

Message from NAIOP SoCal CEO

Many of you have heard me say 2022 was a record year for NAIOP SoCal.

We are proud to have added the highest number of new members out of the 53 NAIOP chapters across North America.

And just last month, we reached the highest number of members in our history – 1,240.

We are committed to be the strongest voice for Southern California commercial real estate in legislative affairs, industry education, professional networking and promoting a diverse talent pipeline. We are grateful to our sponsors, members and Board for propelling us to experience record growth.

□
By hosting signature events (Awards Gala, University Real Estate Challenges, Night at the Fights), providing timely industry education through NAIOP U, hosting networking mixers throughout Southern California, developing a diverse talent pipeline through our acclaimed YPG program, or our pairing of young professionals with experienced mentors, everything we do is focused on making the industry healthier and stronger.

We are continuously elevating our legislative affairs work. Whether it's in Washington, D.C. where we just met with several Members Congress, in Sacramento where we defeated AB 2840 and in two weeks will meet with a record 25 SoCal-based legislators, or in local cities defeating harmful land use policies, our legislative voice is getting stronger.

We know you are only as good as your last performance and providing value to members and sponsors requires a focus of excellence every day. And for those who want to get more involved, we have a place for you!

Lastly, on a somber note, we recently lost three giants in commercial real estate. We mourn the passing of NAIOP's long-time Sacramento advocate Rex Hime, Hillwood's West Coast Office leader and decorated veteran John Magness, and iconic Southern California developer Nelson Rising. NAIOP SoCal will feature an In-Memoriam segment on these three leaders at our May 11, 2023 Awards Gala in Los Angeles.

Thank you for your support and will see you soon.



Timothy Jemal
CEO | NAIOP SoCal



Upcoming Events



I.CON
INDUSTRIAL REAL ESTATE

I.Con West

Wednesday, March 8 - Thursday, March 9, 2023
Westin Long Beach, Long Beach, CA

The premier event exclusively focused on the development, operation and expansion of industrial real estate, I.CON is the nation's largest gathering of industrial real estate professionals.

Hear the big ideas, trends and new technologies in industrial development from the best in the business, and make new professional contacts in an enthusiastic networking environment.

[Click Here to Register](#)



LA Mixer

Tuesday, March 21, 2023
Entrada

Get your networking on and raise a glass at NAIOP SoCal's LA Mixer! Join us on Tuesday, March 21st for an evening of great food, drinks, and a tour of Lincoln Property Company's newest Culver City development, Entrada. Don't miss out on the opportunity to check out this state-of-the-art workspace and network with fellow commercial real estate professionals!

New to NAIOP? Join us early at 4:00pm for a New Member Orientation with NAIOP SoCal's Membership Committee to hear how to make the most out of your new membership with NAIOP SoCal!

[Click Here to Register](#)



OC Real Estate Challenge

Thursday, April 20, 2023

University of California, Irvine Campus

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 2023 Awards Gala

Thursday, May 11, 2023

The Vibiana, DTLA

NAIOP SoCal is pleased to announce that we are currently seeking nominations for the second annual *NAIOP SoCal Awards Gala* taking place at [Vibiana](#) in downtown Los Angeles on Thursday, May 11, 2023. This annual Awards Gala will recognize leaders in the Southern California Commercial Real Estate Industry and bring together NAIOP SoCal members, nominees, and guests to celebrate their innovation and commitment to the commercial real estate industry and to NAIOP SoCal.

Nomination Deadline: March 10, 2023

[Click Here to Nominate](#)

Applications Now Open



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 10, 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 1,200 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 via our social media platforms and website.

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

Membership Update



2023 Membership

As we embark upon 2023, 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 on investment:

- 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

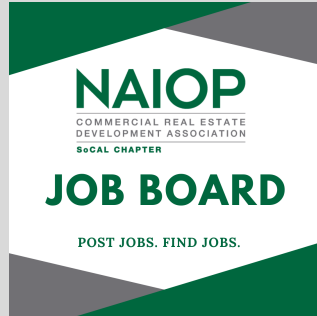
Justin Ashcraft, **Northern Ridge Capital**
Anthony Avila, **California State University, Fullerton**
Imer Bauta, **Empress Builders**
Luke Bingaman, **GLP Capital Partners**
Blair Boyce, **Hines**
Jon Bradford, **University of California Irvine**
Casey Bryan, **DTO Law**
Kenneth Bui, **California State University, Fullerton**
Henry Castillo, **Brasa Capital Management**
Abriel Chan, **QuadReal Property Group**
Isabella Chilingaryan, **DTO Law**
Phil Cobb, **Capital One Bank**
Yuwei Dai, **University of California Irvine**
Alexander Davis, **Vanguard University**
Bailey Dawson, **Hines**
Kayla Evans, **Marsh McLennan Agency**
Nick Fischer, **EQ Office**
Taylor Friend, **CBRE**
Bob Garrison, **Murow Development Consultants**
Lawrence Gates, **DRC Engineering**
Christopher Giordano, **Kidder Mathews**
Thomas Gonzales, **Economic & Planning Systems, Inc.**
James Grant, **Baker Electric, Inc.**
Sean Hampton, **CenterSquare Investment Management**
Spencer Hanley, **JERDE**
Trevor Hanson, **Triten Real Estate Partners**
Joshua Hatfield, **EQ Office**
Nicholas Helton, **California State University, Fullerton**
William Jacobs, **North Palisade Partners, LLC**
Shizhe Jin, **University of California Irvine**

Lindsay Louie, **Standard Real Estate Investments**
Matthew Macher, **Hudson Pacific Properties**
Berit McLaughlin, **CBRE**
Mihajlo Milicevic, **Foulger-Pratt**
Olivia Miller, **PCCP, LLC**
Erik Najarian, **JP Morgan Chase & Co.**
Joseph Pellizzon, **Slatt Capital**
Elise Puritz, **HED**
Madeleine Quinlan, **University of Southern California**
Tyler Radcliffe, **Gray West Construction**
Gabriel Ramirez, **StarPoint Properties**
Kevin Ramirez, **Fenagh Engineering & Testing**
Christopher Rudolph, **Loyola Marymount University**
Sandy Schmid, **StarPoint Properties**
Cyrus Shadaram, **California State University, Fullerton**
William Shaffer, **EEC Environmental**
Alec Shaul, **University of California Irvine**
Michelle Sindhunirmala, **Brookfield Properties**
Farrel South, **First American Title Insurance Company**
Amanda Spangler, **Colliers International**
Tyler Starow, **CannonDesign**
Noah Sweeney, **California State University, Fullerton**
Ingly Taing, **California State University, Fullerton**
Alexander Talebi, **University of California Irvine**
Patricia Urbina, **Murow Development**

Kevin Jones, Pacific Life Insurance Company
Jason Katz, DMC Inc.
Nicolas Kramer, University of California Irvine
Jamie Lennox
Tiffany Liang, SAA Interiors + Architecture
Matt Lightner, Matthews Real Estate Investment Services

Consultants
Tin Vu, University of California Irvine
Morgan Williams, SunPower Corporation
Zach Zanolli, Longpoint Realty Partners
Mei Zhang, Invesco Real Estate

Calling All Members



JOB BOARD NAIOP SoCal member companies may submit job, internship, or 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, or externship opportunities to the NAIOP SoCal Job Board. For more information, please contact [Xavier Castaneda](#)

[Click HERE to View Job Board](#)

Legislative Affairs Update

NAIOP SoCal LEGISLATIVE AFFAIRS COMMITTEE HAPPY HOUR



NAIOP SoCal's Legislative Affairs Committee recently gathered together for a happy hour at Unsung Brewing Company in Anaheim. Committee members shared ideas and set goals before heading to Washington D.C. to represent the Southern California Commercial Real Estate industry at the Chapter Leadership and Legislative Retreat.

NAIOP SoCal COMPLETES SUCCESSFUL MEETINGS IN WASHINGTON D.C.



During the week of January 30, 2023, NAIOP SoCal members completed a successful trip to Washington, D.C. where delegates met with several Members of Congress and their staff to underscore the importance of commercial real estate as a key factor to California's flourishing economy and quality of life.

During the meetings, our delegates emphasized their commitment towards working collaboratively with government stakeholders to achieve decarbonization, longer term grid and supply chain resiliency, cleaner and renewable technologies, appropriate tax policies, and to apply adaptive reuse to commercial buildings, among other policy priorities.

[Click Here to Read the Full Press Release](#)

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



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