

NAIOP SoCal news & updates

Message from NAIOP SoCal CEO

At the end of 2021, I wrote about the breadth of NAIOP SoCal and immense talent of the commercial real estate industry. In an industry where relationships really matter, understanding what drives people both to succeed and give back is so important.



But how well do you really know your peers, partners and clients? In 2021, we started a [podcast series](#) where I interview those who shape and drive commercial real estate in Southern California. I've been able to sit down with people in the commercial real estate industry and government officials who influence the economic climate in Southern California. Doing the interviews only reinforces the common phrase that one should not "judge a book by its cover". The podcast series will continue in 2022 and I am always open to suggestions on interesting and impactful people to interview. Just send me a [short email](#).

There is still time to sign up as a [2022 Sponsor](#) and receive the full range of benefits. Our [2022 Kick-Off Event](#) has been rescheduled to March 1 at the [Pacific Club](#) – all sponsors receive complimentary tickets for this and other events throughout the year.

We successfully navigated incredible challenges in 2021 mainly related to COVID-19 and hosting events. I remain confident that 2022 will be a good year for commercial real estate and NAIOP SoCal.

Happy New Year!



Timothy Jemal
CEO | NAIOP SoCal

Upcoming Events



NEW DATE

2022 KICK-OFF

THE PACIFIC CLUB
Newport Beach

Tuesday

03.01

5:00PM – 8:00PM

2022 Kick-Off

Tuesday, March 1st, 2021

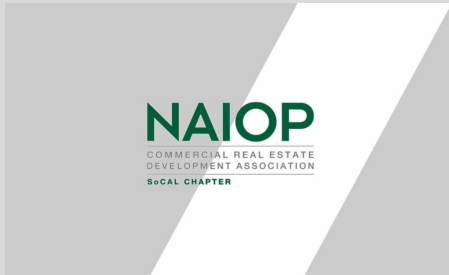
The Pacific Club - Newport Beach, CA

Let's ring in the new year together! Join us January 19th at the Pacific Club to kick-off the New Year with friends, food, networking, and an impressive panel of industry professionals led by Richard Green, Director and Chair of the Lusk Real Estate program at USC.

[Click HERE to register!](#)

Thank you to our existing sponsors for your 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!](#)



JOIN NAIOP Today!

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

[Click Here to Join Today!](#)

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

2022 Corporate Sponsorship Opportunities

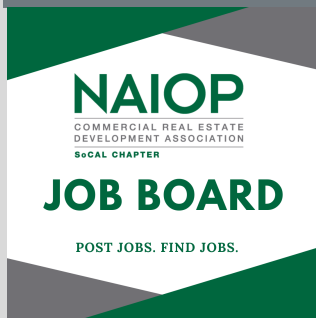
Stand out amongst the competition as a supporter of the industry's most important commercial real estate organization. A NAIOP SoCal sponsorship provides access to more than 1,000 real estate professionals and 500 of the top commercial real estate firms in Southern California through high-profile promotion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

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

Welcome NAIOP SoCal New Members | January 2022

Brett Anderson - **Rockefeller Group**
Joseph Barzelatto - **Seefried Industrial Properties**
Jami Boledovich - **Chicago Title Company**
Zhang Cheng - **UCLA**
Brenn Coyle - **Goodwin Procter LLP**
Justin Cua - **University of Southern California**
Jay Gibson - **Morris, Inc.**
Lili Grbavac - **Slatt Capital**
Ho Sung Han - **Han & Brothers Capital LLC**
Kevin Hayden - **USC Marshall School of Business**
Lucas Jones - **UCLA**
Francis Kang - **CMR Capital Group**
Jessica Kass - **BNBuilders**
Jack Kirkpatrick - **University of Southern California**
Alex Kotrotsios - **Pacific GeoSource CA**
Derick Lao - **Northwestern Mutual Real Estate Investments**
Eunice Lee - **Private Business Capital A Division of CalPrivate Bank**
Charlie Lee - **UCLA**
Dale Mandell - **C.R. Laurence**
Nicholas Maurice - **Claremont Graduate University**
Peter Nhan - **Private Business Capital A Division of CalPrivate Bank**
Cara O'Brien - **University of Southern California**
Kris Paulino - **CapRock Partners**
Craig Petrovich - **Sanders and Wohrman Corporation**
Murtuza Razavi - **University of Southern California**
James Resha - **Sperry Commercial Global Affiliates**
John Richards - **UCLA**
Max Richley - **UCLA**
Chad Ridenour - **CapRock Partners**
Brooks Robinson - **CapRock Partners**
Patrick Sun - **Buchanan Street Partners**
Caleb Turner - **University of California Irvine**
Wendy Wang - **George Smith Partners, Inc.**
Chad Williams - **Air Control Systems, Inc.**

Calling All Members



JOB BOARD

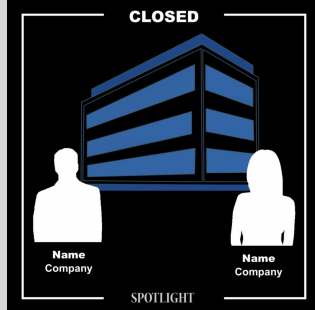
NAIOP SoCal member companies may submit a job, internship, and externship opportunities free in the [Member Hub](#). All visitors are welcome to apply.

Not a member but interested in posting a job opportunity? For \$25/week, non-members are able to post job, internship and externship opportunities to the NAIOP SoCal Job Board. For more information, please contact [Becky Ezell](#)

[Click HERE to View Job Board](#)

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



The California Legislature Reconvened

On Monday, January 3, 2022, the California Legislature returned to Sacramento to resume the second year of the 2021-22 Legislative Session. Lawmakers are anticipated to face a number of significant issues upon their return to the Capitol including COVID-19 response, a budget proposal with a projected \$35 billion surplus, and other issues such as housing and retail theft. NAIOP SoCal, in collaboration with our Sacramento partner, the [California Business Properties Association](#), is closely tracking developments on legislation impacting commercial real estate.

Legislators are also in the process of moving to a new state office building (termed the “swing space”) in preparation for the annex’s demolition and reconstruction. The project is anticipated to take four years to complete. The swing space will house all lawmaker offices, as well as the Governor and Lieutenant Governor’s offices.

2022 is already shaping up to be a dynamic and eventful year for California's government and politics.

California’s nonpartisan Citizens Redistricting Commission has completed redrawing [congressional and legislative district maps](#) leaving many current officeholders in competition with one of the members of their party. Additionally, several state and federal elected officials across the state resigned from their office over the recess.

Governor Gavin Newsom recently appointed Assemblyman Ed Chau to serve as a Judge in the Los Angeles County Superior Court. Chau’s appointment follows the departure of Assemblyman David Chiu of San Francisco after Mayor London Breed appointed Chiu as the new city attorney. Assemblyman Jim Frazier, representing Contra Costa, Sacramento, and Solano counties, resigned his Assembly seat on December 31 to seek a job in the transportation sector.

State Budget

On Monday, January 10th, Governor Gavin Newsom proposed his \$286 billion state budget, which is flush with a projected \$45.7 billion surplus - \$20.6B in discretionary funds. The Governor stated he

would like to see at least 86% of the surplus be dedicated to one-time investments. For our industry, this is an opportunity to advocate for funding to be used in infrastructure projects. It also worth noting the Governor's Budget also allocates \$3 billion to reduce the Unemployment Insurance Trust Fund debt – which is nearly \$20 billion.

The Legislature will now take the Governor's proposal and put it through a hearing, embed the legislature's own spending priorities. A revised budget will be released in May, and a final compromise budget will be adopted by June 15th.

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

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