

NAIOP SoCal news & updates

Message from NAIOP SoCal CEO

The wait is over. On Thursday, October 7, after a nearly two year hiatus, our signature event, [Night at the Fights](#), returns. Night at the Fights is the best networking event in Southern California that brings together nearly 1000 commercial real estate professionals from every discipline. The event is also an important part of supporting our public policy advocacy for the industry. I can't wait for Thursday and look forward to seeing you there.



Much more is planned for the remainder of 2021 including a [2nd USC vs. UCLA Real Estate Challenge](#), a groundbreaking virtual [Career Day](#) for students and developing leaders featuring 15 of the top industry professionals across multiple disciplines, a beach clean-up day in partnership with Surfrider Foundation and our Los Angeles Golf Tournament and Networking Dinner on December 6 at [Old Ranch Country Club](#).

We are bullish on 2022 where we will again provide 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.

Current sponsors and members will soon be receiving renewal notices to support of NAIOP SoCal in 2022. We are also reaching out to non-members to join with us to strengthen NAIOP SoCal to provide even more value as the unifying voice for our dynamic industry.

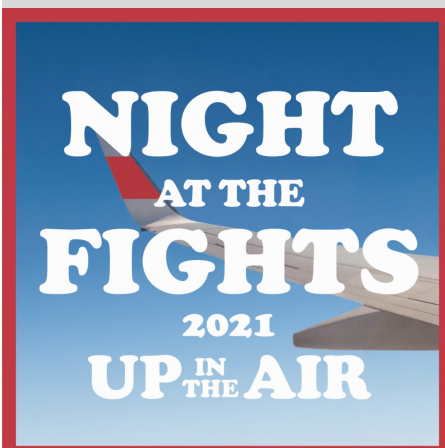
Our top priorities remain providing sponsors and members with relevant education, networking and a powerful voice on critical legislative and policy issues facing the commercial real estate industry. Our work would never be possible without the support of our sponsors and members

Thank you for your continued support and confidence in NAIOP SoCal.



Timothy Jemal
CEO | NAIOP SoCal

Hallmark Events and Programs



Night at the Fights Up in the Air!

Thursday, October 7, 2021

The OC Fair & Event Center - Hangar Building

The event of the year is fast approaching! Set for October 7th, the event will be at The Hangar at the OC Fair and Event Center with lots of space and open air for high-end networking, cocktails, a gourmet dinner, casino games, plus a premier fight card featuring boxing and MMA competitions. The chapter is excited to welcome Ring Sponsor [Link](#)

Industrial, along with Round 2 Sponsor Rexford Industrial and Warm Up Sponsor Air Control Systems.

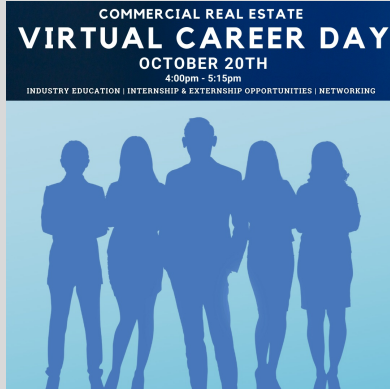
“The fact we already have a high-profile list of leading companies as event sponsors demonstrates how important this event is to our industry and the incredible amount of exposure it provides. We’re all really looking forward to getting together again with friends, peers and clients,” said Ryan Gallagher, 2021 Night at the Fights Chair, managing partner, co-founder, Space Investment Partners.

Virtual Career Day

Wednesday, October 20th 2021

NAIOP SoCal invites you to our Virtual Career Day, a special event designed for students and developing leaders interested in pursuing or advancing their career in the Commercial Real Estate Industry. We have assembled a diverse set of industry leading professionals who will provide unique insights as you navigate your careers.

Click [here](#) to register!



Real Estate Challenge

Who will take home the second Silver Shovel of 2021?

