

# NAIOP SoCal news & updates

## Message from NAIOP SoCal CEO

We are at the midpoint of Summer season and I hope everyone has a chance to relax and enjoy some quality time with family and friends.

Summer 2021 has also marked significant activity for NAIOP SoCal.

On July 19, we had a fantastic Golf Tournament and Dinner at the Coto de Caza Country Club. I had a blast carting around both courses and meeting many of you for the first time. There some great golf played but even more important were the opportunities to network and engage with nearly 300 commercial industry executives and professionals. Check out some photos from the event: [NAIOP SoCal Coto de Caza Golf](#).



Our Young Professionals Group (YPG) continues to be an integral part of NAIOP SoCal and we are thrilled to kick-off the next class later this month. From August 31 – September 1, we are co-hosting the largest industrial conference in the nation, [I.CON West](#). And September 12 features our [Sunset Fiesta Networking Reception in LA](#).

We continue to work on strengthening our government affairs work on behalf of the commercial real industry. Legislative and regulatory threats to the commercial real estate industry in Southern California are growing. State, local and regional taxes and fees, costly environmental regulations, building code requirements, warehouse moratoriums, commercial lease changes and mandatory wage increases all targeting commercial real estate will continue to be the significant challenges we face in 2021 and beyond. We made it a priority to increase funding for government affairs to be more effective advocates for the industry. We are currently reaching out to members to support this important effort.

The COVID-19 variant persists in posing challenges, but we are focused like a laser on providing year-around value to members and sponsors.

Timothy Jemal  
NAIOP SoCal CEO

## Hallmark Events and Programs

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

All

NAIOP  
COMMERCIAL REAL ESTATE  
INDUSTRY ASSOCIATION

### 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](#)



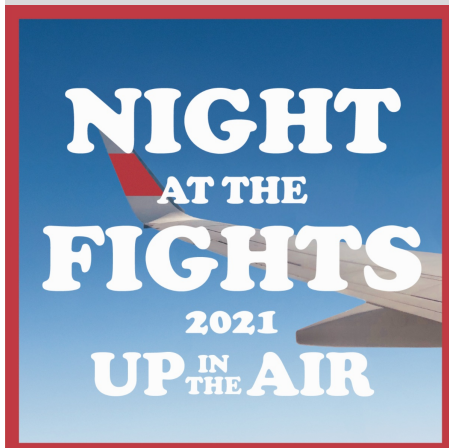
## Los Angeles Reception Summer Fiesta

Thursday, September 9, 2021  
Annenberg Beach House

Join your fellow Commercial Real Estate professionals at NAIOP SoCal's Los Angeles Reception - Sunset Fiesta - at the Annenberg Beach House! Ocean breeze, fresh salsa, tacos, margaritas and maximum networking. There's no better way to wrap up the summer and watch the sunset.

[Sponsorships are available!](#)

[Click here to REGISTER](#)



## 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](#).

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



"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 23<sup>rd</sup> 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](mailto: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! Click Here to Renew Your Membership Now!**

