

## Message from NAIOP SoCal CEO

In late August, we launched the 2022-23 Young Professionals Group (YPG) class.

YPG is highly competitive. Each year, 35 real estate professionals are selected by YPG alumni to take part in a 12-month, 70-hour course designed to educate, develop, connect and elevate the industry's emerging leaders. The program offers instruction on critical components of the industry, personal and professional development coaching from MBA-level instructors, extensive networking and relationship-building activities, and guidance from executives through an intimate speaker series.



More than anything YPG develops leaders and a community where bonds last a lifetime. Nearly 25% of our current Board of Directors are YPG alumni affirming the powerful professional and personal impact of the program.

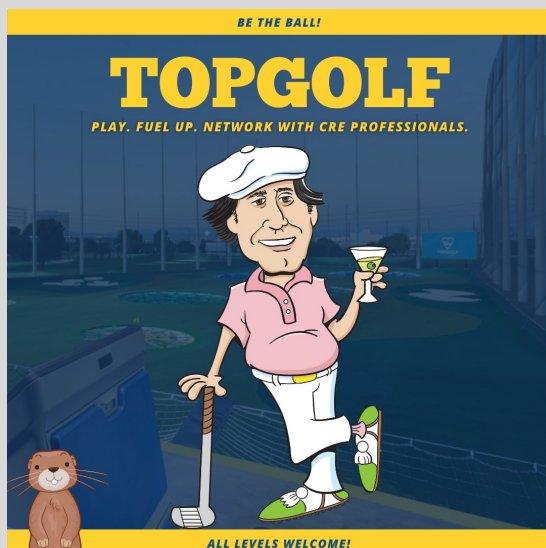
Since I became CEO a little more than two years ago, I've noticed that younger generations are increasing their involvement in our programs, events and legislative advocacy. This is all a very good thing. I believe the best association is one that blends our seasoned executives with rising stars. Both groups will benefit greatly.

Election season is upon us and there are many threats to commercial real estate. Stay tuned to our updates and engage. There is nothing stronger than a collective voice.

It hard to believe our biggest event of the year, the iconic **Night at the Fights**, is soon upon us on October 6. After a two-year hiatus, two [industry/broker fights](#) will be featured. 1000 people. 30<sup>th</sup> Anniversary. The best commercial real estate event of the year. You won't want to miss it. See you there.

Timothy Jemal  
CEO | NAIOP SoCal

## Upcoming Events



### Topgolf: LA Mixer!

Thursday, September 22nd, 2022  
Topgolf, El Segundo

*Be the ball!* Whether you're a seasoned golfer or are new to the game, you're invited to this exciting *Caddyshack* themed LA Mixer at Topgolf, El Segundo. Take a few swings at the state of the art golfing bays and fuel up with food and drinks as you network with fellow Commercial Real Estate professionals. An evening of golf, drinks, food, and friends awaits. Don't miss out on this fun-filled event!

[Click Here to Register!](#)

Thank you to our event sponsors for their

support!



## Volunteer Day at the Garden

Saturday, October 1st, 2022  
Santa Fe Springs Community Garden  
10145 Pioneer Blvd, Santa Fe Springs, CA  
90670

*Roll up your sleeves with NAIOP SoCal!* The Community Relations Committee invites you to join us Saturday, October 1st for a fun day of hands on work at the Santa Fe Springs Community Garden. Come one, come all; we encourage you to bring your friends and family. Lunch and drinks will be provided for all attendees. Join us as we build meaningful partnerships in the communities where we do business!

[Click Here to Register!](#)



## Night at the Fights

Thursday, October 6th, 2022

The OC Fair and Events Center - Hangar Building

Night at the Fights is the signature commercial real estate event of the year. Over 1000 are expected to attend this premier networking event which will have a Star Wars theme. The event begins with a festive cocktail reception followed by a three-course sit-down dinner inside the impressive hangar building. The main event of the night are two industry and professional boxing bouts in the center ring. During Round 2, guests will be invited to join in on some casino action, continue socializing with their fellows, enjoy the tunes from live entertainment, or sit in the smoking section at the curated cigar lounge. You won't want to miss this! It's going to be out of this Universe!

[Registration now open!](#)

*Thank you to our event sponsors for your support!*

[Click Here to View Sponsorship Opportunities!](#)

## 2022 Corporate Sponsorship Opportunities

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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.

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

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

## Membership Update



### JOIN NAIOP Today!

*Looking to expand your professional network?* Join NAIOP SoCal and connect with over 1000 industry leading Commercial Real Estate professionals from 500 of the top performing companies in Los Angeles and Orange County.

2022 will continue to offer 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

Questions? Contact [Xavier Castaneda](#) or call 714-550-0309.

