

Message from the CEO

Dear Friends,

I was incredibly honored, humbled and truly surprised to be named **Commercial Real Estate Man of the Year** by Cal State Fullerton's Center for Real Estate. Like most people, I don't do this work for accolades or recognition, but I have to admit, this was a nice and unexpected moment. Perhaps the best part was hearing that several people mentioned my name as deserving of this honor.



This recognition is not just about me—it is a testament to the hard work, dedication, and collaboration of our incredible **members, sponsors, industry leaders and the dedicated NAIOP SoCal staff** who continuously push commercial real estate forward in Southern California. I am grateful every day to work alongside such talented and passionate professionals.

As CEO of NAIOP SoCal, I've had the privilege of leading an organization that champions responsible development, fosters professional growth and strengthens our commercial real estate community. This award reflects our collective efforts, and I share it with all of you.

In the spirit of recognition, I encourage you to be part of **NAIOP SoCal's 4th Annual Awards Gala on May 14 at the beautiful Vibiana in downtown Los Angeles**. This event is an opportunity to celebrate the best and brightest in our industry, and I encourage you to [nominate a deserving company, project, or individual](#) who has made a lasting impact. Let's come together to recognize excellence, innovation and leadership. [Submit your nominations by Friday, March 7th](#) and join us for an unforgettable evening!

With gratitude,

Tim Jemal
CEO NAIOP SoCal

Upcoming Events



Annual Sacramento Advocacy Trip - March 18-19, 2025 Sacramento

Register Today!

We invite NAIOP SoCal Members and friends to participate in our Annual Advocacy Trip to Sacramento. NAIOP SoCal continues to be the leading voice for commercial real estate in Southern California. The meetings in Sacramento are critical in building deeper relationships with key State Legislators as well as an opportunity to discuss the contributions of Commercial Real Estate towards jobs, the goods movement sector and Southern California's economy. This is a fantastic relationship-building opportunity early in the current legislative cycle.



Connect OC - March 20, 2025 Irvine

Register Today!

Join us at Connect OC 2025 for a day of networking, industry insights and expert discussions on the future of commercial real estate! NAIOP SoCal members will be taking the stage to share their expertise—don't miss out on this opportunity to learn and connect.



Day at the Races - March 21, 2025 Santa Anita Park

Registration Now Open!

Experience the thrill of the race at Santa Anita Park! Enjoy food and drinks, a private suite and live betting for an unforgettable afternoon of excitement and hospitality.

Become a Sponsor Today!



I.CON WEST - March 26-27, 2025 Los Angeles

Register Today!

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 the enthusiastic networking environment.

OC Real Estate Challenge - April 17, 2025 UCI Campus

Click Here for Sponsorship

Join us on Thursday, April 17th for NAIOP SoCal's fourth annual Orange



County Real Estate Challenge as graduate student teams from Chapman University's George L. Argyros School of Business & Economics and the University of California, Irvine's Paul Merage School of Business compete head-to-head in a real estate challenge!

Opportunities

Register Today



Awards Gala - May 14, 2025
Vibiana Downtown Los Angeles

Don't miss your chance to recognize excellence in Southern California's commercial real estate industry! NAIOP SoCal's Fourth Annual Awards Gala is fast approaching and nominations are closing soon.

Join us on Wednesday, May 14th, at the iconic Vibiana in Downtown Los Angeles for an unforgettable evening honoring trailblazing leaders and their remarkable achievements.

Help us celebrate the best in the business—submit your nominations by March 7th!

Submit your Nominations Today!

Become a Sponsor Today!



Y Games - June 13, 2025
Newport Dunes

We're thrilled to announce that Y Games is making a comeback for YPG's 20th Anniversary! This highly anticipated event is designed for all YPG members and developing leaders looking to connect, compete and celebrate in an unforgettable way. Join us back at the Newport Dunes for a day of friendly competition, networking and industry camaraderie.

High-profile sponsorships will be available. Click below or contact Becky Ezell at bezell@naiopsocal.org for more information.

Curious about what Y Games is all about? Here's a [RECAP](#) from a previous year!

Click Here for Sponsorship Opportunities

SAVE THE DATE

2025 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 over 1,300 real estate professionals and to 600 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!

