

Message from NAIOP SoCal CEO

Dear Friends:

One of the most important things we do is promote the development of the CRE talent pipeline. The most visible manifestation of this priority is NAIOP SoCal's phenomenal YPG program, but, we also offer so much more.



On October 4, our Diversity and Inclusion Task Force held its 3rd Annual [Virtual Career Day](#) to help students and young professionals advance in commercial real estate. 14 CRE professionals from 6 disciplines put on a clinic on how to start and advance your career in this dynamic industry. A case study was presented from start to finish providing insightful firsthand knowledge and experience.

Attendees were encouraged to take advantage of both [internships](#) and [job opportunities](#) posted on the NAIOP SoCal web site. A huge shout out to NAIOP SoCal's Diversity & Inclusion Task Force for organizing the Career Day and their commitment to promoting the development of students and young professionals. Thank you to Diversity & Inclusion Task Force Chair [Emily Mandrup](#), Career Day leader [Taylor Arnett](#) and all Task Force members for their hard work on making the Career Day a success.

Speaking of young talent, you don't want to miss the [26th Annual LA Real Estate Challenge](#) featuring student teams from the [USC Sol Price School of Public Policy](#) and the [UCLA Anderson School of Management](#). The Challenge will be held on November 16 at the USC campus.

The 2023 challenge for the student teams is to propose the highest and best use for the iconic Marine Corps Air Station (MCAS) Tustin South Hangar. This 60.24-acre site located in the City of Tustin is within the redevelopment of the former MCAS Tustin, commissioned in 1942 during WWII.

Thank you and see you soon.



Timothy Jemal
CEO | NAIOP SoCal

Upcoming Events

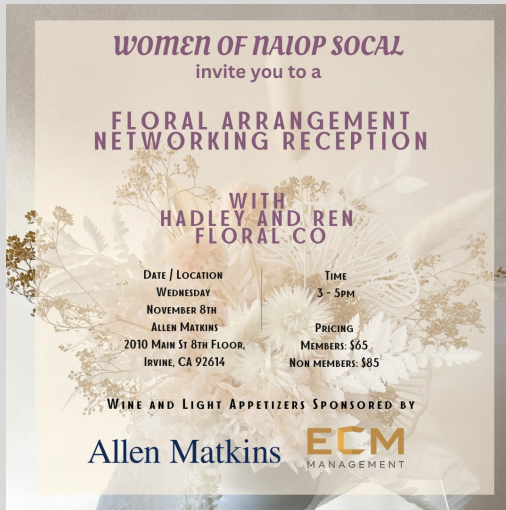


NAIOP U

Wednesday November 8, 2023
CenterView
Irvine, CA
(Free to Active NAIOP SoCal Members)

Join us for a NAIOP University event as we dive into the effects of today's political climate on the commercial real estate industry. We'll have an open panel discussion featuring political and real estate experts who will be talking about the complex dynamics at play both locally and statewide that are challenging all sectors of the commercial real estate industry.

This panel of experts will share their insider perspectives on current and potential future legislative efforts that will continue to change the political landscape for the commercial real estate industry.



Floral Arrangement Networking Reception
Wednesday November 8, 2023
Allen Matkins
Irvine, CA
(sold out)

Join the women of NAIOP on November 8th for networking, wine, and light snacks as we create floral arrangements with Hadley and Ren Co.

Refreshments sponsored by
[Allen Matkins](#) and [ECM Management, LLC](#)



LA Real Estate Challenge
Thursday November 16, 2023
USC Campus

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

For the 2023 challenge, student teams from [University of Southern California](#) and [UCLA](#) have been asked to use the the Marine Corps Air Station (MCAS) Tustin South Hangar. This 60.24-acre site located in the [City of Tustin](#) is within the redevelopment of the former MCAS Tustin, commissioned in 1942 during WWII.

[Sponsorship Opportunities](#)

[Click Here to Register](#)



LA Golf Tournament
Monday, December 4, 2023
Old Ranch Country Club
(Players Sold out)

NAIOP SoCal is pleased to announce that its highly anticipated Los Angeles Golf Tournament returns to Old Ranch Country Club!

Grab your golf clubs and join your friends at NAIOP SoCal on Monday, December 4th for a friendly, yet competitive round of golf. Stick around after the tournament for our dinner reception and enjoy delicious food and drinks as you network with fellow Commercial Real Estate professionals.

[Check out our Sponsorship Opportunities](#)

To be put on our waitlist please contact bezell@naiopsocal.org.

OktoberFest 2023



NAIOP SoCal mixed business with bratwurst at its first Oktoberfest-themed OC Mixer in Huntington Beach. With German food galore, a new member orientation to keep things informative, and a costume contest for some added craziness, it was a networking event worth raising a stein to Prost!

Thank you to our Sponsors:

Prost Sponsor: [Tellus Development Services](#)

Junger Sponsor: [Trammell Crow Company](#)

Special thank you to the Zynger team [Zynger Events, Inc.](#)

2024 NAIOP SoCal Sponsorship Opportunities



2024 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 you access to more than 1,200 real estate professionals and to 500 of the top commercial real estate firms in Southern California through high-profile promotion at sold-out hallmark events as well as via our social media platforms and website.

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

Membership Update

2024 Membership

Join NAIOP SoCal today and connect with over 1,200 leading Commercial Real Estate professionals from 500 of the top performing companies in Los Angeles and Orange County. Starting Oct. 1, if you join this premier commercial real estate development association now for 2024 you will get the rest of 2023 free!



