Wednesday, October 24

2:00 – 3:15 pm
Seminar 2
REAs 101: The Shopping Center Real Estate Owners’ Manual
This seminar will provide an introduction to the basics of reciprocal easement agreements ("REAs"), also known as operating and easement agreements ("OEAs") and various other monikers. These instruments create a roadmap by which multiple contiguous landowners co-exist in an integrated shopping center. We will cover the spectrum of REAs, from the simple single-anchor community center to the multi-owner regional mall.

KATE FURLONG
Macy’s
Cincinnati, OH

ADAM HIRSCHFIELD
Hirschel Savitz Parker & Hollman, P.A.
Gaithersburg, MD

JAMES MOOMAW
Howard Hughes Corp.
Dallas, TX

3:30 – 4:45 pm
Seminar 4
Borrower Beware: Pitfalls and Protections in Shopping Center Financing
Don’t get stuck with your hands tied or in a Catch-22 because off-the-shelf loan documents do not provide adequate flexibility to operate your shopping center. Mortgaging a shopping center requires understanding necessary carve-outs, areas of tension and appropriate "asks" to make. This seminar will discuss what to look out for and how to negotiate the best shopping center loan from both sides of the table.

RACHEL S. BROWN
Kirkland & Ellis, LLP
Chicago, IL

ANITA SABINE
O’Melveny Myers LLP
Los Angeles, CA

Thursday, October 25

5:00 – 6:30 pm
First Timers & Next Generation Orientation
Get inside tips on how to make the most of your first Law Conference at this special welcome reception. Long time attendees will host small discussion tables to share their insights and answer your questions. This is a great networking opportunity to kick off your conference experience.

7:15 – 8:30 am
Roundtable Discussions

8:30 – 9:30 am
General Session 2
Ethics for Road Warriors: The Prickly Thicket of Social Media and Multijurisdictional Practice Issues
We’re all doing deals with and for others around the country, and we’re constantly on the go, on the Internet, on our smartphones, iPads and laptops, and on planes. Even 80-year old Rupert Murdoch is on Twitter, so jet setting lawyers or clients who neglect social media will find the world passing them by. But what are the ethical implications of all of this? Back by popular demand, Mike Rubin will lead us through a fast-paced romp through a number of hypotheticals. You won’t need caffeine to stay awake for this presentation!

MICHAEL H. RUBIN
McGlinchey Stafford PLLC
Baton Rouge, LA

9:45 – 11:00 am
General Session 3
An Insurance Presentation You Can Use: How to Write Your Lease Correctly
A transactions lawyer, an owner of one of the largest insurance brokerage firms in the Southwest, and a law professor will explain landlord and tenant insurance, insurance specifications, lease insurance provisions and insurance industry standard forms will be annotated, terms defined and practical advice given.
Thursday, October 25 (continued)

CHARLES E. COMISKY
Brady Chapman Holland & Associates, Inc.
Houston, TX

WILLIAM H. LOCKE, JR.
Graves, Dougherty, Hearon & Moody, P.C.
Austin, TX

TANYA MARSH
Wake Forest University School of Law
Winston-Salem, NC

11:15 am – 12:30 pm
Seminar 8
A practical introduction to the three major types of retail leases, with specific negotiation strategies and tips for fundamental and current ‘hot button’ issues.

JOAN BUDD
Cable TV of Eastern Alabama
Birmingham, AL

GEORGE WALSH
Thompson Hine LLP
New York, NY

KEVIN WOOLF
Seyfarth Shaw LLP
Atlanta, GA

2:45 – 4:00 pm
First Timers & Next Generation Reception
Down by the Lazy River
Please join us outside by the lazy river for a friendly, informal gathering that will provide a comfortable way for you to meet new faces in a smaller social setting. Casual attire is recommended.

Friday, October 26 (continued)

MATTHEW E. CASH
Jones Lang LaSalle, Inc.
Chicago, IL

ELIZABETH HAMILTON
Office Depot, Inc.
Boca Raton, FL

NICHOLAS B. WARANOFF
Allen Matkins Leck Gamble Mallory & Natsis LLP
San Francisco, CA

10:45 am – 12:00 noon
Seminar 19
Purchase and Sale Transactions: A Refocus on the Fundamentals
While sellers with dreams of an ideal sales price were previously reluctant to part with projects, recovering economics may bring them to the table. At the same time, with financing more available, buyers should be ready to move ahead with plans long deferred. Topics to be covered will include: due diligence, representations and warranties, title insurance and financing. Form documents used in actual transactions will be analyzed and compared in an effort to give participants a practical refresher in issues that may have faded from consciousness.

ANTHONY GRIMALDI
TIAA-CREF
New York, NY

SEARLE MITNICK
Gordon Feinblatt LLC
Baltimore, MD

12:15 – 1:00 pm
Seminar 20
Insurance Basics: What Do Those Terms Mean and What Can I Really Insure Against?
This seminar will focus on the “real world” application of basic liability and casualty insurance provisions and concepts. We will analyze drafting and “hot topic” insurance issues encountered by tenants, landlords and mortgagees of shopping centers. Attendees will be encouraged to participate and to discuss how they have addressed and dealt with the matters being discussed.

MARTIN A. GLAZER
Goulston & Storrs
Boston, MA

NEIL S. KESSLER
Troutman Sanders LLC
Richmond, VA

Friday, October 26

9:15 – 10:30 am
Seminar 15
From the Halls of Justice: Ten Cases You Need to Know about in the Shopping Center Industry
This seminar will discuss ten cases that are important to the shopping center industry and provide practice pointers derived from each. Related cases on similar issues will also be analyzed.
Saturday, October 27

8:00 – 9:15 am
Roundtable Discussions

Leasing Symposium
9:30 – 10:45 am
Seminar 21

Leasing 102: Ten Lease Clauses That Get No Respect
When negotiating leases, there are many important clauses that are often overlooked in favor of the “sexier” ones such as use and exclusives, assignment and subletting and insurance requirements. These overlooked, overshadowed and undervalued clauses, however, play an important part not only with respect to the clauses themselves but also with respect to the impact they can have on the entire lease agreement.

MARK S. HENNIGH
Greene Radovsky Maloney Share & Hennigh, LLP
San Francisco, CA

DAVID G. LONDON
Honigman Miller Schwartz & Cohn LLP
Bloomfield Hills, MI

STEPHEN J. MESSINGER
Minden Gross LLP
Toronto, ON

Session Descriptions

General Sessions:
General Sessions are intended to provide a broad, general perspective of the topic. Sessions are held in large rooms and led by a panel of three or four speakers. There is limited interaction with the audience as a result of the size and scope of the presentation.

Seminars:
Seminars are intended to be a more in-depth discussion of the topic. They are led by two or three practitioners with substantial prior experience on the topic. Interaction with the audience is encouraged, but the session speakers are expected to control and limit discussion as well as cover all of the subject matter described in the outline of the session. Depending on the description of the session, seminars may be at an advanced level.*

Roundtable Discussions:
The roundtables are organized as informal discussions among industry professionals regarding specified topics. The roundtable leader is not expected to have prepared any written materials. The leader is there to guide the discussion and ask questions of the roundtable participants for discussion among themselves. Roundtable leaders are chosen for their prior experience with the topic.

Leasing Symposium:
The Saturday morning sessions will all be focused on the most popular topic - leasing issues. Conference attendees will want to make every effort to attend these timely and insightful leasing sessions.