2025 NAIOP SoCal Membership



Join NAIOP SoCal today and connect with over 1,300 industry-leading Commercial Real Estate professionals from 600 of the top performing companies in Los Angeles and Orange County.

2025 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

Welcome NAIOP SoCal New Members

February 2025

Emilio Alvarado, DIV Industrial
Eric Aubort, AO
Larry Buck, WSP
Maxx Cohen, Cohen Asset Management
Daniel Coppi, Nuveen Real Estate
Amanda Corbet, McCarthy Building Companies, Inc.
David Dasher, Dasher & Tabata Inc.
Mikheel Davankar, Greenlaw Partners LLC
Jesse DiGiovanni, Ledo Capital Group
Casey Ehrlich, Fred Leeds Properties
Kelton Engemann, Brookfield Properties
Devon Greenburg, Hammer and Nails Law, APC
Nolan Halal, EQ Office
Sage Hale, Green Street Advisors
Eric Hepfer, Hines

Brendan McCracken, Cushman and Wakefield
Ramses Nava, Meadow Highlands, LLC
Zachary Novick, Novick Development
Eric Parra, Hillwood West
Wes Payne, CenterPoint Properties
Madison Petrilli, Invesco Real Estate
Tiffany Phung, Shea Properties
Shane Premer, Nuveen Real Estate
Nathan Rad, Andersen
Jason Roth, Colliers
Kamila Sargsyan, Staley Point Capital
Cole Sheridan, Hammer and Nails Law, APC
Darina Sokanthong, FCL Builders
Kristi Stanfill, Hammer and Nails Law, APC
Anh Tran, University of California - Irvine
Rick Turner, Lee & Associates

Jad Hijazi, Bank of America
Kelly Jensen, Green Street Advisors
Bradford Long, Starboard Realty Advisors, LLC
Thomas Mays, Waterford Property Company

Joseph Vargas, The Wonderful Company
Alysen Weiland, Psomas
Sean Willet, Holland & Knight LLP
Shahin Yazdi, Colliers

Young Professionals Group



ACCEPTING APPLICATIONS FOR NAIOP SoCal's YPG CLASS OF 2025-2026!

NAIOP SoCal is pleased to announce that applications for the 2025-26 Young Professionals Group (YPG) are now being accepted. Designed for individuals age 35 and younger who wish to further their educational and leadership skills, this 12-month, 70-hour course provides a broad-based understanding of the critical components of the commercial real estate business, as well as key business and operating principles and networking opportunities with leading industry executives.

DEADLINE
MARCH 14

The application process begins NOW ... deadline for receipt of ALL application materials is **March 14, 2025**, and July 11, 2025, for receipt of tuition and employer endorsement fees.

For questions, contact Becky Ezell at bezell@naiopsocal.org or the Chapter office at 714-550-0309.

[Click Here for Application Requirements](#)

[Click Here to Begin Application!](#)



Sponsor the Future of CRE Leadership with NAIOP SoCal's YPG!

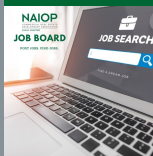
The Young Professionals Group (YPG) is NAIOP SoCal's premier professional development and leadership program, designed to elevate the brightest emerging talent in commercial real estate. Each year, 35 top-tier real estate professionals embark on an intensive 12-month, 70-hour course that prepares them to lead and innovate in the industry.

Why Sponsor YPG?

As a sponsor, your brand will have exclusive access to YPG's current class and gain exposure across NAIOP SoCal's extensive network. Sponsorship of YPG offers unmatched opportunities for engagement and visibility among the next generation of real estate leaders.

For more information [Click Here](#).

Looking for Talent?



JOB BOARD Discover your next team member through our Job Board on naiopsocal.org. Whether you're seeking a Real Estate professional or an intern, our members are ready to step up. Submit your job or internship listing today and connect with qualified candidates who are eager for these new opportunities.

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 \$25/week.

