

## Message from NAIOP SoCal CEO

One of the first initiatives I launched when I started as CEO nearly three years ago was a [Podcast Interview Series](#).

Interviewing highly motivated people offers unique insights into what has made them successful in commercial real estate. I've learned much through these interviews which span five generations of interviewees. I've interviewed industry titans such as [Lew Horn](#) who will be inducted into our Hall of Fame during our [May 11 Awards Gala](#) at the Vibiana in downtown LA. I've also spoken to others who are still rising and on a path that will encounter more twists and turns.



Paths to growth and success are very different but one common theme with nearly everyone I've interviewed is the importance positive reinforcement from mentors and peers. I'm reminded of what one of my favorite authors, Mark Twain, said: "Keep away from people who try to belittle your ambitions. Small people always do that, but the really great make you feel that you, too, can become great."

NAIOP SoCal provides countless opportunities to build relationships, advance your career or get mentored by seasoned professionals who are eager to share their insights. Take advantage of what NAIOP SoCal's powerful network offers you. Be a joiner - the value in building relationships with can-do people is immense.

Thank you for your support and will see you soon.



Timothy Jemal  
CEO | NAIOP SoCal

## Upcoming Events



FOOD · DRINKS · NETWORKING · GAMES · FOOD

TIKI TIME

WITH

CREW ORANGE COUNTY

YPG NAIOP SoCal YOUNG PROFESSIONALS GROUP

Orange County/ Inland Empire

THURSDAY, APRIL 6, 2023  
5:30 PM - 8:00 PM

HANGAR 24 - INTERSECT IRVINE  
17877 VON KARMAN AVE  
IRVINE, CA 92614

EVENT SPONSOR

NOVA Services

· NETWORKING ·

**TIKI TIME**  
Thursday, April 6, 2023

Grab your Hawaiian shirts and summer skirts and meet us on the lawn at Hangar 24 on Thursday, April 6th. Soak in the setting sun and enjoy delicious food and drinks as you mix and mingle between games of lawn bowling with your friends from NAIOP YPG, CREW Orange County, and ULI Orange County/Inland Empire!

[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! Join us Thursday, April 20th, 2023 as graduate student teams from the Chapman University George L. Argyros School of Business & Economics and the University of California, Irvine - The Paul Merage School of Business compete head-to-head in a real estate challenge on the highest and best use for a 17.3-acre site located in Brea.

[Click Here to Register](#)

[\*Sponsorship Opportunities Available\*](#)

*Now Accepting Nominations For...*



## **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.

[\*Sponsorship Opportunities Available\*](#)

[Click Here to Register](#)

