

## Thursday, October 25 : Roundtable Discussion Topics

Table	Table Host(s)	Discussion Topic
1	Glenn Amster	Email communications in lease negotiations: to cc or not to cc, among other questions
2	Marc J. Becker	Controlling legal fees of outside counsel
3	Joe (Yosi) Benlevi	Overview of the 2012 ALTA endorsements
4	Marc B. Bergoffen	A Day Late Makes the Tenant Several Dollars Short. Tortured Idioms Aside, What Does "Time is of the Essence" Mean For Non-Timely Exercises of Renewal Options?
5	Steve Blimkie and Denis Paquin	Leasing in Canada: The Good, the bad, the different
6	Charles Misko	The title side of retail transactions
7	Christopher C. Brockman	When Is Your Money Not Your Money? Dealing With A Preference Claim In Bankruptcy
8	Danielle Meltzer Cassel	Opportunities and pitfalls in utilizing public incentives for retail and mixed use projects
9	Sharon Nelson Craig	The Most Important Date You Ever Had: Lease Execution Date, Commencement Date, Possession Date and Rent Commencement Date
10	Robert Davis	Tenants: Be Careful of these "Gotchas" in Shopping Center Leases
11	Bindi Dharia	Key mortgage SNDA points for a tenants to consider
12	Mike DiGeronimo	Acquiring and developing outlots within existing shopping centers or retail projects
13	Matt Epstein	David v. Goliath: battling on behalf of small luxury retailers with giant mall landlords
14	Katherine Farley and Diane Lidz	An "Inside-Out" Dialogue About Alternative Fee Arrangements
15	Niclas A. Ferland	Bankruptcy Auctions of Leases and Real Estate - process and issues
16	Kenneth Gordon	Co-Tenancy/Grand Opening clauses
17	Richard Hauer	Outlet malls, How they have changed, where they are now, and where are they going.
18	Thomas S. James	Company – wide" transactions – why do leases say what they weren't intended to mean (or do they)?
19	Johanna Jumper	The Doctor is In: Unique Considerations for Medical Leases in Shopping Centers
20	Robert E. Kaelin	Common Mistakes made by Landlords when Evicting Tenants
21	Elisabeth Kozlow	The importance of developers properly negotiating construction contracts in this challenging economy
22	George Kroculick	Condemnation clauses in leases
23	Paul G. Laudano	Representations and Warranties in Your Purchase Agreement - What's Important and What's Not?
24	John H. Lewis	Lease Guaranties – Best Practices, Worst Practices and War Stories
25	Mark Lichtblau	Rent Commencement in Retail Leases - when should it occur and to what conditions precedent should it be subject
26	Nancy R. Little	Legal Project Management for Real Estate Lawyers
27	Lawrence Litwin	Shopping Center Land Use Approvals and Site Selection based upon title and environmental constraints for the adaptive reuse of existing centers
28	Catherine Martin and Ronald Tucker	Negotiating an Out of Court Workout with Landlord
29	Cliff McKinney	Different shades of green—the current state of LEED®
30	Bart Mellits	Flexibility- Expansion, Contraction and Relocation rights



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31	Fern Musselwhite	Landlord and tenant concerns in negotiating restaurant ground leases.
32	Jared Oakes	What's "market"?: A discussion of the swinging pendulum of relative negotiating strength between landlords and tenants.
33	Greg M. Otto	Appropriate ways to allocate CAM costs in a mixed-use development
34	C. Mario Paura	Non-Disturbance Agreements and the Goodyear Case
35	Karen Pifer	How to Make Options Work for You – Keeping your Options Open in these Uncertain Times: Extensions, Renewals and Contractions
36	Richard Rattner	A "fast track" through the municipal zoning process in a challenging economy
37	Sean Renfro	15 Protections a Landlord Should Consider When Granting a Tenant an Early Termination Right
38	Steven Rinehart	New technologies in ALTA survey and title review
39	Michael Robertson	Who is your client? How to deal with (a) multiple representatives and (b) representatives making bad decisions
40	Jared Rothman	Co-Tenancy, Delivery and Other Issues Unique to Shopping Center Grand Openings
41	Dennis M. Ryan	Effect of 11 <sup>th</sup> Circuit TOUSA decision on Real Estate Lending Practices
42	Gilbert Saydah	The treatment of subleases in bankruptcy.
43	Jill Schloff	Negotiating key provisions of a Joint Venture Agreement
44	Diane Schroer	Temporary/short term leases: more than just a carnival.
45	Michael Schwartz	Outsourcing of Legal Due Diligence Services – The Pros and Cons in light of today's economic realities
46	Mindy W. Sherman	Exclusives/Remedies for Breach
47	Howard Sigal	Managing and using technology to speed up process
48	James Soble	Fraudulent Transfers of Commercial Real Estate and Cancellation of Debt: Who Bears The Risk? A Case Study.
49	Benjamin Stern	Real Estate Mediation and Arbitration
50	Brad Syverson	5 things I wish my lawyer never said – discussion of effective in-house communication for real estate counsel and clients
51	David Tesler	What every attorney should know about financial due diligence and how they could support their acquisition team
52	Debbie Tomczyk	Big box ordinances, market studies and traffic studies: How municipal regulations impact the development and operation of shopping centers.
53	Anthony Uva	Conforming Leases ; What exactly does that mean?
54	Arnaldo Villamil	So You Want To Set Up An Operation In Puerto Rico, Here Are A Few Pointers.
55	Homer L. Walker	Drafting Broker Listing and Commission Agreements and the proliferation of Broker Lien Statutes
56	Monty Warsh	Operating Costs- current practice on what is in....and current thinking on what should be out
57	Richard D. Wolloch	Current Hot Button Topics in Title Insurance
58	Bruce Wycoff	What courts do to agreements through application of the covenant of good faith and fair dealing
59	Katheryne Zelenock	Document Automation for Leasing---Better, Faster, Cheaper Production of Lease Documentation
60	Andrew Zelsermyer	Negotiating REAs and ECRs with shopping center anchors



