

Featuring Speakers From:

- Arnold & Porter LLP
- Buckner Alani & Mirkovich
- Cox Castle & Nicholson LLP
- Garrett DeFrenza Stiepel LLP
- Gresham Savage Nolan and Tilden PC
- Katten Muchin Rosenman LLP
- Kennerly, Lamishaw & Rossi LLP
- Nevers, Palazzo, Maddux & Packard PLC
- Pachulski Stang Ziehl & Jones LLP
- PM Realty Group
- Snell & Wilmer LLP
- Strategic Retail Advisors
- The Dow Law Office
- Wagenseller Law Firm
- Wendel, Rosen, Black & Dean LLP
- Westfield, LLC

A Comprehensive Two-Day Conference on

Commercial Real Estate Leases

Strategies and tools to survive and thrive in today's market and anticipate future market changes

April 26 & 27, 2012

Long Beach, California

Hilton Long Beach

Credits: CA 12.75 MCLE (includes 1 ethics) (call about others)

Quick when/where: 8:30 a.m., 300 Ocean Blvd

Commercial Real Estate Leases Conference

April 26 & 27, 2012 | Long Beach, California
Long Beach Convention & Entertainment Center

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8:30 Introduction and Overview

Scott L. Grossfeld, Esq., Program Co-Chair
Cox Castle & Nicholson LLP ~ Los Angeles, CA

Matthew Wilcox, Esq., Program Co-Chair
Gresham Savage Nolan & Tilden, PC ~ San Bernardino, CA

8:45 Negotiating Key Lease Provisions: The Ten Most Hotly Contested Issues in the Current Market

Panelists selectively discuss key lease provisions that are frequently negotiated in today's market, noting both the tenant's and landlord's point of view and ways to find compromises to settle difficult negotiations

Scott L. Grossfeld, Esq., Moderator
Cox Castle & Nicholson LLP ~ Los Angeles, CA

Tenant's point of view

Matthew I. Lamishaw, Esq.
Kennerly, Lamishaw & Rossi LLP ~ Los Angeles, CA

Landlord's point of view

Rory A. Packer, Esq., Associate General Counsel
Westfield, LLC ~ Los Angeles, CA

10:00 Break: Coffee, Tea and Conversation

10:15 How the Current Economy Has Caused More Focus on the Negotiation of Common Area Maintenance (CAM) Provisions

Tenant's point of view

Cheryl A. Dow, Esq.
The Dow Law Office ~ Santa Ana, CA

Landlord's point of view

Michael G. Robinson, Esq.
Buckner Alani & Mirkovich ~ Costa Mesa, CA

11:30 The Effects of Lender Involvement on Lease Negotiations

How lender involvement is increasingly affecting lease negotiation: subordination of leases; tenant non-disturbance rights; estoppel certificates; application of insurance proceeds following a casualty, and lender approval rights over leases

Carlisle G. Packard, Esq.
Nevers, Palazzo, Maddux & Packard PLC ~ Westlake Village, CA

12:15 Lunch (on your own)

1:30 Environmental Issues with an impact on leasing

Issues and compliance strategies from a developer/owner perspective

C. Gregg Ankenman, Esq.
Wendel, Rosen, Black & Dean LLP ~ Oakland, CA

Tenant perspective

Glenn T. Inanaga, Esq., Executive Director of Legal
Panda Restaurant Group ~ Rosemead, CA

2:45 Break: Soda, Tea and Conversation

3:00 Green Leasing

Key issues to watch for in green lease negotiations

Robert J. Sykes, Esq.
Cox Castle & Nicholson LLP ~ Irvine, CA

3:45 Commercial Lease Defaults and Remedies

Issues frequently encountered in tenant defaults including tips on how to draft your leases to anticipate future problems, and ways to best deal with the defaults once they occur

Robert W. Ritter, Jr., Esq.
Gresham Savage Nolan and Tilden PC ~ San Bernardino, CA

Litigation stage: Unlawful detainer actions, breach of lease claims and other dispute issues

Laine Triplett Wagenseller, Esq.
Wagenseller Law Firm ~ Los Angeles, CA

5:00 Adjourn Day One



About the Conference



Live Seminars

Sometimes you just have to be in the same roomtm

TeleBriefings

One hour expert

www.lawseminars.com

This year's conference will focus on how the current economic environment continues to impact all aspects of commercial lease transactions, from agreement on business terms and negotiation of definitive documents to alternative options in dealing with defaults. We will hear leading industry attorneys and specialists describe their expert impressions of the challenges and opportunities provided by today's local, regional and national markets. Special attention will be given to negotiation of key lease issues and traditional and cutting-edge provisions, from the perspectives of the various parties and participants key to most commercial lease transactions. Discussions will also include how to anticipate and deal with tenant defaults and insolvency.

Our presenters and panelists have extensive real-world experience enabling them to suggest practical solutions to issues surfacing in today's environment. Information provided in this seminar will be useful to landlords, tenants, brokers, property managers, attorneys and other real estate professionals charged with negotiating, documenting and solving challenging lease transactions and situations.

