

NAIOP SoCal news & updates

Message from NAIOP SoCal CEO

It's been just over one-year since I became the first-ever CEO of NAIOP SoCal in the midst of strict, COVID-19 protocols. For an association where a central tenet is connecting people it was a bit of a challenge to say the least.



We adapted, listened to our members and brought fresh ideas. And worked very hard. Nearly 1000 people have attended our in-person events thus far in 2021 – all with appropriate protocols. Our signature event – **Night at the Fights** – is now less than one month away and we are on track to sell out with 1000 attendees. Several hundred more have attended our virtual education events organized by our NAIOP U Committee. We are had a fabulous launch in August of our 35-person 2022 YPG class with its trademark retreat. And just last week there were over 700 attendees at the international I.Con West industrial Conference in Long Beach – nearly one-third of whom are NAIOP SoCal members.

Despite the negative impact of COVID-19, we are growing. We are adding approximately one new member every day. Our main social media platforms, [Linked-in](#) and [Instagram](#), are active and growing.

On Legislative Affairs, NAIOP SoCal spearheaded the effort to defeat AB 255 which would have allowed the state to alter existing contracts between property owners and tenants. And I'm very excited about the Launch of our new Legislative Ambassador Program where our members serve as liaison to cities across LA and Orange County.

On diversity, we are focused on tangible actions that promote the talent pipeline. Our partnerships with colleges and universities are growing and our student membership is at an all-time high. Stay-tuned for an announcement soon on a job shadowing program connecting our YPG class to students and a virtual career day featuring diverse professionals in different commercial real estate disciplines.

There are many opportunities to connect and engage deeper with NAIOP SoCal. Send me a note and I love to chat further you about it.

Hallmark Events and Programs



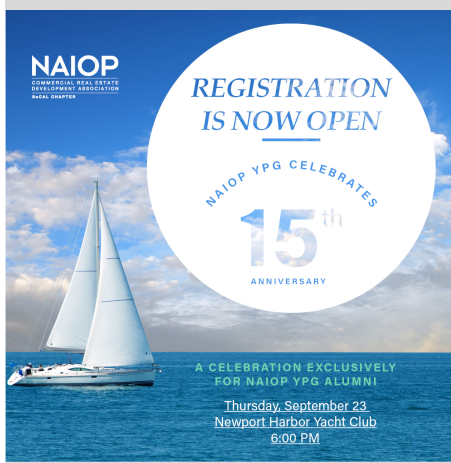
Los Angeles Reception Summer Fiesta

Last chance to register!

Thursday, September 9, 2021
Annenberg Beach House

There's no better way to wrap up the summer and watch the sunset than with 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. You won't want to miss this!

[Click here to REGISTER](#)



YPG Kick Off

Thursday, September 23, 2021

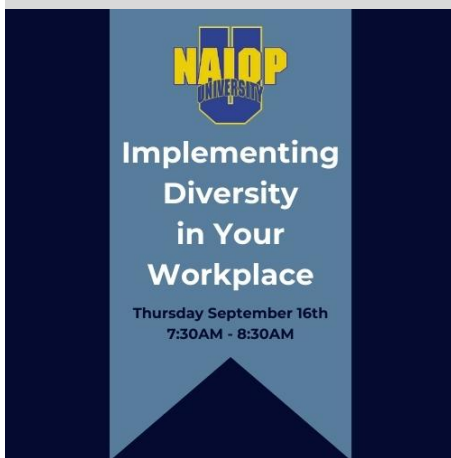
Newport Harbor Yacht Club

We are excited to be back in the swing of things with the newest members of the Young Professionals Group (YPG). Join us at the beautiful Newport Harbor Yacht Club, located on the picturesque Balboa Peninsula to celebrate YPG's 15th anniversary. Food, drinks, friends, and a stunning view, you're not going to want to miss this kick-off event!

Registration Now Open!

**exclusive to current YPG Class and YPG Alumni*

[Click here to REGISTER](#)



NAIOP U

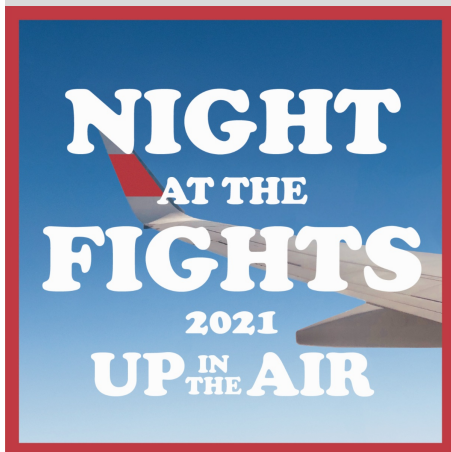
Implementing Diversity in Your WorkForce

Thursday, September 16th, 2021

NAIOP U is an educational program and member benefit that provides brief and thought-provoking presentations on topics important to the commercial real estate industry. Featuring esteemed industry leaders, NAIOP U is a platform for sharing ideas in intimate and engaging discussions followed by a Q&A session to allow members and speakers to further discuss emerging trends.

