

NAIOP SoCal

news & updates

Message from NAIOP SoCal CEO

I offer my congratulations to all [awardees and finalists](#) who were recognized at our first-ever awards Gala on May 12. It was a very special evening marking the launch of what will be an annual event recognizing the amazing creativity and volunteerism in Southern California's commercial real estate industry. ICYMI, check out the [Awards Gala Photos](#).



While votes are still being counted, it appears voter turnout for the June 7 primary elections will be below 20% in both LA and Orange Counties. On the one hand, I understand in part the apathy towards elections and a feeling there is not a compelling reason to vote on the issues and candidates, especially in a non-presidential year. But we must never take our democracy and the right to vote for granted and obviously much work needs to be done to ensure more people are informed and exercise their franchise.

In this light, NAIOP SoCal continues to raise awareness on legislation and regulations that have a dramatic impact on commercial real estate businesses across Southern California. A destructive bill (AB 2840) recently passed the State Assembly that essentially would ban warehouse development in the Inland Empire and break a crucial link in the supply chain. Some 1,100 emails were sent to Assembly members using NAIOP SoCal's grassroots digital software. While the bill passed the Assembly, it was a narrow vote and the legislation limped out of the chamber. Your voice is having an impact as several Assembly members who received email messages from you either abstained from voting or voted against AB 2840. We must keep this engagement going as AB 2840 (see below) moves through the State Senate.

We continue to build and modernize NAIOP SoCal with YTY membership growth of over 25%. We now exceed 1,100 members but know that more growth is possible. We will continue to focus on generating value and serving as the preeminent voice for commercial real estate.

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

Timothy Jemal
CEO | NAIOP SoCal

Upcoming Events

2022 OC Golf Tournament

Monday, June 27th, 2022

Coto De Caza Golf & Racquet Club
Coto De Caza, CA 92679

NAIOP SoCal is pleased to announce the highly anticipated Orange County Golf Tournament returns to Coto de Caza Golf & Racquet Club! Grab your golf clubs and join your friends at NAIOP SoCal on Monday, June 27th for a friendly, yet competitive golf game. Stick around after the tournament for our dinner reception and enjoy delicious food and drinks as you network with fellow

Commercial Real Estate professionals.

Registration is now open!

[Click HERE to register!](#)

Thank you to our existing sponsors for your support!

[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 1,100 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 | May 2022

Brendan Brady - **JLL**
 Mike Brady - **City National Bank**
 Danielle Bray - **Rexford Industrial Realty, Inc.**
 Rabia Chaudhry - **Sheppard Mullin Richter & Hampton LLP**
 Chris Coburn - **U.S. Bank**
 C.J. Collins - **Kidder Mathews**
 Matt Ehrlich - **Rexford Industrial Realty, Inc.**
 Jaclyn Estabrook - **Chicago Title Company**
 Grant Estabrook - **Commonwealth Land Title Insurance Company**
 Johnathan Giannola - **Marcus & Millichap**
 Chris Gunderson - **Vari**
 Matt Heller - **DLR Group**
 James Hwang - **Rexford Industrial Realty, Inc.**
 John Kang - **U.S. Bank**
 Kevin Kiser - **Kiser Real Estate Capital**
 Katherine Kliphuis - **Langan Engineering and Environmental Services, Inc.**
 Cody Leivas - **Leviathan Acquisitions, LLC**
 Sinuo Li - **Paradise Realty**
 Jenna Markley - **BRR Architecture**
 Rachel McCafferty - **Cal Solar Inc (California Solar Integrators, Inc.)**
 Jonathan Miller - **U.S. Bank**
 Tomas Narbutas - **Rexford Industrial Realty, Inc.**
 Linda Padilla Smyth - **Padilla Smyth & Associates**
 Joe Perruzzi - **Barnes & Thornburg LLP**
 Eric Raby - **Rexford Industrial Realty, Inc.**
 Ashley Ramirez - **JLL**
 David Rush - **Indecon Builders Inc**
 Pearl Snead - **Orange Coast Title Company**
 Andrew Strenk - **Strategic Planning Concepts International, LLC**
 Brian Thene - **JLL**
 Dino Vagenas - **Goldstone Group**
 Pedro Velasco - **University of Southern California**
 Marissa Wilbur - **Archway Capital**
 Todd Wohrman - **WINV Painting**
 Khadija Zulfiqar - **CIBC**

LA Real Estate Challenge Seeking Project Site

POTENTIAL SITE?



