

Message from NAIOP SoCal CEO

I often get asked, “How many programs and events does NAIOP SoCal” organize each month. The answer is a lot!

Let's take October which began with our [Community Garden Clean-up](#) in Santa Springs sponsored by Birtcher Development. Next was our premier event, the 30th Anniversary of [Night at the Fights](#). This iconic event was commercial real estate's marquee networking bonanza that included two of our very own, [Steve Madigan](#) and [Charles Banks](#), showing Rocky-Applo grit by going the distance in classic boxing duel. Do I hear rematch?



Most nonprofits would call it a month but we also held an [insightful program](#) on the unique challenges women face in commercial real estate; a YPG Program class; over 100 students participating in a hugely successful [virtual career day](#) with our phenomenal and diverse panel of leading commercial real estate professionals.

And we remain full speed ahead on legislative affairs leading the opposition to unprecedented proposes tax increases in the city of LA, publishing a [voter guide](#) and pushing back on harmful anti-industrial regulations in cities like Irvine and Lake Forest.

Look ahead, you won't want to miss the 25th Anniversary of the UCLA vs. USC graduate [Real Estate Challenge](#) which will be held on UCLA's campus. Both USC and UCLA have 12 victories apiece and the silver anniversary will break the tie on who claims the Silver Shovel. The Challenge for the students is developing the highest and best use plan for a Prologis-owned site in Carson.

I'm increasingly asked about the economy. I attended two major economic forecasts in October both asserting we are not currently in a recession and that the landing will be soft. I've spoken to many in the industry who believe there will always be opportunities despite choppy waters. I see a resilient industry which will find ways to adapt and grow.

We continue to grow with over 1,100 members. One thing is constant: your association is here to provide you resources to network, learn, advance your career and confront legislative and regulatory challenges.

Hope to see you at UCLA on November 17!

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

Timothy Jemal
CEO | NAIOP SoCal

Upcoming Events

LA Real Estate Challenge *Which team will break the tie?*

Thursday, November 17th, 2022

Carnesale Commons, UCLA Campus



Join us Thursday, November 17th, as student teams from the 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 meet for a head-to-head competition to determine the best use for a commercial real estate project in Southern California.

[Registration now open!](#)

Thank you to our event sponsors for your support!

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



LA Golf Tournament

Monday, December 5th, 2022
Old Ranch Country Club

NAIOP SoCal is pleased to announce the return of the Los Angeles County Golf Tournament! Join fellow commercial real estate executives and professionals December 5th at Old Ranch Country Club. This highly anticipated tournament is proven to provide a networking environment with a friendly, yet competitive, golf game. *SPACE IS LIMITED!*

[Click here to register!](#)

Thanks to our existing sponsors for their support!

[Click here to view sponsorship opportunities](#)

2022 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



JOIN NAIOP Today!

The 14-for-12 membership discount is BACK! For a limited time NAIOP is offering a special promotion to new members: join NOW and get the rest of 2022 FREE!

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

- JOIN TODAY: <https://lnkd.in/gK9qZTzj>

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

Click Here to Join Today!

Welcome NAIOP SoCal New Members | September 2022

Jason Abolencia Jr. - **Cal Poly Pomona**
Marvin Alvarado - **Cal Poly Pomona**
Angelina Armenta - **California State University Northridge**
Stephen Batcheller - **JLL Capital Markets**
Alan Boudreau - **Boudreau Pipeline**
Brandon Bral - **Rosewood Group**
Ryan Deri - **Fortress Investment Group, LLC**
Tom Donahue - **Moote**
Richard Ellison - **Greenlaw Partners LLC**
Jenny Eng - **CBRE**
Matthew Friedrich - **Latham & Watkins LLP**
Seth Hiromura - **5-Ronin**
Steve Hong - **SKH Architect Inc.**
Huong Le - **California State University, Fullerton**

Philip Lee - **Executive Development LLC**
Jeremy Leon - **QuadReal Property Group**
Jason Lind - **Partner Engineering & Science, Inc.**
Long Ma - **University of California Irvine**
Steven Masura - **Rexford Industrial**
James McKenzie - **Greenwood & McKenzie**
Austin Ridge - **Gantry**
Patrick Rios - **Realterm**
Dan Torres - **BSB Design, Inc.**
Anthony Verlingo - **CBRE**
Randy Wu - **QuadReal Property Group**
Michael Zugsmith - **CBRE**

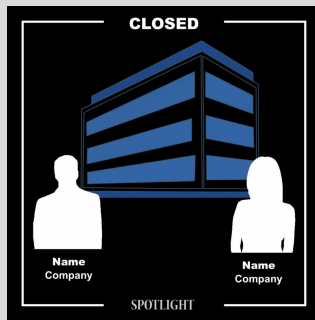
Calling All Members



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



REMEMBER TO VOTE: ELECTION DAY TOMORROW!

Dear NAIOP SoCal Members:

I am pleased to provide the [NAIOP SoCal 2022 Voter Guide](#).

This Voter Guide is meant to serve as a resource to you as you complete your ballot. There are many local and state policies under consideration that impact the commercial real estate industry and the jobs, economic growth and quality of life we provide to communities. In determining our ballot recommendations, we considered voting records and other actions relating to land use, taxes, regulations, building code requirements and development restrictions. NAIOP SoCal is nonpartisan and does not support or oppose candidates or ballot measure based on any political or party affiliation.



With 122 cities, two major counties and special districts such as the South Coast Air Quality Management District (SCAQMD) and California Air Resources Board (CARB) this Voter Guide does not cover every election. The final recommendations were developed based on input from the Legislative Affairs Committee, members at large and the two Political Action Committees.

Most of you have received your ballots by now so regardless of how you vote please take a moment to complete your ballot. Your voice does matter.

Thank you.



Stephane Wandel
Chair, NAIOP SoCal Legislative Affairs Committee

Other News



Great Gatsby Giving Gala

Thursday, November 10th, 2022

The Velvet Lounge, The Culver Hotel

Filled with plush couches, rich fabrics, and moody lighting, this prohibition-themed hideaway will transport you back to the glamorous speakeasies of the 1920s. Tucked away on the mezzanine level, we will be enjoying heavy hors d'oeuvres along with an open bar of beer, wine, and signature cocktail in the Velvet Lounge. We will also be holding a silent auction, along with a "Best Dressed" contest, so come dressed in glitz and glam to this 1920s-themed party!

CREW Network Foundation is committed to bringing more women into commercial real estate with programs that educate women and girls about the career opportunities available to them and creating mentoring relationships for those new to the industry.

Come have a blast while supporting CREW Network Foundation and help CREW Los Angeles reach the [CREW Network Foundation Chapter Challenge!](#)

Use code: NAIOP

[Click Here to Register!](#)

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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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