

# NAIOP SoCal news & updates

## Message from NAIOP SoCal CEO

Each passing month showcases the breadth of NAIOP SoCal and immense talent of the commercial real estate industry.

In November alone NAIOP SoCal featured:

- The 2021-2022 Young Professionals Group (YPG) Class is well on its way and held its third in-person class in November
- The 24<sup>th</sup> Annual USC vs UCLA NAIOP SoCal Real Estate Challenge was held with [Team UCLA prevailing](#). This now levels the record between the schools at 12 wins a piece going into the 25<sup>th</sup> Anniversary of the Challenge which will be held in 2022
- A lively membership mixer
- Ongoing engagement and monitoring of public policy issues in Washington, Sacramento and across S. California confronting the commercial real estate industry



All of our programs and events are driven with input of our members and sponsors. I want to give special recognition to NAIOP SoCal Board Member [Eric Paulsen](#). Eric chairs the USC vs UCLA Real Estate Challenge Committee and not only oversaw two 2021 Challenges but served as MC of both events. A remarkable accomplishment.

If you haven't signed up yet as 2022 [sponsor](#) or [member](#) I encourage you to do so. You will see the return on your investment in the best commercial real estate network in Southern California. We are fast approaching our 250<sup>th</sup> new member of 2021 – record growth and we have hopefully passed the worse impacts of COVID-19.

The holidays bring reflection, introspection, and gratitude. We are grateful to our members and sponsors and commit as an organization to bring you value each day, week, and month.

A handwritten signature in black ink that reads "Timothy Jemal".

Timothy Jemal  
CEO | NAIOP SoCal

**Save the Date: January 19th Kick-Off Reception**

# 2022 KICK-OFF

THE PACIFIC CLUB  
Newport Beach

Wednesday

01.19

5:00PM – 8:00PM

## 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!](#)



### JOIN NAIOP Today and Get the Rest of 2021 FREE!

Suffering from FOMO? Are you concerned that you might miss the NEXT BIG THING? The answer is Yes if you are not a member of NAIOP SoCal.

2022 promises more superior networking events, industry education, engagement in our committees and a robust legislative affairs program with NAIOP SoCal as the primary voice for the commercial real estate industry.

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

**BE A SPONSOR,  
PARTNER, AND  
LEADER IN THE  
INDUSTRY WITH  
NAIOP SoCal**

## 2022 Corporate Sponsorship Opportunities

Stand out amongst the competition as a supporter of the industry's most important commercial 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!](#)

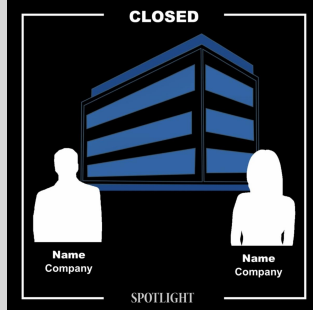
## Welcome NAIOP SoCal New Members | December 2021

Max Walder - **American Reality Advisors**  
Joshua Brodsky - **American Realty Advisors**  
Chris Smith - **American Realty Advisors**  
Patrick Sun - **Buchanan Street Partners**  
Chad Ridenour - **CapRock Partners**  
Summer Bertsch - **California State University, Fullerton**  
Joshua Galvan - **California State University, Fullerton**  
Don Le - **California State University, Fullerton**  
Evelyn Aguirre - **Chapman University**  
Trent Beck - **Chapman University**  
Robert Bond - **Chapman University**  
Cole Fleming - **Chapman University**  
Asher Friedman - **Chapman University**  
Thomas Mays - **Chapman University**  
Jaime Nunez - **Chapman University**  
Darrah Shaygan - **Chapman University**  
Jason Snusz - **Chapman University**  
Trevor Sykes - **Chapman University**  
Nicole Warne-McGraw - **Chapman University**  
Francis Kang - **CMR Capital Group**  
Dale Mandell - **C.R. Laurence**  
John Bezouska - **EverWest Real Estate Partners**  
Derick Lao - **Northwestern Mutual Real Estate Investments**  
Holly Wilcox - **NOVA Services**  
Jonathan Quinn - **Panattoni Development Company, Inc**  
Tom Hennessy - **PRES Companies**  
Erin Mergenthaler - **Prologis**  
Kayce Hawk - **Rising Realty Partners**  
Joseph Barzelatto - **Seefried Industrial Properties**  
Michael Pang - **Singularity Capital Group**  
Tyler Stewart - **The Bendetti Company**  
Kyle Timson - **The Bendetti Company**  
Cynthia Phung - **UCLA Anderson School of Business**  
Ervin Mercado - **University of California Irvine**

## 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



## LEGISLATIVE AFFAIRS

While the State Legislature has been in recess since mid September, our legislative team has remained active. In November and December politics have been dominated by the redistricting and initiative processes. In California all 58 counties, 482 cities, 1,037 school districts will finish drawing their lines by the end of the year.