2024 will continue offering superior networking events, industry education, engagement in our committees and a robust legislative affairs program with NAIOP SoCal as the primary voice for the commercial real estate industry.

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

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

[Click Here to Join Today!](#)

Looking for Project Sites



OC Real Estate Challenge - April 2024

We are excited to bring our renowned Real Estate Challenges to Southern California! Student teams from Chapman University and UCI, will compete head-to-head to determine the best use of commercial real estate sites in Southern California. Students will spend six weeks conducting intensive research before presenting 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 in this Real Estate Challenge allows 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.

Welcome NAIOP SoCal New Members

October 2023

Nicholas Angelich, Saltair Equities
Andrew Barrios, California State Polytechnic University Pomona
Patrick Cruz, Forum Mobility
Patrick Enrich, ARCO National Construction Pacific Coast
Briana Garcia, California State Polytechnic University Pomona
Carter Gorgart, KBS Capital Advisors
Jesus Hernandez-Maciel, UCLA Anderson School of Business
Aiden Iklady, California State Polytechnic University Pomona
Dillian Kapadia, California Polytechnic State University San Luis Obispo
Lysimachos Karas, OC Lyfe
Brett Lauritzen, No Company SoCal
John Linehan, Mitsui Fudosan America
Andrea Lyle, Executive Coatings & Contracting

Kyle Mak, DWS
Lisa Matta, Business Finance Capital
Nathan Menard, MG
Nick Moran, CBRE
Melissa Nash, WINV Painting
Demian Pedroza, PowerShingle NUCOR
Mark Seager, Oaktree Capital Management LLC
Malia Shen, Integrated Capital Management
Alex Staff, Birtcher Development LLC
Jennifer Tran, Commonwealth Land Title Insurance Company
Robert West, AMPCO Contracting Inc
Madison Williams, Beta
Dianna Xochitiotzi, SoCal Chapter NAIOP
Ray Young, CBRE Global Investors

Calling All Members

JOB BOARD One of the many benefits you have available to you with your membership is our Job Board on naiopsocal.org. Do you have a vacant position that you are looking to fill? Are you looking for an aspiring Real Estate professional or Intern to join your team? No need to look further than



our NAIOP SoCal members! Why wait? Your newest team member might be closer than you think!

Please [click here](#) to post a job or send all information regarding your available job position to Dianna Xochitiotzi at dxochitiotzi@naiopsocal.org.

Not a NAIOP SoCal Member? Not a problem! Non-members are also welcome to advertise on our Job Board for ~~at~~ \$25/week.

Not a NAIOP SoCal Member? Not a problem! Non-members are also welcome to advertise on our Job Board at \$25/week.

[Click HERE to View Job Board](#)

[Click HERE to View Internship Board](#)

Legislative Affairs Update

Roundtable Discussion on Warehouse Development Takes Place in the Inland Empire

On Monday, October 23, 2023, a meeting involving the Inland Empire Warehouse Roundtable was held in San Bernardino, hosted by California State Assemblymember James Ramos (D-45). The roundtable brought together a wide range of stakeholders, including Inland Empire-based local elected officials and representatives of building trades unions, industrial real estate advocates and environmental justice groups to discuss the future of warehouse development in the region.

The establishment of such a roundtable group was precipitated by two competing state legislative bills in 2023 relative to the regulation of warehouses statewide - both bills failed to make it through the State Assembly. These bills were AB 1000 (Reyes, D-50), a *de facto* ban on the development of new warehouses and the expansion of existing ones, and AB 1748 (Ramos) which was a relatively more practical alternative to Asm. Reyes' bill. The latter called for a thousand-foot buffer between logistics centers / warehouses and ill-defined sensitive receptors.

The roundtable discussion, which included four distinct panels, was productive for the commercial real estate industry, with several panelists emphasizing the importance of logistics facilities and warehouses to the viability of Southern California's economy and supply chain. NAIOP SoCal will continue to monitor and share developments emanating from this roundtable discussion.

NAIOP SoCal Encourages Your Attendance at our NAIOP-U Event on November 8 in Irvine

The NAIOP SoCal Legislative Affairs Committee encourages NAIOP SoCal Members to register and attend a NAIOP-U educational event titled: "Navigating the Real Estate Industry in Today's Political Climate."

The event will take place on Wednesday, November 8, 2023, from 8:00 - 10:00 AM, at CenterView in Irvine.

Moderated by Amanda Donson of Allen Matkins, this educational event will feature an expert panel of astute political observers, including Jose Cornejo, Senior Director of Government Relations at NAIOP SoCal; Courtney Wing, Development Manager at Newcastle Partners and Co-Chair of the NAIOP SoCal Legislative Affairs Committee; and TJ Bard, Executive Vice President at The Abbey Company and Co-Chair of the NAIOP SoCal Legislative Affairs Committee. The panelists will share insider perspectives on current as well as potential future legislative measures and public policies that alter the political landscape and impact the commercial real estate industry.

We look forward to seeing you at this NAIOP-U event. [Register Today!](#)



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PARTNER
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MODERATOR



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EXECUTIVE VICE PRESIDENT
THE ABBEY COMPANY
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LEGISLATIVE COMMITTEE



JOSE CORNEJO
PRESIDENT
CORNEJO STRATEGIES
SENIOR DIRECTOR OF GOVERNMENT
RELATIONS, NAIOP SOCIAL



COURTNEY WING
DEVELOPMENT MANAGER
NEWCASTLE PARTNERS
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LEGISLATIVE COMMITTEE

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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