

NAIOP SoCal news & updates

Message from NAIOP SoCal CEO

March madness! If ever there was a month that conveyed NAIOP SoCal's value proposition for our sponsors and members, March 2022 is the poster child.

On March 1st our kick-off event [sold-out](#) and had rich economic content from [USC Lusk Center Director Richard Green](#) followed by a laser-focused panel moderated by NAIOP SoCal Board Member [Marty Pupill](#) that provided a timely snapshot of what 2022 looks like for commercial real estate. And the networking was fantastic.



Our priority to develop and advance the commercial real estate talent pipeline was front and center. Our student members got a glimpse of what a career path may look like during our [LA event](#), an [info session](#) was held on the YPG program and [applications to the '22-23 YPG class](#) are due today! And we received applications for our year-long Mentorship Program which will pair young professionals with experienced executives.

We announced commercial real estate icon [Ed Roski](#) will be inducted into our Hall of Fame and that Emmy-award winning actress Laura Wright will [host](#) our May 12th Awards Gala. And due to numerous requests, the [deadline to nominate](#) an individual company or project has been extended to May 15.

On legislative affairs, our Sacramento team has analyzed over 2,000 bills and we will again be the voice of commercial estate in the state capitol. In Southern California, we continue to weigh in on proposed ordinances, rules and general plan updates to ensure there is responsible growth and quality of life advancement for our communities.

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

Timothy Jemal
CEO | NAIOP SoCal

Upcoming Events

NAIOP SoCal Awards Gala
Nomination Deadline Extended:
Submit by 12 PM Tuesday, March 15th!

Thursday, May 12th, 2022

The Westin Anaheim

The inaugural NAIOP SoCal Awards Gala will take place at the Westin Anaheim on Thursday, May 12, 2022. This newly introduced annual Awards Gala will recognize leaders in the Southern California Commercial Real Estate Development Industry and bring together NAIOP SoCal members, nominees, and guests to celebrate their innovation and commitment to the

Nomination Deadline Extended!

NAIOP
Awards Gala
SoCal 2022

Submit by 5:00 PM Friday, March 11th

commercial real estate industry and NAIOP SoCal.

For more information, awards criteria, and to submit your application -- [Click HERE!](#)

Thank you to our existing sponsors for your support!

[Click HERE to view sponsorship opportunities!](#)



St. Patty's Mixer!

Tuesday, March 15th, 2022

Muldoon's Irish Pub, Newport Beach, CA

Get your networking on and raise a pint at NAIOP SoCal's St. Patty's Mixer! Join us Tuesday, March 15th at Muldoon's Irish Pub in Newport Beach for an evening filled with networking, fun, food, and friends. And don't forget to wear something green!

[Click Here to Register!](#)

Thank you to our existing sponsors for your support!

[Click HERE to view sponsorship opportunities!](#)



I.Con West: The Industrial Conference

March 23rd-March 24th, 2022

Westin Long Beach, Long Beach, CA

The early bird deadline for I.Con West is fast approaching on February 17th! 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 more information and to register!](#)



SoFi Stadium VIP Experience

Thursday, March 31st, 2022

SoFi Stadium

You watched the big game now see what it's all about!

We invite you to join us for a unique behind the scenes look at the brand-new SoFi Stadium. Tour the stadium, explore the field, and network with fellow commercial real estate professionals at our dinner reception. You don't want to miss this!

[Click Here to Register!](#)

[Click HERE to view sponsorship opportunities!](#)

2022 Corporate Sponsorship Opportunities

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!](#)

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!



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!](#)