Contact: bezell@naiopsocal.org to register

[Click here to REGISTER](#)



Night at the Fights Up in the Air!

Thursday, October 7, 2021

The OC Fair & Event Center - Hangar Building

The event of the year is fast approaching! 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?

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.

More sponsorship opportunities available!

Thanks to our existing sponsors for their support!

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!

Welcome NAIOP SoCal New Members | August 2021

Cory Adams, **Ware Malcomb**
Soyola Baasan, **DASpedia**
Charles Banks, **FCL Builders**
Andrew Burt, **University of California Irvine**
Anthony Cameron, **Realterm**
Kevin Chang, **JLL Capital Markets**
Brad Cohen, **Cohen Asset Management**
Maxx Cohen, **Cohen Asset Management**
Lindsay Dunn, **City National Bank**
Mark Freis, **University of California Irvine**

William F. Lagomarsino, **CenterPoint Properties**
Justin Lloyd, **Brookfield Properties**
Aditya Makhija, **West Coast Capital Partners**
Monica Maloney, **CDL Design Group**
William Metzler, **Mitsui Fudosan America**
Jade Nguyen, **University of California Irvine**
Kenny Patricia, **Colliers International**
Ngoc Pham, **University of California Irvine**

Juanita Galliford, **BSH - Bosch Thermador Gaggenau**
Aaron Greeno, **Dune Real Estate Partners**
Ryan Hargrove, **University of California Irvine**
Karen Hickey, **McDonald Property Group**
Steven Hillgren, **Kearny Street Partners**
Andrew Kelinsky, **University of California Irvine**
Daniel J. King, **Integrative Roofing and Energy, LLC**
Brandon Kline, **Majestic Realty Co.**

Trevor Portiz, **University of California Irvine**
Ryan Rhoads, **PS Business Parks**
Thomas Rubio, **University of California Irvine**
Kyle Spence, **University of California Irvine**
Kelly Stringer, **MHP, Inc. Structural Engineers**
David Troost, **KROST CPAs & Consultants**
Sergio Valentini, **Ware Malcomb**
Erik Van Dusen, **Langan Engineering & Environmental Services**
Colby D. Vogel, **Tanco General Contractors**
Aidan Whitney, **University of Southern California**

Legislative Affairs Update



With the recall election just a week away, all political eyes are focused on who is returning their ballot and so has our Senior Director of Government Relations, Jose Cornejo. With just eight days left until election day, 6,159,023 Californians have returned their ballots. That amounts to a voter turnout of 28%, which is just 3% less than the record-setting turnout of the 2020 presidential election at the same point. Over 1.35 million ballots have already been returned in Los Angeles County,(24% return rate) and 540,830 (30% return rate) in Orange County.

Of the ballots returned in California, 53% came from Democrats, 24% from Republicans, and 22% from Decline to State voters.

In Sacramento, it is the last week the legislature is in session for 2021 which is coincidentally coinciding with the last week of the recall campaigns. We are still working to stop AB 701 by Assemblywoman Lorena Gonzalez, which will put new statutory requirements on warehouse/logistics center tenants. Our Sacramento team expects the bill to come up on the Senate floor on Wednesday.

Click [here](#) to see the letter of opposition and below is the Floor Alert. We are working closely with the Retailers, the California Chamber of Commerce, and many coalition partners to try to stop this bill. Assemblywoman Gonzales is the Chair of the Assembly Appropriations Committee making her one of the most powerful members of the legislature.

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



*** FLOOR ALERT ***

AB 701 (Lorena Gonzalez)

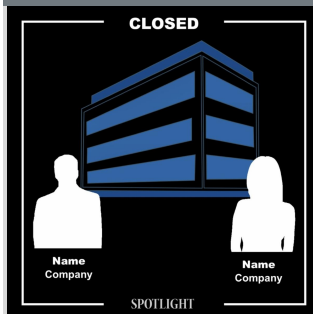
Vote "No"

AB 701 Increases the Cost of Living, Hurts the Supply Chain by Unleashing PAGA Lawsuits

- **AB 701 will hurt all of us.** Much of what we buy and use moves through the manufacturing, storage, and distribution process — not just products purchased online, but also products sold at brick and mortar small businesses. Whether it's our food moving from the farm to fork or clothes from the thread to our closet, **we will all pay the price for AB 701.**
- AB 701 will damage our vital supply chain which is struggling to recover from the COVID-19 pandemic. Consumers are still facing months of delays, back-ordered goods and empty store shelves.
- When goods are delayed and out of stock, prices increase. It's called supply and demand and that's what we're seeing happen before our eyes with the cost of new and used cars, as just one example.
- AB 701 is overly broad and encourages frivolous lawsuits by creating new causes of action under the Private Attorneys General Act of 2004 (PAGA).
- When warehouse operators are hit with PAGA lawsuits, extreme penalties could force them to shift their operations elsewhere, hurting good-paying jobs here in California.

STAND WITH NEARLY 50 ORGANIZATIONS IN OPPOSING AB 701. VOTE NO!

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](#)

THANK YOU TO OUR 2021 PLATINUM SPONSORS



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