## Welcome NAIOP SoCal New Members | July 2021

**Charles Doherty**

**William Nelson**, BentallGreenOak

**Danny Dolan**, Bowyer Environmental Consulting

**Freddy Solis**, California State University, Fullerton

**Tyler Konkal**, CenterPoint Properties

**Ethan Ayres**, Chapman University

**Emily Beasy**, Chapman University

**Davis Case**, Chapman University

**Austin Heimos**, Chapman University

**Sean McElaney**, Chapman University

**Michael, Schidlovsky**, Chapman University

**Oscar Valadez**, Chapman University

**Andrew Menard**, Eastdil Secured

**Jaime Saul Hong**, Fidelity National Title

**Shahin Yazdi**, George Smith Partners, Inc.

**Kipp Gillian**, Gillian Executive Search, Inc.

**Spencer Richley**, JLL

**Christopher Torian**, Newmark

**Ryan Adjnasian**, Partners Capital

**Nick Fafoutis**, Prologis

**Joseph Pellizzon**, Slatt Capital

**Jonathan Mitchell**, Sunergy Construction Inc

**Connor Newton**, UCLA

**Joel Scarbriel**, USC Real Estate Student

**Lucas Corsbie**, Ware Malcomb

## Legislative Affairs Update

# NAIOP

COMMERCIAL REAL ESTATE  
DEVELOPMENT ASSOCIATION

SoCAL CHAPTER

## LEGISLATIVE AFFAIRS

### SCAQMD Warehouse Mandate

While we at NAIOP SoCal continue to oppose the South Coast Air Quality Management District's Indirect Source Rule (ISR) and explore options to challenge a bad rule, the SCAQMD is moving forward with implementation. SCAQMD belatedly held webinars on the ISR and regulatory compliance. The newest webinar and training video is designed to help Warehouse owners complete and submit the "Warehouse Operations Notification" survey by September 1, 2021.

Warehouse owners must provide their contact information and whether they are an operator, as well as information about the warehouse address, building size, and tenant information - contact information and lease start and end dates. You can find this and the other SCAQMD training videos at <http://www.aqmd.gov/home/rules-compliance/compliance/waire-program>.

### COVID AND MASKS

Last week the California Department of Public Health updated the state-level guidance to recommend, but not require, universal indoor masking again. The CDC also recommends masks due to evidence suggesting that some of the fully vaccinated were infected with the delta variant and may have the ability to transmit the virus to others. Ten counties whose combined population are more than 19 million residents, about half of California's total population, including Los Angeles County, now require masks indoors regardless of vaccination status.

### LEGISLATURE

The legislature is on its annual month-long summer recess and will return to Sacramento on August 16 for four weeks in which it will need to dispense with over 1,000 bills still pending action. NAIOP SoCal's Legislative Affairs partners have already been able to stop several onerous bills and will continue working to ensure that our voice is heard.

### RECALL

The recall election of Governor Newsom has been set for September 14, 2021. Forty-six candidates have met the qualifications to run in the California gubernatorial recall election, less than a third of the number who ran in the state's last governor recall in 2003. California Voters will begin receiving their ballots in 14 days.

If you have any questions, please feel free to contact our Senior Director of Government Relations, Jose Cornejo, [jose@cornejost.com](mailto:jose@cornejost.com).

## Communications Update

### NAIOP SoCal Podcast Series - Jeffery Prang

We invite you to listen to the latest podcast episode featuring Jeffrey Prang. Jeffrey and NAIOP SoCal CEO, Tim Jemal. Prang and NAIOP SoCal CEO, Tim Jemal, sit down to swap Michigan State University stories and discuss Prang's journey to California where he served as a council member and Mayor of the City of West Hollywood prior to his current role as Los Angeles County Assessor

[CLICK HERE to Listen](#)



[www.naiopsocal.org/podcasts](http://www.naiopsocal.org/podcasts)

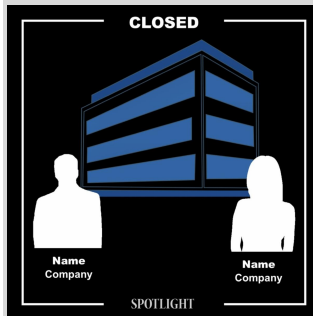


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## NAIOP SoCal Podcast Series - Kevin Shannon

We invite you to listen to the latest podcast episode featuring Kevin Shannon. Newmark Co-head of U.S. Capital Markets and self-proclaimed deal-junkie, Kevin Shannon sits down with NAIOP SoCal CEO, Tim Jemal. Shannon shares what he believes is necessary to be successful in the commercial real estate industry, his thoughts on the post-pandemic markets, and the importance of giving back to the community.

[CLICK HERE to Listen](#)



## Calling All Members: Tell Us Your Deals

One of the best benefits of chapter membership is networking and in many cases those business relationships turn into business deals. We're inviting NAIOP SoCal members who complete successful transactions with other NAIOP SoCal members to share the news with the chapter so we can include it on our social media platforms. We're especially interested in sharing news from our YPG alumni who are doing deals with fellow YPG alums.

Please submit your name, email along with the name, title and company for each primary individual involved in the transaction. Also include a brief description of the transaction. Photos are a must – such as property specific and headshots for those involved. Please include relevant hashtags, such as location, company and individual, so we can be sure to tag all involved.

[CLICK HERE to Submit](#)

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**Trammell Crow Company**

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