Our goal is to provide attendees with the knowledge, strategies and tools they need to survive and thrive in today's market and anticipate future market changes.

~ Program Co-Chairs: Scott L. Grossfeld, Esq., Cox Castle & Nicholson LLP and Matthew Wilcox, Esq., Gresham Savage Nolan & Tilden, PC



8:00 Continental Breakfast

8:30 Introduction and Overview

Scott L. Grossfeld, Esq., Program Co-Chair

Matthew Wilcox, Esq., Program Co-Chair

8:45 Leading Broker Perspectives on the Current and Future Market

Experienced commercial brokers will provide their perspectives on the current market and today's challenges and opportunities in lease negotiations

Nelson C. Wheeler, President & Partner Strategic Retail Advisors ~ Newport Beach, CA

Mark Mattis, Senior Vice President of Leasing PM Realty Group ~ Carson, CA

10:00 Break: Coffee, Tea and Conversation

10:15 Select Issues in the Construction and Improvement of Commercial Space

Key issues in drafting build-to-suit leases and tenant improvement work agreements; challenges and mistakes to avoid in construction, related processes of preparing premises for occupancy

Allyssa J. Holcomb, Esq. Garrett DeFrenza Stiepel LLP ~ Costa Mesa, CA

11:00 Co-Tenancies: The Dance of Negotiation

Discussion to illustrate how landlord and tenant counsel can recognize and dodge tricky lease negotiating tactics

Daniel J. Villalpando, Esq. Cox Castle & Nicholson LLP ~ Los Angeles, CA

11:45 Lunch (on your own)

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1:00 The Effect of Insolvency, Receiverships, and Bankruptcy on Commercial Leases

Lessons from recent cases on the ramifications and options of landlords and tenants in the event of insolvency, receivership, and similar creditor-debtor proceedings

Jeffrey N. Pomerantz, Esq. Pachulski Stang Ziehl & Jones LLP ~ Los Angeles, CA

Brian D. Huben, Esq. Katten Muchin Rosenman LLP ~ Los Angeles, CA

2:00 Ethical Considerations for Lawyers Involved in Lease Negotiations

Minimizing and properly documenting issues of client conflict; duties to former clients; allocation of authority between client, lawyer and broker; fairness, truthfulness, and candor; impact of the Internet and resulting new business models

Jonathan W. Hughes, Esq. Arnold & Porter LLP ~ San Francisco, CA

3:00 Evaluations and Adjourn

Upcoming Seminars:

Table with 3 columns: Seminar Title, Date, Location. Includes: Commercial Real Estate Purchase & Sales, Clean Water and Stormwater, Toxics Regulation for Retailers and Consumer Products, Securities Law for Emerging Companies, Current Issues in IP Licensing, Tribal Water in the Pacific Northwest.

See more at www.lawseminars.com



Registration & Other Conference Information

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Fax the registration form to us at: 206-567-5058
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Mail the registration form on the front page.
Walk-ins are welcome, subject to space availability.
Registration is complete when we receive payment or agree to later payment.

Tuition: Regular tuition for this program is \$995 with a group rate of \$745 each for two or more registrants from the same firm. For government employees, we offer a special rate of \$665. For students and people in their job for less than a year, our rate is \$497.50. All rates include admission to all seminar sessions, food and beverages at breaks, and all course materials. Make checks payable to Law Seminars International.

Substitution & Cancellation: You may substitute another person at any time. We will refund tuition, less a \$50 cancellation fee,

if we receive your cancellation by 5:00 p.m. on Friday, April 20, 2012. After that time, we will credit your tuition toward attendance at another program or the purchase of a Homestudy. There is a \$25 cancellation fee for Course Materials orders and \$50 for Homestudy orders.

Seminar Location: The conference will be held at the Hilton Long Beach at 701 West Ocean Blvd in Long Beach, CA., phone: 310.983.3400.

Continuing Education Credits: Live credits: Law Seminars International is a State Bar of California approved MCLE provider.

This program qualifies for 12.75 (includes 1 ethics) CA MCLE credits. Upon request, we will apply for, or help you apply for, CLE credits in other states and other types of credits.

If You Cannot Attend: Our complete Homestudy Course, consisting of a DVD recording and the course materials (either a binder or searchable CD), is available for \$1005. The course materials alone are available for \$100. We will ship your Homestudy order via UPS ground within two weeks after the seminar or from the date we receive payment.

Faculty: Commercial Real Estate Leases Conference

Scott L. Grossfeld, Program Co-Chair, partner at Cox Castle & Nicholson LLP, focuses on retail development and commercial leasing, representing commercial developers with shopping center development. He is a lecturer/panelist on leasing for the International Council of Shopping Centers.

Matthew Wilcox, Program Co-Chair, shareholder, Gresham Savage Nolan & Tilden, PC, is experienced in business, real estate and finance transactions. His practice focuses on all aspects of real estate development including retail, commercial, residential and industrial property acquisitions and dispositions, secured lending, commercial leasing, construction and financing.

