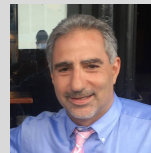


Message from NAIOP SoCal CEO

Dear Friends:

The countdown has begun. We are now three weeks away from Southern California's biggest commercial real estate event of the Year: **Night at the Fights**.



This year's event, themed "Havana Nights," promises to be memorable. There will be three industry fights – yes **six fighters** like you and me – who have the guts to step into the ring in front of 1000 of their peers. It promises to be epic. The Cuban food, the casino tables, the smooth cigars and 6 hours networking. I can't wait!

On Legislative Affairs, NAIOP SoCal continues to be at the tip of the spear defending Southern California's commercial real estate sector. Last week, a ten-member strong NAIOP SoCal delegation was in Sacramento to meet with nearly 30 state lawmakers to oppose ACA 13 and advocate in support of keeping a two-thirds vote to raise all local taxes.

If passed, ACA 13 would make it harder for California voters to restore Prop. 13 taxpayer protections when the State Legislature or courts attempt to weaken them. The specific target of ACA 13 is a citizens' initiative, the Taxpayer Protection Act (TPA), backed by NAIOP SoCal, the California Business Properties Association and many other business and community groups across the state.

TPA has already qualified for the November 2024 ballot, and polling shows it to be popular with voters. The TPA closes several loopholes created by the courts that have allowed special interests to work with local governments to raise taxes with a simple majority vote instead of the two-thirds vote required by Proposition 13.

As ACA 13 makes its way to the Assembly floor, NAIOP SoCal is again leading the opposition in Sacramento and with grassroots advocacy. If you have not yet taken action to oppose ACA 13, please click here: **<https://www.naiopsocal.org/action-alert-aca-13/>**.

We need all hands-on deck for Legislative Affairs. Check out the message from our Legislative Affairs Committee Co-Chairs, TJ Bard & Courtney Smith, on how you can support our legislative work at the year's Night at the Fights: <https://www.youtube.com/watch?v=s5MjQnyyl68>

Thank you.



Timothy Jemal
CEO | NAIOP SoCal

Upcoming Events

NAIOP U

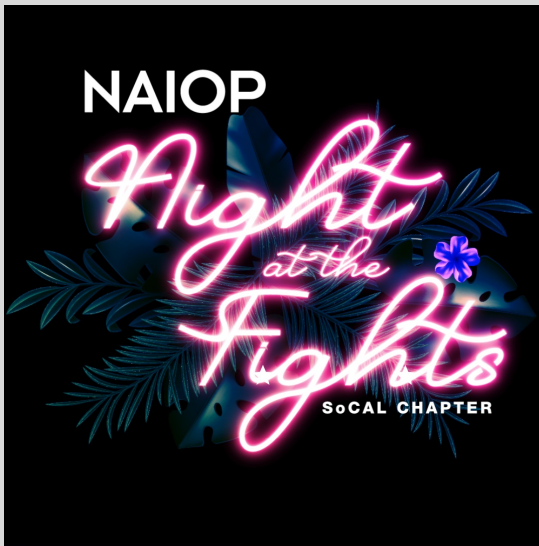
Thursday, September 7th, 2023
CenterView, Irvine

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 – Havanah 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!](#) -

[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.

LA Mixer
Wednesday October, 4, 2023
Hotel Figueroa
Los Angeles, CA

Join us at the Historic Hotel Figueroa for our LA networking Mixer! NAIOP SoCal has rented out both levels of the Casita, an urban oasis lounge and cocktail bar, for what is sure to be a spectacular evening. Don't miss out!

[Click Here to Register](#)

[Become a Sponsor](#)



LA FALL MIXER!



Oktoberfest

Tuesday October 17, 2023
Old World
Huntington Beach, CA

Celebrate the end of summer with NAIOP SoCal! Get your networking on and raise a glass and Prost with us at at NAIOP SoCal's OC Mixer: Oktober Fest!

Join us Tuesday October 17th Grab a drink and take a stroll as you enjoy gourmet German trucks, and network with your fellow Commercial Real Estate professionals. Dress in your best Dirndl or Lederhosen and enter in our Event Contest! You won't want to miss this!

[Registration Now Open](#)

[Sponsorship Opportunities](#)

In Case you Missed it

LA TopGolf



In Case you missed it, Top Golf in El Segundo was a blast as members and attendees hit the links while enjoying great food, drinks, and connecting with one another between swings.

DON'T MISS OUT: NAIOP SoCal has a great line-up of events for the remainder of 2023! Be sure to keep an eye on your e-mails as well as our social media pages to stay up to date on what's next here at NAIOP SoCal.

Thank you to our Sponsors:

Ace Sponsor: **Newmark**

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 graduate students!

If you have a site that you would like to present for consideration, please contact Becky Ezell at bezell@naiopsocal.org.

