRES). This is an excellent opportunity to meet with legislators and staff at the State Capitol in Sacramento, educate them on legislative and policy discussions, and advocate on priority bills for NAIOP SoCal and its Members. Briefing packets will be prepared for all CCRES attendees.

We warmly welcome your participation!

Sacramento is critical in building deeper relationships with key state legislators and talking positively about the contributions of commercial real estate to Southern California's economy. This is a fantastic relationship-building opportunity.

The plan is to fly to Sacramento in the morning or early afternoon on Tuesday, August 13, and return during the mid-afternoon on Wednesday, August 14.

NAIOP SoCal will be organizing a private dinner with select state legislators on Tuesday evening, August 13 beginning at 6:30 PM.

Join Us!

Pricing:

NAIOP SoCal Gavel Sponsor Price: \$300 for full event. Includes evening reception, private dinner with legislators, Wednesday breakfast and lunch, and state legislative meetings.

General Registration Price: \$400 for full event. Includes evening reception, private dinner with legislators, Wednesday breakfast and lunch, and state legislative meetings.

The above early-bird pricing ends on July 23rd. Act now to take advantage of the discounted pricing.

Interested in attending? Please complete this [form](#). NAIOP SoCal staff will reach out to discuss the advocacy trip.

For additional information on the 2024 CCRES schedule, information on accommodations, and to register for the event online, please [click here](#).



The NAIOP SoCal delegation at CBPA's 2023 CCRES in Sacramento

Questions on Legislative Affairs? Contact NAIOP SoCal
Legislative Affairs Manager Mihran Toumajian, mtoumajian@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!



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