On the initiative front, 17 initiatives have been submitted to the California Attorney General and are pending "Title and Summary." 24 initiatives have been cleared for circulation and must gather nearly 1 million signatures. One referendum has already qualified for the November 2022 ballot. For a full list of the status of statewide initiative check out the California Secretary of State's website [here](#).

NAIOP SoCal is carefully watching another "Split Roll" ballot measure which could be on the 2022 November statewide ballot. Less than a year after a solid defeat of Proposition 13, some of the same groups have started the process for another split roll property tax ballot measure. The new measure amends the California Constitution to increase the homeowner property tax exemption and establishes a more than doubling of statewide property tax assessments on all commercial and residential properties with full cash values of \$4 million or more. NAIOP SoCal, along with our Sacramento partner the California Business Properties Association (CBPA) and other allied groups will be ready again to mount an opposition campaign should the measure go before the voters in 2022.

On the redistricting side, the Congressional, State Senate, State Assembly and Board of Equalization districts are drawn by a state independent commission. The commission has released several "visualizations," and draft maps that are changing daily, but has not yet released a map with district numbers on it. Click [here](#) to provide public comment and check out the latest draft maps.

### Los Angeles County

Los Angeles County's independent commission is not yet done, they are currently debating two semi final maps and will need to complete their work by December 15, 2021. You can follow



their activities [here](#).

### Orange County

Orange County Supervisors voted on a new district map (5A-1) on November 22nd. The new maps move many cities into new supervisorial areas. See Map [here](#):

### City of Los Angeles

The City of Los Angeles has completed their map drawing process and you can see their new by checking [here](#).

### City of Long Beach

The City of Long Beach has also complete their work and you can see their new map by clicking [here](#).

### City of Santa Ana

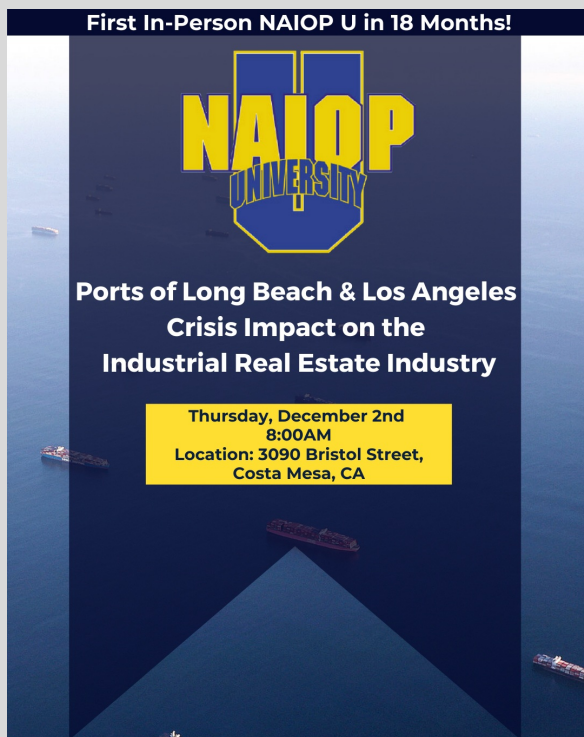
City of Santa Ana will not pass its maps until February 2022. You can follow their process [here](#).

### City of Anaheim

The City of Anaheim's deadline to adopt a new map is April 17, 2022. You can follow their possess [here](#).

Please contact NAIOP SoCal's Senior Director of Government Relations, Jose Cornejo, 213-444-6502 or [jose@cornejost.com](mailto:jose@cornejost.com), with any questions.

## In Case You Missed It

A vertical poster for an NAIOP University event. At the top, it says "First In-Person NAIOP U in 18 Months!". Below that is the NAIOP University logo, which consists of the word "NAIOP" in large yellow letters and "UNIVERSITY" in smaller white letters inside a blue shield-like shape. The main title of the event is "Ports of Long Beach & Los Angeles Crisis Impact on the Industrial Real Estate Industry". The date and time are "Thursday, December 2nd 8:00AM". The location is "3090 Bristol Street, Costa Mesa, CA". The background of the poster shows a blue sky with white clouds and several large cargo ships sailing on the ocean.

**First In-Person NAIOP U in 18 Months!**

**NAIOP UNIVERSITY**

**Ports of Long Beach & Los Angeles  
Crisis Impact on the  
Industrial Real Estate Industry**

**Thursday, December 2nd  
8:00AM  
Location: 3090 Bristol Street,  
Costa Mesa, CA**

### NAIOP University

On Thursday, December 2nd, NAIOP U presented "Ports of Long Beach & Los Angeles Crisis Impact on the Industrial Real Estate Industry" led by Jon DeCesare, President of WCL Consulting, a supply chain solutions advisory firm. Attendees had the opportunity to learn answers to questions such as:

- What are the ports of Long Beach & Los Angeles Global Supply Chain Meltdown Causes and Solutions?
- Are the SoCal Ports in jeopardy of losing import business?

...And more! Time was budgeted for a comprehensive Questions and Answers period between the speaker and attendees.

[Click Here to Watch](#)



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