C. Gregg Ankenman, partner, Wendel, Rosen, Black & Dean LLP, is a frequent speaker and author, including contributing book chapters on retail leasing, office leasing, real estate finance practices and real property sales transactions for California Continuing Education of the Bar (CEB). He served as Chief Consultant on CEB's Retail Leasing: Drafting and Negotiating the Lease.

Cheryl A. Dow, owner, The Dow Law Office, is a real estate attorney representing landlords and tenants in preparation and negotiation of commercial leases in shopping centers, office buildings and medical centers. She has been in-house with a landlord developer and a shopping center tenant.

Allyssa Jane Holcomb, partner of Garrett DeFrenza Stiepel LLP, specializes in real property law, with an emphasis on commercial leasing, purchase and sale transactions, development and financing. She is experienced representing both landlords and tenants in all aspects of retail, office, medical and industrial leasing.

Brian D. Huben, partner at Katten Muchin Rosenman LLP, practices in commercial litigation, representation of creditors in bankruptcy, and retail shopping center owners, managers and developers in state and federal courts.

Jonathan W. Hughes, partner, Arnold & Porter LLP, represents law firms and lawyers in litigation

and legal ethics matters. He litigates complex commercial cases outside of the law firm context and represents high tech companies, investment companies, and businesses and executives in employment, partnership dispute and unfair competition matters.

Glenn T. Inanaga, Executive Director of the Legal Department, Panda Restaurant Group, Inc. focuses on general corporate, employment, litigation and real estate. He leads the Corporate Legal sub-group within the Legal Department.

Matthew Lamishaw, transactional real estate lawyer and co-managing partner of Kennerly, Lamishaw & Rossi LLP with experience in the acquisition, development, leasing and disposition of commercial real estate, particularly retail shopping centers. His client base includes national and regional developers and tenants.

Mark Mattis, Senior Vice President Leasing & Investment Sales, PM Realty Group, is a member of the National Association of Industrial and Office Parks (NAIOP), the American Industrial Real Estate Association (AIR), and the Los Angeles Commercial Realty Association (LACRA), for which he serves as Executive Board Member. He is also the chairman of the Annual Broker Challenge philanthropy in Santa Monica.

Carlisle G. Packard, shareholder, Nevers, Palazzo, Maddux & Packard PLC, represents individual and institutional clients in a broad range of finance, development and investment matters involving all kinds of real property

Rory A. Packer, Associate General Counsel, Westfield, LLC, is responsible for real estate matters for the company's US properties, in particular, all "big box" and department store transactions. He is involved in strategic planning for development and re-development projects for the US properties.

Jeffrey N. Pomerantz, member, Pachulski Tang Ziehl & Jones LLP, represents companies, creditors' committees, and private equity funds in financial restructurings and merger-and-acquisition transactions

both in and out of court. He is a "Super Lawyer"

Robert W. Ritter, Jr., Esq., shareholder of Gresham Savage Nolan and Tilden PC, practices in business and transactional law. He counsels on the development of retail, commercial, industrial and mining properties, including acquisition, permitting and approval, development and leasing, with a specific emphasis on commercial leasing

Michael G. Robinson, of-counsel, Buckner, Alani & Mirkovich, specializes on the representation of owners, developers and landlords in connection with the acquisition, disposition, financing, leasing and development of retail centers and other commercial property. He focuses on preparation and negotiation of retail leases, purchase agreements and associated documentation in connection with shopping center development.

Robert J. Sykes, partner, Cox, Castle & Nicholson LLP, focuses on commercial property acquisition, development (including redevelopment), leasing and construction. He handles development and leasing for shopping centers, offices, industrial and mixed-use urban development projects throughout California.

Daniel J. Villalpando, partner at Cox Castle & Nicholson LLP, focuses on retail development and commercial leasing, specializing in representing commercial developers in connections with shopping center development. He is co-author of *Retail Leasing: Drafting and Negotiating the Lease*.

Laine T. Wagenseller, principal attorney, Wagenseller Law Firm, represents real estate developers, property owners, commercial tenants, business owners, partnerships, investors, company directors and officers, professionals, lenders and corporations. He acts as general counsel to several businesses. He serves as a judge pro tem with the Los Angeles Superior Court.

Nelson C. Wheeler is president and partner at Strategic Retail Advisors.

April 26 & 27, 2012
 Long Beach, California

Hilton Long Beach

701 West Ocean Blvd
 (310) 983-3400

Who Should Attend:

Attorneys, landlords, tenants, brokers, lenders and other real estate professionals who are involved in landlord/tenant relationships, and others charged with negotiating, documenting and solving challenging lease transactions.

You Will Learn About:

- *Negotiating key lease provisions in today's market*
- *The current negotiation focus on the common area maintenance (CAM) provisions*
- *Effects of the lender involvement*
- *Green leasing and environmental issues*
- *Drafting build-to-suit and work agreements*
- *Co-tenancies*
- *Lease defaults and remedies*
- *The effect of insolvency, receiverships, and bankruptcy on commercial leases*
- *Ethical considerations for lawyers involved in lease negotiations*

To Register:

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