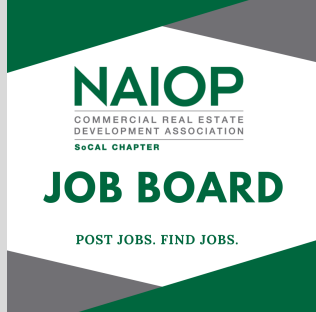
As Fall 2022 approaches we are excited to bring the esteemed Real Estate Challenge back to LA! Now in its Silver Anniversary, student teams from Ziman Center of Real Estate at UCLA's Anderson School of Business and the Lusk Center at USC's Marshall School of Business and Price School of Public Policy will meet in a head-to-head competition to break the tie (UCLA: 12, USC: 12) as they determine the best use for a commercial real estate project in Southern California.

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 the future leaders in real estate!

The in-person event will take place in November (more details coming soon). If you have any site candidates, please reach out to [Greg Brown](#).

Calling All Members

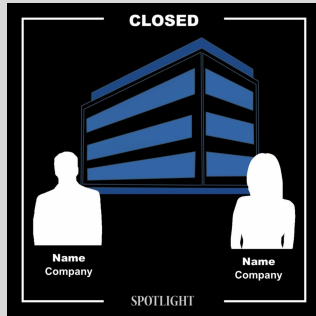
JOB BOARD NAIOP SoCal member companies may submit a



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



AB 2840 - WAREHOUSE BAN UPDATE

On May 26, the State Assembly narrowly passed AB 2840 which would ban the construction of warehouse and logistics projects that are 100,000 s.f. or more within 1,000 ft of a "sensitive" receptor. Additionally, AB 2840 mandates a statewide "skilled and trained" project requirement for all warehouse and logistic center projects.

Before passing the Assembly, the bill was narrowed to apply only to the Inland Empire portion of Riverside and San Bernardino Counties. Even with such a drastic narrowing of the bill, the vote roll had to remain open for over 10 minutes in order to squeeze out the 41 votes needed for passage. AB 2840 as amended singles out two counties and removes control from their local governments to

make decisions that will benefit their residents with jobs and economic development.

Despite the amendments, this remains a bad bill. The bill would do great economic harm to state and local economies even when singling out two counties. Moreover, stopping logistics projects will produce more sprawl, worsen tailpipe emissions and require more vehicle miles traveled.

NAIOP SoCal waged a major grassroots action campaign with over 1000 emails sent to members of Assembly in opposition to AB 2840. Despite passing the Assembly, the grassroots campaign had a significant impact with several Democratic legislators either not voting (which helps) or voting against AB 2840.

The bill is now in the Senate. NAIOP SoCal will again launch a large-scale grassroots campaign to oppose AB 2840 in the Senate. Please keep a look out for our alerts to take action using our easy one-click system.

A large coalition of all NAIOP California Chapters, business groups and labor unions are opposing this bill, clearly demonstrating this bill is harmful to a wide range of stakeholders. Should you have any questions or have relationships with State Senators, please contact NAIOP SoCal CEO Tim Jemal, tjemal@naiopsocal.org or 949-636-8946.

Los Angeles Documentary Transfer Tax Ballot Initiative

The Los Angeles City Clerk has validated the signatures collected for the Documentary Transfer tax initiative. This measure, purportedly to help solve the housing crisis, will impose a 4% tax on property sales above \$5 million and 5.5% tax for those above 10 million. The City Council now has 20 days from May 31st to do any of the following actions:

- Adopt the proposed ordinance, without alterations.
- Call for a special election to be held not earlier than 110 days nor more than 140 days after Council action on the petition to submit the proposed ordinance, without alteration, to a vote of the electors of the City.
- Submit the proposed ordinance, without alteration, to a vote of the electors of the City at the next regular City and Statewide election conducted by the County of Los Angeles to be held more than 110 days from the date of Council action.

NAIOP SoCal will closely monitor this issue and provide updates as soon as available. Below is a copy of the City Clerk report validating the signatures for this measure.

Click [here](#) to view.

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