[Click Here to Join Today!](#)

Welcome NAIOP SoCal New Members

July 2023

Ana Andreoli, Baker Commodities Inc.
Thomas Arnold, Chapman University Argyros School of Business
Jonathan Boktor, UCLA
David Corral, Phelan Development Company
Colton Creber, QuadReal Property Group
Luke Easton, Newmark
Mariah Feghali, The Bascom Group
Alex Filler, Dedeaux Properties
Benjamin Horning, Dedeaux Properties
Jessica Jensen, DC Construction
Drew Kitchen, Kime Builders LLC
Nick Kreuter, Stream Realty Partners, LP
Kyle Legrand, First Bank
Kyle Looney, Flagstar Bank
Yannis Mans, California State University, Fullerton
Jake Marthens, CBRE
Camille Moniz, Centennial Advisers
Michael Moorhead, CBRE Investment Management

Charley O'Desky, Pacific Industrial
Jim Quintana, Perera Construction & Design
Thomas Richardson, IMEG Consulting Engineers
Dylan Rutigliano, CBRE
Steven Senft, Chicago Title Company
Matthew Shell, Pacific Industrial
Peter Shimer, Roux Inc
Bruce Sivilay, Invesco Real Estate
Christian Spence, Pacific Construction Group
Sallar Tahbaz, Prologis
Jay Tanjuan, Scannell Properties
Andres Valencia, University of Southern California
Stephanie Zapalac, Chicago Title Company

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

NAIOP SoCal Committee Meetings

NAIOP SoCal Night at the Fights Committee- Tuesday, August 29 | 11:00 am

We want to hear from you! Make the most of your NAIOP SoCal membership. Join a committee, an exclusive member benefit, and get involved! Here, you can enhance leadership skills, build unique working relationships with fellow real estate professionals, and help shape the agenda of SoCal's leading commercial real estate organization.

[Click Here to Request to Join a Committee Today!](#)

Legislative Affairs Update



NAIOP SoCal Delegation Advocates on State Legislative Priorities at

CCRES 2023 in Sacramento

On August 22-23, 2023, a NAIOP SoCal delegation descended on Sacramento for the 2023 California Commercial Real Estate Summit, hosted by the California Business Properties Association (CBPA) and NAIOP of California. This annual summit brings commercial real estate leaders to the State Capitol to meet with state legislators and advocate on priority issues for the industry.

At this year's summit, our industry focused on stopping a proposed constitutional amendment, ACA 13 (Ward), which is a direct attack on Proposition 13.

If passed, ACA 13 would make it harder for California voters to restore Prop. 13 taxpayer protections when the State Legislature or courts attempt to weaken them. In recent years, the judiciary has repeatedly ruled against the will of voters by weakening voter-enacted taxpayer protections like Propositions 13 and 218. ACA 13 would also codify loopholes created by the courts, such as the Upland decision, which overturned parts of Propositions 13 and 218 by allowing for a simple majority vote (i.e., a 50% plus one vote) on tax measures put forward by citizens' initiatives.

NAIOP SoCal met directly with nearly 30 state legislators and staff to oppose ACA 13 and advocate in support of keeping a two-thirds vote to raise all local taxes. NAIOP SoCal delegates also participated in a hearing on ACA 13 held by the California State Assembly Elections Committee and expressed opposition to the proposed constitutional amendment during the public comment period. The amendment was approved by a 5-2 vote (with one abstention) in the Assembly Elections Committee and referred to the Assembly Appropriations Committee.

In addition, California voters' ability to curb taxation loopholes - such as the Upland Loophole - via the Taxpayer Protection Act (TPA), would be curtailed and subject to the whim of the State Legislature should ACA 13 be adopted by both state legislative chambers. TPA is endorsed by NAIOP SoCal, CBPA, the California Business Roundtable and other allied organizations across the state. The TPA is a citizens' initiative that will be on the 2024 statewide ballot. It is intended to limit the ability of local and state governments to pass new and higher taxes by requiring that all future tax proposals obtain a two-thirds vote – a threshold set by voters when they approved Propositions 13 and 218.

Upon returning from Sacramento, NAIOP SoCal created and disseminated an Action Alert encouraging industry professionals and friends to join the effort in urging State Assemblymembers to vote "No" on ACA 13. We encourage you and your co-workers to take action on ACA 13 via the following link:

<https://www.naiopsocal.org/action-alert-aca-13/>

The NAIOP SoCal delegation at CCRES 2023 included the following members and staff:

TJ Bard, The Abbey Company
Tyler Bennett, Murow Development Consultants
Courtney Smith, Newcastle Partners, Inc.
Steven Masura, Rexford Industrial Realty, Inc.
Patrick Schlehuber, Rexford Industrial Realty, Inc.
Jim Camp, Rockefeller Group
Noah Goldstein, Rockefeller Group
Timothy Jemal, NAIOP SoCal
Jose Cornejo, NAIOP SoCal
Mihran Toumajan, NAIOP SoCal

To view additional event photos, click here:<https://flic.kr/s/aHBqjASFth>

*Questions on Legislative Affairs? Contact NAIOP SoCal
Legislative Affairs Manager Mihran Toumajan, mtoumajan@naiopsocal.org,
or Legislative Advocate Jose Cornejo, jose@cornejost.com.*

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



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