Thursday, November 18th 2021

There is no better rivalry in SoCal than the UCLA Bruins vs. the USC Trojans - Especially when it comes to real estate.

Join us Thursday, November 18, 2021, as student teams from the Ziman Center of Real Estate at UCLA's Anderson School of Business and the Lusk Center at USC's Marshall School of Business and Price School of Public Policy meet for the second time in 2021 for a head-to-head competition to determine the best use for a commercial real estate project in Southern California.

[More sponsorship opportunities available!](#)

Registration coming soon!

Thanks to our existing sponsors for their support!



LA Golf Tournament

Monday, December 6th, 2021

Old Ranch Country Club

NAIOP SoCal is pleased to announce the return of the Los Angeles County Golf Tournament. Join us as we continue the return of our hallmark in-person events. The tournament is proven to provide a networking environment with a friendly, yet competitive, golf game.

Registration coming soon!



Membership Update



2022 Membership Renewal

NAIOP is all about CONNECTIONS... to advanced education, exclusive business opportunities, and indispensable information... a connection to the future of commercial real estate development. Your participation and involvement are important to NAIOP SoCal and to the commercial real estate industry. Renewing your NAIOP SoCal membership gives you continued access to NAIOP U educational programs, exclusive legislative affairs advocacy, and the return of carefully planned in-person hallmark events including Night at the Fights, BBQ Bash, Golf Tournaments, and more!

[Click Here to Renew Your Membership Now!](#)



15 for 12 Membership Offer!

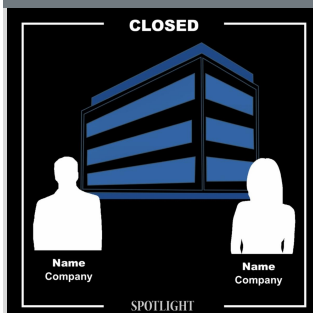
If you join NAIOP SoCal on October 1, you will receive a 15-month membership for the cost of 12 months. By joining October 1, you will get the remainder of 2021 free!

[Click Here for 3 Months Free!](#)

Welcome NAIOP SoCal New Members | September 2021

Fabrizio Chaves, **Farmers and Merchants Bank of Long Beach**
Bruno Giacobbe, **McCarthy Cook & Co.**
Jeremy Krout, **EPD Solutions, Inc.**
Ryan Norberg, **Birtcher Anderson & Davis**
Michael Evans, **Bank of Hope**
Khalid Yosufzai, **University of Southern California**
Mark Ehlers, **Corcoran Global Living**
Ryan Wakely, **Commercial Management Insurance Services, Inc.**
Nicole McDonnell, **University of Southern California**
Brett Smith, **BKM Capital Partners**
Steven Starback, **Sprite Construction Corp**
Louis Vecchio, **Crow Holdings Industrial**

Communications Update



Calling All Members: Tell Us Your Deals

One of the best benefits of chapter membership is networking and in many cases those business relationships turn into business deals. We're inviting NAIOP SoCal members who complete successful transactions with other NAIOP SoCal members to share the news with the chapter so we can include it on our social media platforms. We're especially interested in sharing news from our YPG alumni who are doing deals with fellow YPG alums.

Please submit your name, email along with the name, title and company for each primary individual involved in the transaction. Also include a brief description of the transaction. Photos are a must – such

as property specific and headshots for those involved. Please include relevant hashtags, such as location, company and individual, so we can be sure to tag all involved.

[CLICK HERE to Submit](#)



NAIOP In the News

NAIOP CEO Tim Jemal was interviewed for a recent BISNOW article analyzing the upcoming mayoral election in LA.

[CLICK HERE to Read](#)

ALERE
PROPERTY GROUP LLC

CBRE

//DWS

EASTDIL
SECURED

JLL

PROLOGIS®

THANK YOU TO OUR 2021 PLATINUM SPONSORS

BANK OF AMERICA



KPRS



LINK LOWE

Trammell Crow Company

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