NAIOP SoCal Committee Meetings

Awards Gala Thursday March 6, 8:30 AM

We want to hear from you! Make the most of your NAIOP SoCal membership. Join a committee, and get involved! Here, you can enhance your 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!](#)

NAIOP SoCal Legislative Update

NAIOP SoCal 2025 ADVOCACY TRIP TO SACRAMENTO

**MARCH 18-19, 2025
STATE CAPITOL
SACRAMENTO, CA**

FOR MORE INFORMATION, VISIT
NAIOPSoCAL.ORG



Join the NAIOP SoCal Delegation & Advocate for CRE Priorities in Sacramento on March 18-19, 2025

We cordially invite NAIOP SoCal Members and friends to participate in our Annual Advocacy Trip to Sacramento from March 18-19, 2025.

NAIOP SoCal continues to be the leading voice for commercial real estate in Southern California. This is a fantastic relationship-building opportunity for NAIOP SoCal Members early in the current legislative cycle. **Many issues are brewing, including clean-up language and amendments to AB 98, and potential legislation to fix Measure ULA and similar onerous local special taxes made possible through the California Supreme Court's *Upland* decision in 2017.**

To date, NAIOP SoCal Senior Government Relations Director, Jose Cornejo, has tentatively scheduled 13 meetings with SoCal-based state legislators and staff, including with influential State Assembly and Senate committee chairs.

Attendees will also get to participate in a Private, Exclusive Dinner with state legislators on the evening of Tuesday, March 18.

We encourage NAIOP SoCal Members to fly up to Sacramento on Tuesday morning, March 18 and return in the evening on Wednesday, March 19.

There is no registration fee for NAIOP SoCal Gavel Sponsors to participate in the Advocacy Trip. If you are not a Gavel Sponsor, there is a \$150 [registration fee](#) to participate. The fee will cover our Private Dinner as well as materials.

If you are interested in attending the NAIOP SoCal Annual Advocacy Trip to Sacramento, we appreciate you completing [this form](#). We ask that you specify the city of your home and office to schedule constituent meetings with your State Senators and Assemblymembers.

All legislative meetings take place in the Capitol Annex Swing Space. The address for the Swing Space is: 1021 O Street, Sacramento, CA 95814

Please contact NAIOP SoCal's Mihran Toumajan (mtoumajan@naiopsocal.org or 714.550.0309) if you have questions on travel logistics, as well as hotel accommodations at the Holiday Inn Sacramento (Address: 300 J Street, Sacramento, CA 95814) where **NAIOP SoCal has secured a discounted room block rate for the evening of March 18.** The room block rate with tax is \$173.80 per room.

Tuesday, March 18, 2025

1:00 PM - 5:00 PM, Meetings with State Legislators

6:30 PM - 9:00 PM, Private Dinner with State Legislators

Wednesday, March 19, 2025

9:00 AM - 2:00 PM, Meetings with State Legislators

We look forward to advocating with you during our Annual Advocacy Trip to Sacramento on March 18-19, 2025.



Mini Victory for NAIOP SoCal and Its Members in the City of Irwindale

After months of ardent and consistent advocacy since the summer of 2024 on the City of Irwindale's draft Zoning Code Update, NAIOP SoCal and our Members secured a mini victory during the February 19, 2025 Irwindale Planning Commission hearing on the update. Kudos to NAIOP SoCal Members and long-term, institutional stakeholders in Irwindale for their effective advocacy over the past several months.

During the hearing, NAIOP SoCal and our Members agreed to the following language in the Planning Commission's unanimously adopted resolution [No. 828(84)] to move the proposed Zoning Code Update to the Irwindale City Council:

- In the M-2 industrial zone, the residential buffer was reduced from 500 to 250 feet, while the maximum building height was increased from the earlier proposed 35 feet to 40 feet. In addition and separate from the maximum building height, an 8-foot parapet was approved for industrial and commercial buildings in the M-2 zone.
- In the M-1 industrial zone, the residential buffer was also reduced from 500 to 250 feet. Because the City's existing Zoning Code calls for up to a 35-foot maximum building height in the M-1 zone, Planning Commissioners kept the building height "as is" despite our efforts to increase the building height to a maximum of 40 feet in this zone as well. The 8-foot separate parapet for the M-1 zone was also included in the adopted resolution language. A majority of existing buildings in the M-1 zone are within a 35-foot building height limit.

