

# NAIOP SoCal news & updates

## Message from NAIOP SoCal CEO

October was a very good month for NAIOP SoCal.

The long-awaited return of our marquee event, Night at the Fights, brought together nearly 900 commercial real estate professionals from every discipline. The event was held at the spacious Orange County Fairgrounds and marked a fresh departure from a long-standing practice to host the event in a traditional hotel setting. The power of premier networking and relationship-building was palpable throughout the outstanding event. [Click here](#) to see photos from the event.



To coin a Greek expression, we are not resting on our laurels. Our [1st Virtual Career Day](#) on October 20 was a huge success! With almost 100 attendees, our panel of leading industry professionals shared their insights and experiences with students and young professionals across LA and Orange Counties. Thank you to our Diversity and Inclusion Task Force for its leadership in organizing this event and in particular to [Taylor Arnett](#) for his tireless work in pulling it all together. Building a diverse pipeline of talent is a top priority for NAIOP SoCal and I am confident the future of commercial real estate is bright.

We just held our Board of Directors meeting where we focused on finishing 2021 strong and looked ahead to an ambitious 2022. From networking, to education to the unifying public policy voice NAIOP SoCal is the glue that ties the commercial real estate industry together. The commitment of the Board of Directors to our vision and mission could not be greater.

Thank you for your continued support and confidence in NAIOP SoCal.



Timothy Jemal  
CEO | NAIOP SoCal

## Hallmark Events and Programs



### OC Prospect Mixer

Tuesday, November 9th 2021

Andrei's Conscious Cuisine & Cocktails

Join us for happy hour at NAIOP's Prospective Member Mixer. If you've been thinking about joining the most well-known real estate networking group in Southern California - now is the time!

This event is sold out!

### Real Estate Challenge

*Who will take home the second Silver Shovel of 2021?*



Thursday, November 18th 2021

There is no better rivalry in SoCal than the UCLA Bruins vs. the USC Trojans - Especially when it comes to real estate.

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 2021 NAIOP Challenge Project is an exciting opportunity involving a 1.46-acre site located in the center of Surf City, Huntington Beach, California. The site is owned by a private individual who has recognized that it is currently underutilized in today's market and would like to explore options for its redevelopment. After four weeks of preparation, the students will present their proposals to the owner, our panel of judges and our audience. The winner will be selected on who best created and presented the most feasible and financially rewarding redevelopment plan.

[Click here to register!](#)

*Thanks to our existing sponsors for their support!*

[More sponsorship opportunities available!](#)



## LA Golf Tournament

Monday, December 6th, 2021

Old Ranch Country Club

NAIOP SoCal is pleased to announce the return of the Los Angeles County Golf Tournament. Join us as we continue the return of our hallmark in-person events. The tournament is proven to provide a networking environment with a friendly, yet competitive, golf game.

[Click here to register!](#)

*Thanks to our existing sponsors for their support!*

[Click here to view sponsorship opportunities](#)

## Membership Update



## 2022 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!

[Click Here to Renew Your Membership Now!](#)



## New Member Discount!

If you join NAIOP SoCal in November, you will receive a 14-month membership for the cost of 12 months. By joining in November, you will get the remainder of 2021 free!

[Click Here and Get Rest of 2021 Free!](#)

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INDUSTRY WITH  
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## 2022 Corporate Sponsorship Opportunities

Stand out amongst the competition as a supporter of the industry's most important real estate organization. A NAIOP SoCal sponsorship provides access to more than 1,000 real estate professionals and 500 of the top commercial real estate firms in Southern California through high-profile promotion at sold-out hallmark events and within our social media and website.

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

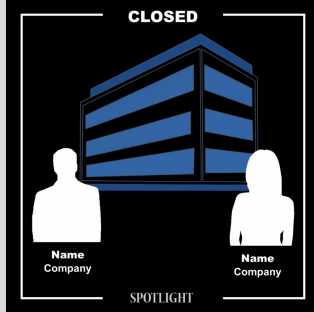
## Welcome NAIOP SoCal New Members | October 2021

Jeffrey W. Cole, **Cushman & Wakefield**  
Sossi Crilly, **Old Republic National Title Insurance**  
Jordan Dahdoul, **Chapman University**  
Landon Domenico, **Berkadia Commercial Mortgage, Inc.**  
Michael Flores, **Wells Fargo**  
Larisa Forester, **Staples Construction Co.**  
Jess Himmel, **PCCP, LLC**  
Anna Josephson, **KBC Advisors**  
Scott McPherson, **CBRE Global Investors**  
Andrew Robben, **Newmark**  
David Schmitz, **MG2**  
Jennifer Seto, **Western Alliance Bank**  
Justin Smith, **Lee & Associates**  
Ryan Westervelt, **CrossHarbor Capital Partners**  
Joon Hyun Won, **Alere Property Group**

## Communications Update

### 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](#)

## Legislative Affairs Update



### First Half of Legislative Session

In September the legislature went on recess after sending 1,204 bills to the Governor for his signature. In 2021, the California State Legislature introduced over 2,700 legislative measures. NAIOP SoCal and our Sacramento Partners tracked 571 of these bills.

Of the bills that reached the Governor's Desk, he signed 1,038 and our industry was engaged on a total of 145 of these bills. The bills ranged from employee performance standards to electronic posting and submitting of certain California Environmental Quality Act (CEQA) notices. Below are key bills NAIOP's team worked on this year. If you want more information contact NAIOP SoCal's Senior Director of Government Relations, Jose Cornejo.

