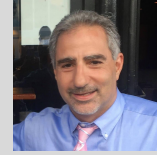


## Message from NAIOP SoCal CEO

Dear Friends:

As CEO of an organization with 1,200 members/customers working in commercial real estate, I am fortunate to meet many good and talented people every day.



One of those people is [Melissa Mooch](#). Melissa is engaging and projects a positive life outlook. She is early in her career and last year applied to gain admission to the 2022-23 YPG class. Admission to YPG is highly competitive and many are not accepted during their first time applying.

Melissa was the #1 alternate for the class. When hearing the news, she was disappointed but undeterred about applying again. But fate had a different plan.

Melissa became part of the 35-member 2022-23 YPG class and last week was the graduation ceremony. Melissa was voted by her YPG class peers as the recipient of the John B. Parker Award. Named after the stalwart founder of the CBRE OC Office, The John B. Parker award recognizes a member of NAIOP SoCal's Young Professionals Group class who was voted by classmates as someone who best demonstrates the leadership, communication, teamwork and skills that are an integral part of the program.

After hearing the news she won the award Melissa said: "NAIOP YPG was the best program I have ever been a part of as a professional. I was honored to be voted by my NAIOP YPG classmates to receive the YPG Developing Leader John B. Parker. It was truly such an honor - I hope to live up to the legacy that John B. Parker left behind!"

In June, I spoke to the YPG class about the breadth of NAIOP SoCal's work supporting Southern California's commercial real estate industry and how to get more involved in our programs, committees and legislative advocacy after YPG.

During the Q&A period, the questions focused, appropriately, on the specific work we do to make the industry better. NAIOP U, networking, real estate challenges, awards recognition and legislative advocacy. Toward the end of the Q&A, Melissa asked me an unexpected but truly human question: "What do you like about being CEO of NAIOP SoCal"? Seldom at a loss for words and expecting important but more business-focused questions on how to get more involved in NAIOP SoCal, I was temporarily stumped.

It was a human question. Yes, I like being the CEO, but why required some introspection.

Seeing young professionals like Melissa grow as people and thoughtful leaders is one of the best things I like about CEO. The door is never completely closed.

In the midst of deadlines, emails and the inevitable negative energy from somewhere, it's always a good plan to engage people as humans.

I suspect that's what Melissa's YPG peers saw in her



Timothy Jemal  
CEO | NAIOP SoCal

## Upcoming Events

**TopGolf**  
Thursday, August 24, 2023  
El Segundo, CA



Be the ball! Whether you're a seasoned golfer or are new to the game, you're invited to this exciting Mario Brothers themed LA Mixer at TopGolf, in El Segundo, CA.

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](#)

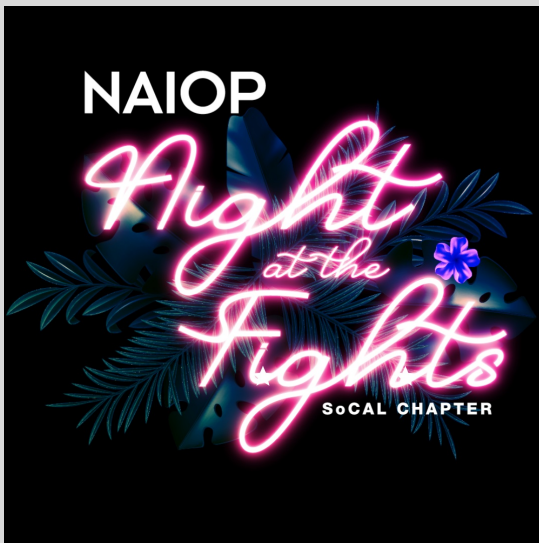


### NAIOP U

Thursday, September 7th, 2023  
CenterView, Irvine

Explore alternative development opportunities for your site with our three market leaders. Harpal Sadhal, Vice President with The Irvine Company will be discussing his development experience in the public storage arena, Christine Metzger, Senior Vice President with CBRE will focus on her experience with Data Centers and Max Levenstein, Finance and Real Estate Director with Rove will inform all of us on the emerging market of Full-Service EV Charging Centers.

[Click Here to Register](#)



### Night at the Fights

Thursday, September 21, 2023  
Orange County Fair & Event Center  
Hangar Building

We invite you to become a part of this year's NAIOP SoCal's Night at the Fights – Havana Nights. Join us on a journey through Havana and experience some of what this popular Cuban destination has to offer. We will take you through some of the more famous areas of Havana including the "forbidden neighborhood" of Vedado, Old Havana and the Malecon – where the party literally spills out onto the streets.

