

Message from NAIOP SoCal CEO

It's that time of year to both reflect and look ahead.

Two years ago, the impacts of COVID hit NAIOP SoCal hard. We lost 20% of our members and sponsors. Frequently, it's the association support that is one of the first areas that gets slashed. Ironically, in the most challenging economic times, NAIOP SoCal is more valuable than ever providing a critical network of peer-to-peer support.



Through a focused effort and amazing support from our Board and members, our membership has grown nearly 30% of the past two years. We are now approaching 1,200 members. Sponsorship support has grown by similar increases. The turnaround reflects resiliency and a commitment to adapt and provide value that makes the commercial real estate industry stronger and the people that work in it better at their jobs. Not much is given to you in life as we know and support for NAIOP SoCal must be earned.

Looking to the future, I'm very optimistic but know we can do more. Our commitment to develop young commercial real estate professionals is iron clad. [Applications are open](#) for our exceptional YPG Program. Having just completed the 25th Anniversary of the [USC vs. UCLA Real Estate Challenge](#) I can confidently say commercial real estate is in very good hands with immense talent rising.

There are five generations of active members and sponsors in NAIOP SoCal. We place as much importance in providing value to the Baby Boomers as we do to Millennials. We learn, we mentor, we lead, we advance, and we get stronger together.

Join us at our [Jan. 12 Kick-off event](#) as we give you all the answers on the 2023 outlook for commercial real estate.

Thank you for your ideas, support and commitment to make our industry better.

Have a safe, happy and healthy holiday season.

A handwritten signature in black ink that reads "Timothy Jemal". The signature is written in a cursive, flowing style.

Timothy Jemal
CEO | NAIOP SoCal

Upcoming Events



2023 Alumni/Current Class Mixer!

Tuesday, January 10th, 2023
Irvine Towers

Set for Tuesday, January 10th, The YPG Alumni Committee invites you to join us for an Alumni/Current Student Mixer featuring guest speaker [Paul Folino](#), former CEO of Emulex. Don't miss out! The event will be catered with great food, beer, and wine. Come hear from our experienced guest speaker and meet your future alumns!

[Click Here to Register!](#)



2023 Kick-Off

Thursday, January 12th, 2023
The Pacific Club

Let's ring in the new year together! Join us Thursday, January 12th at the Pacific Club and hear from [David Bitner](#), Executive Managing Director and Head of Global Research at Newmark, for a 2023 Commercial Real Estate Outlook. Kick-off the new year with fellow Commercial Real Estate professionals while you enjoy great food and drinks.

Here's to another great year!



OC Real Estate Challenge

Thursday, April 20th, 2023
University of California, Irvine Campus

As we look forward into 2023 we are excited to bring our esteemed Real Estate Challenge to Orange County for its second 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



NAIOP SoCal: Awards Gala
Thursday, May 11th, 2023
The Vibiana, DTLA



OC BBQ BASH
Wednesday, June 1st, 2023
Balboa Bay Resort



OC Golf Tournament
Monday, June 26th, 2023
Coto de Caza Golf & Racquet Club

Applications Now Open



2023 Mentorship Program

NAIOP SoCal's annual mentorship program is designed to bring together young commercial real estate professionals with industry veterans to form relationships that lead to personal and professional growth for both the mentor and mentee.

Application Deadline: December 31st, 2022

[Click Here to Start Your Application!](#)



Young Professionals Group (YPG) 2023-2024

The Young Professionals Group (YPG) is NAIOP SoCal's industry-leading professional development and leadership program. Each year, 35 real estate professionals are selected 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.

Application Deadline: March 10th, 2023

[Click Here to Start Your Application!](#)

2023 NAIOP SoCal Sponsorship Opportunities



2023 NAIOP SoCal 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



2023 Membership

2023 is just around the corner and NAIOP SoCal is gearing up to offer our members another exciting year filled with superior networking events, industry education, engagement in our committees and a robust legislative affairs program!