AB 701 (Gonzalez, Lorena) Warehouse distribution centers employee performance standard  
NAIOP Position: OPPOSE – Signed by Governor

AB 819 (Levine-D) California Environmental Quality Act: electronic filing and posting.  
NAIOP Position: SUPPORT – Signed by Governor

AB 255 (Muratsuchi-D) COVID-19 Commercial Eviction Moratorium  
NAIOP Position: OPPOSE – Dead for this year but may come back in 2022.

AB 889 (Gipson-D) Business entities: landlords: identify "beneficial owner"  
NAIOP Position: OPPOSE – Dead for this year but may come back in 2022.

NAIOP SoCal and its members also worked closely with the California Energy Commission (CEC) for over a year to draft a set of workable, cost-effective regulations for solar photovoltaic (PV) and battery storage in the 2022 California Building Standards in the Energy Code. Our team worked to make sure that the PV/battery requirements are for new construction only and do not apply to tenant improvements or alterations of existing space nor expansions that are connected to an existing structure and add volume or square footage to the existing structure.

The 2022 Energy Code extends PV/battery storage standards to the following building types and applies to both public and private buildings:

- \* Office, medical office, and clinics
- \* Warehouses
- \* Retail and grocery stores and restaurants
- \* High-rise multifamily (apartments and condos)
- \* Hotel-motel
- \* Schools and Civic (theaters, auditoriums, and convention centers)

## **Voter Initiatives**

The current proponents of voter initiative are required by the California Constitution to collect 623,212 valid signatures to pass a new statute and 99,139 to amend the state constitution. Currently, there are 20 Initiatives pending title and summary at California Attorney General's Office and 16 that have been cleared for circulation. Three have already qualified to be on the November 2022 ballot.

Pending with the Attorney General are two measures of deep concern to NAIOP members. Both measures would amend the state's constitution and increase property taxes on commercial and industrial properties.

## **Supply Chain**

NAIOP SoCal's Sacramento partners joined other business organizations in asking the Governor to Declare a State of Emergency at the ports to enable quick action to resolve bottlenecks. The letter asked the Governor to use his emergency power to suspend implementation of AB 701 until the supply chain has normalized and goods movement has been restored. Additionally, the letter calls on the Governor to suspend both SCAQMD's indirect source rule that taxes and regulates warehouses as well as AB 5 and allow independent truckers to operate temporarily.

The Governor did not declare a state of emergency providing regulatory relief but instead issued an "executive order." The executive order directs the California Department of Transportation to, within 30 days, evaluate and identify priority freight routes to be considered for a temporary exemption to current gross vehicle weight limits.

It also asked the Governor's Office of Business and Economic Development to identify non-state sites, including private, locally owned, and federally owned parcels, that could be available to address short-term storage needs to address the supply and distribution chain crisis. Additionally, it asked the Department of General Services to review state-owned properties in proximity to ports that could be made available for short-term storage.

Lastly, the Governor's executive order directed the California Department of Finance to work with state agencies and departments to develop longer-term proposals supporting port operations and goods movement for consideration in the January 10, 2022 Governor's Budget.

## **LA City Vaccine Verifications**

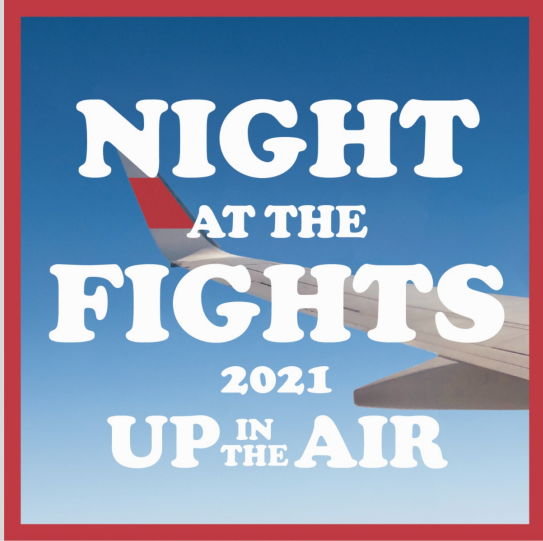
On October 6, 2021, the City of Los Angeles adopted an ordinance to require proof of a COVID-19 vaccination to enter the indoor portions of restaurants, gyms, entertainment, and recreational locations, personal care establishments, and outdoor events, as well as City facilities. This new mandate went into effect on Thursday, November 4<sup>th</sup>.

Vaccination checks are only required to 12 years or older, there is no sunset date, instead of being tied to the LA City Emergency Order.

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

**In Case You Missed It**





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**Night at the Fights: Up in the Air is a MAJOR SUCCESS!**

With over 850 attendees, Night at the Fights once again proved itself as the top commercial real estate networking event in Southern California. It was a great evening filled with fun, friends, fights, and networking. We would like to thank our Warm-Up Sponsor [Air Control Systems](#), Ring Sponsor [Link Logistics Real Estate](#), and Round 2 Sponsor [Rexford Industrial](#) for helping to make this event possible!

Thank you for flying with us! We hope you enjoyed your time at NAIOP SoCal's Night at the Fights: Up in the Air.



[Click Here to View Event Photos](#)

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