[Get your Tickets!](#) -  
(Ticket price will increase when registering after Aug. 21)

[Sponsorship Opportunities Available](#)

[Silent Auction](#)

If you or your business has something that you can contribute, please let us know by filling out [THIS FORM](#)

If you have any ideas, or any questions, please let us know. We appreciate your support and know we will have an

amazing selection of items to bid on at the event.

## In Case you Missed it

### YPG 2022-23 Program Graduation



(John B. Parker Winner Melissa Mook with Jim Camp)

(2022-23 YPG Class Graduating Class)

NAIOP SoCal was thrilled to host the Young Professionals Group Class of 2022 - 2023 graduation ceremony at the Cannery in Newport Beach to celebrate their year's work. We are happy to welcome them into YPG's prestigious alumni network.

Congratulations to Melissa Mook on being selected as YPG's 2022-23 class John B. Parker Award winner!

### NAIOP SoCal Podcast - Jason Rich

The NAIOP SoCal Podcast is back with the sixth installment in our 2023 series! Tune in and listen as NAIOP SoCal CEO, Tim Jemal, is joined by YPG Alumni and Snyder Langston CEO Jason Rich.

[Click Here to Listen](#)

If you know of someone who would be an interesting guest to interview or to inquire about sponsorship opportunities, please contact NAIOP SoCal at (714) 550-0309 or [bezell@naiopsocal.org](mailto:bezell@naiopsocal.org)



### 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

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 [Becky Ezell](#) or call 714-550-0309.

[Click Here to Join Today!](#)

## Looking for Project Sites



### LA Real Estate Challenge

We are excited to bring our esteemed Real Estate Challenges to Southern California! Student teams from UCLA and USC, will respectively compete head-to-head to determine the best use of commercial real estate sites in Los Angeles, CA. Students will spend six weeks conducting intensive research to present their cases before a panel of real estate veterans and enthusiastic audiences.

**We are actively looking for sites to be evaluated by these teams!** This is an excellent opportunity to have your company promoted in NAIOP SoCal's marketing collateral as well as at the event site. 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 present for consideration, please contact Becky Ezell at [bezell@naiopsocal.org](mailto:bezell@naiopsocal.org).

[Click Here to Join Today!](#)

## Welcome NAIOP SoCal New Members

*July 2023*

**Jason Lu**, Dermody Properties  
**Eoin McCarron**, Allen Matkins Leck Gamble Mallory  
**Brad Johnson**, Esq., Everview Law  
**Trent Morgan**, Cresa  
**Matt Foster**, Harvest CREF  
**Gayle Ackerman**, City of Lake Forest  
**Jenny Garcia Varela**, Prologis  
**Jorge Garcia**, Crow Holdings Development

**Amanda Lee**, Sheppard Mullin Richter & Hampton LLP  
**Kyle Sherburne**, HRS Commercial  
**Mitchell Souza**, IDEAL Capital Group  
**Matthew Lee**, HPA Inc  
**Wade Ganes**, BrightView Design Group  
**Bryan Diangson**, Ares Management LLC

## 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



### 2023 California Commercial Real Estate Summit

NAIOP SoCal, in partnership the California Business Properties Association, will be participating in a Commercial Real Estate Legislative Summit on Aug. 22-23 in Sacramento, it is critical we continue to build relationships with Sacramento legislators. This event is the one time of year that industry leaders from all sectors of the commercial, industrial, and retail real estate industries come together from across the state and hear from top policymakers and California state legislators.

All NAIOP SoCal members who register for the Summit will be invited to a special dinner on August 22 in Sacramento, which will be attended by Southern California-based state legislators.

Click [Here](#) to Register



#### ADVOCATE

Attendees will meet with lawmakers and representatives to ensure the voice of our industry is strong in Sacramento.



#### CONNECT

Business leaders from across California will come together to connect and collaborate over a common interest of advancing our industry.



#### STAY INFORMED

Learn about the legislative process, how it impacts your work, and why your voice is important!

**FEES: \$250** - Full Event (Increases to \$300 after August 4th) | **\$100** - Welcome Reception Only

Questions on Legislative Affairs? Contact NAIOP SoCal Legislative Affairs Manager [Mihran Toumajan](mailto:mtoumajan@naiopsocal.org), [mtoumajan@naiopsocal.org](mailto:mtoumajan@naiopsocal.org), or Legislative Advocate [Jose Cornejo](mailto:jose@cornejost.com), [jose@cornejost.com](mailto:jose@cornejost.com).

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



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