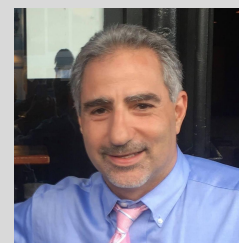


NAIOP SoCal news & updates

Message from NAIOP SoCal CEO

July 4 reminded us of what binds our country and that we can never take freedom for granted.

With two in-person events already behind us in 2021, NAIOP SoCal continues building momentum as the go-to organization for commercial real estate. Nearly 400 people attended our June 10 OC BBQ Bash and June 22 Prospect Mixer. While our July 19 OC Golf Tournament is sold out, you can still register to attend the **networking reception** following the tournament. From August 31 – September 1, NAIOP SoCal is co-hosting the largest industrial conference in the nation, **I.CON West**. September features our LA Cocktail Reception and our iconic Night at the Fights event will be October 7 at the Orange County Fairgrounds.



We have excellent industry education programs through NAIOP U planned for the second half of 2021 so look for registration soon. Our work on legislation affairs is growing in Southern California, Sacramento and Washington, D.C. Recently, in collaboration with our Sacramento partners, the **California Business Properties Association**, NAIOP SoCal led the effort to defeat legislation, AB 255, that would have disrupted existing contracts between property owners and tenants. NAIOP SoCal contacted legislators throughout Los Angeles and Orange Counties to express our opposition to the measure.

NAIOP SoCal is emerging strong from pandemic. Over 125 members have joined NAIOP SoCal since April. **Joining NAIOP** will be one of the best investments you make. We are always open to new ideas that benefit our members and the commercial real estate industry. The best way to get involved with is through one of our committees – Check our Committees **Here**.

Timothy Jemal
NAIOP SoCal CEO

Hallmark Events and Programs



OC Golf Tournament Exciting Changes for OC Golf Tournament

Monday, July 19, 2021
Coto de Caza Golf & Racquet Club

A number of enhancements are in store for the July 19th OC Golf Tournament, considered one of the must attend events for the industry. First, the entire event will be at the Coto de Caza Golf & Racquet Club, as opposed to splitting the event between courses. Having the tournament in one spot will dramatically enhance networking and overall energy. The event sold out two months in advance and the waiting list continues to grow. However, tickets for the reception and dinner are still available.

For 2021, upon arrival, golfers will experience a bespoke shopping experience, hosted by Swannies golf apparel. Golfers will also purchase their “players package” providing them mulligans, additional swag and access to on-course competitions and other raffles. There’s even going to be a physical therapist on the range helping golfers stretch out and warm up.

“We’re elevating the entire experience. It’s exciting to be out networking again in person. To celebrate, we want to make

sure people have a great time on and off the course,” said Chris Drzyzga, OC Golf Chair and Vice President with Voit Real Estate Services.

Golf SOLD OUT...JOIN US for Reception!

 I.CON West:
The Industrial Conference
Aug. 31 - Sept. 1
Long Beach, California

All

NAIOP
NATIONAL ASSOCIATION
OF INDUSTRIAL
OPERATORS

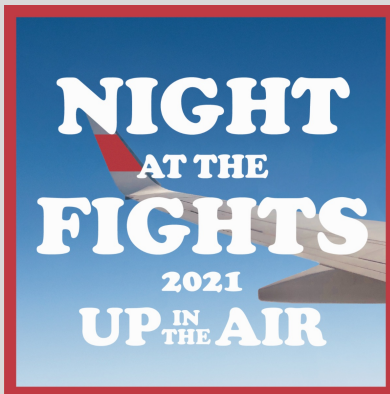
I.Con West: The Industrial Conference

August 31st - September 1st 2021

The premier event exclusively focused on the development, operation and expansion of industrial real estate, I.CON is the nation's largest gathering of industrial real estate professionals.

Hear the big ideas, trends and new technologies in industrial development from the best in the business, and make new professional contacts in the enthusiastic networking environment.

Click here for INFORMATION and REGISTER



See what's in
store...Watch now!



Night at the Fights Up in the Air!

Thursday, October 7, 2021

The OC Fair & Event Center - Hangar Building

Night at the Fights is back! Set for October 7th, the event will be at The Hangar at the OC Fair and Event Center with lots of space and open air for high-end networking, cocktails, a gourmet dinner, casino games, plus a premier fight card featuring boxing and MMA competitions. The chapter is excited to welcome Ring Sponsor Link Industrial, along with Round 2 Sponsor Rexford Industrial and Warm Up Sponsor Air Control Systems.

“The fact we already have a high-profile list of leading companies as event sponsors demonstrates how important this event is to our industry and the incredible amount of exposure it provides. We're all really looking forward to getting together again with friends, peers and clients,” said Ryan Gallagher, 2021 Night at the Fights Chair, managing partner, co-founder, Space Investment Partners.

More sponsorships are available – but going fast!

General tickets on sale NOW! Reserve your spot!