Welcome NAIOP SoCal New Members | March 2022

Adrian Helton - **Ware Malcomb**
Andres Meave - **California State Polytechnic University, Pomona**
Andrew Demirchyan - **Allen Matkins**
Andrew Milar- **Hensel Phelps**
Andrew Raufi – **McCarthy Building Companies Inc.**
Andrew Tighe – **Panattoni Development Company**
Annie Chen – **Duke Realty**
Anthony W. Orlando – **California State Polytechnic Univeristy Pomona**
Austin Dippel – **Link Logistics Real Estate**
Ben M. Ochoa – **Seefried Industrial Properties**
Benji Miller – **5 Ronin**
Bill Kiefer – **NAI Capital, Inc.**
Brad Nielsen – **Allen Matkins**
Brett Houten – **Bank of America**
Brett R. Nelson – **CapRock Partners**
Cassidy Wheeler – **Nuveen Real Estate**
Chad Epeneter – **Howard Building Corporation**
Charles L. Wilson – **BDO USA LLP**
Chelsea C. Tamuk – **Cabot Properties, Inc.**
Chris Jones – **Upright Construction**
Chris L. Jackson – **Starboard Realty Advisors, LLC**
Chris Smith - **Newmark**
Courtney Sabahi – **Bank of America**
Dan Patterson - **Transwestern**
Dane P. Garson – **The Brandon Michaels Group**
Darby Johnson – **Roux Inc.**
David Williams – **CenterPoint Properties**
Dean M. Lyons – **BMO Harris Bank**
Ellie Sultan – **Bank of America**
Emma Kelley – **Nuveen Real Estate**
Erik Blum - **Upright Construction Corp**

Feerooz Yacoobi - **Buchanan Street Partners**
Frank Hernandez - **California State University, Fullerton -Student**
George Atalla - **CA Ventures**
George D. Thomson - **Newmark**
Heather Hess - **Upright Construction**
Isaac Perez - **MG2**
Jack Condon - **Mesa West Capital**
Jack Harryman – **Unire Real Estate Group, Inc.**
Jackson Grout – **Mark IV Capital, Inc.**
Jason Kamm – **Fairway Commercial Partners**
Jason Rich – **Snyder Langston**
Jay Nugent - **Newmark**
John Stephens - **Newmark**
Jolie Zaki – **Alere Property Group**
Kake Landry – **Bank of America**
Ken West – **First Bank**
Kirsten Chen – **Bank of America**
Kyle Donnelly – **Principal Real Estate Investors**
Kyle Ficke – **Duke Realty**
Marlenia N. Myers – **eXp Commercial**
Melissa M. Moock – **CBRE Capital Markets**
Melissa Schem - **BentallGreenOak**
Michael Gajos – **Panattoni Development Company**
Michael Kane – **Lee & Associates**
Michael Omelanczuk – **CapRock Partners**
Nathan Mendelsohn – **Hensel Phelps**
Neil M. Naiser – **Ygrene Energy Fund**
Nick DiPaolo - **Newmark**
Peter Steigleder – **Fidelity Mortgage Lenders, Inc.**
Robin L. Robinson – **Fusco Engineering, Inc.**
Rod Oshita – **Fairway Commercial Partners**
Ryan W. McCone – **University of Oklahoma**
Sarah Mudge – **Lee & Associates - Riverside**
Scott Read - **Newmark**
Sean Kuang - **Gantry**
Selden McKnight – **Voit Real Estate Services**
Tim Sullivan – **Shea Properties**
Tyler C. Banton – **Lovett Industrial**
William Ghiselli - **Newmark**
Yehya Chawich – **First Bank**

Calling All Members

**YPG
2022-2023
APPLICATION
NOW OPEN**

Apply Today: YPG Class of 2022-2023

NAIOP SoCal is pleased to announce that applications for the 2022-23 Young Professionals Group (YPG) are now being accepted. Designed for individuals age 35 and younger who wish to further their educational and leadership skills, this 12-month, 70-hour course provides a broad-based understanding of the critical components of the real estate business, as well as key business and operating principles and networking opportunities with leading industry executives.

For more information about YPG, program requirements, and curriculum: [Click HERE](#)

Deadline for all application materials is March 11, 2022

Click Here to Apply Today!

POTENTIAL SITE?



We Are Looking For Potential Project Sites

As we head into Spring 2022 we are excited to bring our esteemed Real Estate Challenge to Orange County! This year student teams from Chapman University and UCI will compete head-to-head to determine the best use of a commercial real estate site in Southern California. Students will spend 6 weeks conducting intensive research to present their cases before a panel of real estate veterans and an enthusiastic audience.

We are looking for a site to be evaluated by these teams! This is an excellent opportunity to have your company promoted in our marketing materials as well as at the event. Additionally, participation enables you to form a professional relationship with these soon to be graduate students!

