



Event Description

On behalf of Information Management Network (IMN), I would like to invite you to our 2nd Annual Real Estate General Counsel's Forum to be held in New York, September 10-11, 2012.

IMN is proud to announce the agenda for its 2nd Fall Real Estate General Counsel Forum. Featuring 16 sessions with 50+ in-house real estate lawyers from Funds, REITs, Non-Traded REITs, Banks and Lenders speaking on some of the key sessions listed below including:

- The Regulatory & Political Economy Panel
- Risk Management & Insurance
- Property Acquisitions & Due Diligence
- Deal Structuring, Loan Origination & Financing, Regulatory & Business Developments
- When Should you get Outside Counsel to Come in? Who are you going to call? What are the Fees, Billing Trends, Cost Management & Monitoring Methods

This conference will be targeted specifically for in-house legal professionals at Funds, REITs, Operating Companies, Banks, Lenders, Institutional Investors and Corporates. Its goal is to showcase the current issues & challenges in-house real estate law professionals are confronting & the strategies & tools they are employing to meet these challenges.

A second goal of the meeting will be to provide networking and business development opportunities for industry consultants, service providers & outside counsel who provide services to these real estate legal professionals which help them meet the business challenges they confront.

Who Should Attend

In-house legal professionals at Funds
REITs
Operating Companies
Banks
Lenders
Institutional Investors
Corporates



Rosenberg & Estis, P.C. has been a leader in New York real estate law for more than 30 years. We are a boutique law firm that has an unparalleled ability to skillfully guide our clients through Manhattan's notoriously complex real estate laws. The firm's more than 50 attorneys expertly handle real estate transactions, litigation, administrative law proceedings and appeals. We are proud of our role in the landscape of New York City.

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IMN-Real Estate General Counsels Forum

AGENDA

11:25B Property Management, Leases & Lease Restructuring

- Special issues for distressed assets
- How are you keeping clients?
- Slip and falls
- Tax changes
- Tenant bankruptcies
- What is on your lease checklist?
- Financeable leases
- Lease amendments in foreclosure
- Limiting your exposure in lease transactions
- Lease exit strategies
- Built-to-suit leases
- Lease renewal trends
- Store lease pitfalls
- Chapter 11 reorganization and breaking burdensome lease agreements
- Wear and tear clauses
- Tenants breaking leases
- Making sure green leases don't get you blue

Session Chair:

Samuel M. Walker, *Partner*, **BLANK ROME LLP** [[BIO](#)]

Panel Participants:

Cory Weiss, *Partner*, **INGRAM YUZEK GAINEN CARROLL & BERTOLOTTI, LLP** [[BIO](#)]

Basil Donnelly, *Senior Vice President - Legal Affairs*, **DLC MANAGEMENT CORP.** [[BIO](#)]

Donna Corrigan, *VP Associate General Counsel*, **GRAMERCY CAPITAL CORP.** [[BIO](#)]

Kirk Cypel, *General Counsel*, **ROULEUR REALTY ADVISORS, LLC** [[BIO](#)]

Michael E. Lefkowitz, *Partner*, **ROSENBERG & ESTIS, P.C.** [[BIO](#)]



[Walker](#)



[Weiss](#)



[Cypel](#)



[Lefkowitz](#)

IMN-Real Estate General Counsels Forum

AGENDA

12:25 What is on your Checklist? Property Acquisitions & Due Diligence

- When do you use outside counsel?
- Purchase agreements
- Closing hurdles
- Evaluating local entitlements
- Seller liability issues
- What is the minimum time you will take to do due diligence?
- What if you do not have that much time?
- Note sales
- Dispositions
- Local codes & laws
- What to do if no comps?
- Physical inspection
- Exclusivity periods
- Negotiation trends
- Environmental concerns
- Physical property inspection
- Title issues
- Entitlements review

Session Chair:

Jeffrey Lenobel, *Partner and Chair of the Real Estate Department*, **SCHULTE ROTH & ZABEL LLP** [[BIO](#)]

Panel Participants:

Joseph P. Sciacca, *Managing Director & Associate General Counsel*, **CERBERUS REAL ESTATE CAPITAL MANAGEMENT, LLC** [[BIO](#)]

Jason P. Maxwell, *Corporate Counsel*, **HINES REIT** [[BIO](#)]

Luise Barrack, *Managing Partner*, **ROSENBERG & ESTIS, P.C.** [[BIO](#)]

Darryl Gugig, *Deputy General Counsel - Premium Outlets* -, **SIMON PROPERTY GROUP** [[BIO](#)]

Alan Silver, *Acquisition Manager*, **TOLL BROTHERS** [[BIO](#)]



[Lenobel](#)



[Maxwell](#)



[Barrack](#)



[Gugig](#)



[Silver](#)

IMN-Real Estate General Counsels Forum

AGENDA

2:25 New Construction, Development & Financing

- Cost overruns-who is responsible?
- Risk and lease obligations
- Recourse and indemnification
- Contractor issues
- Inspection - What a lawyer should be looking for
- Contractual & Documentation negotiations & trends
- State & Government law: Any changes?
- Defects & Litigation
- Using proceeds of insurance to rebuild
- Project management concerns
- Design-build contracts
- Mechanics liens issues
- Warranties, guarantees and remedies
- CCIP & CCEP
- Waivers of consequential damages
- General contractor vs. construction manager approaches
- Lien waivers, remedies, monitoring and direct payment arrangements

Session Chair:

Richard Sussman, *Partner*, **ROSENBERG & ESTIS, P.C.** [[BIO](#)]

Panel Participants:

Michael Pollack, *Senior Vice President & General Counsel*, **ASHFORTH** [[BIO](#)]

Loretta Kelly, *General Counsel*, **BPG PROPERTIES, LTD** [[BIO](#)]

Michael Scheffler, *Partner and Real Estate Development Practice Group Leader*, **BLANK ROME LLP** [[BIO](#)]

Richard Hollowell, *Managing Director*, **REZNICK GROUP, P.C.** [[BIO](#)]



[Sussman](#)



[Pollack](#)



[Kelly](#)



[Scheffler](#)



[Hollowell](#)