NAIOP SoCal believes that the adopted language will adversely impact far fewer existing industrial and commercial buildings as being deemed nonconforming.

The Irwindale City Council will hold its first reading of the draft Zoning Code Update on Wednesday evening, March 26, 2025. For questions about the Irwindale draft Zoning Code Update, please email Mihran Toumajan at mtoumajan@naiopsocal.org.

NAIOP SoCal Engaged with City of Santa Ana on Transit Zoning Code Update

NAIOP SoCal staff is engaged with the City of Santa Ana Planning Commission and staff, as well as with industrial property owners and residents in the City's historic Logan and Lacy neighborhoods, where the City has proposed a Transit Zoning Code (TZC) Update for Specific Development No. 84. In the current form of the TZC Update, the City aims to remove two existing Industrial Overlays – namely the M-1 (Light Industrial) and M-2 (Heavy Industrial) zones. The City's intention is to replace the two Industrial Overlay zones with Urban Neighborhood (UN-2) and Urban Center (UC) zones, which would allow for the development of multifamily and mixed-use residential buildings, in addition to limited commercial uses, in the Logan and Lacy neighborhoods. NAIOP SoCal's office happens to be located in the Lacy neighborhood, which lends an added reason for NAIOP SoCal to be active in TZC Update discussions.

During the Santa Ana Planning Commission's February 24, 2025 hearing on the TZC Update, NAIOP SoCal's Mihran Toumajan delivered [public comment](#) expressing NAIOP SoCal Members' opposition to the potential removal of the two existing industrial overlays. NAIOP SoCal staff will be participating in the Planning Commission's March 6, 2025 Special Hearing on the TZC Update, and will keep NAIOP SoCal Members abreast of developments, decisions and likely ramifications.





NAIOP SoCal Delegates Advocate for CRE Priorities on Capitol Hill

NAIOP SoCal representatives were pleased to participate in this year's NAIOP Chapter Leadership & Legislative Retreat (CLLR) on February 3-5, 2025 in Washington, DC.

NAIOP SoCal delegates at the annual CLLR included:

Tim Jemal, CEO, NAIOP SoCal.

Justin J. McCusker, Senior Executive, C. J. Segerstrom and Sons LLC and South Coast Plaza; Member of the 2025 [NAIOP](#) Board of Directors representing NAIOP SoCal.

[TJ Bard](#), Senior Vice President, Surf Management, Inc. Member of the 2025 NAIOP Board of Directors representing NAIOP SoCal; and Co-Chair, NAIOP SoCal Legislative Affairs Committee.

Mark Mattis, Principal, Avison Young; 2025 NAIOP SoCal Board President.

Courtney Wing, Development Manager, Newcastle Partners; Co-Chair, NAIOP SoCal Legislative Affairs Committee.

Ebony S Gore, Business Development Specialist, KPRS Construction Services, Inc.; Member, NAIOP SoCal Legislative Affairs Committee.

Mihran Toumajan, Government Relations Manager, NAIOP SoCal.

Spanning over 20 bipartisan and bicameral meetings on Capitol Hill with Members of Congress and staff, NAIOP SoCal delegates emphasized key priorities and concerns for the commercial real estate sector in Southern California, including.

To read more about NAIOP SoCal's articulated priorities to lawmakers, please click here: <https://lnkd.in/gfTZTq5S>.

In addition to our meetings on Capitol Hill, NAIOP SoCal delegates organized a private dinner at DC's historic Old Ebbitt Grill in conjunction with fellow NAIOP chapters representing California's [NAIOP Inland Empire Chapter](#), Arizona Chapter of NAIOP and NAIOP Washington State.

Photos of the NAIOP SoCal delegation at the 2025 NAIOP CLLR can be viewed [here](#).

For information about NAIOP SoCal advocacy trips to Washington, DC and Sacramento (in March 2025, [Register Here](#)), please reach out to Mihran Toumajan at mtoumajan@naiopsocal.org or (714) 550-0309.

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

If you have questions about how to connect with NAIOP SoCal,
please contact Becky Ezell, (714) 550-0309 or bezell@naiopsocal.org

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



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