Real Estate Challenge

Who will take home the second Silver Shovel of 2021?

There is no better rivalry in SoCal than the UCLA Bruins vs. the USC Trojans - Especially when it comes to real estate. While UCLA took home the coveted Silver Shovel at the 23rd annual NAIOP SoCal USC vs UCLA Real Estate Challenge held on March 4, USC will get an opportunity to level the 2021 score.



Join us Thursday, November 18, 2021, as student teams from the Ziman Center of Real Estate at UCLA's Anderson School of Business and the Lusk Center at USC's Marshall School of Business and Price School of Public Policy meet for the second time in 2021 for a head-to-head competition to determine the best use for a commercial real estate project in Southern California.

The March 2021 competition site was the 8.3-acre Greyhound Bus Terminal site located at the entrance to the Arts District and adjacent to several significant redevelopment projects in downtown Los Angeles. The project is owned by Prologis.

We are looking for projects that could be candidates for November 18 competition. If you have a project you want considered, please contact Becky Ezell, bezell@naiopsocal.org.

Membership Update



2021 Membership Renewal

NAIOP is all about CONNECTIONS... to advanced education, exclusive business opportunities, and indispensable information... a connection to the future of commercial real estate development. Your participation and involvement are important to NAIOP SoCal and to the commercial real estate industry. Renewing your NAIOP SoCal membership gives you continued access to NAIOP U educational programs, exclusive legislative affairs advocacy, and the return of carefully planned in-person hallmark events including Night at the Fights, BBQ Bash, Golf Tournaments, and more!

It's Not too Late to Join us in 2021! Click Here to Renew Your Membership Now!

Welcome NAIOP SoCal New Members | June 2021

Jim Bannan, The Muller Company
Kimberly Cart, LBA Realty
Edward Coulson, UC Irvine, The Paul Merage School of Business
Maximus Dobrev, No Company SoCal 3
Jim Dusserre, Chapman University
Simon Elia, Stratheon
Nina Elizarraras, El Camino College
Aric Evatt, Urban Crossroads, Inc.
Norman Gensinger, Chapman University
Jolene Haley, Chapman University
Cole Henriksen, North Palisade Partners
Alexandria Jensen, Chapman University
Dan Johnson, Wallace P Johnson Plumbing & Heating, Inc.
Sepehr Khanbabaei, Sabikan Capital
Matthew Kukta, Overton Moore Properties
Melissa Ley, CBRE Capital Markets
John Linehan, Mitsui Fudosan America

Emma Miller, Link Logistics Real Estate
Joseph Mishurda, North Palisade Partners, LLC
Mike Morley, The Irvine Company, LLC
James Munsell, CBRE Global Investors
Alex Osei-Twumasi, Loyola Marymount University
Liam Palmieri, LOWE
Haseeb Qureshi, Urban Crossroads, Inc.
Bryan Russell, Pendulum Property Partners
Kevin Russell, Commonwealth Land Title Insurance Company
Kristen Shryock, Shryock Search Partners, Inc.
James St. Louis, Chapman University
Danielle Taylor, Chapman University
Jennifer Tran, WFG National Title Company
Ivan Viramontes, Talonvest Capital, Inc.
Cristina Virgilio, EQT Exeter
Brian Wong, North Palisade Partners, LLC

Legislative Affairs Update

Last week Gov. Gavin Newsom signed the primary budget bill, which outlines the framework for the \$262.2 billion spending plan for the new fiscal year.

The budget process will continue for several more weeks and additional details on the spending plan will be determined through budget trailer bills.

The budget agreement contains significant new funding for numerous housing and homelessness programs. Most notably, \$1 billion is earmarked for local governments to address homelessness contains few details about the new, “robust” oversight and accountability measures.

The budget contains several “sustainability” funding items:

- \$2.7 billion in funding for a variety of programs related to zero-emission vehicles.
- \$525 million for the Clean Vehicle Rebate Project.
- \$500 million for zero-emission vehicle charging and fueling infrastructure.
- \$500 million in funding for the Clean Trucks & Buses.
- \$125 million in zero-emission vehicle manufacturing grants.
- \$475 million for drayage trucks, transit buses, school buses and associated infrastructure.
- \$407 million for zero-emission transit investments.

In the area of Housing, Community, and Economic Development, the Governor signed legislation to extend the state’s eviction moratorium through September 30, 2021, and clear rent debt for low-income Californians that have suffered economic hardship due to the pandemic.

Many City Councils in Los Angeles and Orange County will be in recess during the month of July, for example, Los Angeles City Council will be in summer recess from July 6 through July 27, 2021. The California Legislature will go on summer recess from July 16th to August 16th. At the National, Congress is expected to be in recess during most of August.

NAIOP SoCal will continue monitoring these issues and will continue updating the membership. For more information, contact Jose Cornejo, jose@cornejost.com.



THANK YOU TO OUR 2021 PLATINUM SPONSORS



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