If you have a site that you would like to be considered please contact our OC Real Estate Challenge Chair, David Salisbury at david.salisbury@usbank.com

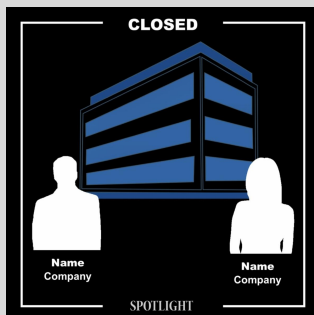


JOB BOARD

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



COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION

SoCAL CHAPTER

LEGISLATIVE AFFAIRS

STATE LEGISLATIVE DEADLINES

February 18 was the last day to introduce new bills for both the California State Assembly and Senate. Legislators introduced over 2000 new bills in the second half of the two-year session.

One of the new bills introduced by Assemblymember Alex Lee (D-San Jose) reintroduces a proposed tax hike for the state's wealthiest residents. The proposed new law would apply a 1% tax on those with a net worth of at least \$50 million and a 1.5% tax on those worth more than \$1 billion.

As a proposal, the new bill is projected to add more than \$22 billion a year to the state's revenues. The bill, would go into effect next year for billionaires and in 2025 for eligible millionaires.

NAIOP SoCal's Sacramento partner CBPA and Sr. Director of Government Affairs, Jose Cornejo, will be monitoring and reviewing these newly introduced bills and we will keep the membership informed as key developments occur.

NAIOP SoCal ENDORSES TAXPAYER PROTECTION ACT 2022

NAIOP SoCal has endorsed a proposed statewide ballot measure entitled the "Taxpayer Protection and Government Accountability Act". There is currently a process to collect signatures and qualify the measure for the ballot. The Act creates new Constitutional protections for taxpayers in the highest cost-of-living state in the nation.

Specifically, the Act will reinstate the two-thirds approval requirement for any new or higher "special taxes" proposed by initiative in a local election, while still maintaining the current majority vote requirement for general tax increases. This loophole was created when the California courts undid decades of voter-approved tax law requiring a 2/3 vote for all special taxes.

If passed by voters, the Act will close significant loopholes created by recent court decisions and other governmental actions, reinstating the will of the voters and further increasing their voice on whether new and higher taxes should be approved. The Taxpayer Protection Act also reclassifies all new and higher revenue as either a tax or an exempt charge, as defined.

The campaign is now heating up and the next few weeks will be a flurry of activity focusing on coalition building, endorsements, and active fundraising.

The initiative is sponsored by the groups that stopped Proposition 13 (Split Roll Property Tax) in 2020, including California Business Properties Association, California Business Roundtable, Howard Jarvis Taxpayers Association, and Cal-Tax.

This election cycle we are now seeing several local measures to increase property taxes with a majority vote only. The Act would restore the 2/3s vote requirement and invalidate any measures passed this cycle by less than the traditionally needed supermajority, and would make it more difficult to pass a split roll initiative in the future.

The effort represents one of the most important actions the business community has taken in years to proactively protect itself.

The website has been launched, [CLICK HERE](#) to read more and JOIN THE COALITION!

NET OPERATING LOSS CARRYBACK

Assemblywoman Blanca Rubio (D-Baldwin Park) introduced Assembly Bill 2065 to allow a net operating loss (NOL) carryback for an NOL. The bill would define a “qualified taxpayer” as a taxpayer that owned or operated a business in California and that completed a specified substantial sale of fixed assets or other property held or used in the regular course of their trade or business during the taxable year.

MANUFACTURING EQUIPMENT TAX EXEMPTION

Assembly Bill 1951 was introduced jointly by several Assembly Members to improve the existing sales/use tax exemption for the purchase and use of manufacturing equipment in California. The bill sets forth legislative findings and declarations that businesses conducting manufacturing or research and development activities are essential to the economic well-being of the state of California and provide high-wage jobs for Californians.

In addition, California has the highest state-level sales tax rate among the 50 states in the United States, and thirty-eight states fully exempt manufacturing equipment from sales and use tax.

Finally, it is the intent of the Legislature to expand the sales and use tax exemption for manufacturing and research and development equipment to preserve California’s status as a hub of innovation and technology and encourage greater investment in California.

THANK YOU TO OUR 2022 DIAMOND & PLATINUM SPONSORS

Diamond



Platinum



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

