

NAIOP SoCal news & updates

Message from NAIOP SoCal CEO

We are approaching a significant milestone. On April 28, student teams from the Paul Merage School of Business at UCI and the Argyros School of Business and Economics at Chapman University will compete head-to-head in the first ever [OC Real Estate Challenge](#) to present their vision of the highest and best use for a 6.9 acre site located in the Northern Downtown area. Hosted by Chapman University, you won't want to miss seeing which team will hoist the Orange Cup!



I congratulate all [nominees and finalists](#) for our upcoming inaugural Awards Gala on May 12 in Anaheim. The Gala will feature an incredible line-up of projects, companies and people demonstrating the breadth and talent of commercial real estate in Southern California.

I had a blast at our [behind the scenes tour](#) at SoFi stadium and enjoyed speaking to so many of you at the event. The [recent NAIOP U](#) on what office work will look like post-pandemic was timely and informative.

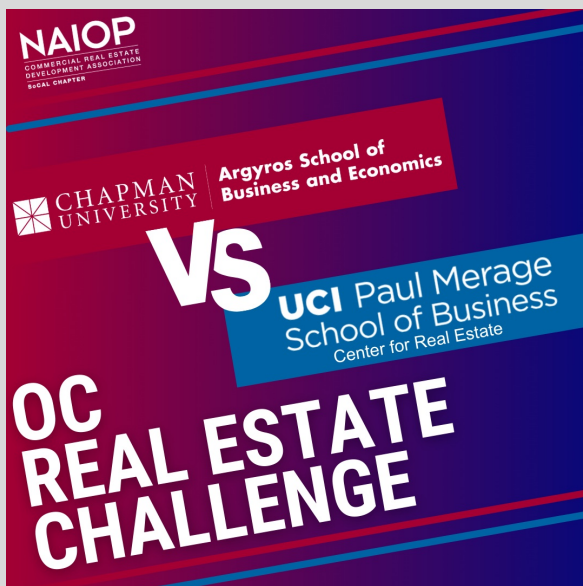
On the legislative front, industrial real estate remains the primary target for legislators and regulators across the state but our government affairs team is highly engaged as the industry's voice.

Finally, NAIOP SoCal is growing! We have experienced over 20% membership growth over the past year validating our mission to provide value to the commercial real estate industry. We greatly appreciate the support and active participation of our members and sponsors. See you soon!



Timothy Jemal
CEO | NAIOP SoCal

Upcoming Events



OC Real Estate Challenge

Thursday, April 28th, 2022

Chapman University

The esteemed Real Estate Challenge comes to the OC! Join us Thursday, April 28, 2022, as student teams from the Paul Merage School of Business at UCI and the George L. Argyros School of Business & Economics at Chapman University compete in a head-to-head competition to determine the best use for a commercial real estate project in Southern California.

[Click Here to Register!](#)

Thank you to our existing sponsors for your support!

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NAIOP SoCal Awards Gala *Registration Now Open!*

Thursday, May 12th, 2022

The Westin Anaheim

Registration for the inaugural NAIOP SoCal Awards Gala has officially opened! Join us Thursday, May 12th at The Westin Anaheim to recognize the achievements of leaders in the Southern California Commercial Real Estate Development Industry. This newly introduced annual Awards Gala will bring together NAIOP SoCal members, nominees, and guests to celebrate their innovation and commitment to the commercial real estate industry and NAIOP SoCal.

We are pleased to introduce the 2022 NAIOP SoCal [Awards Gala Finalists](#) and our [People's Choice Finalists](#).

Purchase your tickets soon, tickets are limited! [Click HERE to Register](#)

Thank you to our existing sponsors for your support!

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



Party Like It's 2019!

Wednesday, May 25th, 2022

Hangar 24, Intersect Irvine,
17877 Von Karman Ave, Suite 110, Irvine, CA
92614

Let's pick things up where we left off...Dance the night away with our friends from *CREW Orange County* and *ULI*. Catch us outside at Hangar 24 on Wednesday, May 25th for a night of fun, friends, and festivities! Let's kick off the summer together and party like it's 2019!