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 | November 2022

Rohan Abeckett, **Brookfield Properties**
Brooke Allen, **GLP Capital Partners**
Bailey Bland, **Eastdil Secured**
Lorenzo Bonina, **Pegasus Real Estate Group**
Nicholas Cutka, **Walker & Dunlop**
Benjamin Darracq, **HBI Construction, Inc.**
Daniel Dow, **Buchalter**
Donovan Econn, **University of Southern California**
Noah Goldstein, **Rockefeller Group**
Andrew Gorin, **Gibson, Dunn & Crutcher, LLP**
Emmanuel Habashy, **Realterm**
Jackson Harris, **Hudson Pacific Properties**
Morgan Hill, **Stos Partners**
Torey Kiss, **University of Southern California**

Nicholas Krueger, **Thorofare Capital Inc.**
Philip Levesque, **Commercial Builders, Inc.**
Eduardo Mancilla, **Eastdil Secured**
Nick Muller, **The Muller Company**
Ricardo Pacheco, **Colliers International**
Makenna Peter, **JLL Capital Markets**
Sergio Ramirez, **City of Anaheim**
Ashon Robinson, **AvantStay**
Nicolai Waner, **Harbor Associates**
Samuel Zakarian, **Commonwealth Land Title Insurance Company**
Shirley Zhao, **Rexford Industrial Realty, Inc.**

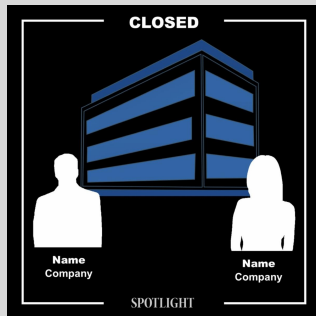
Calling All Members



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 [Xavier Castaneda](#)

[Click HERE to View Job Board](#)



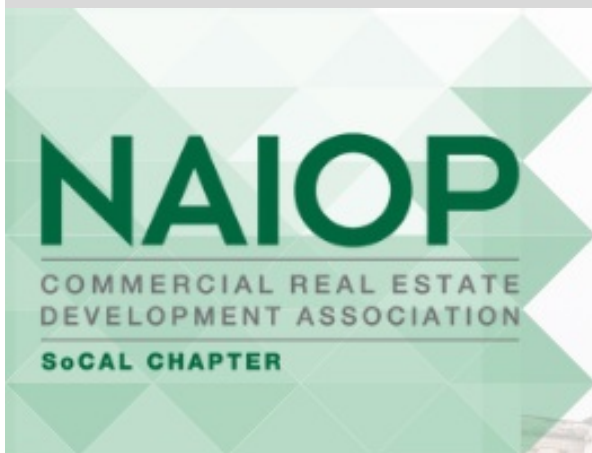
Tell Us Your Deals

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



LEGISLATIVE AFFAIRS

Last week marked the start of the new legislative session in Sacramento. More than 40 Assembly Members and Senators were officially sworn in to their first legislative terms. Both houses adopted resolutions to establish rules and procedures for the upcoming session and elected their leaders.

In the Assembly, a Resolution was adopted outlining the transition of leadership from [Speaker Anthony Rendon](#) to [Speaker-elect Robert Rivas](#) on June 30th 2023. This ends months of political maneuvering. Democrats hold a 62-18 edge over Republicans in the State Assembly.

The Assembly Republican Caucus re-elected [Assembly Member James Gallagher](#) as their Minority Leader.

On the Senate side, [Toni Atkins](#) was re-elected Senate President pro Tempore and Senate Republicans elected [Senator Brian Jones](#) as the new Minority Leader. Several new bills were also introduced in the first day, many symbolic of each author's top priorities in the coming year. Democrats hold a 31-9 margin over Republicans in the State Senate.

The Legislature has now adjourned until after the holidays and will return on January 4th to begin legislative work for the year.

In Los Angeles County alone, voters chose who would represent them in 340 different federal, state, and municipal offices.

In Case You Missed It!



Post-Election Analysis Forum

Thursday, November 10th, 2022

NAIOP SoCal CEO, Tim Jemal, led a riveting and important discussion with a panel of top political and policy experts about the November Election results, voter trends, and key policy issues affecting the commercial real estate and business community. Thank you Jose Cornejo, Jason Donner, and Ben Golombek for joining us and lending industry leading insight on these topics.

[Click Here to Watch!](#)

THANK YOU TO OUR 2022 DIAMOND & PLATINUM SPONSORS

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



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