## Saturday, October 27 : Roundtable Discussion Topics

Table	Table Host(s)	Discussion Topic
1	Kenneth Beallor	Unique Leasing Considerations for Franchisors and Franchisees
2	Jon Bomberger	Impact of the 2010 ADA Standards on the Retail Industry
3	Wiley Boston	Sustainability Requirements Impacting Retail Lease Documentation
4	Leslie Candes	When Is a "Final Construction Lien Release" really Final?
5	Frank Cerza	Negotiating Lease Relocations Clauses
6	Scott Davis	Kickouts
7	Demrie Graham	Where have all my tenants gone? The pitfalls of co-tenancy clauses
8	Jennifer Duncan	Negotiating telecommunications leases
9	Larry Falbe	How to Successfully Develop Contaminated Properties
10	Ed Foster	The latest developments in mortgage foreclosures, receiverships, note sales, and foreclosure sales
11	David B. Franklin	Alternative Fee Arrangements: Balancing Client and Counsel Interests
12	Kent J. George	Structuring Letters of Intent.
13	F. L. Gorman	Valuation Issues and CMBS Pooling and Servicing Agreements
14	Chris Hartmann	Nonrecourse carveouts and recent litigation with respect thereto
15	Oliver Hobday	Top 5 Differences between Canadian and U.S. Shopping Centre Leasing – What U.S. Retailers Need to Know
16	Courtney Hollins	Purchase and Sale Agreements: Timing (Inspection Periods, Title and Survey, Closing); Refundability of Earnest Money; Dealing with OEAs, REAs, and COREAs through the sale process (total and partial sales of respective properties)
17	Wade A. Houser	Inclusion of review fees, administrative costs, and other landlord charges seem to be more common than ever.
18	Ted Hunter	How to streamline your leasing platform
19	Mitchell Jaffe	Cell Site Leasing/Licensing: Provisions with different consequences than the typical read in a retail or office lease:
20	Joseph Jean	Maximizing Insurance Coverage and Measuring Business Interruption Loss In Wide-Impact Catastrophes
21	Ryan Jenness	Lease Provisions/Issues Unique to Restaurants
22	Martin W. Kafafian	Pitfalls of Construction Allowances
23	Michael Kuhn	Using Letters of Credit for Tenant Credit Enhancement
24	Jo-Ann Marzullo	Impacts on shopping centers with struggling supermarket chains
25	Spence Mehl	The downsizing of the American retail stores
26	Charles Menges	Opinions by in-house counsel with regard to real estate finance transactions
27	Deborah J. Moench	50 Ways to Leave Your Landlord
28	Ronald Neifield	What should and should not be in an LOI
29	Robert Nolan	Accelerated Rent: Can Landlords Get It? (50 State Survey)
30	Pablo L. Petrozzi	Some Suggestions for Making Your Leasing Practice Work with your Loan Documents
31	Nancy Pinkham	I Want Control—Valet Parking in a Multi-Use Center
32	Howard Rubin	Big Fish in a Small Pond or Small Fish in an Ocean – Handling Tenant Bankruptcies for the Small to Medium Size Shopping Center.



## Saturday, October 27 : Roundtable Discussion Topics

Table	Table Host(s)	Discussion Topic
33	Melanie Scroble	Drafting the PSA - the Assignment Clause.
34	Stephen Snively	Self-Insurance: Minimizing the Risk to Landlords
35	Sandip Soli	Mobile Social Media: Twitter, Facebook and other Apps
36	Kenneth J. Stipanov	Ground Lease Financing – Lender, Owner and Developer Perspectives
37	Corey Wilk	Obstacles retailers (big box, supermarket, chain and independent) face when seeking to acquire a liquor license and obtain necessary approvals for same