[Click HERE to Register](#)

Thank you to our Event Sponsors!

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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



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

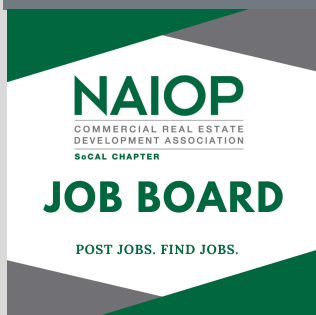
[Click Here to Join Today!](#)

Welcome NAIOP SoCal New Members | March 2022

Yemi Alade - **Link Logistics Real Estate**
Christopher Anderson - **Healthpeak Life Science Properties, Inc.**
Jordy Bartell - **Brookfield Properties**
Chris Bauer - **Modlo**
Bryan Benso - **Gafcon, Inc.**
Evan Bollinger - **Citizens Business Bank**
Segundo Broggi Muro - **Vari**
Philip Bruttig - **Yellow Iron Investments**
Eloisa Carranza - **Prologis**
Vincent Ciccone - **Amazon**
Chris Clark - **CoStar Group**
Mason Cummings - **Hillwood West**
Kelly Dergham - **Prologis**
Gyasi Edmondson - **JLL Capital Markets**
Keith Elkins - **Elkins Kalt Weintraub Reuben Gartside**
Henry Ennen - **Chapman University**

Jason Fancey - **InTrust Property Group**
 John Gallagher - **Ares Management LLC**
 Montana Gehring - **California State University Northridge University**
 Alex Gregoire - **Bellwether Enterprise**
 Tyler Griffin - **Modlo**
 Zachary Harman - **Cushman & Wakefield**
 David Hasbrouck - **Cushman & Wakefield of California, Inc.**
 Jeffrey Hedges - **North Palisade Partners, LLC**
 Rachel Hickenbottom - **Link Logistics Real Estate**
 Paul Hwang - **Tiarna Real Estate Services, Inc.**
 Faraz Kahen - **CA Ventures**
 Conner Kisiel - **EMCOR Services Mesa Energy Systems**
 Carolyn Lam - **Ares | Black Creek Group**
 Dakota Lassalette - **CA Ventures**
 Janelle Layman - **Millie and Severson General Contractors**
 Barr Levy - **Link Logistics Real Estate**
 Jackson Losey - **BKM Capital Partners**
 Andrew Lukens - **Modlo**
 Antonio Maldonado - **Coldwell Banker Residential Brokerage**
 Julie Marks - **Link Logistics Real Estate**
 Jack McGregor - **DRC Engineering**
 Bentley McKean - **Marcus & Millichap**
 James McKenna - **Ares | Black Creek Group**
 Benji Miller - **5-Ronin**
 Chad Morgan - **JLL Capital Markets**
 Jason Neiger - **MCA Realty Inc.**
 David Nemrow - **Realty Mogul**
 Brian Newman - **Morris, Inc.**
 Nick Nieto - **Vari**
 Joshua Osborn - **Urbaneer Investment Partners**
 Raylee Overton - **Newmark**
 Dale Padelford - **UC Irvine, The Paul Merage School of Business**
 Eddie Pang - **Prologis**
 Ross Parkin - **Modlo**
 Jonathan Reagan - **BKM Capital Partners**
 Ben Seliner - **Ares | Black Creek Group**
 Kevin Sin - **CBRE**
 Carmella Songhorian - **HSH Management**
 Amanda Spangler - **Colliers International**
 James Staunton - **LBA Realty**
 Phillip Taggart - **Kidder Mathews**
 Brett Teare - **Link Logistics Real Estate**
 Sasha Truong - **BlackRock Realty Advisors**
 Carolina Weidler - **H. Hendy Associates**
 Joe Williams - **Link Logistics Real Estate**
 Brittany Wright - **Saint-Gobain**
 Cara Wright - **Dermody Properties**
 Maggie Xu - **Prologis**