## **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

Jason J. Abdounour, **California State University, Fullerton**

Jack F. Alexander, **Chapman University**

Christopher Allen, **Bridge Logistics Properties**

Nerses Aposhian, **IDS Real Estate Group**

Alexa K. Barsamian, **Prologis**

Garrett Brady, **Chapman University**

Jake Buchanan, **Chapman University**

Matt Ciccotti, **Hines**

Sebastian Cordoba, **NUBLOCK Partners**

Trent Cornell, **Stewart Title Guaranty**

**Company National Commercial Services**

Heather Crossner, **Bridge Development**

Tom Cruikshank, **Link Logistics Real Estate**

Matthew David, **SunAmerica Center**

Justin M. Davie, **EMCOR Services - Mesa Energy Systems, Inc.**

Brooks W. Davy, **SteelWave**

Laurence Do, **Cal Poly Pomona**

Justin Doan, **J.P. Morgan Asset Management**

Jordan DuFault, **Shea Properties**

Julie Encinas, **DWS**

Tom Fitzpatrick, **Bridge Development**

Edward Flanigan, **J.P. Morgan Asset Management**

Nicholas M. Fong, **UCLA**

Gamble Freyberg, **J.P. Morgan Asset Management**

Jorge Gamez, **J.P. Morgan Asset Management**

McKenna C. Gaskill, **Cushman and Wakefield**

Noah Goldstein, **Rockefeller Group**

Jeremy Gooden, **LOWE**

Bryce Grandison, **Chapman University**

Scott Hahn, **Rising Realty Partners**

Joe Harding, **Prologis**

Stefan Malmlund, **Gantry**

Allison McDuffie, **CBRE**

Ellen M. McFarlane, **MCA Realty Inc.**

Dallin McKenzie, **Nuveen Real Estate**

Matt McLaughlin, **Altrio**

Franco A. Mellone, **UCLA Anderson School of Business**

David Morgan, **David Morgan & Associates, Inc**

Rylan Muksood, **Chapman University**

Weston Murphy, **American Realty Advisors**

Michael Nagin, **J.P. Morgan Asset Management**

Rosemary Nunn, **Procopio**

Sean O'Keefe, **Chapman University**

Ricardo Pacheco, **Colliers International**

Laurie Peltola, **Altrio**

Matt Peters, **Voit Real Estate Services**

Erin Pysnik, **Lincoln Property Company**

John Ridgeway, **JMR Contracting Inc**

Michael Rolfes, **Trico Investments**

Eric P. Rubinfeld, **Fragner Seifert Pace & Mintz, LLP**

Jake Salvat, **Link Logistics Real Estate**

Brad Schierhorn, **UCLA**

Daniel Shuman, **Trammell Crow Company**

Rob Sistek, **BKM Capital Partners**

Chadman Soladar, **NUBLOCK Partners**

Jonny Soleimani, **PSRS**

Greg Stumm, **Bridge Development**

David Sullivan, **CIP Real Estate**

Melissa Summers, **Chapman University**

Jon Tarnow, **J.P. Morgan Asset Management**

Doug Tisdale, **Gantry**

Roy Harel, **NUBLOCK Partners**  
Tim Helgeson, **KBS Realty Advisors, Inc.**  
Ivan Hernandez, **J.P. Morgan Asset Management**  
Trey Hernandez, **Menemsha Development Group**  
Tobias Hipp, **Kidder Mathews**  
Conner Howe, **Trammell Crow Company**  
Ben R. Humphreys, **CBRE National Partners**  
Kyle Jenkins, **LOWE**  
Taylor Johnson, **Chapman University**  
Danielle Jones, **Tanco General Contractors**  
Timothy Keller, **University of California, Los Angeles**  
David Kelly, **Westport Properties, Inc.**  
Andrew Kim, **Thorofare Capital Inc.**  
Torey M. Kiss, **University of Southern California**  
Jacob Lee, **Pacific Southwest Realty Services**  
Jonathan Lee, **NUBLOCK Partners**  
Robby Leiter, **Westport Properties, Inc.**  
Jordan Levy, **Tricon Residential**  
Scott R. Lovell, **Property Reserve Inc.**  
John Lupfer, **NUBLOCK Partners**  
Victoria T. Madrid, **CenterSquare Investment Management**

Roohi Toosi, **APEX Environmental & Water Resources, LLC**  
Taylor A. Trautloff, **StarPoint Properties**  
Gavin Vaz, **J.P. Morgan Asset Management**  
Zihao Wang, **Chapman University**  
Sean P. Ward, **CBRE**  
Dan Watson, **Prologis**  
Shaun Wiechmann, **Chapman University**  
Brian J. Wilson, **Bridge Development**  
Eli D. Wilson, **UCLA Anderson School of Business**  
Gregory D. Woolway, **Bridge Development**  
Hanxue Wu, **HPA Architecture**  
James Wurtz, **City of Murrieta**  
Shuochen Zheng, **University of Southern California**

## 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 [Becky Ezell](#)

[Click HERE to View Job Board](#)

## Legislative Affairs Update

**NAIOP SoCal COMPLETES SUCCESSFUL MEETINGS IN SACRAMENTO DURING WINTER ADVOCACY TRIP**



In early March, NAIOP SoCal Legislative Affairs completed a highly successful trip to our State Capitol. In just two days, our delegation met with over 30 State Legislators to amplify the voice of Southern California Commercial Real Estate with key decision-makers. Thank you to our Senior Director of Government Relations **José Cornejo** for arranging a record-number of meetings with key state legislators! NAIOP SoCal is primed and ready for the year ahead!

[Click Here to See More Photos From Their Trip!](#)

### **NAIOP SoCal Leads Opposition Effort to LA County Metro Area Plan**

Last week, NAIOP SoCal submitted a letter for the record to the Los Angeles County Department of Regional Planning in opposition to proposed changes to existing industrial zones in seven unincorporated areas of Los Angeles County per its Metro Area Plan update. NAIOP SoCal Industrial Policy Task Force members weighed in on key points addressed in the letter. [Click Here to Read.](#)

### **NAIOP SoCal Issues Letter to City of Commerce on New Zoning Ordinance**

This week, NAIOP SoCal submitted a letter for the record to the City Council of the City of Commerce in opposition to a Zoning Ordinance Text Amendment, which aims to limit the hours of loading and unloading in certain Manufacturing Zones Properties in the City. [Click Here to Read.](#)

## **Additional Events**

presented by **All Stars EVENTS**

# **COMMERCIAL REAL ESTATE & LENDING CONFERENCE**

[www.crelc.com](http://www.crelc.com)

## **THURSDAY, APRIL 27, 2023**

### **JW Marriott Anaheim Resort**

### **Commercial Real Estate & Lending Conference**

Thursday, April 27, 2023  
JW Marriott Anaheim Resort

The 2023 Commercial Real Estate & Lending Conference will feature (1) the trademarked LoanMakers Forum, where CRE Lenders compete for loan requests

LIVE. (2) the DealSavers where a Panel of CRE experts will provide solutions for tough transactions and now the all new (3) FOCUS Networking session where attendees can focus on specific Commercial Real Estate topics and network with each other and our exhibitors in a roundtable setting . A Dynamic Opening Session and CoStar market Update. Don't miss the Most INTERACTIVE Commercial Real Estate event. EVENT REIMAGINED!

Go to [www.crelc.com](http://www.crelc.com) for more information and see the Agenda

[Click Here to Register](#)

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**Rexford  
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**Trammell Crow Company**

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



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