[Click Here to Join Today!](#)

## Welcome NAIOP SoCal New Members | August 2022

Kristen Ale - [View](#)

Mario Alvarez - **Marcus & Millichap**

Keara Anonson - **Cabot Properties**

Jessica Baird - **Cushman & Wakefield**

Angus. Beverly - **Greenberg Glusker**

Ryan Bickford - **Northwestern Mutual Real Estate**

**Investments**

Alec Bildstein - **Prologis**

Elijah Blomquist - **Prism Realty Corporation**

John Bustard - **Carson Companies**

Shayna Byrd - **SERVPRO of Beverly Hills**

Natasha Campbell - **CMD Construction Inc**

John Carter - **Prologis**

Jordan Cheng - **Bridge Investment Group**

Christine DePillo - **JPMorgan Chase**

Blair Duncan - **Realterm**

John Falk - **Realterm**

Anthony Feenick - **The Hanover Company**

Ben Gallant - **Industrial Realty Group**

Anthony Graves - **Graves Construction**

Cameron Harris - **Lee & Associates, Riverside**

Tiffanie Hassanally - **University of California Irvine**

Amiyr Jackson - **Oaktree Capital Management**

Samuel Jacoby - **Cannon Corp**

Tony June - **Life Connoisseurs Management & Enterprise**

Robert Lauer - **QuadReal Property Group**

Elsa Mann - **Brookfield Properties**

Tk Mcwhertor - **Hager Pacific Properties**

Scott Meredith - **George Smith Partners, Inc.**

Vincent Moore - **SERVPRO of Beverly Hills**

Richard Pinckert - **9th St. Partners LLC**

Holly Rodriguez - **Ares | Black Creek Group**

Brianna Rogers - **Artemis Real Estate Partners**

Jeffrey Shriver - **Eastdil Secured**

Rosendo Solis - **9th St. Partners LLC**

Andy Torres - **9th St. Partners LLC**

Zack Torres - **Granite Properties**

Zhongshu Jason Wang - **Slatt Capital**

Michelle Weston - **UCLA**

Daniel Wiener - **Stockbridge Capital Group**

Isabella Zelinger - **Chapman University**

## Calling All Members



### I.Con West - Call for Site Tours

I.CON is the largest gathering of industrial real estate developers, owners, investors, and brokers in North America. The ever-popular project and site tours are consistently ranked highly among our attendees. Invite the top commercial real estate and development leaders to tour your latest and most innovative industrial developments. Don't miss this unique opportunity to build your brand and influence key power players in CRE.

*Submissions open through Friday, September 30, 2022.*

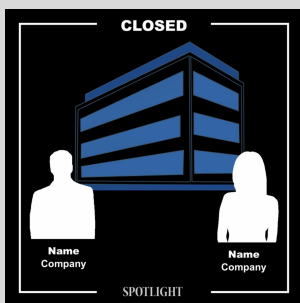
[Submit your site TODAY!](#)



**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 [Xavier Castaneda](#)

[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



### LA TAX MEASURES TARGET REAL ESTATE

The city of Los Angeles has two tax measures on the November that seek to raise \$1.1 billion in taxes from property owners. A. Brief description of the two measures:

- **Measure SP** – Parks & Recreational Facilities Parcel Tax - \$227M/yr for 30 years (\$6.8 billion)
- **Ordinance ULA** -- by “United to House L.A.” - \$800M/year on ALL properties -commercial and residential
  - 4% transfer tax on properties above \$5M
  - 5.5% transfer tax on properties above \$10M

ULA and SP will drive up the cost of everything we buy and use – from housing to groceries, and from gas to daycare – and will drive up costs for renters and small businesses by at least 6% a year.

And make no mistake, ULA and SP will drive up the property taxes of every homeowner in Los Angeles, dismantling decades of Prop 13 protections!

With inflation raging at 9% a year, we should not raise any property taxes that make it more expensive to live or work in Los Angeles!

NAIOP SoCal *is* helping lead the effort to defeat both measures - the opposition campaign is about to launch publicly. We will be seeking financial support for the opposition campaign and will be reaching out to all members shortly.

If you have questions, please contact CEO Tim Jemal, [tjemal@naiopsocal.org](mailto:tjemal@naiopsocal.org) or our Senior Director of Government Relations, Jose Cornejo, [jose@cornejost.com](mailto:jose@cornejost.com).

### NAIOP SoCal Opposes Proposed Carson Industrial CUP Ordinance

NAIOP delivered a [letter](#) signed by CEO Tim Jemal to the Carson City Council and Planning Commission in opposition proposed new regulations (CUP Ordinance) on industrial properties. In the letter, NAIOP SoCal asserted that the “proposed Ordinance is unnecessary and will produce little new value for residents – but instead cause substantial harm to local jobs and employers. Mitigation measures under existing city regulations can be placed on specific projects on a case-by-case basis without enacting a broad-sweeping CUP ordinance.”

On September 13, after receiving opposition comments, the Carson Planning Commission delayed action on the proposed ordinance until September 27.

NAIOP SoCal will continue to oppose this proposed ordinance.

If you have questions, please contact CEO Tim Jemal, [tjemal@naiopsocal.org](mailto:tjemal@naiopsocal.org) or our Senior Director of Government Relations, Jose Cornejo, [jose@cornejost.com](mailto:jose@cornejost.com).

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## 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!



NAIOP SoCal | 918 E. Santa Ana Blvd., Santa Ana, CA 92701

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