Calling All Members

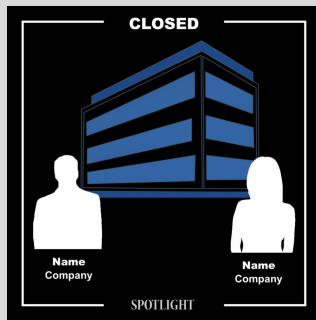


JOB BOARD

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](#)



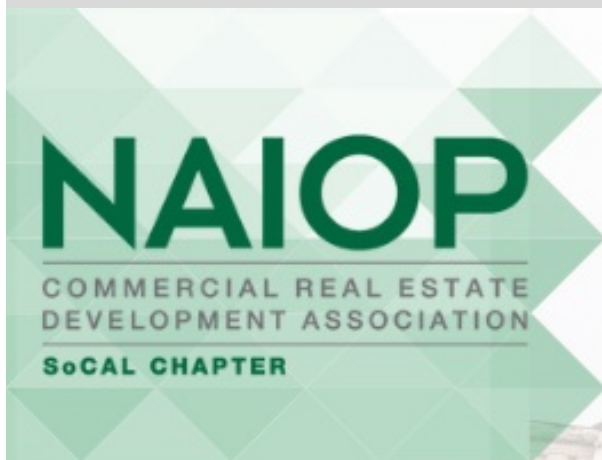
Tell Us Your Deals

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



LEGISLATIVE AFFAIRS

WAREHOUSE/LOGISTIC CENTER BAN

A bill has been proposed in the State Legislature targeting warehouse and logistic centers that will stop many projects, stall redevelopment in some areas and kill jobs.

AB 2840 (Reyes) would place a ban on development of certain warehouse/logistics facilities 100,000 s.f. or larger if they are within 1,000 ft of a "sensitive receptor," which has a broad definition but is basically most non-industrial uses. Additionally, all projects that are not banned due to proximity to a sensitive receptor must have a Project Labor Agreement (PLA) to be approved.

Even if your company doesn't build/own these types of facilities, the precedent set by this bill will have a significant impact on all commercial real estate projects in the future.

We know this is an extremely troubling bill that will have a major impact on many NAIOP SoCal members. NAIOP SoCal strongly opposes this bill and it is a top priority for us. We are working with our Sacramento partner, CBPA, to build a broad coalition to defeat this legislation. We will continue to inform the members as developments occur in the coming weeks.

For more information contact NAIOP SoCal CEO, Tim Jemal at tjemal@naiopsocal.org, or Jose Cornejo, jose@cornejost.com.

AB 2932 (LOW; D-CAMPBELL) INCREASED OVERTIME REQUIREMENT

Significantly increases labor costs by imposing an overtime pay requirement after 32 hours and other requirements that are impossible to comply with, exposing employers to litigation under the Private Attorneys General Act (PAGA).

NAIOP SoCal is monitoring this bill and will provide updates as they come.

2022 OC FIRE AUTHORITY PLAN REVIEW AND INSPECTION FEES

The Orange County Fire Authority is the regional fire service agency that supervises and provides fire protection and medical emergency services. The agency is finalizing the NAIOP SoCal 2022 Fee Study for their board's review and consideration. According to Deputy Fire Marshall Kerbrat, the fee proposals are based on the time spent completing a myriad of plan reviews and field inspections during the last three years. The new fees are scheduled to be adopted in July of 2022.

How This Impacts Your Business: The Planning & Development department reviews plans to ensure compliance with site development, fire department access and water requirements, codes and standards for construction and mitigate fire hazards as well as inspects projects for approval and issues permits for purposes covered in the California Fire Code. All of these inspections and reviews come with a fee.

[Here](#) are the proposed fees. Please take a look through the fees and provide any feedback to NAIOP SoCal CEO Tim Jemal, tjemal@naiopsocal.org, or Senior Government Affairs Director Jose Cornejo, jose@cornejost.com

THANK YOU TO OUR 2022 DIAMOND & PLATINUM SPONSORS



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

